**APPROVAL FORM**

1. An approval form must accompany each proposal.
2. A proposed catalogue description of the course must accompany the proposal as a separate page.
3. Results of all consultations must be attached to the proposal.

<table>
<thead>
<tr>
<th>Proposal Title</th>
<th>Changes to BSBA Curriculum - Changes in Prerequisites</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sponsor(s)</td>
<td>Bradway, Lynch, Pritchard, Rossin</td>
</tr>
<tr>
<td>Dept.</td>
<td>Administrative Studies</td>
</tr>
</tbody>
</table>

Check One

- Course
- Credit/Level/Title
- Change or deletion
- Other
- Prerequisite

<table>
<thead>
<tr>
<th>Concentration</th>
<th>Specialization</th>
<th>Major Program</th>
<th>Certification</th>
</tr>
</thead>
<tbody>
<tr>
<td>Graduate</td>
<td>Undergraduate</td>
<td>X No. of Credits</td>
<td></td>
</tr>
</tbody>
</table>

**Approved**

[Signature]

**Not Approved**

[Signature]

**Dept. Curr. Comm. Chairperson**

[Signature]

**Date**

**Division Curr. Comm.**

Reviewed [Date]

**Dean of Division**

Reviewed 4-28-82 [Date]

**Chairperson Div. Curr. Comm.**

[Signature]

**Chairperson, Department**

[Signature]

**Date**

---

**SENATE CURRICULUM COMMITTEE**

**SCC # 81-12-47** Proposal Received 4/5/82 Open Hearing Held 5/13/82

Returned to the department for the following reason(s): Get letters for change in Statistics for Management. Change in name.

Approved by the Curriculum Committee: Date 5/24/82

Presented to Executive Committee of the Faculty Senate as information: Date 5/25/82

Notifications forwarded: Vice President for Academic Affairs: Date 5/26/82

[Signature]: Chairperson, Senate Curriculum Committee

[Signature]: Shirley C. Dugdell 5/26/82
Official copy and approval sheet filled

Course approved Yes ___ No ___

If no, reasons are as follows:

1. 
2. 
3. 

Student credit hours assigned ______

Faculty load hours ______

Equalized credit hours ______

REGISTRAR

Approved course description received and Hegis Taxonomy Number assigned

by Registrar Yes ___ No ___

Hegis Taxonomy Number ______

Signature: Registrar Date

ACADEMIC DEAN

Yes Budget, faculty library allocations and Academic Support Services are adequate for immediate implementation.

No Constraints do not permit implementation. The earliest the proposal might be implemented would be ______

Signature: Academic Dean Date

Copies forwarded: Senate Curriculum Committee Chairperson, Department Chairperson, Registrar
To: Dr. Shirley O'Day, Chairperson, Senate Curriculum Committee

From: Dr. Robert E. Pritchard, Acting Co-Chairperson, Administrative Studies

Subj: Changes to BSBA Degree

As you requested, I enclose herewith three copies of the revised memo requesting changes in course prerequisites. The course titles referred therein now correspond to the new course titles.

Thank you.

REP/s

Encls.
To: Senate Curriculum Committee

From: Dr. Robert E. Pritchard, Acting Co-Chairperson
Administrative Studies Department

Subj: Changes to the BSBA Curriculum -- Prerequisites

As part of the work to update the college catalog our department reviewed the curriculum and would like to make several small changes relating specifically to prerequisites. These changes do not affect any other departments and all of the changes have been reviewed by the co-chairpersons and were approved by the faculty at its regular meeting on March 3, 1982.

1. Add prerequisites to 0504.300 Principles of Finance. Add the following prerequisites: 2204.101 and 2204.102 "Macroeconomics," 1703.202 "Math For Management" and 1703.261 "Statistics for Management," in addition to the existing prerequisite 0502.211 "Accounting II."
Rationale: These courses are all required courses and are designed for the first two years of study. Most students have completed them prior to taking Principles of Finance. Explicitly stating them as prerequisites will avoid confusion and help to eliminate the problem of students taking courses out of sequence.

Rationale: The latter provides sufficient background and will facilitate scheduling.

New Jersey Is An Equal Opportunity Employer
3. Change the prerequisite for 0504.325 "Long-Term Asset Management" from 0504.320 "Managerial Finance" to 0504.300, "Principles of Finance."
   Rationale: Managerial Finance I and II (renamed "Managerial Finance" and "Long-Term Asset Management" respectively) are not sequential and may be taken in either order. Principles of Finance is the correct prerequisite.

4. Change the prerequisite for 0506.303 "Management of Multinational Business" to 0506.300 "Organizational Behavior," (formerly named Process of Management), 0504.300 "Principles of Finance" and 0509.300 "Principles of Marketing." Rationale: A strong knowledge base in each of these fields is required for an understanding of international business.

5. Change the prerequisite for 0506.304 "Organization Change and Development" from 0506.101 "Intro to Management" to 0506.300 "Organizational Behavior."
   Rationale: Knowledge of materials in Organizational Behavior are required for this course.


7. Change prerequisite for 0506.375 "Retail Sales Promotion" from 0509.300 "Principles of Marketing" to 0509.372 "Retailing." Knowledge of retailing is required and "Retailing" has "Principles of Marketing" as a prerequisite.