

CAPC Minutes
September 1, 2009
11:30am UC Board Room

Members present: Gordon Baker; Jennell Charles; Nikki Finlay; Susan Hornbuckle; Todd Janke; Byron Jeff; Tatiana Krivosheev; Sam Maddox; Catherine Matos; Kelli Nipper; Howard Ralph; Celeste Walley-Jean; Ximena Zornosa.

Others present: Tom Eaves; Craig Hill; Jim Keebler; John Mascaritolo; Diane Prince; Tammy Wilson

Finlay called meeting to order at approximately 11:30 a.m.

Minutes from 8/10/09 will be approved at the next meeting.

Council tabled the approval of the minutes from 5/5/09 until the next CAPC meeting to verify information with Poudevigne regarding accreditation.

<http://adminservices.clayton.edu/provost/CAPC/050509.pdf>

New Business

1. Keebler gave a brief overview of the new major in Supply Chain Management/Logistics with new courses and new course prefix. Prince stated that the program will fit well at Clayton State as there is a Master and Minor already. Eaves stated that the BOR's Business sub-committee reviewed and gave their approval. Mascaritolo assured the Council that demand for the program is evident. After some discussion a motion was made by Jeff, seconded by Maddox to approve the program and the new courses. Council approved unanimously thereby waiving a second reading.
 - a. **SCML 4170: Financial Issues in Supply Chain Management**
 - b. **SCML 4260: Freight Management and Costing**
 - c. **SCML 4750: Performance Measures in Supply Chain Management**

A motion was made to adjourn.

Submitted by: Tammy Wilson

MEMORANDUM

TO: CAPC

FROM: Jacob Chacko, Dean of School of Business

RE: Proposal for Major in Supply Chain Management and Logistics

DATE: August 27, 2009

Modification of BBA Program:

We are proposing a new major in Supply Chain Management and Logistics as part of the BBA program. This proposal includes the introduction of three new courses:

- a. SCML 4170: Financial Issues in Supply Chain Management
- b. SCML 4260: Freight Management and Costing
- c. SCML 4750: Performance Measures in Supply Chain Management

In addition we propose to revise the course prefixes for all Supply Chain Management (SCM) courses to Supply Chain Management/Logistics (SCML).



BOARD OF REGENTS OF
THE UNIVERSITY SYSTEM OF GEORGIA

BACCALAUREATE AND MASTER'S DEGREES

Bachelor's and Master's degrees FORMAL PROPOSAL

Institution: **Clayton State University**

Institutional Contact (President or Vice President for Academic Affairs): **Michael Crafton, Interim Provost**

Date: **August 30, 2009**

School/Division: **School of Business**

Department: **N/A**

Name of Proposed Program: **Supply Chain Management/Logistics**

Degree: **BBA**

Major: **Supply Chain Management/Logistics**

Degree Inscription:

CIP Code: **52.0203**

Anticipated Starting Date: **Spring 2010**

Program Classification: **Baccalaureate Degree**

1. Curriculum: List the entire course of study required and recommended to complete the degree program. Provide a sample program of study that might be followed by a representative student.



Bachelor of
Business Administ



SCM Major
Progression matri

The following 6 courses would be required to complete the Supply Chain Management/Logistics major:

SCML3105 Introduction to Transportation & Logistics	3 hours
SCML 3106 Principles of Supply Chain Management	3 hours
SCML 3580 Operations & Warehouse Management	3 hours
SCML 4105 Sourcing in Supply Chain Management	3 hours
SCML 4170 Financial Issues in Supply Chain Management.....	3 hours
SCML 4750 Performance Measurement in Supply Chain Management.....	<u>3 hours</u>
	Total 18 hours

In addition a student needs to complete any 4 elective courses from upper-division business courses.

Two courses are highly recommended:

SCML 4260 Freight Management and Costing.....	3 hours
BUSA 4850 Internship in Supply Chain Management.....	3 hours
Plus two other upper-division business courses	<u>6 hours</u>
	Total 12 hours

a. Clearly differentiate which courses are existing and which are newly developed courses. Include the course titles as well as acronyms and credit hour requirements associated with each course.

SCML 3105, 3106, 3580 and 4105 are existing courses supporting the minor in SCML
 SCML 4170, 4260 and 4750 are new courses to support the major in SCM.

b. Append course descriptions for all courses (existing and new courses).

NEW

SCML 4170 - Financial Issues in Supply Chain Management

This course covers the general structure and use of business financial models, reviews historical approaches to logistical and supply chain financial analysis and related financial measurement issues. The course examines key industry initiatives that are driving improved financial performance across supply chains. (Prerequisites: SCML 3105 or SCML 3106)

SCML 4260 – Freight Management and Costing

This course will focus on modes of transportation that make-up the intermodal transportation network. Students will study and learn the different strategies used by these modes along with the different costing/pricing methodologies used to gain revenue. The course teaches different strategies and costing methodologies of the supply chain and logistics industry. The student will be developing critical thinking processes as this subject material supports business’ cash flow processes. Communications skills will be developed through presentations and meeting of industry professionals. Prerequisite(s): SCML 3105, SCML 3106)

SCML 4750 - Performance Measurement in Supply Chain Management This course covers how to measure the performance of organizations in supply chain management. Various theories and approaches

related to performance measures will be introduced along with analytical methods. A writing project will be required. Prerequisite(s): SCML 3580 (C), SCML 4105 (C).

EXISTING

SCML 3105: Introduction to Transportation and Logistics

The goal of this course is for students to understand the basic modes of transportation, the economic fundamentals underlying each and some of the ways in which today's supply chain manager can use them to achieve improved efficiencies and cost effectiveness. Prerequisite(s): MKTG 3101 (C), MGMT 3101 (C).

SCML 3106- Principles of Supply Chain Management

Covers basic principles of supply chain management and provides techniques used to analyze various aspects of logistics systems. Key concepts such as inventory management, communication, warehousing, distribution, and facility location are examined as an integral part of modern business. The course addresses insights, concepts, practical tools, and decision support systems that are important for the effective management of the supply chain. Prerequisite(s): MKTG 3101 (C), MGMT 3101 (C).

SCML 3580 - Operations & Warehouse Management

This course is an introduction to the vast area of operations and warehouse management which has a profound effect on both manufacturing and supply chain management. The goal of this course is to present a broad and practical introduction to the field of operations management in a realistic and functioning manner and to understand how warehousing and strategic operational decisions impact the performance of a company and how warehousing adds value to a firm's entire supply chain. In this exposure, the student will have a solid understanding of the role and importance operations and warehouse management plays in today's global organization, thus providing them with a substantial part in their educational and career development process. Prerequisite(s): SCML 3106 (C) or SCML 3105 (C).

SCML 4105 - Sourcing in Supply Chain Management

The roles and activities of strategic sourcing and operational purchasing, including importation requirements and practices, will be covered. Students will complete a project in global sourcing. Prerequisite(s): SCML 3105 (C) or SCML 3106 (C).

c. When describing required or elective courses, list all course prerequisites.

MGMT 3101- Management Principles and Organizational Behavior (3-0-3)

This course is designed to introduce the basic principles and concepts of management and their influence on the behavior in organizations. It covers such topics as what managers and organizations do, managing people, managing behavior between people, leadership practices, and managing change. Through a focus on skill development, students are taught how to be effective performers, either as an employee or a manager, or on teams within organizations. Through the information that is covered students will learn how to work with managers and will prepare them for the time when they are likely to assume managerial and leadership responsibilities. This course provides coverage of topics essential to understanding management functions and their link to employee and organizational success.

Prerequisite(s): ACCT 2101 (C), or ECON 2105 (C), or ECON 2106 (C), or TECH 3111 (C), or BUSA 3111 (C), or BSUR 3111 (C), or HCMG 3112 (C) or HSCI 2111 (C) or ITFN 2123 (C).

MGMT 3102 - Performance/Quality Management (3-0-3)

This course includes the history of the development of operations management and total quality management (TQM). Selected topics of both operations and TQM such as work simplification, team building, statistical process control, Deming's 14 points for managing productivity, work measurement, and others are included in this course.

Prerequisite(s): Admission to the School of Business, MGMT 3101 (C), and BUSA 3101 (C).

MKTG 3420 - Global Business (3-0-3)

This course discusses the various dimensions of the international business environment. The cultural, legal, political, and economic institutions with which international firms come into contact are extensively examined. In addition, the course addresses how the functional areas of business, finance, accounting, production, human resources management, marketing, and technology management, have to adapt to the international environment. Prerequisite(s): Admission to the School of Business. MKTG 3101 (C), MGMT 3101 (C).

d. Provide documentation that all courses in the proposed curriculum have met all institutional requirements for approval.

Please see the attached approval of the program by Clayton State University Curriculum and Program Committee. (Appendix #)

e. Append materials available from national accrediting agencies or professional organizations as they relate to curriculum standards for the proposed program.

The School of Business is accredited by Association to Advance Collegiate Schools of Business (AACSB-International). AACSB's curricular standards specify learning outcomes for the BBA core curriculum and not for the different majors within the BBA program. Therefore, there no specific or different curricular standard for the Logistics/SCM program.

f. Indicate ways in which the proposed program is consistent with national standards

The proposed Logistics/Supply Chain Management program requires the same lower level prerequisites as do bachelor degree programs in other business disciplines such as management, marketing, accounting and finance. The proposed program includes upper level content found in similar undergraduate logistics and supply chain management programs at benchmarked universities. These content areas include transportation, warehousing, operations management, procurement, materials management, physical distribution, logistics, information management technologies, and planning and control systems. This proposed program covers functional and boundary spanning business activities, those within and between firms, and is, therefore, integrative in its design and delivery. Examples of other programs nationally include those with a transportation emphasis, found at University of Tennessee, Auburn University, and Georgia Southern University; those with an operations management/decision sciences emphasis, found at MIT, Stanford University, and University of North Texas; those with a marketing emphasis found at Ohio State University, Penn State, University of Oklahoma, TCU, and University of Minnesota; and those with a procurement emphasis found at North Carolina State and Arizona State University.

g. If internships or field experiences are required as part of the program, provide information documenting internship availability as well as how students will be assigned and supervised.

Internships are not required however we encourage participation among our support companies to help provide opportunities for internships. When internships are provided, we have the student register for the following course as an elective. BUSA 4850 Internship in Supply Chain Management.

h. Indicate the adequacy of core offerings to support the new program.

The core courses required for the Logistics/Supply Chain Management program are the same as the ones required for the current minor in Logistics/Supply Chain Management. The increase in student enrollment due to the addition of this program will have minimum impact on the additional seats in core courses.

2. Admissions criteria: Admissions criteria for the Logistics/Supply Chain Program is the same as criteria for the existing programs in the School; it is as follow.

Students intending to enroll in the B.B.A. program must meet all University admission and academic requirements. In addition, applicants must satisfy the following additional requirements in order to be admitted to the B.B.A. program:

- a. Have an overall Grade Point Average (GPA) of 2.00.
- b. Be in good Academic Standing at Clayton State University
- c. Earn 45 semester credit hours.
- d. Pass both parts of the Regents' Test (Essay and Reading).
- e. Complete the six Area F business courses with grades of *C* or better.
- f. Pass MATH 1231 with a grade of *C* or better.
- g. Earn a GPA of at least 2.28 in the six Area F business courses and MATH 1231. (Grades of *K* will not be counted in this GPA calculation.)

3. Availability of assistantships: The proposed Logistics/Supply Chain program is at the undergraduate level and will not have any student assistantships.

4. Student Learning Outcomes and other outcomes of the proposed program:

Upon successful completion of the program, students should obtain the following learning outcomes:

1. A strong knowledge base, hands on experience and the mindset required for success in the dynamic field of Supply Chain Management.
2. Planning, financial and operational skills required in the field of Supply Chain Management.
3. Understanding of the importance of global sourcing in supply chain management
4. Knowledge and understanding of the global sourcing and distribution process.
5. Demonstrate competent knowledge of the global sourcing and distribution process.
6. Distinguish between ethical and non-ethical supply chain practices.
7. Design an effective importation process compliant with applicable laws.
8. Formulate appropriate negotiation and conflict resolution practices with foreign suppliers.

5. Administration of the program:

a. Indicate where the program will be housed within the academic units of the institution

The Supply Chain Management/Logistics minor will be administered by the existing University and School of Business organization. Any additional workload for the Dean, Associate Dean, advisors, and administrative assistants in the School of Business will not require increasing the number of administrative personnel to accomplish the tasks associated with the minor. Similarly, University level support can easily be accomplished within existing systems.

As for facilities – no additional facilities will be required to start the program. Clayton State University recently unveiled a state of the art School of Business building with a business lab which will be used to offer the senior level courses in SCML.

b. Describe the administration of the program inclusive of coordination and responsibility.

- Inventory of faculty directly involved:
 - James S. Keebler, Charles S. Conklin Chair and Eminent Scholar, Professor of Supply Chain Management, B.S.- California State Polytechnic University, M.S.- California State University, Northridge, M.A.-Claremont Graduate School, Ph.D. – University of Tennessee.

Dr. Keebler Vita -
2009
 - Craig A. Hill, Associate Professor of Supply Chain Management, B.S.- South Dakota State University, MBA - University of Minnesota, Ph.D. - Vanderbilt University.

Craig Hill Vita.doc
 - John J. Mascaritolo, Director, Logistics Practices & Assistant Professor Supply Chain Management, B.A. – Wagner College, MBA - Mercer University

John Mascaritolo
Vita 2009
 - Howard Charles Ralph, Assistant Professor of Management, B.A. University of Maryland University College, MBA – Clemson University, Ph.D. – Clemson

Howard Ralph
Vita.rtf
 - Doug McElhaney, Part Time Instructor in Supply Chain Management, B.S. -University of Tennessee – Knoxville, MBA – Clayton State University



Doug McElhaneey
.doc

- o Jeffrey F. Lamb, Part Time Instructor in Supply Chain Management, B.Commerce - University of Calgary, MBA Texas A & M University



Jeffrey Lamb Vita
.doc

6. Waiver to Degree-Credit Hour (if applicable): If the program exceeds the maximum credit hour requirement for associate degrees, then provide an explanation supporting the increase in hours.

Not Applicable

7. Accreditation: Describe disciplinary accreditation requirements associated with the program (if applicable).

8. Projected enrollment for the program.

About 140 students per year graduate with a BBA degree from Clayton State University. We graduated more than 25 students with a minor in supply chain management in 2008. There are currently 72 students who have declared an intention to minor in SCM. Our goal is to graduate 15 or more Supply Chain Management majors by 2011.

9. Faculty

a. Provide an inventory of faculty directly involved with the administration of the program. For each faculty member, provide the following information:

Faculty Name	Rank	Highest Degree	Degrees Earned	Academic Discipline	Current Workload
Dr. James Keebler	Conklin Chair and Eminent Scholar	Ph.D	BS., MS., MA., and Ph.D	Research: Dr. Keebler a tenure track faculty member, will conduct research in Logistics and Supply Chain Management, which satisfies AACSB research	Responsibilities will include teaching three-four courses per term, recruiting, and working with employers and students to arrange internships and part-time work assignments.

				standards	
Dr. Craig Hill	Associate Professor of Supply Chain Management	Ph.D	BS., MBA, and PhD	Research: Dr. Hill, a tenure track faculty member will conduct research in Logistics and Supply Chain Management, which satisfies AACSB research standards	Responsibilities will include teaching three-four courses per term, recruiting, and working with employers and students to arrange internships and part-time work assignments.
John Mascaritolo	Director Logistics Practices & Assistant Professor of Supply Chain Management	MBA	BA., AAS., MBA	Research: Prof. Mascaritolo will conduct research in Logistics and Supply Chain Management, which satisfies AACSB research standards	Responsibilities will include teaching three-four courses per term, recruiting, and working with employers and students to arrange internships and part-time work assignments.
Dr. Howard Charles Ralph	Assistant Professor of Management	B.S., MBA and Ph.D.		Research: Dr. Ralph, a tenure track faculty member will conduct research in Logistics and Supply Chain Management, which satisfies AACSB research standards	Responsibilities will include teaching one-course per term

Jeffrey Lamb	Part Time Faculty in Supply Chain Management	B. Commerce and MBA		Mr. Jeffrey Lamb, a non tenure track faculty, is not required to do research but will be a teaching faculty in Logistics and Supply Chain Management	Responsibilities will include teaching one-two courses per year.
Doug McElaney	Part Time Faculty in Supply Chain Management	B.S. and MBA		Mr. Doug McElaney, a non tenure track faculty, is not required to do research but will be a teaching faculty in Logistics and Supply Chain Management.	Responsibilities will include teaching one-two courses per year.

Explanation of how workload will be impacted by the new program: The impact on the workload on the existing faculty will be minimal. This is because four out of the seven courses in the program are existing courses that are taught on a regular basis. The three faculty members are able to cover five out of the seven courses in the program. Quarter time of a fourth faculty is being added (Dr. Howard Charles Ralph) to the slate of supply chain management/logistics faculty members. In addition, at the present time we do not use any practitioners to supplement our full time faculty members in Supply Chain Management/Logistics. The proximity to the Hartsfield Jackson International Airport, the hub for logistics companies in Atlanta, provides a large pool of qualified and talents professionals who can add value to some of the courses in the program.

Expected responsibilities in the program: the faculty members will be responsible for the teaching the courses in the program, recruit, advise and mentor students, work with employers on student internships and placement.

Total Number of Faculty: _____ 3.25 Full-time & 0.5 Part-time _____

b. If it will be necessary to add faculty in order to begin the program, give the desired qualifications of the persons to be added, with a timetable for adding new faculty and plan for funding new positions.

Dr. Ralph is currently on the School's faculty and will be reassigned to teach one SCM/Logistics course per semester. The addition of two adjunct faculty members will be funded from the School's current part-time faculty budget.

11. Fiscal, Facilities, Enrollment Impact, and Estimated Budget

- a. Provide a narrative that explains how current institutional resources will be expended specifically for this program. Provide a narrative that explains how the institution will fiscally support the establishment of the new program through the redirection of new resources. Indicate whether the institution will submit a request for new funds as part of its budget request. The narrative also needs to explain the basis of the institution's projections with regard to anticipated EFT, head count student enrollment, estimated expenditures, and projected revenues.**

The SCML major will utilize existing faculty through salary budget lines. Along with three faculty who are already teaching in the program, another full time faculty will be reassigned a quarter time position in the SCML major making the faculty cadre equivalent to 3.25 full time faculty during the first year of implementation, which we estimate will cover 15 courses at a personnel cost of \$318,000 including 24% fringe benefits of \$60,000. During the first year, a significant portion of the salary of one of the SCM faculty member is paid out of a grant. Starting in the second year, this faculty member will be fully funded out of the School of Business budget. In addition, a part time faculty member will be added to increase coverage to 18 courses increasing the overall personnel cost to \$395,000 with comparable fringe benefits and \$15,000 for adjuncts. The third year two part time instructors will help us to reach the goal of 20 courses and the total personnel budget will be \$400,000 with \$20,000 for part time faculty. The existing budget will be used to hire adjunct faculty and will cover the costs of existing full time faculty. There will not be any special tuition adjustments or operating budget requests that will exceed the normal operating budget guidelines. The enrollment is predicted on the basis of the enrollment growth in the SCM minor which we believe will be mirrored by a new SCML major. The new major will attract some students minoring in SCM as well as new students interested in business with a unique marketable focus of supply chain management and logistics. Credit hours will increase from 1260/year to 1830/year over the first four years of projection.

The revenues for the major will consist of the additional tuition and student fees collected from the new students enrolled in the major which are predicted to be \$74,280 the first year and increase to \$291,360 by the fourth year of the program. In order to cover all the additional costs of hiring part time faculty as well as benefits/salary increases for existing faculty, we will reassign approximately \$15,000 in the second year and \$20,000 in the subsequent years within the existing budget.

	First Year FY 2010	Second Year FY 2011	Third Year FY 2012	Fourth Year FY 2013
I. ENROLLMENT PROJECTIONS				
Student Majors	20	35	50	60
Shifted from other programs	20	20	20	10
New to the institution	0	15	30	50

Total Majors	20	35	50	60
Course Sections Satisfying Program Requirements				
Previously existing	12	12	12	12
New	3	6	8	8
Total Program Course Sections	15	18	20	20
Credit Hours Generated by Those Courses				
Existing enrollments	900	1080	1200	600
New enrollments		810	1800	3000
Total Credit Hours	900	1890	3000	3600
DEGREES AWARDED	5	15	30	45
	<i>Year 2</i>	<i>Year 3</i>	<i>Year 4</i>	<i>Year 5</i>
II. EXPENDITURES	EFT Dollars	EFT Dollars	EFT Dollars	EFT Dollars
Personnel – reassigned or existing positions				
Faculty	\$250,000	\$300,000	\$300,000	\$300,000
Part-time Faculty				
Graduate Assistants				
Administrators				
Support Staff				
Fringe Benefits	\$60,000	\$72,000	\$72,000	\$72,000
Other Personnel Costs				
Total Existing Personnel Costs	\$310,000	\$372,000	\$372,000	\$372,000
Personnel – new positions				
Faculty				
Part-time Faculty		\$15,000	\$20,000	\$20,000
Graduate Assistants				
Administrators				
Support Staff				
Fringe Benefits				
Other personnel costs				
Total New Personnel Costs		\$15,000	\$20,000	\$20,000
Start-up Costs (one-time expenses)				
Library/learning resources				
Equipment				
Other				
Physical Facilities: construction or major renovation				
Total One-time Costs				
Operating Costs (recurring costs – base budget)				
Supplies/Expenses	\$3,000	\$3,000	\$3,000	\$3,000
Travel	\$5,000	\$5,000	\$5,000	\$5,000
Equipment				
Library/learning resources				
Other				

<i>Total Recurring Costs</i>				
GRAND TOTAL COSTS	\$318,000	\$395,000	\$400,000	\$400,000
III. REVENUE SOURCES				
Source of Funds				
Reallocation of existing funds *		\$15,000	\$20,000	\$20,000
New student workload				
New Tuition **	\$117,000	\$245,700	\$390,000	\$468,000
Federal funds				
Other grants				
Student fees***	\$9,840	\$51,660	\$73,800	\$88,560
Other				
New state allocation requested for budget hearing				
Nature of Funds				
Base budget				
One-time funds				
GRAND TOTAL REVENUES	\$126,840	\$312,360	\$483,800	\$576,560

* From part-time faculty budget

** (Total credit hours generated) x \$130

*** Total number of student majors x 3 semesters (except for FY 2010) x \$492

Facilities Information for New Academic Programs

Proposed Location for the Program: Floor area required for the program (gross and net square feet):
Clayton State University, No additional space is required for the program

Type of spaces required:

- | | |
|---------------------|---|
| ■ No. of classrooms | <u>Current classroom space will accommodate the program</u> |
| ■ No. of labs | <u>None needed</u> |
| ■ No. of offices | <u>No additional office space is required</u> |
| ■ Other spaces | <u>None</u> |

Place an "X" beside the appropriate selection:

X Existing facility will be used as is (Area s.f.):

Existing facility will require modification (Area s.f.):

Projected renovation cost:

Estimated relocation cost:

Total funding required:

Source of Funding:

Construction of new facilities will be required (Area s.f.):

Estimated construction cost:

Estimated total project cost:

Proposed source of funding:

List any infrastructure impacts that the program will have (i.e., parking, power, HVAC, etc.) and indicated estimated cost and source of funding.

No infrastructure change is required to offer the program

Other comments:

None

Note: A system Facilities Project Manager may contact you with further questions separate from the review of the new academic program.

New Course Proposal Form

This form is used for new course approval.

Signatures are required before submitting to the next level for review.

(Note: This form is not required for each individual course that is included in the comprehensive proposal for a new program.)

Department: Management

Degree Program: _____

Signature, Department Head

Date of Action **Action Taken**
() Approved
() Disapproved
() Non-Applicable

School/College: School of Business

Signature, Dean of School/College originating proposal

Date of Action **Action Taken**
() Approved
() Disapproved
() Non-Applicable

Provost Office

Signature, Associate Provost

Date of Action **Action Taken**
() Approved
() Disapproved
() Non-Applicable

CAPC

Signature, Chairperson of CAPC

Date of Action **Action Taken**
() Approved
() Disapproved
() Non-Applicable

Provost

Signature, Provost

Date of Action **Action Taken**
() Approved
() Disapproved
() Non-Applicable

A: Catalog Information

1. Subject prefix, number, and hours (SCH and contact) distribution: (Number subject to Registrar's approval.) **SCML 4170, 3-0-3 hours**

2. Title: Financial Issues in Supply Chain Management

3. Restrictions (if any):

- a. Prerequisite(s) – **Operations and Warehouse Management (SCML 3580) and Sourcing in Supply Chain Management (SCML 4105)**
- b. Co-requisite(s) (normal or absolute) – **N/A**
- c. Other restrictions: e.g. major, junior standing, permission, etc. – **Senior Standing**
- d. Other comments: e.g. recommended sequencing, career course notice, etc. **Recommended in last semester of the degree program.**
- e. Fees: Explain! – **N/A**
- f. Grade mode [normal or pass/fail] - **Normal**
- g. What course(s) are deleted as a consequence - **None**

4. Course description for catalog:

This course covers the general structure and use of business financial models, reviews historical approaches to logistical and supply chain financial analysis and related measurement issues. The course examines key industry initiatives that are driving improved financial performance across supply chains.

5. Semester of Implementation:

Spring 2010

B. Justification.

1. Where will the course fit in the curriculum and what students are likely to take it?

The course will be initially offered as a special topics course in the fall semester 2009 as part of the supply chain management (SCML) minor. Once the SCML major is approved, the course will be one of six required courses. The student likely to take this course would be marketing, business, finance/accounting majors and those in the SCML minor or major.

2. Why is the course needed at CSU?

This course strengthens the SCML minor and provides the student a more detailed level of study of financial issues within the supply chain discipline. It will be a required course for the SCML major.

3. What similar courses (models) at other institutions have helped guide this proposal?

Other universities, such as Tennessee, Ohio State, Penn State, Michigan State, Arizona State and Auburn, offering majors in SCML are exploring how this subject can be given more emphasis. The language of top management is Finance, requiring successful SCML graduates to be able to plan, qualify, package, propose, and evaluate supply chain activities with their financial implications for the enterprise. This course will differentiate our graduates, making them more valuable to employers.

4. Why are the restrictions needed? (prerequisites, co-requisites, etc.)

The prerequisites are needed to give the student a base knowledge of supply chain management and financial concepts. With this knowledge they will learn how to apply general financial concepts to the relevant supply chain context in a practical manner.

5. What impact will the addition of this course have on *other* courses and/or *other* programs at CSU? (e.g. similar courses, enrollment shifts, faculty shifts, accreditation impact, adjusted curriculum, etc.)

This course will initially be offered as a Special Topics course in fall 2009 to support student interest in the SCML minor as well as those who are majoring in Marketing, Management, and Finance. It will become a required course as part of the SCML major once the SCML Major is approved.

C. Course Content

1. What learning outcomes for the major will the course address?

- **Develop an in-depth understanding of financial models and tools for planning and controlling logistics and supply chain performance.**
- **Point out the implications of supply chain decisions on the financial performance of the firm and its supply chain partners.**
-

2. How will the course address the general education outcomes of Communication and Critical Thinking? (If not applicable to the proposed course, please explain.)

The course enhances critical thinking skills by teaching relevant frameworks for analysis and synthesis of the financial aspects of supply chain management, leading to better decision-making and improved business performance. The course improves communications skills by giving the student techniques and terminologies to convincingly inform and compellingly persuade top management decision-making. Communication skills will also be developed through student reports and class presentations.

3. Tentative course materials (textbooks, software, etc.)

Text book – TBD

Articles and case studies will also be employed.

4. Expected method(s) of delivery (on-campus, on-line, hybrid, etc.)

The course will be on-campus (3 hours).

5. Attach a tentative course outline (one page or less)

- Study the financial issues and strategies of supply chain constituencies
- Investigate the trends and significance of supply chain costs in a global economy
- Review the historical approaches to supply chain financial analysis
- Learn new tools and technologies that enable improvements in financial performance of supply chains
- Examine key industry initiatives that are driving improved financial performance across supply chains
- Prepare a supply chain strategy for improving financial performance and describe the expected results
- Evaluate the actual financial results of a supply chain strategy implementation

D. Faculty, Facilities and Expenses

1. Will the course be taught by existing faculty with existing qualifications or will new faculty or faculty development is needed?

Existing faculty

2. What impact will having faculty teach this course have on other courses?

No foreseeable impact at this time.

3. What proportion of course sections are expected to be taught by full-time and part-time faculty?

Entire course will be taught by CSU full-time faculty supplemented with outside guest speakers to enhance the subject material and learning experience.

4. What expenditures, if any, will be required beyond faculty salaries and routine clerical support? (e.g. new equipment, new facilities, new software, etc.)

None expected at this time.

5. Indicate several examples of (up-to-date) library resources currently held by the CSU Library that would support the curriculum of this course.

There over 57 books on supply chain and logistics management that will support the teachings of this class.

6. What additional library resources must be added to support the proposed course?

None.

7. What is the initial funding amount for library resources? What annual amount should be added to future budgets to continue the support for the course?

None required.

Part E. Enrollment

1. What is the estimated number of sections per year? **3 – Fall and Spring**

2. What is the estimated average enrollment per section? **30 - 40 students**

3. What is the estimated total enrollment per year? **60 – 80 students.**

4. What is the estimated reduction in enrollment in other courses as a consequence of the new course?
(Explanation, if any)

There will be no reduction to other courses within the school of business course offerings.

New Course Proposal Form

This form is used for new course approval.

Signatures are required before submitting to the next level for review.

(Note: This form is not required for each individual course that is included in the comprehensive proposal for a new program.)

Department: Marketing

Degree Program: _____

Signature, Department Head

Date of Action **Action Taken**
() Approved
() Disapproved
() Non-Applicable

School/College: School of Business

Signature, Dean of School/College originating proposal

Date of Action **Action Taken**
() Approved
() Disapproved
() Non-Applicable

Provost Office

Signature, Associate Provost

Date of Action **Action Taken**
() Approved
() Disapproved
() Non-Applicable

CAPC

Signature, Chairperson of CAPC

Date of Action **Action Taken**
() Approved
() Disapproved
() Non-Applicable

Provost

Signature, Provost

Date of Action **Action Taken**
() Approved
() Disapproved
() Non-Applicable

A: Catalog Information

1. Subject prefix, number, and hours (SCH and contact) distribution: (Number subject to Registrar's approval.) **SCML 4260, 3-0-3 hours**

2. Title: Freight Management and Costing

3. Restrictions (if any):

- a. Prerequisite(s) – **Intro to Transportation and Logistics (SCML 3105) or Principles of Supply Chain Management (MGMT 3106)**
- b. Co-requisite(s) (normal or absolute) – **N/A**
- c. Other restrictions: e.g. major, junior standing, permission, etc. - **None**
- d. Other comments: e.g. recommended sequencing, career course notice, etc. **N/A**
- e. Fees: Explain! – **N/A**
- f. Grade mode [normal or pass/fail] - **Normal**
- g. What course(s) are deleted as a consequence - **None**

4. Course description for catalog:

This course will focus on modes of transportation that make-up the intermodal transportation network. Students will study and learn the different strategies used by these modes along with the different costing/pricing methodologies used to gain revenue.

5. Semester of Implementation:

Fall 2010

B. Justification.

1. Where will the course fit in the curriculum and what students are likely to take it?

The course has been offered as a special topics course in spring 2009 as part of the supply chain management (SCML) minor. The student likely to take this course would be marketing, business, finance/accounting majors and those students taking the SCML minor and (if approved) major.

2. Why is the course needed at CSU?

This course supports the SCML minor and will support the major by providing the student a more detailed level of study of transportation modes and revenue strategies within the SCML discipline.

3. What similar courses (models) at other institutions have helped guide this proposal?

Georgia Southern University has a major in Intermodal Studies which offers similar courses.

LOGT 4231: Logistics and Intermodal Transportation Operations: 3-0-3

An examination of the design and management of supply chain operations in selected logistics settings. Particular emphasis is placed upon the areas of traffic management, carrier operations, carrier selection and contract negotiation, and warehousing. Each area is analyzed in terms of organizational differences,

operational processes, variations in information needs, and performance control mechanisms.
Prerequisite: LOGT 3232.

LOGT 4263: Seminar in Intermodal Distribution: 3-0-3

This course requires knowledge of a wide range of logistics terms and concepts. Students are required to read extensively from the current literature in the field and to demonstrate proficiency in sourcing intermodal information via electronic media. A major research project is an integral part of the course, involving the analysis of organizations and/or topics directly related to intermodal distribution.
Prerequisites: LOGT 3231 and LOGT 3232.

4. Why are the restrictions needed? (prerequisites, co-requisites, etc.)

The prerequisites are needed to give the student a base knowledge of all transportation modes. From this they develop an understanding of carrier costing and pricing strategies.

5. What impact will the addition of this course have on *other* courses and/or *other* programs at CSU? (e.g. similar courses, enrollment shifts, faculty shifts, accreditation impact, adjusted curriculum, etc.)

This course will support student interest in the SCML minor and major as well as those who are majoring in Marketing, Business, and Finance/Accounting. CIS majors will also find this course of interest, if they are seeking employment in software development in the supply chain industry.

C. Course Content

1. What learning outcomes for the major will the course address?

- **Develop a solid knowledge/understanding of pricing/rating methodologies of the transportation modes.**
- **Learn detailed business strategies and functionalities of all the transportation modes.**

2. How will the course address the general education outcomes of Communication and Critical Thinking? (If not applicable to the proposed course, please explain.)

The course teaches different strategies and costing methodologies of the supply chain and logistics industry. The student will be developing critical thinking processes as this subject material supports business' cash flow processes. Communication development will be developed through presentations and meetings with industry guest speakers.

3. Tentative course materials (textbooks, software, etc.)

Text book – TBD

Use of software package on transportation rates tariffs from SMC3 corporation

4. Expected method(s) of delivery (on-campus, on-line, hybrid, etc.)

The course will be on-campus (3 hours)

5. Attach a tentative course outline (one page or less)

- Study the strategies of the four major modes of transportation: Ground, Air, Ocean, and Rail
- Analyze the costing and pricing methodologies of each mode of transportation and learn how to apply these methods.
- Work with the Czar-Lite software pricing tariff from SMC3 Corporation.
- Understand the methodology of the National Freight Motor Classification (NFMC) standards that describe and support the transportation industries' shipping regulations.
- Generate rated mock-up transportation invoices to customers and audit mock-up freight invoices from transportation providers.

D. Faculty, Facilities and Expenses

1. Will the course be taught by existing faculty with existing qualifications or will new faculty or faculty development be needed?

Existing faculty

2. What impact will having faculty teach this course have on other courses?

No foreseeable impact at this time.

3. What proportion of course sections are expected to be taught by full-time and part-time faculty?

Entire course will be taught by CSU full-time faculty supplemented with outside guest speakers to enhance the subject material and learning experience.

4. What expenditures, if any, will be required beyond faculty salaries and routine clerical support? (e.g. new equipment, new facilities, new software, etc.)

None expected at this time.

5. Indicate several examples of (up-to-date) library resources currently held by the CSU Library that would support the curriculum of this course.

There are over 57 books on supply chain and logistics management that will support the teachings of this class.

6. What additional library resources must be added to support the proposed course?

At this time, additional resources are not needed. However new DVD's on the subject may become available in the future that supports the learning experience may need to be purchased.

7. What is the initial funding amount for library resources? What annual amount should be added to future budgets to continue the support for the course?

Current DVD prices run between \$20 - \$30 each. Anticipation of roughly \$300 would be needed for library funding.

Part E. Enrollment

1. What is the estimated number of sections per year? **2 – Fall and Spring**
2. What is the estimated average enrollment per section? **20 - 30 students**
3. What is the estimated total enrollment per year? **40-60 students.**
4. What is the estimated reduction in enrollment in other courses as a consequence of the new course?
(Explanation, if any)

No reduction expected.

New Course Proposal Form

This form is used for new course approval.

Signatures are required before submitting to the next level for review.

(Note: This form is not required for each individual course that is included in the comprehensive proposal for a new program.)

Department: Management

Degree Program: _____

Signature, Department Head

Date of Action **Action Taken**
() Approved
() Disapproved
() Non-Applicable

School/College: School of Business

Signature, Dean of School/College originating proposal

Date of Action **Action Taken**
() Approved
() Disapproved
() Non-Applicable

Provost Office

Signature, Associate Provost

Date of Action **Action Taken**
() Approved
() Disapproved
() Non-Applicable

CAPC

Signature, Chairperson of CAPC

Date of Action **Action Taken**
() Approved
() Disapproved
() Non-Applicable

Provost

Signature, Provost

Date of Action **Action Taken**
() Approved
() Disapproved
() Non-Applicable

A: Catalog Information

1. Subject prefix, number, and hours (SCH and contact) distribution: (Number subject to Registrar's approval.) **SCML 4750, 3-0-3 hours**

2. Title: Performance Measures in Supply Chain Management

3. Restrictions (if any):

- a. Prerequisite(s) – **Operations and Warehouse Management (SCML 3580) and Sourcing in Supply Chain Management (SCML 4105)**
- b. Co-requisite(s) (normal or absolute) – **N/A**
- c. Other restrictions: e.g. major, junior standing, permission, etc. – **Senior Standing**
- d. Other comments: e.g. recommended sequencing, career course notice, etc. **Recommended in the last semester of the degree program**
- e. Fees: Explain! – **N/A**
- f. Grade mode [normal or pass/fail] - **Normal**
- g. What course(s) are deleted as a consequence - **None**

4. Course description for catalog:

This course covers performance measurement of organizations in supply chain management (SCML). Various theories and approaches related to performance measures will be introduced along with analytical methods. A writing project will be required.

5. Semester of Implementation:

Spring 2010

B. Justification.

1. Where will the course fit in the curriculum and what students are likely to take it?

This course will be offered as a capstone course for students in supply chain management (SCML) when the SCML major is approved. The student likely to take this course would be marketing, business, finance/accounting majors and those students majoring in SCML.

2. Why is the course needed at CSU?

This course will serve as the final, integrative course in the SCML discipline, requiring comprehensive knowledge in SCML, similar to those offered in MKTG and ACCT.

3. What similar courses (models) at other institutions have helped guide this proposal?

Auburn University has a capstone course (SCMN 4800) for SCML majors.

SCMN 4800: Supply Chain Strategy: Global Perspectives

Capstone course providing an intensive study of strategies used to facilitate global flows of product, information, and payments.

4. Why are the restrictions needed? (prerequisites, co-requisites, etc.)

The prerequisites are required to give the student the fundamental knowledge of the supply chain. From this foundation, they can develop an integrative research project.

5. What impact will the addition of this course have on *other* courses and/or *other* programs at CSU? (e.g. similar courses, enrollment shifts, faculty shifts, accreditation impact, adjusted curriculum, etc.)

This is a capstone course for the students majoring in SCML.

C. Course Content

1. What learning outcomes for the major will the course address?

- **Learn SCML approaches to measuring performance related to the goals and strategies of the firm.**
- **Develop a research project using real data for performance measures.**

2. How will the course address the general education outcomes of Communication and Critical Thinking? (If not applicable to the proposed course, please explain.)

For the general outcomes of communication, series of seminars including case analyses and presentations will be employed. Students' critical thinking will be enhanced with a research project.

3. Tentative course materials (textbooks, software, etc.)

Articles and cases in performance measures

Text book: TBD

4. Expected method(s) of delivery (on-campus, on-line, hybrid, etc.)

The course will be on campus (3 hours)

5. Attach a tentative course outline (one page or less)

- Learn goal setting and strategies in supply chain management
- Study approaches for Planning and control systems and performance measurement, especially applications in supply chain management
- Understand the theory of data envelopment analysis.
- Learn how to use planning and performance tools.
- Collect data and develop a research projects.

D. Faculty, Facilities and Expenses

1. Will the course be taught by existing faculty with existing qualifications or will new faculty or faculty development is needed?

Existing faculty

2. What impact will having faculty teach this course have on other courses?

No foreseeable impact at this time.

3. What proportion of course sections are expected to be taught by full-time and part-time faculty?

Entire course will be taught by CSU full-time faculty supplemented with outside guest speakers to enhance the subject material and learning experience.

4. What expenditures, if any, will be required beyond faculty salaries and routine clerical support? (e.g. new equipment, new facilities, new software, etc.)

None expected at this time.

5. Indicate several examples of (up-to-date) library resources currently held by the CSU Library that would support the curriculum of this course.

There over 57 books on supply chain and logistics management that will support the teachings of this class.

6. What additional library resources must be added to support the proposed course?

Not necessary.

7. What is the initial funding amount for library resources? What annual amount should be added to future budgets to continue the support for the course?

Not necessary.

Part E. Enrollment

1. What is the estimated number of sections per year? **2 – Fall and Spring**
2. What is the estimated average enrollment per section? **30-40 students**
3. What is the estimated total enrollment per year? **60-80 students.**
4. What is the estimated reduction in enrollment in other courses as a consequence of the new course? (Explanation, if any)

This will be a capstone course for SCML majors and will not affect the enrollment in other courses.