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Proposing Department/Unit Eberly College of Business and Information Tech.	Phone x7-4880

Check all appropriate lines and complete information as requested. Use a separate cover sheet for each course proposal and for each program proposal.

1. Course Proposals (check all that apply)	
<i>Current Course prefix, number and full title</i>	<i>Proposed course prefix, number and full title, if changing</i>
2. Additional Course Designations: check if appropriate _____ This course is also proposed as a Liberal Studies Course. _____ Other: (e.g., Women's Studies, Pan-African) _____ This course is also proposed as an Honors College Course.	
3. Program Proposals <input checked="" type="checkbox"/> Catalog Description Change _____ Program Revision <input type="checkbox"/> New Degree Program _____ Program Title Change _____ Other <input type="checkbox"/> New Minor Program _____ New Track	
<i>Current program name</i> Bachelor of Science Degree	<i>Proposed program name, if changing</i>
4. Approvals	
Department Curriculum Committee Chair(s)	Date
G. Schubert (UPT)	3/25/09
H. Sh	
Department Chair(s)	Date
Se W. A. G. (Lew kw ps)	3/25/09
College Curriculum Committee Chair	Date
G. Schubert	3/25/09
College Dean	Date
Michelle (Amy)	3/26/09
Director of Liberal Studies *	
Director of Honors College *	
Provost *	
Additional signatures as appropriate: (include title)	
UWUCC Co-Chairs	Date
Gail Sedquist	4-7-09

Curriculum Proposal Cover Sheet - University-Wide Undergraduate Curriculum Committee

* where applicable

Received
 MAR 27 2009
 Liberal Studies

Catalog Description Change

The proposal is to add the following paragraph as the last paragraph in the first page of the Eberly College of Business and Information Technology part of the catalog (on page 47 in the 2008-09 edition) under the heading Bachelor of Science Degree:

Students can also pursue their B.S. Degree in all of the Eberly College's majors and concentrations (except Business Education) by completing the first 75 credits of the IUP B.S. program at the campus of Peoples Education Society (PES) in Bangalore, India. Upon successful completion of these 75 credits, students can transfer these 75 PES credits in to IUP and complete the remaining 45 credits at IUP and receive the B.S. degree in one of the majors offered by the Eberly College at IUP. Please contact the Eberly College for further details.

Introduction

The Eberly College has been successfully offering its full-time MBA program in India with the help of IUP's full-time faculty and in cooperation with a local partner, Peoples Education Society (PES). PES is a comprehensive educational institution offering undergraduate degrees in business, engineering, computer science, business, life sciences, hotel management, etc. PES operates a medical school and also offers several graduate degrees including the M.B.A. PES is a highly reputed institution in Southern India with top national rankings in many disciplines. Please visit www.pes.edu for more information about PES.

The IUP MBA program in India started in 2005 and the first cohort of 20 students graduated in May 2007. The subsequent years saw a huge increase in enrollment in this program with an average of around 90 students each year (divided into two concurrent cohorts of 45 each). Nearly 200 students would have graduated from the program by May 2009. Currently, the 96 students in the fourth year of the IUP-India MBA program are completing their first year in India. The students have the opportunity of coming to the main campus in Indiana for their specialization or get a general MBA degree without having to come to the U.S. About 65% of the students in the program have utilized the opportunity to come to the U.S. Among them, more than 75% have stayed on for the optional second semester.

IUP faculty members teach eight out of the twelve core MBA courses in India. The remaining four core courses are taught by PES faculty and are transferred in, as per the approval of the UWGC in 2006. All specialization courses are taught only on IUP campus. The program and all its revisions have been approved by the UWGC and the Senate and the contract with PES is governed by a Memorandum of Understanding (MoU) signed by the Presidents of both the institutions.

The success of the program can be attributed to several factors, chief of which are: a) huge population, and consequently, high demand for education in India, b) a fully accredited U.S. Degree by a reputed institution, c) a strong local partner, d) innovative program design—not mandatory for students to come to the U.S., four-course (12-credit) transfer instead of the typical two courses (6 credits), scheduling of the program, etc. and e) an affordable model for tuition and other costs for the students.

Rationale for an Undergraduate Program focusing on India

The demand for quality undergraduate business programs is comparable to the demand for the MBA program and all of the above mentioned success factors could be easily translated to the undergraduate context. If properly implemented, the demand for undergraduate degrees in business could increase exponentially in India. IUP has the first-mover advantage with the successful MBA program in place with a strong local partner.

In general, at the undergraduate level, the number of students from India studying in the U.S. is limited compared to their graduate counterparts. The students from the elite and affluent class in India that want to come to the U.S. for undergraduate education have been coming to many U.S. universities for several decades. This program will target the vast student population of the middle class families in India who aspire to get an undergraduate education with a global flavor and a degree from an internationally accredited program at an affordable cost. The tuition and fees, even at IUP rates (relatively inexpensive among U.S. universities) for all the four years will be unaffordable for the vast majority of students in India. However, an innovative model can be designed that will not only help these students realize their dream of getting a U.S. degree but also help IUP increase enrollment of a more diverse population of students.

Proposal

The proposal is to offer all the undergraduate majors and concentrations in the Eberly College (except Business Education) to students in India in cooperation with PES, our current MBA partner in India. However, the structure of this program will be very different from that of the MBA program. IUP faculty will never travel to India to teach in this program. The students will come to IUP. This is a model that was designed based on the existing models with: a) CCAC, Boyce Campus (based on the IUP-CCAC articulation agreement, students take the first two years/60 credits from CCAC and then transfer into IUP and IUP faculty members teach the remaining 60 credits) and b) several of IUP's international partners including INTI College, Malaysia; Nancy, France; Sheffield, England and many more. In all these programs, the students complete two or even three years in their universities and then come to IUP/Eberly as study abroad students. But some students decide to get their courses transferred to IUP; subsequently, if they take the remaining required courses *and* if they take the minimum 45 credits at IUP required to grant an IUP degree, they can get an IUP degree.

The current proposal in India is to use a more structured approach with PES. PES would teach the first 75 credits including all of IUP's liberal studies courses and part of the business courses as shown in the next page. These courses will be PES courses and will be taught in Bangalore. They will be transferred into IUP if they are successfully completed by the student. The student then spends the final year at IUP's campus in Indiana (all summer, fall, and spring) and completes the final 45 credits and gets an IUP degree.

IUP and PES admissions offices will work together to grant the students joint admission from day one of their B.S. degree for two reasons--a) to assure students that they are working towards IUP's accredited U.S. Degree and b) to give the students access to IUP's e-library resources. The admissions requirements will be the same as what the students have on campus. The proposal, if approved, will be added on to the current MoU between IUP and PES.

BACHELOR OF SCIENCE (B.S.) –Equivalent to B.B.M. in India

Overall Structure of the Undergraduate Program (120 Credits):

1. Liberal Studies—54 credits (all taught by PES)
2. Business Core—33 credits (15 taught by PES and 18 taught by IUP)
3. Major Areas courses—27 credits for each major (all taught by IUP)
4. Free Electives of up to 6 credits (taught by PES)

75 credits taught by PES and 45 credits taught by IUP

I. LIBERAL STUDIES (54cr)—Taught by PES

ENGLISH COMPOSITION - 7cr

ENGL 101 College Writing	4cr
ENGL 202 Research Writing	3cr

MATHEMATICS - 3cr

MATH 115 Applied Math for Business	3cr
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HUMANITIES - 9cr

HIST 195 History of the Modern Era	3cr
ENGL/FNLG 121 Humanities Literature	3cr
Philosophy or Religious Study (choose one)	
RLST 100 Introduction to Religion	3cr
RLST 110 World Religions	3cr

FINE ARTS - 3cr (Choose one course)

ARH 101 Introduction to Art	3cr
DANC 102 Introduction to Dance	3cr
MUHI 101 Introduction to Music	3cr
THTR 101 Introduction to Theater	3cr

NATURAL SCIENCE - (Total 8cr)

BIOL 103 General Biology I	4cr
CHEM 101 College Chemistry I & II	8cr
GEOS 103/104 Oceans and Atmospheres with lab	4cr
PHYS 111/121 Physics I & II	8cr
SCI 105/106 Physical Science I & II	8cr

SOCIAL SCIENCE - 9cr

ECON 121 Principles of Economics I	3cr
PSYC 101 General Psychology	3cr
<i>Choose One from below</i>	
ANTH 110 Contemporary Anthropology	3cr
GEOG 104 Geography of the Non-Western World	3cr
PLSC 101 World Politics	3cr

HEALTH & WELLNESS. - 3cr (Choose One)

HPED 143 Health and Wellness	3cr
FDNT 143 Nutrition and Wellness	3cr
NURS 143 Healthy People	3cr

LIBERAL STUDIES ELECTIVES - 9cr

MATH 214 Probability & Statistics	3cr
ECON 122 Principles of Economics II	3cr
IFMG 101 Micro-based Computer Literacy	3cr

SENIOR SYNTHESIS - 3cr

LBST 499 Senior Synthesis	3cr
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II. BUSINESS CORE (33cr)

ACCT 201 Accounting Principles I	3cr
ACCT 202 Acct. Principles II (C in ACCT 201)	3cr
QBUS 215 Bus. Statistics (MATH 115, 214)	3cr
BLAW 235 Introduction to Business Law	3cr
MGMT 310 Principles of Management	3cr
IFMG 300 Info. Systems (BEDU/IFMG/COSC 101)	3cr
FIN 310 Finance I (ACCT 202, MATH 214)	3cr
MKTG 320 Principles of Marketing (ECON 122)	3cr
BTST 321 Bus. Communication (ENGL 101,202)	3cr
MGMT 330 Prod. & Op. Mgmt. (MATH 115, 214)	3cr
MGMT 495 Bus. Policy (Bus Core + Grad Senior)	3cr

Taught by PES

Taught by IUP

III. Major (27 credits)—Details on next page

Taught completely by IUP

Free Electives of 6 credits taught by PES

ACCOUNTING (27 cr)

ACCT 303 Financial System Analysis	3cr
ACCT 304 Intermediate Accounting I	3cr
ACCT 305 Intermediate Accounting II	3cr
ACCT 311 Cost accounting	3cr
ACCT 401 Advanced Accounting	3cr
ACCT 421 Federal Tax I	3cr
ACCT 431 Auditing	3cr
CONTROLLED ELECTIVES	6cr
<i>Choose two courses from the following</i>	
ACCT412 Advanced Cost Accounting	3cr
ACCT422 Federal Tax II	3cr
ACCT 432 Forensic and internal auditing	3cr
ACCT 441 Acct. for Govt. & Nonprofit Org.	3cr
ACCT 451 Seminar in Accounting standards	3cr
ACCT 461 Accounting Systems	3cr
ACCT International Accounting	3cr
BLAW 336 Law of Business Organizations	3cr

Free Electives 6cr

FINANCE (27cr)

FIN 315 Financial Analysis using e-spreadsheets	3cr
FIN 320 Corporate Finance	3cr
FIN 324 Principles of Investments	3cr
FIN 360 Insurance and Risk Management	3cr
FIN 410 Financial Institutions and markets	3cr
FIN 422 Seminar in Finance	3cr
CONTROLLED ELECTIVES	9cr

choose three courses from the following

ACCT 305, 421, BLAW 336,440, FIN 350, 420,
FIN 424, 425, 481, 493, REAL 382

one course from the following

ECON 325, 334, 345, 356

Free Electives 6cr

GENERAL MANAGEMENT (27cr)

ECON XXX Any advanced 300-400-level ECON Course	3cr
MGMT 300 HRM (PSYC 101)	3cr
MGMT 311 Human Behavior in Organizations	3cr
MGMT 428 Seminar in Mgmt (MGMT 310) (W)	3cr
MGMT 434 Quality Management	3cr
MGMT 451 International Management	3cr
MGMT/ACCT Any one - MGMT course or ACCT 300 Managerial Accounting (ACCT 202)	3cr

Free electives 6cr

HUMAN RESOURCE MANAGEMENT (27cr)

ECON 330 Labor Economics (ECON 121, 122)	3cr
MGMT 300 HRM (PSYC 101)	3cr
MGMT 405 Org Staffing (MGMT300, MATH 214)	3cr
MGMT 400 Compensation Mgmt (MGMT 300)	3cr
MGMT 401 Dev. & Training (MGMT300, 310)	3cr
MGMT 402 Sem in HRM (Grad Senior, MGMT 300)	3cr
MGMT 428 Seminar in Mgmt (MGMT 310) (W) Major Electives (<i>Choose any 3</i>)	3cr
ACCT 300 Managerial Accounting	3cr
BTST 342 Intercultural Business Communication	3cr
ILR 480 Collective Bargaining	3cr
MGMT 311 Human Behavior in Org.	3cr
MGMT 434 Quality Management	3cr
MGMT 451 International Management	3cr
MGMT 406 HRM Research (QBUS215, MGMT300)	3cr
MGMT 452 Comparative Management	3cr
MGMT 493 Internship	3cr
MGMT/MKTG 432 Business and Society	3cr
PSYC 390 Ind-org Psyc (PSYC 101) if not above	3cr
SAFE 101 Intro to Occupational Safety and Health	3cr
SOC 340 Industrial Sociology (SOC 151)	3cr
SOC 348 Sociology of Work	3cr
SOC 362 Racial and Ethnic Minorities	3cr

Free electives 6cr

INTERNATIONAL BUSINESS (27cr)

ECON 345 Intl Economics (ECON 121, 122)	3cr
MGMT/MKTG 350 Int. Business (MGMT 310)	3cr
MGMT 454 International Comp (MGMT 350)	3cr
MGMT 459 Sem International Bus (MGMT 454)	3cr
<i>Choose one concentration then choose any three courses within that area</i>	

FINANCE

FIN 320 /Finance II (Fin 310)	3cr
FIN 324 Principle of Investment (FIN 310)	3cr
FIN 410 Fin Institutions & Markets (FIN 324)	3cr
FIN 424 International Finance (FIN 310)	3cr

HUMAN RESOURCE MANAGEMENT

MGMT 300 HRM (PSYC 101)	3cr
MGMT 400 Wage & Salary Admin (MGMT 300)	3cr
MGMT 402 Seminar in HRM (MGMT 300)	3cr
MGMT 452 Comparative Management (MGMT 350)	3cr

MARKETING

MKTG 321 Cons Behavior (MKTG 320, PSYC101)	3cr
MKTG 420 Mktg Mgmt (MKTG 321)	3cr
MKTG 421 Mktg Research (mktg 320, QBUS 215)	3cr
MKTG 430 International Marketing (MKTG 320)	3cr

Free electives 6cr

MANAGEMENT INFORMATION SYSTEMS**(27cr)**

IFMG 210 Introduction to Front-End Business Applications	3cr
IFMG 230 Introduction to Back-End Business Applications <i>OR</i>	3cr
COSC 220 Applied Computer Programming	4cr
IFMG 250 Business Systems Technology	3cr
IFMG/COSC 352 LAN Design and Installation	3cr
IFMG 450 Data Base Theory and Practice	3cr
IFMG 460 Analysis and Logical Design	3cr
IFMG 475 Project Management and Implementation	3cr

CONTROLLED ELECTIVES

6cr

choose any two courses from the following areas

Networks and Cyber security

Software Development

Database and Decision Support

Special Topics, Internships and Seminars

Free Electives

6cr

OPERATIONS/ SUPPLY CHAIN MANAGEMENT**(27cr)**

ACCT 300 Managerial Accounting	3cr
MGMT 300 HRM (PSYC 101)	3cr
MGMT 434 Quality Management	3cr
MGMT 437 Operations Management System	3cr
MGMT 438 Seminar in Operations Management (MGMT 330) (W)	3cr

CONTROLLED ELECTIVES

Either ECON 330 or ECON 334 3cr

Choose three courses from the following list 9cr

ACCT 311, BTST 342, IFMG 251, IFMG 350, MGMT 311, MGMT 400, MGMT 401, MGMT 481, MGMT 493, MGMT/MKTG 350, MGMT/MKTG 432, MKTG 420, MKTG 434, QBUS 380, QBUS 401, SAFE 101

Free Electives

6cr

SMALL BUSINESS**ENTREPRENEURSHIP (27cr)**

ACCT 300 Managerial Accounting	3cr
MGMT 275 Introduction to Entrepreneurship	3cr
MGMT325 Small Business Management	3cr
MGMT403 Small Business Planning	3cr
MGMT 492 Small Business Internship	6cr
Major Area Restricted Electves	9cr

Free Electives

6cr

MARKETING (27cr)

MKTG 321 Consumer Behavior	3cr
MKTG 420 Marketing Management	3cr
MKTG 421 Marketing Research	3cr
MKTG 422 Seminar in Marketing	3cr
CONTROLLED ELECTIVES	15cr

Five course from the following

MGMT/MKTG 350, MKTG 430, 431, 432, 433,

MKTG 434, 435, 436, 437, 438, 439, 440, 441,

MKTG 481 (3cr max), 482 (3cr max), 493 (3cr max)

A maximum of two (6cr) senior-level non-MKTG prefix

courses from complementary areas (such as ACCT,

COMM, ECON, GEOG, JRNL, IFMG, MATH, PSYC,

Etc.) to meet individual student program and career

preparation needs (with advisor permission)

Free Electives

6cr

BUSINESS TECHNOLOGY SUPPORT (30cr)

BTST 273 Hardware Support Solutions 3cr

BTST 310 Telecommunications 3cr

BTST 311 Training Methods in Business

Information Technology Support 3cr

BTST 383 Microcomputer Software solutions 3cr

BTST 411 Technology Support Development 3cr

BTST 413 Enterprise Technology Support 3cr

BTST 480 Sem in Business Technology Support 3cr

COSC/IFMG 352 LAN Designing & Installation 3cr

CONTROLLED ELECTIVES*Choose two courses from the following*

BTED 201 Internet and multimedia 3cr

BTST 401 Web Design 3cr

BTST 402 Website Development &

Administration 3cr

BTST 493 Internship 3cr

COSC 110 Problems Solving & Structured

Programming 3cr

COSC 304 Interactive Internet Programming 3cr

Free Electives

6cr