

LSC Use Only Proposal No:  
LSC Action-Date:

UWUCC Use Only Proposal No: **14-71c**  
UWUCC Action-Date: **AP 11/11/14** Senate Action Date: **App 12/2/14**

Curriculum Proposal Cover Sheet - University-Wide Undergraduate Curriculum Committee

Contact Person(s) <b>Joette Wisnieski</b>	Email Address <b>wisnie@iup.edu</b>
Proposing Department/Unit <b>Management</b>	Phone <b>724-357-5912</b>

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

**1. Course Proposals (check all that apply)**

New Course                       Course Prefix Change                       Course Deletion  
 Course Revision                       Course Number and/or Title Change                       Catalog Description Change

Current course prefix, number and full title: \_\_\_\_\_

**2. Liberal Studies Course Designations, as appropriate**  
This course is also proposed as a Liberal Studies Course (please mark the appropriate categories below)

Learning Skills     Knowledge Area     Global and Multicultural Awareness     Writing Across the Curriculum (W Course)  
 Liberal Studies Elective (please mark the designation(s) that applies – must meet at least one)

Global Citizenship                       Information Literacy                       Oral Communication  
 Quantitative Reasoning                       Scientific Literacy                       Technological Literacy

**3. Other Designations, as appropriate**

Honors College Course                       Other: (e.g. Women's Studies, Pan African)

**4. Program Proposals**

Catalog Description Change                       Program Revision                       Program Title Change                       New Track  
 New Degree Program                       New Minor Program                       Liberal Studies Requirement Changes                       Other

Current program name: \_\_\_\_\_

Proposed program name, if changing: Bachelor of Science , Management/Energy Accounting and Finance Track

5. Approvals	Signature	Date
Department Curriculum Committee Chair(s)	<i>Joette Wisnieski</i>	9-15-14
Department Chairperson(s)	<i>Gaynor Soren</i>	9/15/14
College Curriculum Committee Chair	<i>Tambor</i>	9/18/2014
College Dean	<i>Aure C Comp</i>	9/16/14
Director of Liberal Studies (as needed)		
Director of Honors College (as needed)		
Provost (as needed)	<i>Tim Moulton</i>	SEP 29 2014
Additional signature (with title) as appropriate		
UWUCC Co-Chairs	<i>Gail Schmitt</i>	11/12/14



Received  
NOV 12 2014

Received  
SEP 23 2014

Received  
SEP 18 2014

Liberal Studies Liberal Studies

Liberal Studies

## **Part II. Description of Curriculum Change**

### **I. Complete catalog description for new track. This includes both the description about the track and the list of courses and credits for the new track.**

The bachelor of science degree with a major in management offers six tracks in which students can concentrate: general management, operations management, entrepreneurship and small business management, energy management, accounting and finance energy track, and professional land resource management track.

- **General Management Track.** While both management theory and application are taught in all of the department's majors, the track is distinguished by its emphasis on the achievement of organized goals through the efforts of organization members.
- **Operations Management Track.** Students in this track are well grounded in both theory and application, focusing on production, operations, quality issues, and inventory and capacity management.
- **Entrepreneurship and Small Business Management Track.** Students taking this track will focus on creation and operation of a small business. This track is also for graduates who will be working in small businesses where the manager often must perform several managerial roles and manage several functions.
- **Energy Management Track.** This is an interdisciplinary track that offers an introduction to the global energy industry from a number of perspectives including geography, geoscience and business courses.
- **Energy Accounting and Finance Track.** Students taking this track will focus on accounting, business law and finance issues related to the energy industry.
- **Professional Land Resource Management Track.** Students taking this track will focus on economic and law issues related to land and natural resource management as they pertain to the energy industry.

## New Track (Energy Accounting and Finance Track)

### New Program

#### Bachelor of Science –Management/Energy Accounting and Finance Track

**Liberal Studies:** As outlined in Liberal Studies section **49-50**

with the following specifications:

**Mathematics:** MATH 115

**Social Science:** ECON 121, PSYC101

**Liberal Studies Electives:** COSC/IFMG 101, ECON 122, MATH 214 (1),  
no courses with MGMT prefix

**College: Business Administration Core** **33**

#### Required Courses:

ACCT 201	Accounting Principles I	3cr
ACCT 202	Accounting Principles II	3cr
BCOM 321	Business and Interpersonal Communications	3cr
BLAW 235	Legal Environment of Business	3cr
FIN 310	Fundamentals of Finance	3cr
IFMG 300	Management Information Systems: Theory and Practice	3cr
MGMT 310	Principles of Management	3cr
MGMT 330	Production and Operations Management	3cr
MGMT 495	Business Policy	3cr
MKTG 320	Principles of Marketing	3cr
QBUS 215	Business Statistics	3cr

#### Major:

**Required Courses:** **27**

ACCT 475	Accounting for the Oil and Gas Industry	3cr
BLAW 441	The Law of Property Oil and Gas Leasing I	3cr
BLAW 442	The Law of Property Oil and Gas Leasing II	3cr
ECON 462	Energy Economics	3cr
FIN 401	Energy Finance	3cr
GEOG 316	Introduction to Geographic Information Systems	3cr
GEOG 435	Geography of Energy	3cr
GEOS 201	Foundations of Geology	3cr
MGMT 440	Introduction to Energy Management	3cr

**Free Electives:** **10-11**

**Total Degree Requirements:** **120**

(1) MATH 214 is strongly recommended, but will also accept MATH 216 or MATH 217

**2. A detailed description for the track including a rationale/justification, credit requirements, sequencing and restrictions.**

**Rationale/Justification:**

Over the past 15 years significant changes have taken place in the energy industry. One of the primary changes was the extraction of natural gas – using the hydraulic fracturing process – from the Marcellus and Utica shale layers. The long term U.S. objective is to become less dependent on foreign energy imports and more on domestic gas and oil reserves as well as other renewable energy sources. This goal is now attainable due to technological advances in energy exploration and production. While some controversy continues regarding the implications of extensive drilling, it is clear that the U.S. is focused on the use of diversified energy sources. This change is particularly important because of increasing demand for energy worldwide. As a result of these changes, the energy management field is experiencing a growing need for personnel with skills related to all aspects of the energy field.

**Credit Requirements, Sequencing and Restrictions:** 120 credits see chart above

**Part III. Implementation Provide answers to the following questions:**

1. How will the proposed new tracks affect students already in the existing program?

This program is open to all students but we anticipate the majority of the students will either be new or existing College of Business students may add this as a double major.

2. Are faculty resources adequate? If you are not requesting or have not been authorized to hire additional faculty, demonstrate how these courses will fit into the schedule(s) of current faculty. What will be taught less frequently or in fewer sections to make this possible?

These tracks are a major priority for IUP if we are to remain competitive. In the beginning, the department anticipates only a few students to start. The proposed program includes liberal studies, business core and energy industry-related coursework. Students can be absorbed into existing sections of liberal studies and business core coursework as well as existing coursework in geography, geology and economics. Initially, single sections of remaining coursework can be taught by existing faculty in accounting, finance and management. However, we hope to find a suitable professional from the energy field to teach (as an adjunct) the projected one-section offering per year. We strongly feel that a suitable practitioner (professional) from the field can bring the cutting edge content for our students, which will be a great value-adding proposition.

3. Are other resources adequate? Yes (Space, equipment, supplies, travel funds)
4. Do you expect an increase or decrease in the number of students as a result of these revisions? If so, how will the department adjust?

The management department expects maybe 10 students initially and again, if the programs take off other resources will need to be directed to it.

5. Intended implementation date (semester and year). Fall 2015

**Part IV. Periodic Assessment**

Departments are responsible for an on-going review of curriculum. Include information about the department's plan for program evaluation:

1. Describe the evaluation plan. Include evaluation criteria. Specify how student input will be incorporated into the evaluation process.

Currently the entire curriculum of the Eberly College of Business and Information Technology comes under regular review through our accreditation process. To remain accredited, the college has instituted what is called Assurance of Learning (AoL), which requires all core courses to evaluate curriculum annually. The AoL effort will be soon be expanded to cover all majors, in addition to the business core.

2. Specify the frequency of the evaluations. Five-year cycle (coinciding with our AACSB accreditation review).
3. Identify the evaluating entity. Faculty annually along with review by an outside accrediting body every 5 years.

**Part V. Course Proposals**

All courses already exist except for MGMT 440/540, which is attached.

**Part VI. Letters of Support or Acknowledgement**

Letters are attached.

RE: Need Support email for Energy management tracks

**Subject:** RE: Need Support email for Energy management tracks  
**From:** "Ramesh Soni" <rgsoni@iup.edu>  
**Date:** 8/29/2014 10:14 AM  
**To:** "Ramesh Soni" <rgsoni@iup.edu>, "Dr. Affaneh" <Affaneh@IUP.EDU>, <dpiper@iup.edu>, <sekhar@iup.edu>, "Nicholas Karatjas" <karatjas@iup.edu>, <hovan@iup.edu>, <jbenhart@iup.edu>  
**CC:** "wisnie" <wisnie@iup.edu>

I mistyped John Benhart's email address.

Ramesh G. Soni, Ph.D., Chair & Professor, Management Dept, 304A Eberly COBIT (IUP) Indiana, PA 15705 USA Ph. 724 357 7786; Fax 724 357 5743	( <a href="http://www.eberly.iup.edu/rgsoni/">www.eberly.iup.edu/rgsoni/</a> ) Office Hours for Fall'14: M: 10-12; T: 12:30-12:30; W: 9:25-10:25
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**From:** Ramesh Soni [mailto:rgsoni@iup.edu]  
**Sent:** Friday, August 29, 2014 10:10 AM  
**To:** 'Dr. Affaneh'; 'dpiper@iup.edu'; 'sekhar@iup.edu'; 'Nicholas Karatjas'; 'benhart@iup.edu'; 'hovan@iup.edu'  
**Cc:** 'wisnie'  
**Subject:** Need Support email for Energy management tracks

**(What I need is a quick email that you support our new Energy Management Tracks)**  
Greetings!

You have all agreed to provide some courses to our new Energy Tracks (you may not remember as it was long ago that you may have agreed to). I am providing the courses that will be included in the three new tracks (Sekhar and Abe—I am only including below non-business courses as you know what your courses are...but I need emails from you too).

- ECON 361
- ECON 362
- ELR 440/540 (ELR 640 to changed to a dual-level course—correct?)
- GEOG 335
- GEOG 316
- GEOS 101

Your prompt and brief reply will really help as we want to put this proposal out by Monday (our College Committee deadline).

Thanks,  
Ramesh

Ramesh G. Soni, Ph.D., Chair & Professor, Management Dept, 304A Eberly COBIT (IUP) Indiana, PA 15705 USA Ph. 724 357 7786; Fax 724 357 5743	( <a href="http://www.eberly.iup.edu/rgsoni/">www.eberly.iup.edu/rgsoni/</a> ) Office Hours for Fall'14: M: 10-12; T: 12:30-12:30; W: 9:25-10:25
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Re: Need Support email for Energy management tracks

**Subject:** Re: Need Support email for Energy management tracks  
**From:** David Piper <dpiper@iup.edu>  
**Date:** 8/29/2014 10:21 AM  
**To:** rgsoni@iup.edu, Michael T Kornis <mkornis@iup.edu>

Ramesh

I am copying Mike on this. I think our course is ELR 480/580 Introduction to Negotiations and Conflict Resolution and we support the addition of this elective into the Energy program.

Dr. David M. Piper  
Professor and Chairperson, Employment and Labor Relations  
Indiana University of Pennsylvania  
3C Keith Hall  
390 Pratt Drive  
Indiana, PA 15701

Office 724-357-4471  
Fax 724-357-1292

On 8/29/2014 10:14 AM, Ramesh Soni wrote:

I mistyped John Benhart's email address.

Ramesh G. Soni, Ph.D., Chair & Professor,  
Management Dept, 304A Eberly COBIT (IUP)  
Indiana, PA 15705 USA  
Ph. 724 357 7786; Fax 724 357 5743

([www.eberly.iup.edu/rgsoni/](http://www.eberly.iup.edu/rgsoni/))  
Office Hours for Fall'14:  
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GEOG 335  
GEOG 316  
GEOS 101

?

Re: Need Support email for Energy management tracks

**Subject:** Re: Need Support email for Energy management tracks  
**From:** SteveHovan <hovan@iup.edu>  
**Date:** 8/29/2014 3:45 PM  
**To:** rgsoni@iup.edu

Ramesh,

This email is intended to identify Geoscience Department support to offer GEOS201- Foundations of Geology to students enrolled in your proposed new track programs of Energy Management, Energy Accounting and Finance, and Professional Land and Resource Management. Currently we offer 72 seats in this course every Fall and another 24-48 each Spring. Should you anticipate enrollment beyond 10-15 students each year, we'll need to find resources to offer additional capacity in both lecture and lab sections beyond what we currently have available.

This is an exciting time to be involved with Energy Development in this area and I look forward to working with you as you build these new programs. -Dr. Hovan

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Dr. Steven A. Hovan  
Chairperson, IUP Geoscience Department  
[hovan@iup.edu](mailto:hovan@iup.edu)

On Aug 29, 2014, at 12:47 PM, Ramesh Soni <[rgsoni@iup.edu](mailto:rgsoni@iup.edu)> wrote:

| <Energy Management Tracks.docx>