

LSC Use Only Proposal No: _____ UWUCC Use Only Proposal No: 14-6633
 LSC Action-Date: _____ UWUCC Action-Date: App-9/23/14 Senate Action Date: App 10/7/14

Curriculum Proposal Cover Sheet - University-Wide Undergraduate Curriculum Committee

Contact Person(s) Mr. Jeffrey A. Miller	Email Address jmiller@iup.edu
Proposing Department/Unit Hospitality Management	Phone _____

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)

<input type="checkbox"/> New Course	<input checked="" type="checkbox"/> Course Prefix Change	<input type="checkbox"/> Course Deletion
<input type="checkbox"/> Course Revision	<input type="checkbox"/> Course Number and/or Title Change	<input checked="" type="checkbox"/> Catalog Description Change

Current course prefix, number and full title: **HRIM 420 Hotel Sales**

Proposed course prefix, number and full title, if changing: **HOSP 420 Hotel Sales**

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

<input type="checkbox"/> Learning Skills	<input type="checkbox"/> Knowledge Area	<input type="checkbox"/> Global and Multicultural Awareness	<input type="checkbox"/> Writing Across the Curriculum (W Course)
<input type="checkbox"/> Liberal Studies Elective (please mark the designation(s) that applies – must meet at least one)			
<input type="checkbox"/> Global Citizenship	<input type="checkbox"/> Information Literacy	<input type="checkbox"/> Oral Communication	
<input type="checkbox"/> Quantitative Reasoning	<input type="checkbox"/> Scientific Literacy	<input type="checkbox"/> Technological Literacy	

3. Other Designations, as appropriate

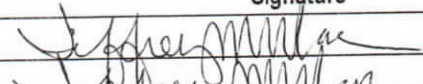
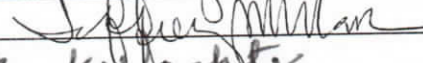
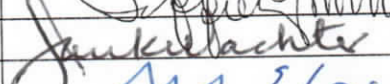
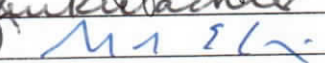
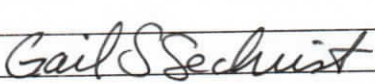
<input type="checkbox"/> Honors College Course	<input type="checkbox"/> Other: (e.g. Women's Studies, Pan African)
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4. Program Proposals

<input type="checkbox"/> Catalog Description Change	<input type="checkbox"/> Program Revision	<input type="checkbox"/> Program Title Change	<input type="checkbox"/> New Track
<input type="checkbox"/> New Degree Program	<input type="checkbox"/> New Minor Program	<input type="checkbox"/> Liberal Studies Requirement Changes	<input type="checkbox"/> Other

Current program name: _____

Proposed program name, if changing: _____

5. Approvals	Signature	Date
Department Curriculum Committee Chair(s)		4-10-14
Department Chairperson(s)		4-10-14
College Curriculum Committee Chair		6-10-14
College Dean		9.7.14
Director of Liberal Studies (as needed)		
Director of Honors College (as needed)		
Provost (as needed)		
Additional signature (with title) as appropriate		
UWUCC Co-Chairs		9/23/14

Received
 SEP 9 2014
Liberal Studies

Part II. Description of Curriculum Change

1. A complete catalog description including the course name, class and lab hour designation, number of credits, the prerequisites, and the new course description.

HOSP 420 Hotel Sales

3c-0l-3cr

A practical approach to understanding the functions and activities of the sales department within a hotel property. A thorough review of the organizational structure of a typical hotel sales department and documentation used by the department will be made. Identification of and approaches to securing typical hotel market segments are covered.

2. A listing of the proposed change(s) including the complete old catalog description.

Prefix changed

Prerequisites eliminated

Old Catalog Description and Prerequisite

HRIM 420 Hotel Sales

3c-0l-3cr

Prerequisites: HRIM 101, 260

A practical approach to understanding the functions and activities of the sales department within a hotel property. A thorough review of the organizational structure of a typical hotel sales department and documentation used by the department will be made. Identification of and approaches to securing typical hotel market segments are covered.

3. Justification / rationale for the change(s).

Prefix was never changed from previous program name (Hotel, Restaurant, and Institutional Management) to one reflective of the current program (Hospitality Management).

Prerequisites no longer offered or lack specific content relevance for course.