UNIVERSITY OF MARY WASHINGTON -- NEW COURSE PROPOSAL

Electronically submit this completed form with attachments in one file to the Chair of the College Curriculum Committee.

<table>
<thead>
<tr>
<th>COLLEGE (check one):</th>
<th>Arts and Sciences</th>
<th>Business</th>
<th>✓</th>
<th>Education</th>
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</thead>
</table>
Proposal Submitted By: Lance Gentry | Date Prepared: November 18, 2015 |
Course Title: Business Administration Seminar Abroad | |
Department/discipline and course number*: BUAD 472 |

*This course number must be approved by the Office of the Registrar before the proposal is submitted.

Number of credits proposed: 3 Prerequisites: Permission of the instructor and permission of the Associate Dean for Faculty.

Will this be a new, repeatable “special topics” course? (Do you want students to be able to take this new course more than once if the topic changes?) NO YES ✓

Date of first offering of this new course: SEMESTER, year Fall 2016
Proposed frequency of offering of the course: Several times a year
List the faculty who will likely teach the course: Any COB faculty
Are ANY new resources required? NO YES Document in attached impact statement

This new course will be (check all that apply):
Required in the major ✓ General Elective
Elective in the major ✓ General Education**

**AFTER the new course is approved, a separate proposal must be sent to the General Education Committee.

Catalog Description:
Special topics of interest to staff and students pertaining to how business is conducted in one or more countries outside the United States are explored in depth in individual seminars. In order to receive credit for this class, students must also travel to the country as part of a class trip with the instructor.

COURSE HISTORY
Was this course taught previously as a topics or experimental course? YES ✓ NO

<table>
<thead>
<tr>
<th>Course Number and Title of Previous Course</th>
<th>Semester Offered</th>
<th>Enrollment</th>
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</thead>
<tbody>
<tr>
<td>BUAD 471A7 Business Communications in Mumbai</td>
<td>Spring 2014</td>
<td>7</td>
</tr>
<tr>
<td>BUAD 471C3 Business in Chile</td>
<td>Spring 2016</td>
<td>15</td>
</tr>
<tr>
<td>BUAD 471Z2 Cultural Leadership in Tanzania</td>
<td>Spring 2013</td>
<td>8</td>
</tr>
</tbody>
</table>

CHECK HERE if the proposed course is to be equated with the earlier topics or experimental offerings. This means that students who took the earlier “topics” course will only be able to take the new course if they made a C- grade or lower in the earlier course.

NOTE: If the proposed course has not been previously offered as a topics or experimental course, explain in the attached rationale statement why the course should be adopted even though it has not been tried out.

REQUIRED ATTACHMENTS:
1. Rationale Statement (Why is this course needed? What purposes will it serve?)
2. Impact Statement (Provide details about the Library, space, budget, and technology impacts created by adding this new course. Include supporting statements from the Library, IT Department, etc. as needed.)
3. Sample Syllabus

Department Chair Ken Machande Date: November 18, 2015
College Curriculum Chair Lance Gentry Date: November 18, 2015
UCC Chair Approval: Patricia Reynolds Date: 12/07/2015

New Course Proposal Cover Sheet (July 2013)
**Rationale Statement**
It would be helpful to the College of Business to be able to clearly differentiate between normal seminars – which will still use the BUAD 471 classification – and seminars that require a trip abroad – which will now use the BUAD 472 classification. The impetus for this change is to have the ability to clearly require students of our new International Business major to take at least one of these classes. However, this will also be helpful for better communicating our offerings and expectations to students.

It will be a required class for our International Business majors (this or MKTG 472, students must take at least one of them). It will be an elective course for our Accounting, Business Administration, and Marketing majors.

**Impact Statement**
There are no new resources required for this course. The College of Business has been conducting these types of seminars on a regular basis under BUAD 471. This change should not impact the number of classes offered.

**Notes for Reviewers**
As with the 471 seminar, there is no standard syllabus for this class. Each instructor will customize the seminar in accordance with the specific objectives of the seminar and the country to be visited.