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EDUCATIONAL POLICY COMMITTEE

Approved 11-16-09

MINUTES OF MEETING: October 26, 2009

**PRESENT:** M. Clark, D. Frankl, M. Garcia, A. Gonzalez, C. Haras, G. Menezes, J. Moss, K. Parekh, E. Porter,  
A. Reed, A. Sonnenschein

**EXCUSED ABSENCE:** A. McCurdy

1. **Call to Order**

J. Moss, Chair, called the meeting to order.

2. **Announcements**

None.

3. **Intent to Raise Questions**

None.

4. **Liaison Reports**

**Curriculum Subcommittee**

D. Frankl reported the subcommittee continued its discussion on Executive Order 1036, Systemwide Admission Eligibility.

**Executive Committee**

J. Moss reported that it was an oversight that the Executive Committee did not refer Program Discontinuance to EPC.

5. **Approval of the Agenda**

M/s/p to approve the agenda.

6. **Approval of the Minutes**

M/s/p to approve the minutes.

7. **Curricular Items**

**Actions Reported by the Executive Secretary**

M/s/p to reflect in the minutes.

8. **Redirecting Academic Program Review, EPC 09-01**

The Committee continued its discussion on this document and the following action taken:

M/s/p to approve the revised document.

9. **Review of General Education, EPC 09-06**

The Committee discussed the memo from Exec. J. Moss will draft a memo to GES to outline the points discussed at today's meeting.

10. **Transition to Higher Education, EPC 09-07**

The Committee discussed the memo from the Executive Committee. J. Moss will draft a memo to the Curriculum Subcommittee to outline the points discussed at today's meeting.

## **ACTIONS REPORTED BY THE EXECUTIVE SECRETARY**

### **Program Modifications**

#### **MA Social Work**

Change admission requirements and electives.

#### **MS Business Administration with Option in Management**

Change in core requirements and electives.

### **New Courses**

#### **MGMT 518 Seminar: Starting a New Venture: Essential Skills (4)**

This course focuses on self-assessment and skill development useful in new venture development and management. A specific focus is placed on self-assessment and interpersonal skills including networking, effective pitches and self-presentation, building an entrepreneurial team, leadership, creativity, financing, and project management.

#### **MGMT 562 Seminar: New Venture Strategy and Competitive Dynamics (4)**

Prerequisite: MGMT 518 or consent of instructor. This course focuses on strategic challenges confronting new ventures. The course provides students with concepts, theories and methods to identify, analyze and define critical issues facing new ventures and to develop solutions.

#### **MGMT 563 Seminar: New Venture Resources Planning (4)**

Prerequisite: MGMT 518 or consent of instructor. This course focuses on identifying and acquiring the resources needed to launch a new venture. Including but not limited to physical, material and capital resources required to successfully launch a new venture. A specific focus is placed on capital sources and types to finance a new venture.

#### **MGMT 566 Seminar: New Venture Opportunity Identification and Evaluation (4)**

Prerequisite: MGMT 518 or consent of instructor. Focuses on identifying, discovering and evaluating new venture opportunities. Covers criteria tools and dynamics involved in systematic search and creative thinking methods to generate ideas. Examines the process and difficulties of analyzing new venture ideas to produce a solid business opportunity.

#### **MGMT 581 Seminar: Management Case Research (4)**

Applied case study research on organizations facing managerial challenges such as transitioning from small to professionally managed business, launching new products, forming alliances. Students are expected to prepare publishable quality case studies.

#### **MGMT 582 Seminar: New Venture Consulting (4)**

Prerequisite: MGMT 518 or consent of instructor. Overview of management consulting methods for new ventures, including applied projects in which students analyze new ventures and present recommendations to founders/managers of entrepreneurial organizations.

### **Course Modifications**

#### **FIN 303 Business Finance (4)**

Change prerequisites/corequisites.

#### **FIN 434 Cases in Financial Management (4)**

Change prerequisites/corequisites.

#### **FIN 435 Working Capital Management (4)**

Change prerequisites/corequisites.

#### **FIN 494 Financial Management for Small Business (4)**

Change prerequisites/corequisites.