

**DOCUMENT N: COURSE AND PROGRAM DEVELOPMENT COVER SHEET**

See Course and Program Development Policy and Procedures for Instructions

<b>SCHOOL:</b> LAW <input type="checkbox"/> MSB <input type="checkbox"/> YGCLA <input checked="" type="checkbox"/>	<b>Contact Name:</b> Dr. John Bates	<b>Phone:</b> 6560
<b>DEPARTMENT / DIVISION:</b>		
<b>SHORT DESCRIPTION OF PROPOSAL</b> (state name of action item 1-20 and course name, code & number / program affected):		
8 - Add new course to curriculum: PSYC 315 Motivation		
<b>PROPOSED SEMESTER OF IMPLEMENTATION:</b> Fall <input checked="" type="checkbox"/> Spring <input type="checkbox"/> Year: 2007		

<b>Box 1: TYPE OF ACTION</b>	ADD(NEW) <input checked="" type="checkbox"/>	DEACTIVATE <input type="checkbox"/>	MODIFY <input type="checkbox"/>	OTHER <input type="checkbox"/>
<b>Box 2: LEVEL OF ACTION</b>	Non-Credit <input type="checkbox"/>	Undergraduate <input checked="" type="checkbox"/>	Graduate <input type="checkbox"/>	OTHER <input type="checkbox"/>

Box 3: ACTION ITEM (check appropriate boxes)		DOCUMENTS REQUIRED (see box 4 below)	IMPACT REVIEWS (see box 5 on back)	APPROVAL SEQUENCE (see box 6 on back)
<input type="checkbox"/>	1. Experimental Course <sup>1</sup>	NOP	a, c, e	AC
<input type="checkbox"/>	2. Course Title	NO		ABCD
<input type="checkbox"/>	3. Course Credits	NO		ABCD
<input type="checkbox"/>	4. Course Number	NO		ABCD
<input type="checkbox"/>	5. Course Level	NO		ABCD
<input type="checkbox"/>	6. Pre & Co-Requisite	NO		ABCD
<input type="checkbox"/>	7. Course Description	NOP		ABCD
<input checked="" type="checkbox"/>	8. New Course	NOP		ABCDEF
<input type="checkbox"/>	9. Deactivate a Course	NO		ABCDEF
<input type="checkbox"/>	10. Program Requirements	NO	b, c, d, e	ABCDEF
<input type="checkbox"/>	11a. UG Specialization (24 credits or less)	NO	a, b, c, d, e	ABCDEF
<input type="checkbox"/>	11b. Masters Specialization (12 credits or less)	NO	a, b, c, d, e	ABCDEF
<input type="checkbox"/>	11c. Doctoral Specialization (18 credits or less)	NO	a, b, e	ABCDEF
<input type="checkbox"/>	12. Closed Site Program	NOT	e	ABCDHIK
<input type="checkbox"/>	13. Program Suspension <sup>9</sup>	NO,5	a, e	ABCDEGIK
<input type="checkbox"/>	14a. Certificate Program (ug/g) exclusively within existing degree program	NO	a, c, e	ABCDEFHIK
<input type="checkbox"/>	14b. Certificate Program (ug/g) where degree programs do not exist or where courses are selected across degree programs (12 or more credits)	NOQR, 6	a, c, e	ABCDEFHJL
<input type="checkbox"/>	15. Off-Campus Delivery of Existing Program	NO, 4	a, b, c, e	ABCDEFHIL
<input type="checkbox"/>	16a. UG Concentration (exceeds 24 credit hours)	NO, 5	a, c, d, e	ABCDEFHJL
<input type="checkbox"/>	16b. Masters Concentration (exceeds 12 credit hours)	NO, 5	a, c, d, e	ABCDEFHJL
<input type="checkbox"/>	16c. Doctoral Concentration (exceeds 18 credit hours)	NO, 5	a, c, d, e	ABCDEFHJL
<input type="checkbox"/>	17. Program Title Change	NO, 5	a, c, d, e	ABCDEFHJL
<input type="checkbox"/>	18. Program Termination	NO, 10	d, e	ABCDEFHIK
<input type="checkbox"/>	19. New Degree Program	NOQR, 3,8	a, c, d, e	ABCDEFHJL
<input type="checkbox"/>	20. Other	Varies	Varies	Varies

<b>Box 4: DOCUMENTATION (check boxes of documents included)</b>					
<input checked="" type="checkbox"/>	N. This Cover Sheet	<input type="checkbox"/>	Q. Full 5-page MHEC Proposal	<input type="checkbox"/>	T. Other
<input checked="" type="checkbox"/>	O. Summary Proposal	<input type="checkbox"/>	R. Financial Tables (MHEC)	<input type="checkbox"/>	
<input checked="" type="checkbox"/>	P. Course Definition Document	<input type="checkbox"/>	S. Contract	<input type="checkbox"/>	

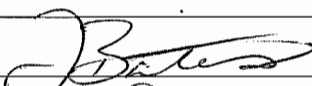
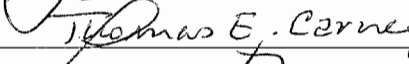
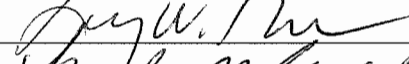
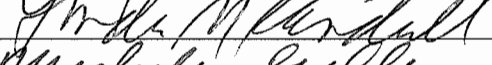
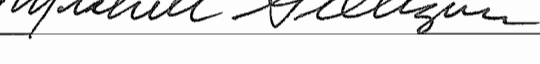
- Approval of experimental course automatically lapses after two offerings unless permanently approved as a new course.
- Codes: a) Library Services (Langsdale or Law) b) Office of Technology Services c) University Relations d) Admissions
- Letter of Intent is required by USM at least 30 days before a full proposal can be submitted. Letter of Intent requires only the approval of the dean and the provost and is forwarded to USM by the Office of the Provost.
- One-page letter to include: Program title & degree/certificate to be awarded; resources requirements; need and demand; similar programs; method of instruction; and oversight and student services (MHEC requirement)
- One-page letter with description and rationale (MHEC requirement)
- One or two-page document that describes: centrality to mission; market demand; curriculum design; adequacy of faculty resources; and assurance program will be supported with existing resources. (MHEC requirement)
- Learning objectives, assessment strategies; fit with UB strategic plan
- Joint Degree Program or Primary Degree Programs require submission of MOU w/ program proposal. (MHEC requirement)
- Temporary suspension of program to examine future direction; time not to exceed two years. No new students admitted during suspension, but currently enrolled students must be given opportunity to satisfy degree requirements.

**DOCUMENT N: COURSE AND PROGRAM DEVELOPMENT COVER SHEET (Page 2 of 2)**

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<b>SHORT DESCRIPTION OF PROPOSAL</b> (state name of action item 1-20 and course name, code & number / program affected):
8 - Add new course to curriculum: PSYC 315 Motivation

10. Provide:
- evidence that the action is consistent with UB mission and can be implemented within the existing program resources of the institution.
  - proposed date after which no new students will be admitted into the program;
  - accommodation of currently enrolled students in the realization of their degree objectives;
  - treatment of all tenured and non-tenured faculty and other staff in the affected program;
  - reallocation of funds from the budget of the affected program; and
  - existence at other state public institutions of programs to which to redirect students who might have enrolled in the program proposed for abolition.
11. University Council *review* (for a recommendation to the President or back to the Provost) shall be limited to curricular or academic policy issues that may potentially affect the University's mission and strategic planning, or have a significant impact on the generation or allocation of its financial resources.

<b>Box 5: IMPACT REVIEW</b>	<b>SIGNATURES</b> (see procedures for authorized signers)	<b>DATE</b>
a. Library <input type="checkbox"/> No impact <input type="checkbox"/> Impact statement attached	Director or designee:	
b. OTS <input type="checkbox"/> No impact <input type="checkbox"/> Impact statement attached	CIO or designee:	
c. University Relations <input type="checkbox"/> No impact <input type="checkbox"/> Impact statement attached	Director or designee:	
d. Admissions <input type="checkbox"/> No impact <input type="checkbox"/> Impact statement attached	Director or designee:	
e. Records <input type="checkbox"/> No impact <input type="checkbox"/> Impact statement attached	Registrar or designee:	

<b>Box 6: APPROVAL SEQUENCE</b>	<b>APPROVAL SIGNATURES</b>	<b>DATE</b>
A. Department / Division	Chair: 	10-12-06
B. Final faculty review body within each School	Chair: 	10/24/06
C. College Dean	Dean: 	10/26/06
D. Provost and Senior Vice President for Academic Affairs	Provost: 	10/13/06
E. Curriculum Review Committee (UFS subcommittee)	Chair: 	11/7/06
F. University Faculty Senate (UFS option)	Chair:	
G. University Council (see # 11 above)	Chair:	
H. President	President:	
I. Board of Regents – notification only		
J. Board of Regents – approval		
K. MHEC – notification only		
L. MHEC – approval		
M. Middle States Association notification	Required only if the mission of the University is changed by the action	

**DOCUMENT O: SUMMARY PROPOSAL**

See Course and Program Development Policy and Procedures for Instructions

<b>SCHOOL:</b> LAW <input type="checkbox"/> MSB <input type="checkbox"/> YGCLA <input checked="" type="checkbox"/>	<b>Contact Name:</b> John Bates	<b>Phone:</b> 6560
<b>DEPARTMENT / DIVISION:</b> Division of Applied Behavioral Sciences		
<b>SHORT DESCRIPTION OF PROPOSAL</b> (state action item 1-23 and course name & number or program affected):		
8 - New Course <i>PSYC 315 Motivation</i>		
<b>PROPOSED SEMESTER OF IMPLEMENTATION:</b> Fall <input checked="" type="checkbox"/> Spring <input type="checkbox"/> Year: 2007		

O-1: Briefly describe what is being requested:

Addition of a new course to the PSYC BA program curriculum

For new courses or changes in existing courses (needed by Registrar)

<b>OLD Title:</b>	Course # / HEGIS Code:	Credits:
<b>NEW Title:</b> Motivation	Course # / HEGIS Code: PSYC 315	Credits: 3

O-2: Set forth the rationale for the proposal:

Motivation is a standard course in the curricula of most undergraduate psychology programs. Such a course represents one of the core problem areas in psychological theory (i.e., determining why organisms do what they happen to be doing, rather than something else that they could be doing), and also is central to the applied domain of industrial/organizational psychology. The latter domain is one of four applied psychology instruction in which is provided by our undergraduate program. We currently offer no course on motivation; therefore, a formal course on motivation should be added to the curriculum.

## **Document P: Required Format for Course Definition Document**

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1. **Date Prepared:** 10/10/06
2. **Prepared by:** Tom Mitchell
3. **Department:** Division of Applied Behavioral Sciences
4. **Course Number(s), including HEGIS code(s):** PSYC 315
5. **Course Title:** Motivation
6. **Credit Hours:** 3
7. **Catalog Description (Paragraph should reflect general aims and nature of the course)**

An exploration of internal and external forces that initiate, direct and sustain behavior. This course examines biological, cognitive, and social-psychological theories of motivation and their applications in a variety of real-life contexts. Students are encouraged to consider how these theories can increase their understandings of their own and others' behavior.

8. **Prerequisites:** PSYC 100
9. **Faculty qualified to teach course:**  
  
Dr. John Bates, Dr. Deborah Kohl, Dr. Thomas Mitchell, Dr. Helga Walz, Dr. Janet Yun, Dr. Elaine Johnson, Dr. Courtney Gasser
10. **Course Type / Component ( clinical, continuance, discussion, field studies, independent study, laboratory, lecture, seminar, supervision, thesis research, workshop)**  
  
Lecture / Discussion
11. **Suggested approximate class size:** 25
12. **Content Outline**

- a. Definitions of and theoretical perspectives regarding motivation
- b. Sources of motivated behavior
  - i. Biological motives
  - ii. Energy, arousal, and action
  - iii. Acquired drives and rewards
- c. Purposive Behavior
  - i. Reinforcement theory
  - ii. Decision theory

- d. Human Motivation
  - i. Cognitive processes
  - ii. Motivation and emotion
  - iii. Social motivation
  - iv. Long term Goals

### **13. Learning Goals**

1. Conduct library and internet searches on motivational topics in psychology.
2. Write term papers, position papers and essays on motivation topics consistent with APA requirements.
3. Apply APA ethical principles in critical analysis of methods and procedures used for research in motivation.
4. Use motivational theory to analyze causes for human behaviors.
5. Critically evaluate the relative strengths and weakness of motivational theories to explain causes of behavior.
6. Identify motivational theories relevant to understanding motivational process for specific classes of behaviors.
7. Apply motivational principles to enhance personal motivation.

### **14. Assessment Strategies**

All sections of this course should include both in-class and out-of-class writing assignments on topics pertinent to course content and individual student interest, at least some of which should require the accessing of information from library and/or electronic sources. The number and required lengths of these assignments will be at the instructor's discretion, but students' demonstrations of APA style and format requirements must be a part of grade determination.

Other than and in addition to as specified above, testing of learning outcomes may be via objective or essay format, also at the instructor's discretion.

### **15. Suggested Text(s) and Materials (example: textbooks, equipment, software, etc.)**

American Psychological Association (2001). *Publication manual of the American Psychological Association* (5th ed.). Washington, DC: APA.

Deci, E. L., & Flaste, R. (1995). *Why we do what we do*. New York: Penguin Books

Franken, R. E. (2006). *Human motivation* (6th ed.). New York: Wadsworth.

McClelland, D. C., & Atkinson, J. W., Clark, r. W., & Lowell, E. L. *The achievement motive* (2<sup>nd</sup> ed.). New York: Irvington, 1976

Mook, D. G. (1996). *Motivation: The organization of action*. New York: Norton & Company.

*Nebraska Symposium on Motivation* Volumes 1-45. Lincoln, NE: University of Nebraska Press.

Pinder, C. C. (1984). *Work Motivation: Theory, Issues, and Applications*. Scott, Foresman & Co.

Tolman, E. C. (1932) *Purposive behavior in animals and men*. New York: Century.