



Document N: Course and Program Development: IMPACT AND APPROVAL SIGNATURES

See Course and Program Development Policy and Procedures (www.ubalt.edu/provost) for instructions.

SCHOOL: LAW MSB CAS CPA

CONTACT NAME: PHONE:

DEPARTMENT/DIVISION: DATE PREPARED:

PROPOSED SEMESTER OF IMPLEMENTATION: fall spring YEAR:

TYPE OF ACTION: add (new) deactivate modify other

LEVEL OF ACTION: noncredit undergraduate graduate other

ACTION BEING REQUESTED (select one category, either Course Actions or Program Actions):

COURSE ACTIONS

PROGRAM ACTIONS

Original Subject Code/Course Number:

Original Program Title:

Original Course Title:

Select one or multiple actions from one of the lists below (review the list of necessary documents and signatures):

COURSE ACTIONS	
<input type="checkbox"/>	1. Experimental Course
<input type="checkbox"/>	2. Course Title
<input type="checkbox"/>	3. Course Credits
<input type="checkbox"/>	4. Course Number
<input type="checkbox"/>	5. Course Level
<input type="checkbox"/>	6. Pre- and Co-Requisite
<input type="checkbox"/>	7. Course Description
<input type="checkbox"/>	8. New Course
<input type="checkbox"/>	9. Deactivate Course
<input type="checkbox"/>	22. Other

PROGRAM ACTIONS	
<input checked="" type="checkbox"/>	10. Program Requirements
<input type="checkbox"/>	11a. Undergraduate Specialization (Fewer than 24 credits)
<input type="checkbox"/>	11b. Master's Specialization (Fewer than 12 credits)
<input type="checkbox"/>	11c. Doctoral Specialization (Fewer than 18 credits)
<input type="checkbox"/>	12. Minor (add or delete)
<input type="checkbox"/>	13. Closed Site Program
<input type="checkbox"/>	14. Program Suspension
<input type="checkbox"/>	15. Program Reactivation
<input type="checkbox"/>	16a. Certificate Program (UG/G) exclusively within existing degree program
<input type="checkbox"/>	16b. Certificate Program (UG/G) outside of or across degree programs (12 or more credits)
<input type="checkbox"/>	17. Off-Campus Delivery of Existing Programs
<input type="checkbox"/>	18a. Undergraduate Concentration (24 or more credits)
<input type="checkbox"/>	18b. Master's Concentration (12 or more credits)
<input type="checkbox"/>	18c. Doctoral Concentration (18 or more credits)
<input type="checkbox"/>	19. Program Title Change
<input type="checkbox"/>	20. Program Termination
<input type="checkbox"/>	21. New Degree Program
<input type="checkbox"/>	22. Other

ADDITIONAL DOCUMENTATION (check all appropriate boxes of documents included; review the list of necessary documents):

- summary proposal (O) course definition document (P) full five-page MHEC proposal (Q)
- financial tables (MHEC) (R) other documents as may be required by MHEC/USM (S) other (T)

IMPACT REVIEW (review the list of necessary signatures):

Impacted Entity	Signature	Date
a. Library <input checked="" type="checkbox"/> no impact <input type="checkbox"/> impact statement attached		3/19/14
b. OTS <input type="checkbox"/> no impact <input checked="" type="checkbox"/> impact statement attached		3/19/14
c. University Relations <input type="checkbox"/> no impact <input checked="" type="checkbox"/> impact statement attached		3/21/14
d. Admissions <input checked="" type="checkbox"/> no impact <input type="checkbox"/> impact statement attached		3/20/14
e. Records <input type="checkbox"/> no impact <input type="checkbox"/> impact statement attached		3/19/14

APPROVAL SEQUENCE (review the list of necessary signatures):

Approval Level	Signature	Date
A. Department/Division (Chair)		
B. General Education (for No. 7, 8)		
C. Final Faculty Review Body Within Each School (Chair)		3/5/14
D. Dean		3/6/14
E. University Faculty Senate (Chair)		
F. University Council (Chair) ¹		
G. Provost and Senior Vice President for Academic Affairs		4-2-14
H. 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 University's mission is changed by the action	

¹ University Council *review* (for 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.



Document O: Course and Program Development: SUMMARY PROPOSAL

See Course and Program Development Policy and Procedures (www.ubalt.edu/provost) for instructions.

SCHOOL: LAW MSB CAS CPA

CONTACT NAME: PHONE:

DEPARTMENT/DIVISION: DATE PREPARED:

PROPOSED SEMESTER OF IMPLEMENTATION: fall spring YEAR:

ACTION BEING REQUESTED (select one category, either Course Actions or Program Actions):

COURSE ACTIONS

PROGRAM ACTIONS

Original Subject Code/Course Number:

Original Program Title:

Original Course Title:

Select one or multiple actions from one of the lists below (review the list of necessary documents and signatures):

COURSE ACTIONS	
<input type="checkbox"/>	1. Experimental Course
<input type="checkbox"/>	2. Course Title
<input type="checkbox"/>	3. Course Credits
<input type="checkbox"/>	4. Course Number
<input type="checkbox"/>	5. Course Level
<input type="checkbox"/>	6. Pre- and Co-Requisite
<input type="checkbox"/>	7. Course Description
<input type="checkbox"/>	8. New Course
<input type="checkbox"/>	9. Deactivate Course
<input type="checkbox"/>	22. Other

PROGRAM ACTIONS	
<input checked="" type="checkbox"/>	10. Program Requirements
<input type="checkbox"/>	11a. Undergraduate Specialization (Fewer than 24 credits)
<input type="checkbox"/>	11b. Master's Specialization (Fewer than 12 credits)
<input type="checkbox"/>	11c. Doctoral Specialization (Fewer than 18 credits)
<input type="checkbox"/>	12. Minor (add or delete)
<input type="checkbox"/>	13. Closed Site Program
<input type="checkbox"/>	14. Program Suspension
<input type="checkbox"/>	15. Program Reactivation
<input type="checkbox"/>	16a. Certificate Program (UG/G) exclusively within existing degree program
<input type="checkbox"/>	16b. Certificate Program (UG/G) outside of or across degree programs (12 or more credits)
<input type="checkbox"/>	17. Off-Campus Delivery of Existing Programs
<input type="checkbox"/>	18a. Undergraduate Concentration (24 credits or more)
<input type="checkbox"/>	18b. Master's Concentration (12 credits or more)
<input type="checkbox"/>	18c. Doctoral Concentration (18 credits or more)
<input type="checkbox"/>	19. Program Title Change
<input type="checkbox"/>	20. Program Termination
<input type="checkbox"/>	21. New Degree Program
<input type="checkbox"/>	22. Other

For changes to existing courses:

OLD TITLE	<input type="text"/>	SUBJECT CODE/COURSE NO.	<input type="text"/>	CREDITS	<input type="text"/>
NEW TITLE	<input type="text"/>	SUBJECT CODE/COURSE NO.	<input type="text"/>	CREDITS	<input type="text"/>

DESCRIBE THE REQUESTED COURSE/PROGRAM ACTION (additional pages may be attached if necessary):

Modification of course requirements to reflect redesign of MBA program for implementation in fall 2014.
The requirements for the revised M.S. Innovation Management and Technology Commercialization are as follows:

Required Courses (21 credits) (*indicates new MBA course)

- ENTRE 605* Creativity and the Entrepreneurial Mindset (1.5)
- MGMT 605* Leading with Integrity (1.5)
- MKTG 605* Business and Public Policy in a Global Economy (1.5)
- OPRE 605* Business Analysis (1.5)
- IMTC 750 Introduction to Innovation Management & Technology Commercialization (3)
- MGMT 760 Organizational Creativity & Innovation (3)
- MKTG 762 Market Opportunity Analysis (3)
- IMTC 790 Managing the Growing Technology Firm (3)
- IMTC 791 Resource Acquisition for Technology Ventures (3)^
^ substitute FIN 615* Entrepreneurial Finance (1.5) and if needed FIN 605* Financial Management (1.5)

Elective Courses (9 credits) Select three courses from the following:

- ENTR 771 The Design-Business Link (3)
- IMTC 792 Innovation in Developing & Emerging Economies (3)
- IMTC 761 Patents, Trademarks & Technology (3) to be cross-listed with Law 761
- MKTG 770 Product Development (3)
- IMTC 766* Intellectual Property Law Survey (3) to be cross-listed with Law 766
- ENTR 797 Special Topics (1-3)
- Other courses as approved by the program director, (appropriate courses in CLA, CPA, CAS, LAW).

Prerequisites to be modified to be consistent with the redesigned MBA

- MGMT 760 will replace prerequisite MGMT 600 with MGMT 605*
- MKTG 762 will replace prerequisite MKTG 640 with ENTRE 605*
- MKTG 770 will replace prerequisite MKTG 640 with MKTG 605*

SET FORTH THE RATIONALE FOR THIS PROPOSAL:

All foundation and core courses in the MBA have been redesigned and renumbered. Although the fundamental concepts in the MBA foundation and core course are retained, all of the PBC programs and M.S. programs in the Merrick School of Business must be revised to incorporate the redesigned and new coursework in the redesigned MBA. The revised curriculum of the M.S. Innovation Management and Technology Commercialization program incorporates the new MBA courses, as well as Law School offerings on Intellectual Property Law.

Summary and Rationale for changes:

- Two 1.5 credit courses, ENTRE 605* and MGMT 605* will replace IMTC 601 which will be discontinued
- Two 1.5 credit courses MKTG 605* and OPRE 605* will replace ENTRE 795 which is discontinued
- A variable credit special topics course will be added to the elective list: ENTR 797 (1-3)
- IMTC 761 will be cross-listed with Law 761 if Law School allows our students to take them
- IMTC 766* Intellectual Property Law Survey (3) - cross-listed with Law 766 w/Law School permission
- ENTRE 795 will be dropped from the list of elective courses

Current Degree Requirements – March 2013 (indicates new course for M.S. IMTC program)**

Required Courses (21 credits)

- IMTC 601** - Business for Entrepreneurs and Innovators (3)
- IMTC 750** - Introduction to Innovation Management & Technology Commercialization (3)
- MGMT 760 - Organizational Creativity & Innovation (3)
- MKTG 762 - Market Opportunity Analysis (3)
- IMTC 790** - Managing the Growing Technology Firm (3)
- IMTC 791** - Resource Acquisition for Technology Ventures (3)
- ENTR 795 - Entrepreneurship Practicum (3)

Elective Courses (9 credits) Select three courses from the following:

- ENTR 771 - The Design-Business Link (3)
- IMTC 792** - Innovation in Developing & Emerging Economies (3)
- IMTC 761** - Patents, Trademarks & Technology (3)
- MKTG 770 - Product Development (3)
- Other courses as approved by the program advisor (appropriate courses in CLA, CPA, CAS, LAW).

Proposed Degree Requirements for vote in 2014 (*indicates new MBA course)

Required Courses, changes are in boldface (21 credits)

- ENTR 605* Creativity and the Entrepreneurial Mindset (1.5)** (prereq: graduate standing)
- MGMT 605* Leading with Integrity (1.5)** (prereq: graduate standing)
- MKTG 605* Marketing Strategy (1.5)** (prereqs: MKTG 505)
- OPRE 605* Business Analytics (1.5)** (prereqs: OPRE 505, OPRE 506)
- IMTC 750 - Introduction to Innovation Management & Technology Commercialization (3) (prereqs: ENTR 605 and MGMT 605)
- MGMT 760 Organizational Creativity & Innovation (3) (prereq: MGMT 605)
- MKTG 762 Market Opportunity Analysis (3) (prereq: ENTR 605)
- IMTC 790** Managing the Growing Technology Firm (3)
- IMTC 791** Resource Acquisition for Technology Ventures (3)¹
- ¹substitute **FIN 615* Entrepreneurial Finance (1.5)** (prereq: FIN 605)
and **FIN 605* Financial Management (1.5)** (prereqs: FIN 505, OPRE 505, ECON 506)

Elective Courses (9 credits) Select three courses from the following:

- ENTR 771 The Design-Business Link (3)
- IMTC 792** Innovation in Developing & Emerging Economies (3)
- IMTC 761** Patents (3) to be cross-listed with Law 761 Patents
- MKTG 770 Product Development (3) (prereq: MKTG 605)
- IMTC 766** Intellectual Property Survey (3) to be cross-listed with Law 766 Intellectual Property Survey (3)
- ENTR 797 Special Topics (1-3)
- Other courses as approved by the program director (appropriate courses in CLA, CPA, CAS, LAW).

Summary and Rationale:

- Two 1.5 credit courses, ENTR 605 and MGMT 605 will replace IMTC 601 which will be discontinued
- Two 1.5 credit courses MKTG 605 and OPRE 605 will replace ENTRE 795 which is discontinued
- FIN 615* Entrepreneurial Finance (1.5) and *if needed* FIN 605 Financial Management (1.5) substitute for IMTC 791 Resource Acquisition for Tech Ventures (3)
- IMTC 761 will be cross listed with Law 761 if Law School allows our students to take them
- IMTC 766 Intellectual Property Law Survey (3) - cross-listed with Law 766 w/Law School permission
- ENTR 795 will be dropped from the list of courses

Prerequisites to be modified to be consistent with the redesigned MBA

- MGMT 760 will replace prerequisite MGMT 600 with MGMT 605
- MKTG 762 will replace prerequisite MKTG 640 with ENTR 605
- MKTG 770 will replace prerequisite MKTG 640 with MKTG 605

Impact Statement From the Office of University Relations
Regarding Programmatic Changes Related to New M.B.A.

General Impact:

Please be advised that any programmatic changes are likely to affect recruitment and other publications as well as Web content produced and/or managed by the Office of University Relations that contain this type of specific academic information.

Please inform Catherine Leidemer (cleidemer@ubalt.edu or 410.837.6164) of any proposed changes that receive final approval and of any planned implementation timelines.

The timing of the final approval for these changes will be a determining factor in our ability to incorporate the new information in a timely fashion in any relevant materials that are on our production schedule. As a general guideline, the Office of University Relations should be notified of any programmatic changes to a scheduled recruitment publication at least two months prior to printing.

Specific Feedback:

- This information will need to be reflected in MSB's edits to the existing graduate catalog copy (in addition to other recruitment publications) and should also be reflected on any relevant Web pages upon final approval.

**Office of Technology Services
Impact Statement
Programmatic Changes Related to M.B.A. Redesign**

The Merrick School of Business' (MSB) change in the UB/TU MBA course structure (1.5 credit hour courses and two seven-week sessions within a term) does have ramifications for the Office of Technology Services (OTS) and will impact OTS in the following ways:

1. A project management resource (Alex Davis, Senior Systems Analyst) from OTS was assigned to co-lead the redesign effort with Marilyn Oblak, Associate Dean MSB. The project team includes members from MSB, OTS' e-Learning team, the offices of Enrollment Management and Student Affairs and Administration and Finance. The project team formed in December 2013 and is estimated to conclude in October 2014.
2. Expansion of the number of courses and sessions in Sakai will increase the support demands on the e-Learning team in OTS and will possibly present scheduling challenges for eLearning support by staff and student employees. Marilyn Oblak will coordinate the redesign efforts in Sakai with the MSB faculty and Paul Walsh, Director of Instructional Technologies and e-Learning in order to ensure resources are available to assist faculty with their work in Sakai. OTS expects there to be significant need for e-Learning support for the project.