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: Tigineh Mersha PHONE: ext. 4965

DEPARTMENT/DIVISION: Management and International Business DATE PREPARED: 11/25/13

PROPOSED SEMESTER OF IMPLEMENTATION: fall spring YEAR: 2014

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: MGMT 605

Original Program Title:

Original Course Title: Leading with Integrity

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

- 1. Experimental Course
- 2. Course Title
- 3. Course Credits
- 4. Course Number
- 5. Course Level
- 6. Pre- and Co-Requisite
- 7. Course Description
- 8. New Course
- 9. Deactivate Course
- 10. Program Requirements
- 11a. Undergraduate Specialization (Fewer than 24 credits)
- 11b. Master’s Specialization (Fewer than 12 credits)
- 11c. Doctoral Specialization (Fewer than 18 credits)
- 12. Minor (add or delete)
- 13. Closed Site Program
- 14. Program Suspension
- 15. Program Reactivation
- 16a. Certificate Program (UG/G) exclusively within existing degree program
- 16b. Certificate Program (UG/G) outside of or across degree programs (12 or more credits)
- 17. Off-Campus Delivery of Existing Programs
- 18a. Undergraduate Concentration (24 or more credits)
- 18b. Master’s Concentration (12 or more credits)
- 18c. Doctoral Concentration (18 or more credits)
- 19. Program Title Change
- 20. Program Termination
- 21. New Degree Program
- 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):

<table>
<thead>
<tr>
<th>Impacted Entity</th>
<th>Signature</th>
<th>Date</th>
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**APPROVAL SEQUENCE** (review the list of necessary signatures):

<table>
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<tr>
<th>Approval Sequence</th>
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<tbody>
<tr>
<td>A. Department/Division (Chair)</td>
<td>Togu Mersli</td>
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<td>B. General Education (for No. 7, 8)</td>
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<tr>
<td>C. Final Faculty Review Body Within Each School (Chair)</td>
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<td>12/11/13</td>
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<td>D. Dean</td>
<td>Mariy Odaw</td>
<td>12/5/13</td>
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<td>E. University Faculty Senate (Chair)</td>
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<td>F. University Council (Chair) 1</td>
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<td>G. Provost and Senior Vice President for Academic Affairs</td>
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<td>4-2-14</td>
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<td>H. President</td>
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<td>I. Board of Regents (notification only)</td>
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<tr>
<td>J. Board of Regents (approval)</td>
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<tr>
<td>K. MHEC (notification only)</td>
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<tr>
<td>L. MHEC (approval)</td>
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<tr>
<td>M. Middle States Association notification</td>
<td>Required only if the University's mission is changed by the action</td>
<td></td>
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</tbody>
</table>

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: Tigineh Mersha  PHONE: ext. 4965

DEPARTMENT/DIVISION: Management and International Business  DATE PREPARED: 11/25/13

PROPOSED SEMESTER OF IMPLEMENTATION: ○ fall  ○ spring  YEAR: 2014

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

○ COURSE ACTIONS

Original Subject Code/Course Number: MGMT 605
Original Course Title: Leading with Integrity

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

COURSE ACTIONS
1. Experimental Course
2. Course Title
3. Course Credits
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19. Program Title Change
20. Program Termination
21. New Degree Program
22. Other

For changes to existing courses:

OLD TITLE

NEW TITLE

SUBJECT CODE/COURSE NO. CREDITS

SUBJECT CODE/COURSE NO. CREDITS
DESCRIBE THE REQUESTED COURSE/PROGRAM ACTION (additional pages may be attached if necessary):

Add a new course for the required MBA core effective Fall 2014; MGMT 605 (1.5 credit hours) - Leading with Integrity

SET FORTH THE RATIONALE FOR THIS PROPOSAL:

New course for MBA redesign. See MBA program change documents for description of redesigned MBA program.
1. DATE PREPARED – 11/25/2013

2. PREPARED BY - Regina Bento, Alan Randolph, Doug Sanford, and Susan Zacur

3. DEPARTMENT/DIVISION – Management and International Business

4. COURSE NUMBER(S) with SUBJECT CODE(S) – MGMT 605

5. COURSE TITLE – Leading with Integrity

6. CREDIT HOURS – 1.5

7. CATALOG DESCRIPTION – Focuses on leadership, integrity and core management principles. Provides an overview of concepts and practices essential to managerial effectiveness, including developing a vision for the organization in a complex business environment, setting objectives, planning, motivating others, managing for results, and a grounding in ethics at the individual and organizational level.

8. PREREQUISITES - graduate standing

9. COURSE PURPOSE (how the course is to be used in the curriculum; e.g., required for the major, elective, etc.) – MBA required core course

10. GENERAL EDUCATION AREA (if applicable; e.g., social sciences, humanities, mathematics, etc.)

11. COURSE TYPE/COMPONENT (clinical, continuance, discussion, field studies, independent study, laboratory, lecture, practicum, research, seminar, supervision, thesis research, tutorial or workshop; this must match PeopleSoft 9.0 coding, so check with your dean’s office if you are unsure of the correct entry) - Lecture

12. FACULTY QUALIFIED TO TEACH COURSE – Academically qualified faculty

Summer 2010
13. CONTENT OUTLINE –

<table>
<thead>
<tr>
<th>Class #</th>
<th>Mode</th>
<th>Topics Covered</th>
<th>Readings</th>
</tr>
</thead>
<tbody>
<tr>
<td>Week 1</td>
<td>In-class</td>
<td>The challenges of leadership, followership, and managing in organizations today</td>
<td>Text and supplemental reading</td>
</tr>
<tr>
<td>Week 2</td>
<td>In-class</td>
<td>Leadership within global organizations</td>
<td>Text and supplemental reading</td>
</tr>
<tr>
<td>Week 3</td>
<td>In-class</td>
<td>Learn how to build and sustain effective one-on-one work relationships with superiors, colleagues and subordinates</td>
<td>Text and supplemental reading</td>
</tr>
<tr>
<td>Week 4</td>
<td>In-class</td>
<td>Developing and leading teams and workgroups.</td>
<td>Text and supplemental reading</td>
</tr>
<tr>
<td>Week 5</td>
<td>In-class</td>
<td>Learn to use various communication techniques that are effective in workplaces characterized by diverse populations</td>
<td>Text and supplemental reading</td>
</tr>
<tr>
<td>Week 6</td>
<td>In-class</td>
<td>Acting ethically and promoting ethical decision making in organizations</td>
<td>Text and supplemental reading</td>
</tr>
<tr>
<td>Week 7</td>
<td>In-class</td>
<td>Learn to utilize techniques of effective leadership and followership within organizations, making effective use of power bases and organizational politics.</td>
<td>Text and supplemental reading</td>
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<tr>
<td>Week 8</td>
<td>In-class</td>
<td>Final paper due</td>
<td></td>
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</tbody>
</table>

14. LEARNING GOALS –

- Analyze the challenges of leading with integrity within a dynamic, complex global work environment.
- Analyze how individual values impact leadership actions and the impact of these actions on followers
- Evaluate what leaders, managers and participants do to build and sustain effective teams and workgroups
- Analyze the interpersonal aspects of building and sustaining effective one-on-one work relationships with superiors, colleagues and subordinates
- Evaluate the advantages and disadvantages of different communication techniques and influence strategies in workplaces characterized by diverse demographic characteristics
- Compare techniques of effective leadership and followership so that positive outcomes are achieved while making effective use of power bases and organizational politics.
- Understand and apply ethical issues that must be considered in making business decisions.

15. ASSESSMENT STRATEGIES

16. SUGGESTED TEXT(S) and MATERIALS (e.g. textbooks, equipment, software, etc., that students must purchase) –


17. SPECIAL GRADING OPTIONS (if applicable)

18. SUGGESTED CLASS SIZE – Maximum 30

19. LAB FEES (if applicable)

Summer 2010