

C - Small Curricular Revisions : Entry # 3173**Today's Date**

10/09/2023

Your Name

Cynthia Hanson

Your Email:chanson@highpoint.edu**Department Chair Name**

Larry Quinn

Email address of your department chairlquinn@highpoint.edu

By checking below I am certifying that my department chair (named above) has seen and approved the courses that are included in this proposal.

Yes

Please select the appropriate school overseeing this proposal:

Business

Does this proposal correspond to a particular term?

Fall 2023

Which category does this change fall under?

- Distribution requirements - minor

Name of Major or Minor that you are revising distribution requirements for:

Sales Minor

Distribution Requirement Changes**What is being changed?****Rationale for change (brief)**

Eliminate BUA 2990 as an option for the sales minor Compliance with the APIRC policy on majors and minors

Rationale for above changes

This is a change to the sales minor to be in compliance with the APIRC policy on majors and minors; specifically, the policy that: No more than 8 credits may be shared between a student's major and that student's minor, unless the major and minor are housed in different departments.

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Does this change affect any other departments, schools, or programs besides your own? If so, please describe your consultation process with affected parties.

No.

Dean Review

[DEAN] I approve/deny this proposal

Approve

Today's Date

10-13-2023

Name of Dean (if this is being reviewed by multiple deans, please indicate who approved it first here)

Daniel Hall

Comments

This is preparing our business professionals for the world as it is going to be by ensuring that students pursuing the Marketing or Sales minor will take extra classes beyond their major requirements. This also gets the minors consistent with the requirements of APIRCs new policy on minors designed to reduce double-dipping of courses.