

**E - New or Revised Program/Degree/Major Revised
8/19 : Entry # 3596****Today's Date**

09/15/2025

Your Name

Robert Hirth

Your Emailrhirth@highpoint.edu**Are you a department chair?**

No

Department Chair Name

Larry Quinn

Dept Chair Emaillquinn@highpoint.edu**By checking below, I certify that my department chair was notified and approved moving forward with this proposal.**

Yes

Please select the appropriate school to oversee this proposal:

Entrepreneurship

When will this program / degree / major go into effect?

Fall 2026

Please choose a category for this proposal.

Degree - Revise

Are you also revising the corresponding minor?

Yes

Please provide a 200-word summary of the proposed school / program / degree / major.

The sales major is being updated as part of the new CSE

What is the rational for the new school / program / degree / major? If this proposal seeks to revise a school / program / degree / major, then what is the rational for the revision?

The creation of the new school of entrepreneurship offered the opportunity to rethink and update the curriculum in this school. Based on feedback from consultants and internal discussions, the school is revising several majors, minors, and creating new courses. Specifically, the sales major is being updated as part of an effort to create a more cohesive structure for all majors within the CSE.

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List of Required Courses

Course (Prefix and Number)	NEW or EXISTING?	Revisions needed for an existing course (if necessary)
ACC 2010	Existing	no
ACC 2020	Existing	no
BUA 1050	Existing	no
ECO 2030 or ECO 2050	Existing	no
FIN 3010	Existing	no
MKT 2110	Existing	no
MKT 3200	Existing	no
STS 2610 or 2910	Existing	no
ENT 2300	New	
ENT 2400	New	
ENT 2500	New	
SLS 1500	New	
SLS 3200	New	
SLS 3600	Existing	no
SLS 3680	Existing	no
SLS 4370	Existing	no
SLS 4500	Existing	no
SLS 4600	New	

List of Elective Courses

Course (Prefix and Number)	NEW or EXISTING?	Revisions needed for an existing course (if necessary)
NONE		

Please upload a file showing the current course requirements (preferably from the Undergraduate Bulletin)

- [SLS-Major-24-25.pdf](#)

Overlap with existing school / program / degree / major?

It is similar to business majors in the core, but sales is a distinct and separate area

What is the rationale for the new school / program / degree / major?

Creating a more integrated course structure across the departments and majors within the CSE is part of the strategic plan of putting these majors within the same school. Updating the sales major is a part of that effort.

What academic divisions, University officers, programs, or other stakeholders are involved in, or affected by, this proposal?

School of Business

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What types of students are expected to enroll in this program or pursue this degree/major? Please provide projected enrollment.

Students interested in professional sales careers will enroll in the major. Projected enrollment is expected to be between 30-50 students per year

Consistency of Mission and Quality

This major prepares students to sell solutions, ideas, and themselves in meetings and interviews. The life skills taught in this major are important for almost any business career, especially leaders of organizations that need buying from their workers.

These changes are expected to increase the rigor of the sales major.

Few of our peer institutions have sales majors, but the updated major exceeds the standard programs at other institutions.

Timeline

This major is expected to go into effect in AY26-27 with a transition plan to "teach out" existing sales majors

Assessment Strategy

An updated assessment strategy for the CSE is in the process of being formulated. The previously approved assessment methods will utilized until the new assessment strategy is finalized.

Please attach full proposal and any supporting documents/reports.

- [SLS-Major-Proposal.pdf](#)

For Deans:

Does this proposal connect solely to programs in your school (Intra-Collegiate), or does it have connections to broader university programs and requirements (Inter-Collegiate)? Note that all proposals connected to University Academic Programs or within the General Education should be considered Inter-Collegiate proposals.

Inter-collegiate

Is this proposal consistent with the school and university mission?

Yes

Are necessary resources available to support this proposal?

Yes

[DEAN] I approve/deny this proposal for further advancement

Approve

Today's Date (REQUIRED)

09/15/2025

For School EPC:

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Yes

[SCHOOL EPC] I approve/deny this proposal for further advancement

Approve

Today's Date (REQUIRED)

11/09/2025