

C - Small Curricular Revisions : Entry # 3604**Today's Date**

10/11/2025

Your Name

Daniel Hall

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

Dr. Gerald Fox

Email address of your department chairjfox@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:

Arts & Design

Does this proposal correspond to a particular term?

Spring

Course Prefix, Number, & Name

ITG 3010: Breaking Into the Home Furnishings Industry

Does this course currently count towards Gen Ed curriculum?

Yes

For which Gen Ed subject area is your course approved?

Integrative Learning

Which category does this change fall under?

- Learning Outcomes Language
- Course name
- Course description
- Name change of college, school, department, program, center, institute, major, minor, concentration, or track

Learning Outcomes Language

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The word "Home" was removed to broaden the scope of METHOD FOR ASSESSING THIS LEARNING OUTCOME (MAY INCLUDE EXAMS, PAPERS, ASSIGNMENTS, PROJECTS, READINGS, ETC.) for the Integrative and Course Specific Learning Outcomes.

Integrative Learning Outcomes were not changed.

Course Specific Learning Outcomes 1-3 removed "home" from the wording.

Before:

1. Identify and describe the main elements and principles of home furnishings and interior design, such as color, texture, balance, harmony, and style.
2. Analyze and evaluate the quality, durability, and sustainability of various home furnishings products and materials.
3. Communicate effectively with clients, suppliers, and other professionals in the home furnishings and interior design industries, using appropriate terminology and tools.

After:

1. Identify and describe the main elements and principles of furniture and interior design, such as color, texture, balance, harmony, and style.
2. Analyze and evaluate the quality, durability, and sustainability of various furniture products and materials.
3. Communicate effectively with clients, suppliers, and other professionals in the furniture and interior design industries, using appropriate terminology and tools.

Course Specific Learning Outcomes 4-6 added to capture more of the business side learning outcomes already being taught.

4. Explore differences in how furniture is marketed manufacturer to wholesaler, wholesaler to retailer, retailer to designer, and designer to client/customer. Understand why some of these marketing paths are bypassed (i.e. direct to consumer).
5. Understand the basic demographic, financial, and economic forces impacting the success of furniture and design companies and labor market opportunities for professionals.
6. Appreciate the complexities of operations, supply chain management, customer experience, and other aspects of strategic management impacting the profitability of a furniture business.

Changes to course prefix, number, and/or name

Current course prefix, number, & name	Proposed new course prefix & number	Proposed new name
ITG 3010: Breaking into the Home Furnishings Industry		Breaking Into the Furniture Industry

Changes to course description(s)

Current Course Description (as seen in the UG Bulletin)

Home is where the heart is. However, it takes both an understanding of business and the capacity for creativity to be successful in the home furnishings industry. This course explores how the design of the home constructs consumer identity and works backwards from the perfect home to the raw materials it is composed of, encompassing the full supply chain. Students will observe and analyze existing retail and

Proposed Revised Course Description

Furniture is everywhere. However, it takes both an understanding of business and the capacity for creativity to be successful in the furniture industry. This course explores how the design of the home, hotel, office, and other spaces constructs consumer identity and works backwards from the perfect space to the raw materials it is composed of, encompassing the full supply chain. Students will observe and analyze existing retail and manufacturing spaces

C - Small Curricular Revisions : Entry # 3604**Current Course Description (as seen in the UG Bulletin)**

manufacturing spaces off campus and interact with major players in the industries on and off campus.

Proposed Revised Course Description

off campus and interact with major players in the industries on and off campus.

Name change

The original minor proposal (see F - New or Revised Minor/Emphasis/Area of Concentration : Entry # 3151 submitted 9/28/2023) was titled "Home Furnishings Business Minor" and is being retitled "Furniture Business Minor."

Rationale for above changes

The purpose of the change is to broaden the furniture business beyond the furnishing a home to include contract and hospitality furniture used in commercial, public, hotels, and other spaces. After teaching the course, we discovered that many traditional home furnishings manufacturers and retailers are doing contract furniture as well for hotels, hospitals, and commercial buildings. At the same time, we needed to add flexibility to the professional breadth of future instructors and industry professionals from the furniture and interior design sides to bring more opportunities to our students from this expanded industry.

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

School of Arts and Design - Department of Home Furnishings and Interior Design

Dean Review**[DEAN] I approve/deny this proposal**

Approve

Today's Date

13-10-2025

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

Dr. Daniel Hall, Dean of Phillips School of Business, High Point University

Comments

I also approve. John Turpin, Dean, Hayworth School of Arts and Design (10/13/2025).