

C - Small Curricular Revisions : Entry # 3599**Today's Date**

09/15/2025

Your Name

Robert Hirth

Your Email:rhirth@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:

Entrepreneurship

Does this proposal correspond to a particular term?

Fall 2026

Course Prefix, Number, & Name

Adding electives - BUA 2990 and SLS 3200

Does this course currently count towards Gen Ed curriculum?

No

Which category does this change fall under?

- Distribution requirements - minor

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

Sales

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

Adding electives

Provide more options to students

BUA 2990

Business Communications is a good course for sales minors

C - Small Curricular Revisions : Entry # 3599**What is being changed? Rationale for change (brief)**

SLS 3200

This is a new sales course that should be an elective in the minor

Rationale for above changes

We would like to add two courses to the list of electives students may choose from to complete the sales minor. This will provide students with more diversity and choices when choosing to complete a sales minor.

SLS 3200 is a new course that should be offered as an elective within the sales minor

BUA 2990 was left off a previous list of electives by accident

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.

no

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

Approve

Today's Date

19-09-2025

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

Lou Anne Flanders-Stec