PART A: ACADEMIC MATTERS

Section AIII: Changes in Degree Programs

AIII.10.1b. The following revisions are proposed for BBA in Computer Information Systems

Program in Zicklin School of Business

Program: BBA in Computer Information Systems

Program code: 21849

HEGIS code: 0702.00

Effective: FALL 2009

From	To
The CIS program provides a strong foundation in the business and managerial issues related to information systems. Computer information systems are presented in light of their role as tools for strategic advantage in the marketplace. To facilitate this, course offerings provide computer, technological, and problem - solving skills. The CIS program addresses such areas as CASE (computer-assisted software engineering), networks and telecommunications, electronic commerce, the Internet, client-server technology, and object-oriented technologies. Note: To take any CIS 4000-or-above-level course (except CIS 4367), a GPA of 2.0 or better in CIS 3100 and CIS 3400 is required.	The CIS program provides a strong foundation in the business and managerial issues related to information systems. Computer information systems are presented in light of their role as tools for strategic advantage in the marketplace. To facilitate this, course offerings provide computer, technological, and problem - solving skills. The CIS program addresses such areas as CASE (computer-assisted software engineering), networks and telecommunications, electronic commerce, the Internet, client-server technology, and object-oriented technologies.

Rationale: This change is related to the changes in prerequisites for several CIS courses. This change provides students with some flexibility in selecting a suitable sequence and composition of courses for the major. Students will now be able to complete certain advanced courses without fulfilling one of the CIS 3000-level core courses (i.e. CIS 3100 or CIS 3400). Although students will be advised to complete both courses early in the program, they may proceed without taking both. Many courses require mastery of the content of only one of these courses or the other, and we are now specifying only prerequisites required by the content of the course (these prerequisite changes are presented as separate proposals). We have also dropped the GPA requirement, which had functioned primarily to help manage enrollment. This pre-requisite, therefore, is removed as a program requirement and from the prerequisite structure for courses in the major.

Section AV: Changes in Existing Courses

The following recommendations of the Committee on Graduate Curriculum were approved at the Zicklin School of Business Faculty Meeting on May 15, 2008 effective the spring 2009 semester, pending approval of the Board of Trustees.

Section AIV: New Courses

AIV:I0.1b. Department of Management

Course Number: MGT 9800

Title: MBA Leadership Certificate

Hours: HTBA

Credits: 0

Prerequisite: Departmental permission.

Course Description: The MBA Leadership Certificate Program comprises nine components that include two full courses, components of two other courses, and activities outside of the classroom. Students seeking the Certificate are supervised and guided by a member of the Management faculty. MBA students will receive an early introduction to the importance of leadership to their MBA experience, and to their professional careers, during the several orientation programs. That experience is a springboard for the Executives on Campus (EOC) Mentoring Program, which will help students to clarify career and personal goals, and assist in placement when appropriate. Students will also benefit more fully from activities embedded within existing courses because of this preparation. They are also required to take MGT 9660, *Negotiation*, and either MGT 9330, *Leadership and Managerial Effectiveness*, or MGT 9302, *Developing Managerial Skills*, among their electives. Students electing the Program will have an opportunity to apply their newly-developed abilities by leading a service activity either at the College or through some form of community service. Finally, these students will develop a Leadership Action Plan in consultation with a member of the Management faculty. This document, a Leadership Portfolio, will summarize the student's reflections on the above activities, and set goals for further development. It will be a powerful item to present to future employers, schools or other organizations.

Rationale: The MBA Leadership Certificate Program was approved by the Zicklin School of Business Faculty on November 29, 2007. This zero-credit course will make completion of the MBA Leadership Certificate a part of the student's transcript. When students complete all requirements for the Certificate, most likely in their last semester, they will be given permission to register for this course by the faculty member in charge. Grading options will be Pass, Incomplete, or No Credit.

AIV:I0.2b. Department of Management

Course Number: MGT 9868

Title: Entrepreneurial Communications: Selling and Negotiating

Hours: 3

Credits: 3

Prerequisite: None.

Course Description: Our ability to be successful entrepreneurs is grounded firmly in our communication skills. Successful entrepreneurs must be able to sell their ideas, products, and services, and they must be able to negotiate with clients, customers, co-workers, and funding sources. Entrepreneurial communication skills are required whether we are seeking financing from a bank, hiring a new employee, distributing work within a team, or persuading someone this is a viable idea. The purpose of this course is to develop one's skill set in entrepreneurial communication through an understanding of skills and strategies in selling and negotiation. Entrepreneurial communication revolves around the art and science of selling and negotiating. Therefore, the purpose of this course is to understand the theory and processes of selling and negotiation. The course will train students to use principled models of selling and negotiation and to better predict and assess the behavior of individuals, groups, and organizations in competitive situations. Students will gain a broad intellectual understanding of the central concepts in selling and negotiation. They will develop confidence in the negotiation process as an effective means for resolving conflict in organizations. Topics covered will include entrepreneurial conversations, persuasion and influence, distributive and integrative bargaining, interest-based selling and negotiating, and working with multiple parties and interests.

Rationale: This new course will contribute to the set of elective courses for the new MS in Entrepreneurship degree. MGT 9868 will be offered once a year, with an estimated enrollment of 40 students.

Section AV: Changes in Existing Courses

AV:10.1b. Change in Prerequisites

FROM: CIS 4100 Object Oriented Programming II		**To: CIS 4100 Object Oriented Programming II**	
Prerequisites	~~a grade of C or better in CIS 3100 or CIS 3200 and a grade of C or better in CIS 3400~~	Prerequisite	CIS 3100

Rationale: This change is part of an extensive review of the undergraduate CIS curriculum. CIS 4100 is a follow-up of CIS 3100, which provides the necessary background needed for CIS 4100. Database management background is not necessary for CIS 4100. CIS 3200 has been removed from the list of CIS courses. The rule of a "grade of C or better in CIS3100 and CIS3400" prevents some students from successfully completing the major after taking a substantial number of CIS courses and is not necessary on pedagogical grounds.

AV:10. 2b. Change in Prerequisites

FROM: CIS 4350 Computer Control and Audit		**To: CIS 4350 Computer Control and Audit**	
Prerequisites	~~A grade of C or better in CIS 3100 or CIS 3200, a grade of C or better in CIS 3400, and CIS 4800.~~ For accounting majors only: ACC 3100, ACC 3200 and ACC 3202, and a minimum overall GPA of 2.5 in all 3000 level accounting courses taken at Baruch. Note: a minimum of 8 credits of 3000 level accounting courses must be taken at Baruch College. (Effective Fall 2006, for students who take their first 3000 level accounting course in Fall 2006 or thereafter).	Prerequisite	CIS 3400. For accounting majors only: ACC 3100, ACC 3200 and ACC 3202, and a minimum overall GPA of 2.5 in all 3000 level accounting courses taken at Baruch. Note: a minimum of 8 credits of 3000 level accounting courses must be taken at Baruch College. (Effective Fall 2006, for students who take their first 3000 level accounting course in Fall 2006 or thereafter).

Rationale: This change is part of an extensive review of the undergraduate CIS curriculum. CIS 3200 has been removed from the list of CIS courses. CIS 3400 provides the necessary background for CIS 4350. Programming and systems development background is not required for this course. The rule of a "grade of C or better in CIS3100 and CIS3400" prevents some students from successfully completing the major after taking a substantial number of CIS courses.

AV:10.3b. Change in Prerequisites

FROM: CIS 4400 Database Management Systems II		**To: CIS 4400 Database Management Systems II**	
Prerequisites	~~a grade of C or better in CIS 3100 or CIS 3200 and a grade of C or better in CIS 3400~~	Prerequisite	CIS 3400

Rationale: This change is part of an extensive review of the undergraduate CIS curriculum. CIS 4400 is a follow-up of CIS 3400, which provides the necessary background needed for CIS 4400. Programming background is not required for CIS 4400. CIS 3200 has been removed from the list of CIS courses. The rule of a "grade of C or better in CIS3100 and CIS3400" may prevent some students from successfully completing the major after taking a substantial number of CIS courses.

AV.10.4b. Change in Course number and Prerequisites

FROM: CIS ~~4450~~: Networks and Telecommunications I		**To: CIS 3500: Networks and Telecommunications I**	
Prerequisites	~~a grade of C or better in CIS 3100 or CIS 3200 and a grade of C or better in CIS~~	Prerequisite	CIS 2200

	~~3400~~		

Rationale: This change is part of an extensive review of the undergraduate CIS curriculum. CIS 4450 does not require previous programming or database management knowledge. CIS 3200 has been removed from the list of CIS courses. Also, since the course now has no 3000-level prerequisites, the course number is changed to CIS 3500.

AV:10.5b. Change in Prerequisites

FROM: CIS 4500 Networks and Telecommunications II		**To: CIS 4500 Networks and Telecommunications II**	
Prerequisites	~~a grade of C or better in CIS 3100 or CIS 3200 and a grade of C or better in CIS 3400, and CIS 4450~~	Prerequisite	CIS 3500

Rationale: This change is part of an extensive review of the undergraduate CIS curriculum. CIS 4500 is a follow-up of CIS 3500 which provides the necessary background needed for CIS 4500. Programming and database management background are not required for CIS 4500. CIS 3200 has been removed from the list of CIS courses.

AV:10.6b. Change in Prerequisites

FROM: CIS 4610 Expert (Knowledge-Based) Systems and Related Technologies		**To: CIS 4610 Expert (Knowledge-Based) Systems and Related Technologies**	
Prerequisites	~~a grade of C or better in CIS 3100 or CIS 3200 and a grade of C or better in CIS 3400~~	Prerequisite	CIS 3100 and CIS 3400

Rationale: This change is part of an extensive review of the undergraduate CIS curriculum. CIS 3200 has been removed from the list of CIS courses. The rule of a "grade of C or better in CIS 3100 and CIS 3400" prevents some students from successfully completing the major after taking a substantial number of CIS courses and is not necessary on pedagogical grounds.

AV:10. 7b. Change in Prerequisites

FROM: CIS 4650 Operating System Concepts		**To: CIS 4650 Operating System Concepts**	
Prerequisites	~~a grade of C or better in CIS 3100 or CIS 3200 and a grade of C or better in CIS 3400~~	Prerequisite	CIS 3100 and CIS 3400

Rationale: This change is part of an extensive review of the undergraduate CIS curriculum. CIS 3200 has been removed from the list of CIS courses. The rule of a "grade of C or better in CIS 3100 and CIS 3400" prevents some students from successfully completing the major after taking a substantial number of CIS courses and is not necessary on pedagogical grounds.

AV.10.8b. Change in Course Number, Title, Description, and Prerequisites

FROM:		**To:**	
Title	~~CIS 4630 Multimedia: Theory and Applications~~	Title	CIS 3630 Principles of Web Design
Description	~~Information systems that employ multimedia digital information to communicate ideas represent the next wave of business computing. This course~~	Description	This course deals with the fundamental tools needed to create effective channels to disseminate information through the web. The primary focus is on designing web pages, site

	discusses the development of multimedia systems, starting with their evolution from earlier presentation and electronic publishing systems, to the current theory and practice of such systems, and ending with the unanswered or unsettled technical and ethical issues facing developers today and tomorrow. Topics include the cognitive and communication theories of information, multimedia applications, and current multimedia technologies, relationships with database, connectivity, and object-oriented technologies. Students will be required either to prepare a research paper on a course topic or to develop a demonstration project illustrating one of the technologies or applications discussed in the course.		navigation, and incorporating multimedia following the basic principles of good web design. Along with examining different design guidelines and coding strategies, this course will explore general issues of web site implementation, building a web presence, and usability evaluation.
Prerequisites	a grade of C or better in CIS 3100 or CIS 3200, a grade of C or better in CIS 3400, and CIS 4450 (3500).	Prerequisites	CIS 2200 or equivalent

Rationale: The new course represents a natural evolution of CIS 4630 from just multimedia applications to general web technologies which include multimedia as part of web development. The evolution of this course is a result of technological changes. Programming background is not required for this course on web design. This course is more in line with other 3000-level courses.

AV:10.9b. Change in Prerequisites

FROM: CIS 4800 Systems Analysis and Design		**To: CIS 4800 Systems Analysis and Design**	
Prerequisites	a grade of C or better in CIS 3100 or CIS 3200 and a grade of C or better in CIS 3400	Prerequisite	CIS 3400

Rationale: This change is part of an extensive review of the undergraduate CIS curriculum. CIS 3400 provides the necessary background required for CIS 4800. Programming background is not required for this course.

AV.10.10b. Change in Course Title, Description, and Prerequisites

FROM:		**To:**	
Title	**CIS 5800 Information Systems Development Project**	Title	**CIS 5800 Information Technology Development and Project Management**
Description	This is the CIS capstone course. Students work in groups to analyze, design, and implement a complete IS application. Students integrate and use all previous course experiences (business as well as CIS courses) in obtaining a "client"; interviewing the client to obtain application requirements; performing feasibility, data, process, and constraint analysis; designing the application for hardware/software maintenance; and writing, testing, documenting, and implementing the application. Students	Description	Information Technology Development and Project Management is a CIS capstone course. It focuses on the design and management of systems to meet the increased need for information within an enterprise. The course covers the fundamentals of IT project management required for the successful implementation of information systems. The course presents tools and technologies for project definition, work breakdown, estimating, planning and scheduling resources as well as monitoring and control of project execution. Students

5

	~~also learn project management concepts and presentation techniques. Each student is required to make at least one presentation as part of his or her class assignments. (Note: This is intended to be the last course in the last semester of the undergraduate program.)~~		utilize knowledge gained from prior coursework, and work in groups to design and manage an Information Technology project.
Prerequisites	~~A grade of C or better in CIS 3100, a grade of C or better in CIS 3400, and CIS 4800.~~	Prerequisites	CIS 3100 and CIS 4800.

Rationale: The revised course now integrates topics from IT project management and IT development process to provide students with a holistic view of IT development. The revised course provides a suitable platform for students to learn about IT project management as they integrate knowledge from prior course work on programming, systems analysis and design, and database management in successfully implementing IT systems. Also, the requirement for a C or better has been removed from the prerequisite structure consistent with our other prerequisite changes and the change in the program description.

AV.10.11b. Changes in Course Prefix, Number, Description, Co- or Pre-requisites

FROM:		**To:**	
Title	**~~ACC 4300~~ Federal Income Taxation**	Title	**TAX 3300 Federal Income Taxation**
Description	~~A comprehensive analysis of basic principles in business taxation. This encompasses general concepts applicable to taxation of corporations, partnerships, and various forms thereof. Although tax treatment of business entities is stressed, a basic study of individual income taxation is included. Some of the topics covered are tax rates, gross income, deductions, tax credits, capital gains, loss carryovers, as well as tax consequences of contributions to and distributions from various business entities.~~	Description	A comprehensive analysis of tax rules and concepts as they apply to individuals. This course covers various topics including the concepts of gross income, exclusions, capital gains and losses, personal and business losses, basis, deductions, and credits. The area of tax planning will be addressed as well.
Prerequisites	~~ACC 3100, ACC 3200 and ACC 3202 and approved specialization in major. Students who take their first 3000-level accounting course in Fall 2006 or thereafter, must earn a minimum overall GPA of 2.5 in all 3000-level courses taken at Baruch (minimum 8 credits must be taken at Baruch) to register for 4000-level accounting courses. Students who take their first 3000-level accounting course prior to Fall 2006 must earn a minimum 2.0 (C) in each 3000- and 4000-level accountancy course taken at Baruch (minimum 8 credits) or a 2.5 overall GPA in these courses.~~	Prerequisites	ACC2101

Rationale: The department made a decision that it is more appropriate from the academic perspective to expose students to individual federal income taxation issues at a greater depth earlier in their academic studies. Also exposing students to the taxation topics earlier in the academic studies will enable them to make more informed decisions with respect to their career choices and will make students more competitive when entering a workforce. Changes in pre- or co requisites more accurately reflect course content.

The following recommendations of the Committee on Graduate Curriculum were approved at the Zicklin School of Business Faculty Meeting on May 15, 2008 effective the spring 2009 semester, pending approval of the Board of Trustees.

AV:10.12b. Change in Title and Description

FROM: MGT 9865 ~~Entrepreneurial Ventures~~	**TO: <u>MGT 9865 Researching and Developing Entrepreneurial Ventures</u>**
Description ~~Critical analysis of issues in the creation of new business. The course will include case analyses and will require students to develop a business plan as part of their course work; the plan will be presented and analyzed in class. The course will examine social, economic, and technological issues surrounding new firm creation in addition to legal, financial, regulatory, and personnel issues.~~	**Description** <u>The purpose of this course is to take MBA and MS students through the process of researching and developing a potential business venture including conceptualization, proving feasibility, research and preparation of a detailed, realistic, and professional-level business plan. While the course will provide an overview of issues such as entrepreneurship itself and the entrepreneurial character, its main focus is on specific issues, stages, and the process that an entrepreneur must go through in developing a new business. Students either individually or in groups will meet key milestones throughout the course including developing multiple ideas, proving feasibility, researching the market, researching the competition via a detailed industry analysis, and producing a detailed business plan including resource requirement time line. The course is structured so that students present their business plans to the class for feedback and critique both in draft and final stages. The business plans, in effect, encompass two or more research projects, including a market analysis and an industry analysis.</u>

Rationale: Creating a new MS in Entrepreneurship degree required a research course within its major core courses. MGT 9865 requires the students to research market and industry analyses as part of their business plan development. MGT 9865 will be offered once a year, with an estimated enrollment of 40 students.