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| For Academic Affairs and Research Use Only |
| CIP Code:  |  |
| Degree Code: |  |

**Bulletin / Banner Change Transmittal Form**

**[x] Undergraduate Curriculum Council**

**[ ] Graduate Council**

Signed paper copies of proposals submitted for consideration are no longer required. Please type approver name and enter date of approval.

Email completed proposals to curriculum@astate.edu for inclusion in curriculum committee agenda.

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| Sharon D. James | 8/29/2018 |

**Department Curriculum Committee Chair** |

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**COPE Chair (if applicable)** |
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| Karen R. McDaniel | 8/29/2018 |

**Department Chair:**  |

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**Head of Unit (If applicable)**   |
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| J. Eric Sims | 9/17/2018 |

**College Curriculum Committee Chair** |

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**Undergraduate Curriculum Council Chair** |
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| Jim Washam | 9/28/2018 |

**College Dean** |

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**Graduate Curriculum Committee Chair** |
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**General Education Committee Chair (If applicable)**   |

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**Vice Chancellor for Academic Affairs** |

**1.Contact Person** (Name, Email Address, Phone Number)

Dr. Katie Hill

khill@astate.edu

870-972-3430

**2.Proposed Change**

Adding classes to the existing Sales Leadership Minor. The classes that would be added are already existing classes (not new ones)

**3.Effective Date**

Spring 2019

**4.Justification –** *Please provide details as to why this change is necessary.*

The Sales Leadership minor has 18 hours and we would like to give students a little bit more flexibility on the classes they can take for the completion of this minor. Since the minor was established, there have been a few classes that have been created that would greatly benefit sales leadership students and we would like for them to have an opportunity to take those if they choose. The minor will include 4 classes (12 hours) that the student must take and then a list of four classes that they can choose two from to complete the 18 hours. The required classes would be Marketing, Professional Selling, Advanced Sales, and Sales Planning and Management. In addition to those 12 required hours, students can choose 2 from the following: Category Management, Organizational Purchasing, Sales Internship, Marketing Analytics, and/or Data Analytics and Visualization. This change will offer students more options.

**Bulletin Changes**

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| **Instructions**  |
| **Please visit** [**http://www.astate.edu/a/registrar/students/bulletins/index.dot**](http://www.astate.edu/a/registrar/students/bulletins/index.dot) **and select the most recent version of the bulletin. Copy and paste all bulletin pages this proposal affects below. Follow the following guidelines for indicating necessary changes.** **\*Please note: Courses are often listed in multiple sections of the bulletin. To ensure that all affected sections have been located, please search the bulletin (ctrl+F) for the appropriate courses before submission of this form.** - Deleted courses/credit hours should be marked with a red strike-through (~~red strikethrough~~)- New credit hours and text changes should be listed in blue using enlarged font (blue using enlarged font). - Any new courses should be listed in blue bold italics using enlarged font (***blue bold italics using enlarged font***)*You can easily apply any of these changes by selecting the example text in the instructions above, double-clicking the ‘format painter’ icon 🡪 , and selecting the text you would like to apply the change to.**Please visit* [*https://youtu.be/yjdL2n4lZm4*](https://youtu.be/yjdL2n4lZm4) *for more detailed instructions.* |

Minor in Sales Leadership

Required Courses:

Students must maintain a minimum GPA of 2.25 or a grade

of at least a “C” for each course in the minor.

Sem. Hrs.

~~GSCM 4123, Organizational Purchasing 3~~

***MKTG 3013, Marketing 3***

MKTG 3093, Professional Selling 3

~~MKTG 3173, Category Management 3~~

MKTG 3193, Sales Planning and Management 3

~~MKTG 4143, Advanced Category Management 3~~

MKTG 4323, Advanced Sales 3

***Choose two of the following:***

***MKTG 3173, Category Management 3***

***GSCM 4123, Organizational Purchasing 3***

***MKTG 426V, Sales Internship 3***

***MKTG 4213, Marketing Analytics 3***

***MKTG 4253, Data Analytics & Visualization 3***

Total Required Hours:

18