**New Course Proposal**

**Submit completed form electronically**

1. **Course prefix and course number:** INL 428

1. **Course title: INL Applied Business Research**
2. **Abbreviated title for class schedule** (30 characters or less): INL Applied Business Research
3. **Credit hours:** 4

*(note: if credits are variable, list range of credits (e.g. 1-8 credits)*

1. **Catalog description: INL 428 - Applied Business Research**

4 credits   
Analyzes decision-making tools and research methodology in retail, service, community, or industry. Students apply research methods and procedures to a real organizational problem and create a research proposal that is implemented in the INL 499 capstone course. Prerequisite(s): [MTH 243](http://catalog.sou.edu/content.php?filter%5B27%5D=BA&filter%5B29%5D=428&filter%5Bcourse_type%5D=-1&filter%5Bkeyword%5D=&filter%5B32%5D=1&filter%5Bcpage%5D=1&cur_cat_oid=10&expand=&navoid=1247&search_database=Filter#tt6753).  *Grade mode designated on a CRN basis each term. Students should consult current term schedule.*

1. **Prerequisites (*to add each additional prerequisite, start a new line*):**

**(***See attached Note for samples***)**

**A. (course prefix, (space) and number)** Math 243 or       or       or       or

**B. (course prefix, (space) and number)**       or       or       or       or

**C**. **(course prefix, (space) and number)**       or       or       or       or

1. **Co-requisites (including labs, if any):**

**A. (course prefix, (space) and number)**       or       or       or       or

1. **Major/Class restrictions: Please indicate any class or major restrictions:** INL
2. **Is course repeatable? Yes** **No X If Yes, list maximum credits:**
3. **Labs requirements: If course includes a lab: # of hours lecture:**       **; # of hours lab:**
4. **Fees: List any course fees:**
5. **Grade Mode: Graded only: A- F Pass/No Pass only:** **Option:**
6. **CIP Code: Six-digit CIP code** (check with your Division Director): 52.13
7. **Special qualifications; Is course proposed for (yes/no):**

A. University Studies? no If yes, list Strand(s)

B. Honors? no

1. **Cross-listing: List any cross-listing:**       and       and       and       and
2. **Strategic justification for proposed course:**
3. **Rationale**: What is the overall strategic rationale for offering this course?

This course is the adapted BA 428 Applied Business Research Course; it is adapted to fit the INL major. It is the first part of the INL Capstone process. For the first 3 years of the INL major, we have simply offered BA 428 but adapted it to fit the needs of INL. Because only INL majors will take their capstone course, we feel it is time to rename this course to match its intent.

1. **Alignment**:

1. How does this course align with the unit’s mission plan? It ensures that INL courses are designed to meet INL requirements and not be variations of other department needs.

2. How does the course fit into the rest of the unit’s curriculum? It is the final course and half of the Capstone process.

1. **Enrollment**: What is the new course’s estimated enrollment each time it is offered over a three-year period? Year 1 (25); Year 2 (25); Year 3(25)
2. **Resource evaluation:** What resources – faculty, equipment, lab space, etc. -- will be needed to offer this course and how will those resources be obtained?

1. *Faculty*:

* 1. Who will teach the course? Joan McBee and Rene Ordonez or other Department faculty in BCE
  2. Evaluate unit’s faculty availability and/or needs and the impact on other teaching obligations. It is the same need that has been met for the past three years.
  3. If additional faculty members are needed, how will that need be met? Adjunct hiring.

2. *Facilities*: Cite any additional need for classrooms, equipment or lab space; explain how that need(s) will be met.

3. *Other*:

a. Are Hannon Library resources sufficient to meet the needs of this course? yes

b. Are any other resources needed to support this course? no

If so, please explain how they will be obtained.

E. **External impact**:

1. What is the expected effect of this course on existing programs elsewhere in the university? None. It is not a change in courses, just a re-naming of a current course.

**NOTE:**  Please document your contact with other academic programs which may be affected by this new course and the response you received.

2. Will any of your prerequisites affect other academic programs? no

**NOTE:** Please document your contact with other academic programs which may be affected by this new course and the response you received.

**17. Syllabus (condensed) ATTACHED BELOW**

*(Attach an accompanying, condensed syllabus, which should include the following items. Schedules and similar details are* ***not*** *required.)*

1. Course description (same as Catalog description, above)
2. Learning objectives of the course
3. Required texts
4. Course format
5. Other – any other relevant materials needed to explain the goals and teaching methods of this course.

Approvals:

*Katie Pittman 11/7/18*

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Signature of Division Director Date

*4/29/16*

**Business Research**

**INL 428 Course Syllabus**

|  |  |
| --- | --- |
| **Dr. Rene Ordonez, Professor**  **Phone**:541-552-6720  **E-mail**: ordonez@sou.edu | **Dr. Joan McBee, Professor**  **Phone:** 541-552-6493  **Email**: mcbeej@sou.edu |

**Catalog Description**

4 credits   
Analyzes decision-making tools and research methodology in retail, service, community, or industry. Students apply research methods and procedures to a real organizational problem and create a research proposal that is implemented in the INL 499 capstone course. Prerequisite(s): [MTH 243](http://catalog.sou.edu/content.php?filter%5B27%5D=BA&filter%5B29%5D=428&filter%5Bcourse_type%5D=-1&filter%5Bkeyword%5D=&filter%5B32%5D=1&filter%5Bcpage%5D=1&cur_cat_oid=10&expand=&navoid=1247&search_database=Filter#tt6753).  *Grade mode designated on a CRN basis each term. Students should consult current term schedule.*

**Course Description:** The purpose of this course is to provide the student with the knowledge and experience in conducting research with specific focus on solving a business problem. The student will work with a client and the instructor in completing the research project. The research process or cycle of identifying and defining the problem, collecting primary and secondary data, analyzing the data and reaching conclusions will be completed. The results of these efforts will be presented at the end of the INL Capstone course.

**Courses Objectives:**

* To integrate knowledge and skills developed in all core business courses.
* To develop and apply analytical skills in a multi-functional, real world environment.
* To enhance research skills.
* To demonstrate effective group/team skills
* To demonstrate critical, strategic thinking by designing and implementing a research project
* To demonstrate written and verbal skills through a major paper and presentation.

**Textbook:** Cooper, D. R. and Schindler, P.S. (2014). *Business Research Methods* (12th edition). New York, NY:McGraw-Hill.

**Attendance:** Students are expected to be present at all scheduled meetings (in and outside of class).

**Schedule:** Course will meet for ten weeks. Classes will be scheduled in the evenings to meet working professional schedules.

**Evaluation:**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Assignments** | **TOTAL** | **Content** | **Writing** | **On Time** |
| **Problem Statement/Background** | **50** | **25** | **20** | **5** |
| **Introduction** | **50** | **25** | **20** | **5** |
| **Review of Literature** | **75** | **50** | **20** | **5** |
| **Methodology** | **75** | **50** | **20** | **5** |
| **Survey Instrument** | **50** | **25** | **20** | **5** |
| **Final Paper** | **200** | **150** | **40** | **10** |
| **Meetings with Instructors** | **25** |  |  |  |
| **Peer Reviews** | **25** |  |  |  |
| **TOTAL** | **550** | **325** | **140** | **85** |

**Grading:** Each section will receive feedback and a grade.

|  |  |
| --- | --- |
| **A = 93-100%** | **C = 73-76.9%** |
| **A-= 90-92.9%** | **C-= 70-72.9%** |
| **B+= 87-89.9%** | **D+= 67-69.9%** |
| **B = 83-86.9%** | **D = 63-66.9%** |
| **B-= 80-82.9%** | **D- = 60-62.9%** |
| **C+= 77-79.9%** | **F = less than 60%** |

**Writing Policy:** The faculty of the School of Business expects all students taking Business classes to be capable of writing in a clear, organized, and grammatical manner. School of Business policy on pre-assigned written work (papers, case analyses, and similar written projects) requires that submitted work meet commonly adapted standards of organizational structure, clarity, grammar, and spelling. For this class, work not meeting these standards, in the judgment of the instructor, will be returned for resubmission without being graded.

**Meetings and Peer Reviews:**

Each week you will meet with your instructors through a video conference or in person to discuss your project one on one. You will be asked to schedule a meeting time the first week of class and will commit to that meeting time for the next ten weeks. You will also be assigned to a peer group to discuss and review your project with others. You will give feedback and receive feedback from the students in your group.