1-11-1989

CWU Faculty Senate Minutes - 01/11/1989

Sue Tirotta

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REGULAR FACULTY SENATE MEETING
Central Washington University

January 11, 1989

Presiding Officer: Connie Roberts
Recording Secretary: Sue Tirotta

Meeting was called to order at 3:10 p.m.

ROLL CALL
Senators: All Senators or their Alternates were present except Bantz, Bennett, Bundy, Farkas and Caples.
Visitors: Don Schliesman, Robert Edington, Anne Denman and Dale Comstock.

CHANGES TO AGENDA
None

APPROVAL OF MINUTES

* MOTION NO. 2673 Charles McGehee moved and Nancy Lester seconded a motion to approve the minutes of the December 7, 1988 meeting as distributed. Motion passed.

COMMUNICATIONS

Connie Roberts reported the following correspondence:

-12/8/88 letter from Don Schliesman, Dean of Undergraduate Studies, requesting a change in the course repetition policy as recommended by the Undergraduate Council; referred to the Academic Affairs Committee.
-12/8/88 letter from Don Schliesman, Dean of Undergraduate Studies, concerning a change in schedule for Fall quarters 1989 and 1990; see Chair's Report.

REPORTS

1. CHAIR

Chair Roberts reported that approximately 105 applications have been received for the position of Dean of the College of Letters, Arts and Sciences. Recruitment of minorities and women is being assertively pursued, and the minimum requirements have been revised to require either an M.F.A. or a Ph.D. as the terminal degree. The application deadline is February 10, 1989.

Chair Roberts noted that there is a faculty vacancy on the Centennial Planning Committee and requested that interested faculty contact the Senate Office.

Chair Roberts delivered the following report concerning the Faculty Legislative Representative:

FACULTY LEGISLATIVE REPRESENTATIVE

On May 21, 1986, the Faculty Senate passed a motion which recommended the appointment of a faculty legislative liaison with full released time for Winter Quarter and partial released time for Spring Quarter.

An Ad Hoc Committee was formed in December with the charge to write a proposal for a Faculty Legislative Representative. The committee members were Bob Benton, Ken Gamon, Ken Hammond and Victor Marx.

Ken Gamon and I presented the proposal to the President just before Christmas. A few meetings were held over Christmas break to work out the details. The administration has been supportive of this position since I mentioned it to the President in October.

We are now ready to announce the appointment of Phil Backlund as the Faculty Legislative Representative. Phil will assume this role immediately. The proposal contained a description of the role of the Faculty Legislative Representative. It is as follows:

1. Consults with faculty and provides information to the legislators.
2. Consults with the University's Director of Governmental Relations to promote all matters of joint interest, thereby providing C.W.U. with a united voice wherever possible and more comprehensive coverage throughout the legislative session.
3. It is important to see the C.W.U. legislative representatives functioning as a team. Whenever there are differences of opinion, those differences will be discussed and debated internally, and Central will maintain a united voice to the legislature.
4. Testifies on matters of faculty and University interest.
5. Coordinates activities and efforts with Interinstitutional Council of Legislative Officers (ICLO), Faculty Legislative Representatives (FLR), Council of Faculty Representatives (CFR) and the Council of Presidents (COP).
6. Educates regional legislators as to the number of their constituents who attend C.W.U.
7. Generates interest and legislative responsibility among faculty through information and reports to the Faculty Senate.

(continued on next page)
FACULTY LEGISLATIVE REPRESENTATIVE, continued

Since we do not have the resources for a full time Faculty Legislative Representative, and considering the legislative week, we feel that a Faculty Legislative Representative's schedule should be arranged so that he can be in Olympia on Tuesdays and Wednesdays of each legislative week. We will be sending out a survey to collect information from the faculty regarding their legislative concerns. This information will be shared both with Dick Thompson, Director of Governmental Relations, and Phil Backlund. Dick Thompson has indicated an interest in communicating with the faculty and having their input.

Chair Roberts reminded faculty that a pre-retirement planning program funded by the Washington State Department of Retirement Systems ("Planning for the Rest of My Life") will be held in the SUB on March 10-11, 1989. The program includes segments on financial planning, health & energy and family & friends. There is a $25 registration fee which is refunded on the second day of the program. Brochures and registration forms are available from the Affirmative Action Office.

Ken Gamon noted that the Affirmative Action Office will offer a workshop on January 25th in SUB 210 on "Social Security Retirement Benefits." Since early retirement may affect Social Security benefits, faculty considering this option are urged to attend.

*MOTION NO. 2674* Charles McGehee moved and Nancy Lester seconded a motion that the Quarterly Calendar for 1989-90 and 1990-91 be adjusted as follows:

**CENTRAL WASHINGTON UNIVERSITY**
**QUARTERLY CALENDAR**

**CURRENT**

<table>
<thead>
<tr>
<th>FALL QUARTER 1989</th>
</tr>
</thead>
<tbody>
<tr>
<td>Date admissions process for Fall Quarter should be completed to avoid late registration time</td>
</tr>
<tr>
<td>Advising and orientation of new students</td>
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<tr>
<td>Registration</td>
</tr>
<tr>
<td>Classes begin</td>
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<tr>
<td>Change of Class Schedule Period</td>
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<tr>
<td>Uncontested Withdrawal Period</td>
</tr>
<tr>
<td>Last day to withdraw from classes</td>
</tr>
<tr>
<td>Advising Week</td>
</tr>
<tr>
<td>Veterans Day Holiday</td>
</tr>
<tr>
<td>Pre-registration for Winter Quarter</td>
</tr>
<tr>
<td>Thanksgiving Recess (begins noon Wednesday)</td>
</tr>
<tr>
<td>Final days of Instruction and Examination Period</td>
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<tr>
<td>Days of Instruction:</td>
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</table>

<table>
<thead>
<tr>
<th>WINTER QUARTER 1990</th>
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</thead>
<tbody>
<tr>
<td>Date admissions process for Winter Quarter should be completed to avoid late registration time</td>
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<td>Registration</td>
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<tr>
<td>Classes begin</td>
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<tr>
<td>Change of Class Schedule Period</td>
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<tr>
<td>Martin Luther King, Jr's. Day Holiday</td>
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<tr>
<td>Uncontested Withdrawal Period</td>
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<tr>
<td>Last day to withdraw from classes</td>
</tr>
<tr>
<td>Advising Week</td>
</tr>
<tr>
<td>Pre-registration for Spring Quarter</td>
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<tr>
<td>President's Day Holiday</td>
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### SPRING QUARTER 1990

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<th>Spring 1990 Dates</th>
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<tbody>
<tr>
<td>Date admissions process for Spring Quarter should be completed to avoid late registration time</td>
<td>March 1 - March 1</td>
</tr>
<tr>
<td>Advising and orientation of new students</td>
<td>April 2 - March 26</td>
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<tr>
<td>Registration</td>
<td>April 2 - March 26</td>
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<tr>
<td>Classes begin</td>
<td>April 3 - March 27</td>
</tr>
<tr>
<td>Change of Class Schedule Period</td>
<td>April 3 - 9 - March 27 - April 2</td>
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<tr>
<td>Uncontested Withdrawal Period</td>
<td>April 10 - 13 - April 3 - 6</td>
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<tr>
<td>Last day to withdraw from classes</td>
<td>May 4 - April 27</td>
</tr>
<tr>
<td>Advising Week</td>
<td>May 7 - 11 - April 30 - May 4</td>
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<tr>
<td>Pre-registration for Fall Quarter</td>
<td>May 14 - 22 - May 7 - 15</td>
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<tr>
<td>Memorial Day Holiday</td>
<td>May 28 - May 28</td>
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<tr>
<td>Final days of Instruction and Examination Period</td>
<td>June 11 - 15 - June 4 - 8</td>
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<tr>
<td>Commencement</td>
<td>June 16 - June 9</td>
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### SUMMER QUARTER 1990

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<tr>
<td>Date admissions process for Summer Quarter should be completed to avoid late registration time</td>
<td>June 1 - June 1</td>
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<tr>
<td>Special Workshops</td>
<td>June 18 - 22 - June 11 - 15</td>
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<tr>
<td>Registration</td>
<td>June 25 - July 19</td>
</tr>
<tr>
<td>Classes begin</td>
<td>June 26 - June 19</td>
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<tr>
<td>Change of Class Schedule Period (1st and Full Terms)</td>
<td>June 26 - 29 - June 19 - 22</td>
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<tr>
<td>Independence Day Holiday</td>
<td>July 4 - July 4</td>
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<tr>
<td>Last day to withdraw from First Term classes</td>
<td>July 6 - June 29</td>
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<tr>
<td>First Term closes</td>
<td>July 25 - July 19</td>
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<tr>
<td>Registration (for Second Term)</td>
<td>July 26 - July 19</td>
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<tr>
<td>Classes begin (Second Term)</td>
<td>July 26 - July 19</td>
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<tr>
<td>Change of Class Schedule Period (Second Term)</td>
<td>July 27 - 30 - July 20 - 23</td>
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<tr>
<td>Last Day to Withdraw from Second Term Classes</td>
<td>August 9 - August 2 - 23</td>
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<tr>
<td>Second and Full Terms Closes</td>
<td>August 24 - August 17</td>
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<tr>
<td>Special Workshops</td>
<td>August 27 - 31 - August 20 - 24</td>
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*Includes week of final examinations

### FALL QUARTER 1990

<table>
<thead>
<tr>
<th>Event</th>
<th>Fall 1990 Dates</th>
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<tbody>
<tr>
<td>Date admissions process for Fall Quarter should be completed to avoid late registration time</td>
<td>September 1 - September 1</td>
</tr>
<tr>
<td>Advising and orientation of new students</td>
<td>September 24 - September 17</td>
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<tr>
<td>Registration</td>
<td>September 25, 26 - September 18, 19</td>
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<tr>
<td>Classes begin</td>
<td>September 27 - September 20</td>
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<tr>
<td>Change of Class Schedule Period</td>
<td>Sept 27 - Oct 3 - September 20 - 26</td>
</tr>
<tr>
<td>Uncontested Withdrawal Period</td>
<td>October 4 - 10 - Sept 27 - Oct 3</td>
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<tr>
<td>Last day to withdraw from classes</td>
<td>October 31 - October 24 - Oct 22 - 26</td>
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<tr>
<td>Advising Week</td>
<td>Oct 29 - Nov 2 - November 12</td>
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<td>Veterans Day Holiday</td>
<td>November 5 - 15 - October 29 - Nov 8</td>
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<tr>
<td>Pre-registration for Winter Quarter</td>
<td>November 21, 22, 23 - Nov 21, 22, 23</td>
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<tr>
<td>Thanksgiving Recess (begins noon Wednesday)</td>
<td>December 10 - 14 - December 3 - 7</td>
</tr>
<tr>
<td>Final days of Instruction and Examination Period</td>
<td>53 1/2 - 53 1/2</td>
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### WINTER QUARTER 1991

<table>
<thead>
<tr>
<th>Event</th>
<th>Winter 1991 Dates</th>
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<tbody>
<tr>
<td>Date admissions process for Winter Quarter should be completed to avoid late registration time</td>
<td>December 1 - December 1</td>
</tr>
<tr>
<td>Advising and orientation of new students</td>
<td>January 7 - January 2</td>
</tr>
<tr>
<td>Registration</td>
<td>January 7 - January 2</td>
</tr>
<tr>
<td>Classes begin</td>
<td>January 8 - 14 - January 3 - 9</td>
</tr>
<tr>
<td>Change of Class Schedule Period</td>
<td>January 15 - January 10 - 15</td>
</tr>
<tr>
<td>Uncontested Withdrawal Period</td>
<td>January 21 - January 21</td>
</tr>
<tr>
<td>Martin Luther King, Jr.'s. Day Holiday</td>
<td>January 2 - January 2</td>
</tr>
<tr>
<td>Last day to withdraw from classes</td>
<td>February 4 - 8 - January 28 - Feb 1</td>
</tr>
<tr>
<td>re-registration for Spring Quarter</td>
<td>February 12 - February 6 - February 4 - 8</td>
</tr>
<tr>
<td>President's Day Holiday</td>
<td>February 11 - 20 - February 18</td>
</tr>
<tr>
<td>Final days of Instruction and Examination Period</td>
<td>March 18 - 22 - March 11 - 15</td>
</tr>
</tbody>
</table>

*Includes week of final examinations (continued on next page)
Chair Roberts noted that, in his letter of December 8, 1988, Don Schliesman reports that recent polls indicate favor for beginning Fall quarters 1989 and 1990 one week earlier and leaving the other quarters unchanged. After discussion, the Senate Executive Committee concluded that it would be appropriate to move all quarters forward one week in order to create a schedule that is more compatible to the one in current use as well as those for past years. She pointed out that, in the case of Winter quarters 1990 and 1991, classes would begin 6, instead of 7, days earlier in order to allow for the New Year's Holiday.

Senators raised questions regarding the extent of fuel and Library savings and in what way Summer Session would be affected, and Don Schliesman and President Garrity addressed these questions.

The question was called for on MOTION NO. 2674, and a vote was immediately held. Motion passed.

2. PRESIDENT

President Donald Garrity reported that Assistant Attorney General Teresa Kulik is reviewing the proposed Early Retirement Program and analyzing the potential for age discrimination which might be associated with such a program. The President anticipates a report from Ms. Kulik by early February. He emphasized that if the program is approved by the Faculty Senate, the Administration and the Board of Trustees, the deadline dates for participation in the program would be waived during its initial implementation.

The Legislative session has begun, and the President plans to distribute a memo outlining Governor South Gardners's budget proposal and its effects on higher education.

President Garrity noted that for several years there has been a legislative approach to setting tuitions which is based upon a percentage of the cost of instruction. This year's calculations for cost of instruction indicate that both undergraduate and graduate tuitions could increase dramatically unless there is a change in the tuition setting policy.

(continued on next page)
2. **PRESIDENT, continued**

President Garrity indicated that the March prediction for the next biennial economy is not expected to be positive, and he expressed his hope that Central's faculty will be more organized and assertive in the future in expressing its views to the legislature via letters, phone calls and its Faculty Legislative Representative.

Robert Edington, Provost and Vice President for Academic Affairs, added that his office has interviewed two candidates for the position of Director of International Programs. He urged those with comments or completed rating sheets on the candidates to submit them to Don Schlesman, Dean of Undergraduate Studies, at the earliest opportunity. The beginning of Spring quarter 1989 has been tentatively scheduled as a starting date for this position.

3. **ACADEMIC AFFAIRS COMMITTEE**

   None

4. **BUDGET COMMITTEE**

   None

5. **CODE COMMITTEE**

   None

6. **CURRICULUM COMMITTEE**

   Warren Street reported that the Senate Curriculum Committee is gathering information and discussing the 110 degree limit on majors and the policy concerning the Basic Requirements portion of the General Education Program.

   - **MOTION NO. 2615**
     - Warren Street moved approval of University Curriculum Committee pages 954-961 with the following change:
       - UCC Page 958, Business Administration Program Change: add the letter "A." in the space to the left of "Pre-admission Requirements."
   - Motion passed.

   **PAGE**
   954 MKT 361 becomes BUS 361  
   954 MKT 464 becomes BUS 464  
   954-60 B.S./Business Administration  
   Financial Administration  
   General Business  
   International Business  
   Management & Organization  
   Marketing Management  
   961 Business Administration Minor

7. **PERSONNEL COMMITTEE**

   Nancy Lester reported that the Senate Personnel Committee is continuing to work on development of a new faculty orientation program.

   **OLD BUSINESS**
   None

   **NEW BUSINESS**
   None

   **ADJOURNMENT**
   Meeting was adjourned at 3:55 p.m.

   * * * * * NEXT REGULAR FACULTY SENATE MEETING: February 1, 1989 * * * * *
I. ROLL CALL

II. CHANGES TO AGENDA

III. APPROVAL OF MINUTES - December 7, 1988

IV. COMMUNICATIONS
- 12/8/88 letter from Don Schliesman, Dean of Undergraduate Studies, requesting a change in the course repetition policy as recommended by the Undergraduate Council; referred to Academic Affairs Committee.
- 12/8/88 letter from Don Schliesman, Dean of Undergraduate Studies, concerning a change in schedule for Fall quarters 1989 and 1990; see Chair's Report.

V. REPORTS
1. Chair
   - Change in schedule 1989-90 and 1990-91:
     MOTION: Adjust the Quarterly Calendar to start Fall, Winter and Spring quarters 1989-90 and 1990-91 one week earlier. (see current schedule attached)

2. President

3. Academic Affairs Committee

4. Budget Committee

5. Code Committee
   - Update on Early Retirement Program Proposal (Victor Marx)

6. Curriculum Committee
   - UCC Pages 954-961

7. Personnel Committee

VI. OLD BUSINESS

VII. NEW BUSINESS

VIII. ADJOURNMENT

*** NEXT REGULAR FACULTY SENATE MEETING: February 1, 1989 ***
Dear Dr. Roberts:

The purpose of this letter is to seek reaction from the Faculty Senate to the suggestion that fall quarters 1989 and 1990 begin one week earlier than now scheduled (copy attached). You may be aware that many people raised questions about the "late" start this fall. During 1986-87 the five-year schedule was changed by delaying the 1985 starting date by one week. As I recall, it was done to (1) allow students an additional week to work in summer jobs and (2) reduce the "Christmas" break from three to two weeks. Now the request is to start fall, 1989 and 1990 one week earlier.

I have attempted to gather some information which may be helpful to the Senate in making its decision. The department chair/program directors were asked to state a preference for the earlier starting date, as were members of the student B.O.D. One member of the Board volunteered to poll a group of students with whom he worked. The results are: 19 of 33 responses from the chairs supported changing the dates, 1 of 5 members of the B.O.D. favored an earlier start and 36% of the 120 students polled supported the earlier date. Several faculty members polled their classes and found 90% in favor of changing the dates.

According to my conversations with representatives of our sister institutions, they have established the following dates for fall quarter:

<table>
<thead>
<tr>
<th>1989</th>
<th>1990</th>
</tr>
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<tbody>
<tr>
<td>E.W.U.</td>
<td>Sept 18 - Dec 8</td>
</tr>
<tr>
<td>U of W</td>
<td>Sept 25 - Dec 15</td>
</tr>
<tr>
<td>W.W.U.</td>
<td>Sept 25 - Dec 15</td>
</tr>
<tr>
<td>T.E.D.C.</td>
<td>Sept 25 - Dec 15</td>
</tr>
<tr>
<td>C.W.U.</td>
<td>Sept 15 - Dec 15</td>
</tr>
</tbody>
</table>

Reasons to leave the calendar as is include:

- a. allows one more week for student to be employed in summer jobs
- b. the dates have already been approved
- c. allows a third week "Christmas" break
- d. Extended Degree Centers in Lynnwood and South Seattle have already informed students of the September 25 starting date. Also, the two community colleges start on September 25. Center coordinators say a change would be very confusing.

Reasons to change the calendar include:

- a. allows students to get a "jump" on Christmas vacation jobs
- b. allows a fourth week "Christmas" break
- c. generates more fuel savings
- d. saves athletic budget expenses for feeding and housing football and volleyball players
- e. there would be substantial fiscal savings in the library.

Also attached is a listing of fall quarter beginning and ending dates for the past twenty years.

It is important to receive the Senate's reaction to this soon because it must go into the new catalog copy after consideration by the President and Provost.

I would be pleased to meet with you or others regarding this.

Thank you for your help.

Sincerely,

Douglas M. Schlesman
Dean of Undergraduate Studies
### FALL QUARTER 2017

<table>
<thead>
<tr>
<th>Date</th>
<th>Event Description</th>
<th>Deadline Date</th>
</tr>
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<tbody>
<tr>
<td>September 22</td>
<td>Add Deadline for Fall Quarter</td>
<td></td>
</tr>
<tr>
<td>September 14-30</td>
<td>Registration Period (First and/or second term)</td>
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<tr>
<td>October 15</td>
<td>Add Deadline for Fall Quarter</td>
<td></td>
</tr>
<tr>
<td>November 17</td>
<td>Add Deadline for Winter Quarter</td>
<td></td>
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<tr>
<td>December 13</td>
<td>Add Deadline for Spring Quarter</td>
<td></td>
</tr>
<tr>
<td>January 9</td>
<td>Add Deadline for Summer Quarter</td>
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</table>

*Includes week of final examinations*

### FALL QUARTER 2018

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<tr>
<td>January 9</td>
<td>Add Deadline for Summer Quarter</td>
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</table>

*Includes week of final examinations*

### FALL QUARTER 2019

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<td>January 9</td>
<td>Add Deadline for Summer Quarter</td>
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*Includes week of final examinations*

### FALL QUARTER 2020

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<tr>
<td>January 9</td>
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*Includes week of final examinations*

### FALL QUARTER 2021

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<td>September 14-30</td>
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<td></td>
</tr>
<tr>
<td>January 9</td>
<td>Add Deadline for Summer Quarter</td>
<td></td>
</tr>
</tbody>
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*Includes week of final examinations*
ROLL CALL 1988-89  FACULTY SENATE MEETING OF January 11, 1989

Richard ALUMBAUGH  Susan LONBORG
Jay BACHRACH  Peter BURKHOLDER
Kenneth BANTZ  Dick WASSON
Robert BENNETT  David GEE
Ethan BERGMAN  Ed GOLDEN
Larry BUNDY  Cal GREATSINGER
Frank CARLSON  David CANZLER
FRANK CIOFFI  
John CLARK  
Ken CORY  
David DARDA  
Ed DIXON  
Barry DONAHUE  
Betty EVANS  
Steven FARKAS  
Ken GAMON  
Donald GARRITY  
Beverly HECKART  
Stephen JEFFERIES  
Peter LANEY  
Nancy LESTER  
Richard MACK  
Linda MARRA  
Victor MARX  
Charles McGEHEE  
Wells McINELLY  
Patrick McLAUGHLIN  
Gary PARSON  
Michael PAULOS  
John RESSLER  
Connie ROBERTS  
Jennell SHELTON  
Anne SIPPOLA  
Warren STREET  Minerva CAPLES
Alan TAYLOR  Max ZWANZIGER
Bill VANCE  Roger GARRETT
Randall WALLACE  Karl CLONINGER
Rex WIRTH  Jack MCPHERSON
Norman WOLFORD  

Robert Gosnell

---
Please sign your name and return this sheet to the Faculty Senate Secretary directly after the meeting. Thank you.

VISITOR SIGN-IN SHEET

Amanda C. Tudor
Tom Youngblood
Michelle Demmel
Richard Arlin
Don Adlesma
Jenny Matthews - The Observer
December 15, 1988

Mr. Donald Garrity
President
Central Washington University
Campus

Dear Don:

Since we have withdrawn the proposed Faculty Code change - Early Retirement Program - from consideration by the Faculty Senate until Ms. Kulik can review the entire policy, I should like to request your sharing the results of that review with the members of the Code Committee as soon as it is completed. After that, we can make any necessary revisions and bring the proposed Code change to the Senate for a vote.

Because of the intense interest of some faculty members in participating in the program, it would be desirable to place it on the Senate's agenda during winter quarter. If it is possible to make the revisions during winter quarter, I shall be willing to return to campus to help with them.

Thank you,

Beverly Heckart, Chair
Faculty Senate Code Committee

C:
Robert Edington, Provost & VP for Academic Affairs
Bernie Martin, Chair, Retirement & Insurance Committee
Code Committee:
    Cathy Bertelson, BEAM
    Victor Marx, Library
    Deborah Medlar, Accounting
    Max Zwanziger, Psychology

BH:sft
December 8, 1988

Connie Roberts, Chair
Faculty Senate
Central Washington University
Campus

Dear Dr. Roberts:

Last October you sent a letter saying the Senate Executive Committee requested the Undergraduate Council to continue deliberation on the student petition on repeating courses. After three and one-half meetings of discussion the Council during its meeting December 7, 1988, approved a motion recommending the following policy:

Some courses are approved for repetition with credit awarded each time the course is taken and passed. Such approval is indicated in the course description in this catalog.

Other courses may be repeated under the following conditions:

1. Students may repeat such courses only once, and credit will be awarded only once. This condition also applies to transfer courses that are repeated at Central.

2. When a course is repeated, only the second grade earned will be used in the computation of the cumulative grade point average, however both grades will remain in the student’s official record.

3. Major grade point averages will be computed on the same basis as described above when major course are repeated.

Implement Fall, 1989.

I recommend it to the Faculty Senate.

Sincerely,

Donald M. Schliesman
Dean of Undergraduate Studies
Dear Dr. Roberts:

The purpose of this letter is to seek reaction from the Faculty Senate to the suggestion that fall quarters 1989 and 1990 begin one week earlier than now scheduled (copy attached). You may be aware that many people raised questions about the "late" start this fall. During 1986-87 the five-year schedule was changed by delaying the 1988 starting date by one week. As I recall, it was done to (1) allow students an additional week to work in summer jobs and (2) reduce the "Christmas" break from three to two weeks. Now the request is to start fall, 1989 and 1990 one week earlier.

I have attempted to gather some information which may be helpful to the Senate in making its decision. The department chairs/program directors were asked to state a preference for the earlier starting date, as were members of the student B.O.D. One member of the Board volunteered to poll a group of students with whom he worked. The results are: 19 of 33 responses from the chairs supported changing the dates, 1 of 5 members of the B.O.D. favored an earlier start and 36% of the 120 students polled supported the earlier date. Several faculty polled their classes and found 90% in favor of changing the dates.

According to my conversations with representatives of our sister institutions, they have established the following dates for fall quarter:

<table>
<thead>
<tr>
<th>1989</th>
<th>1990</th>
</tr>
</thead>
<tbody>
<tr>
<td>E.W.U.</td>
<td>Sept 18 - Dec 8</td>
</tr>
<tr>
<td>U of W</td>
<td>Sept 25 - Dec 14</td>
</tr>
<tr>
<td>W.W.U.</td>
<td>Sept 25 - Dec 15</td>
</tr>
<tr>
<td>T.E.S.C.</td>
<td>Sept 25 - Dec 16</td>
</tr>
<tr>
<td>C.W.U.</td>
<td>Sept 25 - Dec 15</td>
</tr>
</tbody>
</table>
Reasons to leave the calendar as is include:

a. allows one more week for student to be employed in summer jobs
b. the dates have already been approved
c. allows a three week "Christmas" break
d. Extended Degree Centers in Lynnwood and South Seattle have already informed students of the September 25 starting date. Also, the two community colleges start on September 25. Center coordinators say a change would be very confusing.

Reasons to change the calendar include:

a. allows students to get a "jump" on Christmas vacation jobs
b. allows a four week "Christmas" break
c. generates more fuel savings
d. save athletic budget expenses for feeding and housing football and volleyball players
e. there would be substantial fiscal savings in the library.

Also attached is a listing of fall quarter beginning and ending dates for the past twenty years.

It is important to receive the Senate’s reaction to this soon because it must go into the new catalog copy after consideration by the President and Provost.

I would be pleased to meet with you or others regarding this.

Thank you for your help.

Sincerely,

Donald M. Schliesman
Dean of Undergraduate Studies

rd

Attachments
<table>
<thead>
<tr>
<th>Year</th>
<th>Classes Began</th>
<th>Fall Quarter End Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>1968</td>
<td>9/23</td>
<td>12/13</td>
</tr>
<tr>
<td>1969</td>
<td>9/24</td>
<td>12/12</td>
</tr>
<tr>
<td>1970</td>
<td>9/22</td>
<td>12/11</td>
</tr>
<tr>
<td>1971</td>
<td>9/28</td>
<td>12/17</td>
</tr>
<tr>
<td>1972</td>
<td>9/26</td>
<td>12/15</td>
</tr>
<tr>
<td>1973</td>
<td>9/26</td>
<td>12/14</td>
</tr>
<tr>
<td>1974</td>
<td>9/23</td>
<td>12/13</td>
</tr>
<tr>
<td>1975</td>
<td>9/22</td>
<td>12/12</td>
</tr>
<tr>
<td>1976</td>
<td>9/20</td>
<td>12/10</td>
</tr>
<tr>
<td>1977</td>
<td>9/26</td>
<td>12/16</td>
</tr>
<tr>
<td>1978</td>
<td>9/25</td>
<td>12/15</td>
</tr>
<tr>
<td>1979</td>
<td>9/25</td>
<td>12/14</td>
</tr>
<tr>
<td>1980</td>
<td>9/23</td>
<td>12/12</td>
</tr>
<tr>
<td>1981</td>
<td>9/22</td>
<td>12/11</td>
</tr>
<tr>
<td>1982</td>
<td>9/21</td>
<td>12/10</td>
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<td>1983</td>
<td>9/20</td>
<td>12/9</td>
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<td>9/22</td>
<td>12/11</td>
</tr>
<tr>
<td>1988</td>
<td>9/27</td>
<td>12/16</td>
</tr>
</tbody>
</table>
### FALL QUARTER 1987

- Date admissions process for Fall Quarter should be completed to avoid late registration time
- Advising and orientation of new students
- Registration
- Classes begin
- Change of Class Schedule Period
- Uncontested Withdrawal Period
- Last day to withdraw from classes
- Advising Week
- Veterans Day Holiday
- Pre-registration for Winter Quarter
- Thanksgiving Recess
- Final days of Instruction and Examination Period

**Days of Instruction: 53 1/2**

### WINTER QUARTER 1988

- Date admissions process for Winter Quarter should be completed to avoid late registration time
- Advising and orientation of new students
- Registration
- Classes begin
- Change of Class Schedule Period
- Uncontested Withdrawal Period
- Martin Luther King, Jr.'s. Day Holiday
- Last day to withdraw from classes
- Advising Week
- President's Day Holiday
- Pre-registration for Spring Quarter
- Final days of Instruction and Examination Period

**Days of Instruction: 52**

### SPRING QUARTER 1988

- Date admissions process for Spring Quarter should be completed to avoid late registration time
- Advising and orientation of new students
- Registration
- Classes begin
- Change of Class Schedule Period
- Uncontested Withdrawal Period
- Last day to withdraw from classes
- Advising Week
- Pre-registration for Fall Quarter
- Memorial Day Holiday
- Final days of Instruction and Examination Period
- Commencement

**Days of Instruction: 53**

### SUMMER QUARTER 1988

- Date admissions process for Summer Quarter should be completed to avoid late registration time
- Special Workshops
- Registration (for first and/or second terms)
- Classes begin
- Change of Class Schedule Period (First and Full Terms)
- Last day to withdraw from First Term classes
- Independence Day Holiday
- First Term classes close
- Registration (for Second Term)
- Classes begin (Second Term)
- Change of Class Schedule Period (Second Term)
- Last Day to Withdraw from Second Term Classes
- Second and Full Terms Closes
- Special Workshops

*Includes week of final examinations
**FALL QUARTER 1989**

Date admissions process for Fall Quarter should be completed to avoid late registration time
Advising and orientation of new students
Registration
Classes begin
Change of Class Schedule Period
Uncontested Withdrawal Period
Last day to withdraw from classes
Advising Week
Veterans Day Holiday
Pre-registration for Winter Quarter
Thanksgiving Recess
Final days of Instruction and Examination Period

Days of Instruction 53 1/2*  

<table>
<thead>
<tr>
<th>Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>September 1</td>
</tr>
<tr>
<td>September 26</td>
</tr>
<tr>
<td>September 27, 28</td>
</tr>
<tr>
<td>September 29</td>
</tr>
<tr>
<td>September 29 - October 5</td>
</tr>
<tr>
<td>October 6 - October 11</td>
</tr>
<tr>
<td>October 28</td>
</tr>
<tr>
<td>October 31 - November 4</td>
</tr>
<tr>
<td>November 1</td>
</tr>
<tr>
<td>November 7 - November 17</td>
</tr>
<tr>
<td>November 23 (noon), 24, 25</td>
</tr>
<tr>
<td>December 12, 13, 14, 15, 16</td>
</tr>
</tbody>
</table>

**WINTER QUARTER 1989**

Date admissions process for Winter Quarter should be completed to avoid late registration time
Advising and orientation of new students
Registration
Classes begin
Change of Class Schedule Period
Uncontested Withdrawal Period
Martin Luther King, Jr.'s. Day Holiday
Last day to withdraw from classes
Advising Week
Pre-registration for Spring Quarter
President's Day Holiday
Final days of Instruction and Examination Period

Days of Instruction 51*  

<table>
<thead>
<tr>
<th>Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>December 1</td>
</tr>
<tr>
<td>January 3</td>
</tr>
<tr>
<td>January 4 - January 10</td>
</tr>
<tr>
<td>January 11 - January 17</td>
</tr>
<tr>
<td>January 16</td>
</tr>
<tr>
<td>February 1</td>
</tr>
<tr>
<td>February 6 - February 10</td>
</tr>
<tr>
<td>February 13 - February 23</td>
</tr>
<tr>
<td>February 20</td>
</tr>
<tr>
<td>March 13, 14, 15, 16, 17</td>
</tr>
</tbody>
</table>

**SPRING QUARTER 1989**

Date admissions process for Spring Quarter should be completed to avoid late registration time
Advising and orientation of new students
Registration
Classes begin
Change of Class Schedule Period
Uncontested Withdrawal Period
Last day to withdraw from classes
Advising Week
Pre-registration for Fall Quarter
Memorial Day Holiday
Final days of Instruction and Examination Period
Commencement

Days of Instruction 51*  

<table>
<thead>
<tr>
<th>Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>March 1</td>
</tr>
<tr>
<td>March 27</td>
</tr>
<tr>
<td>March 27</td>
</tr>
<tr>
<td>March 28</td>
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<tr>
<td>March 28 - April 3</td>
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<tr>
<td>April 4 - April 7</td>
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<tr>
<td>April 28</td>
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<tr>
<td>May 8 - May 12</td>
</tr>
<tr>
<td>May 15 - May 26</td>
</tr>
<tr>
<td>May 29</td>
</tr>
<tr>
<td>June 5, 6, 7, 8, 9</td>
</tr>
<tr>
<td>June 10</td>
</tr>
</tbody>
</table>

**SUMMER QUARTER 1989**

Date admissions process for Summer Quarter should be completed to avoid late registration time
Special Workshops
Registration (for first and/or second terms)
Classes begin
Change of Class Schedule Period (First and Full Terms)
Last day to withdraw from First Term classes
Independence Day Holiday
First Term classes
Registration (for Second Term)
Classes begin (Second Term)
Change of Class Schedule Period (Second Term)
Last Day to Withdraw from Second Term Classes
Second and Full Term Classes
Special Workshops

*Includes week of final examinations

<table>
<thead>
<tr>
<th>Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>June 1</td>
</tr>
<tr>
<td>June 12 - June 16</td>
</tr>
<tr>
<td>June 19</td>
</tr>
<tr>
<td>June 20</td>
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<tr>
<td>June 20 - June 23</td>
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<td>June 30</td>
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<tr>
<td>July 4</td>
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<tr>
<td>July 19</td>
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<tr>
<td>July 20</td>
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<tr>
<td>July 20</td>
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<tr>
<td>July 21 - July 24</td>
</tr>
<tr>
<td>August 2</td>
</tr>
<tr>
<td>August 8</td>
</tr>
<tr>
<td>August 21 - August 25</td>
</tr>
</tbody>
</table>
FALL QUARTER 1989

Date admissions process for Fall Quarter should be completed to avoid late registration time
Advising and orientation of new students
Registration
Classes begin
Change of Class Schedule Period
Uncontested Withdrawal Period
Last day to withdraw from classes
Advising Week
Veterans Day Holiday
Pre-registration for Winter Quarter
Thanksgiving Recess
Final days of instruction and Examination Period

Days of Instruction 53 1/2

WINTER QUARTER 1990

Date admissions process for Winter Quarter should be completed to avoid late registration time
Advising and orientation of new students
Registration
Classes begin
Change of Class Schedule Period
Martin Luther King, Jr.'s Day Holiday
Uncontested Withdrawal Period
Last day to withdraw from classes
Advising Week
Pre-registration for Spring Quarter
President's Day Holiday
Final days of instruction and Examination Period

Days of Instruction 52

SPRING QUARTER 1990

Date admissions process for Spring Quarter should be completed to avoid late registration time
Advising and orientation of new students
Registration
Classes begin
Change of Class Schedule Period
Uncontested Withdrawal Period
Last day to withdraw from classes
Advising Week
Pre-registration for Fall Quarter
Memorial Day Holiday
Final days of instruction and Examination Period
Commencement

Days of Instruction 53

SUMMER QUARTER 1990

Date admissions process for Summer Quarter should be completed to avoid late registration time
Special Workshops
Registration (for first and/or second terms)
Classes begin
Change of Class Schedule Period (First and Full Terms)
Independence Day Holiday
Last day to withdraw from First Term classes
First Term closes
Registration (for Second Term)
Classes begin (Second Term)
Change of Class Schedule Period (Second Term)
Last Day to Withdraw from Second Term Classes
Second and Full Terms Closes
Special Workshops

*Includes week of final examinations

September 1
September 23
September 26, 27
September 28
September 28 - October 4
October 5 - October 11
October 12
October 30 - November 3
November 10
November 6 - November 16
November 22 (Noon), 23, 24
December 11, 12, 13, 14, 15
December 1
January 8
January 8
January 9 - January 16
January 15
January 16 - January 19
February 9
February 9 - February 16
February 12 - February 22
February 19
March 19, 20, 21, 22, 23
March 1
April 2
April 2
April 3 - April 9
April 10 - April 13
May 4
May 7 - May 11
May 14 - May 22
May 28
June 11, 12, 13, 14, 15
June 16
June 1
June 10 - June 22
June 25
June 26
June 26 - June 29
July 4
July 6
July 25
July 26
July 26 - July 30
August 9
August 24
August 27 - August 31
FALL QUARTER 1990

Date admissions process for Fall Quarter should be completed to avoid late registration time
Advising and orientation of new students Registration
Classes begin Change of Class Schedule Period Uncontested Withdrawal Period Last day to withdraw from classes Advising Week Veterans Day Holiday Pre-registration for Winter Quarter Thanksgiving Recess Final days of Instruction and Examination Period

Days of Instruction 93 1/2

WINTER QUARTER 1991

Date admissions process for Winter Quarter should be completed to avoid late registration time
Advising and orientation of new students Registration
Classes begin Change of Class Schedule Period Uncontested Withdrawal Period Martin Luther King, Jr.'s Day Holiday Advising Week Last day to withdraw from classes Pre-registration for Spring Quarter President's Day Holiday Final days of Instruction and Examination Period

Days of Instruction 52°

SPRING QUARTER 1991

Date admissions process for Spring Quarter should be completed to avoid late registration time
Advising and orientation of new students Registration
Classes begin Change of Class Schedule Period Uncontested Withdrawal Period Last day to withdraw from classes Advising Week Pre-registration for Fall Quarter Memorial Day Holiday Final days of Instruction and Examination Period Commencement

Days of Instruction 93°

SUMMER QUARTER 1991

Date admissions process for Summer Quarter should be completed to avoid late registration time
Special Workshops Registration (for first and/or second terms) Classes begin Change of Class Schedule Period (First and Full Terms) Independence Day Holiday Last day to withdraw from First Term classes First Term closes Registration (for Second Term) Classes begin (Second Term) Change of Class Schedule Period (Second Term) Last Day to Withdraw from Second Term Classes Second and Full Terms Closes Special Workshops

*Includes week of final examinations

Office of Undergraduate Studies
2/47
November 17, 1988
CURRICULUM PROPOSALS APPROVED BY THE UNIVERSITY CURRICULUM COMMITTEE AND FORWARDED TO THE SENATE

BUSINESS ADMINISTRATION

COURSE CHANGES - 3 or more

AS IT APPEARS

MKT 361. Marketing Channels Management (3). Prerequisite, MKT 360. Selection, evaluation, management and control of channels of distribution; analysis of functions of the channel system; warehousing, inventory control, and transportation in physical distribution; wholesaling and industrial products and services.

PROPOSED

BUS 361. Channels of Distribution Management (5). Prerequisite, BUS 360. Selection, evaluation, management and control of channels of distribution. Analysis of the channel system includes warehousing, inventory management, and physical distribution in consumer and industrial products and services.

AS IT APPEARS

MKT 464. Purchasing Management (4). Prerequisite, MKT 360 or permission. Introduction to elements of purchasing activities in industrial and governmental markets. Will stress decision making, legal and ethical implications in the market.

PROPOSED

BUS 464. Purchasing Management (5). Prerequisite, BUS 360 or permission. Introduction to elements of purchasing activities in industrial and governmental markets. Will stress decision making, legal and ethical implications in the market and pricing considerations in various market situations.

PROGRAM CHANGES

AS IT APPEARS

BUSINESS ADMINISTRATION

Chair:
Wayne A. Fairburn
Shaw-Smyser Hall 307A

Professors:
Lyle E. Ball, Law
Lawrence A. Danton, Management
Edward S. Easck, Management - Lynnwood
Allen K. Gulerian, IR/Management
Arthur Bowman, Acting Professor, Real Estate/Law
Eldon C. Johnson, Finance - Lynnwood

Associate Professors:
Larry Bundy, Management Science
Wayne A. Fairburn, Finance
Stan Jacobs, Finance - Normandy Park
C. Boyd Johnson, Marketing
George Kealing, Management Science
Badhul Majumdar, Management - Tri-Cities
Leslie C. Mueller, Management
Donald Nixon, Management - Normandy Park

Assistant Professors:
James Beaghlan, Marketing - Normandy Park
Kerry Bowles, Finance
Edward Golden, Marketing - Lynnwood
James Jordan, Industrial Relations - Tri-Cities
John Laask, Finance
Mark Speece, Marketing

Lecturers:
Wanda Fujimoto, Marketing
David H. Gorrie, Law
Gary Parson, IR/Management
BUSINESS ADMINISTRATION CONTINUED

Admission Requirements to Majors
Students must apply and be admitted to the major. Applications must be received prior to beginning 300-400 level courses in the School of Business and Economics. Application forms are available in the department office. The completed form must be accompanied by a current credit evaluation from the office of the Registrar.

Admission shall be based on grades earned in the sophomore (200) level courses. English 101 and English 108 must be completed before admission.

MS 821, Introduction to Decision Sciences
ACCT 351, Principles of Accounting I
ACCT 858, Principles of Accounting II
ECON 801, Principles of Economics, Micro
ECON 808, Principles of Economics, Macro
FIN 841, Business Law
ECON 856, Government and Business

A cumulative grade point average of 2.25 in the above courses must be achieved with a minimum grade of "C" (1.70) in each course. The credit/no credit option will not be accepted for any of these courses. The applicant must have earned a minimum cumulative GPA of 2.00 in all collegiate study. These criteria also apply to equivalent courses transferred from other institutions.

Students who have met all the above requirements will be admitted. Students who have not met all of the above requirements may be admitted conditionally by permission of the department chair or designee. If the number of eligible applicants exceeds available space, acceptance will be competitive, based on a selection index.

Students majoring in other departments who are required to take Business Administration courses for either their major or minor will be admitted to upper division courses upon the request of the chair of their major department. Other students wishing to enroll in upper division Business Administration courses will be admitted on space available basis.

Bachelor of Science Major
Students must complete MATH 130.1 prior to enrolling in MS 821 and must complete MATH 170 prior to enrolling in MS 823. (It should be noted that MATH 169.1 is a prerequisite to MATH 170.

<table>
<thead>
<tr>
<th>Course</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>MS 821, Introduction to Decision Sciences</td>
<td>5</td>
</tr>
<tr>
<td>MS 823, Management Science</td>
<td>4</td>
</tr>
<tr>
<td>MS 836, Management Information Systems</td>
<td>4</td>
</tr>
<tr>
<td>Data and Technology</td>
<td>4</td>
</tr>
<tr>
<td>FIN 870, Business Finance</td>
<td>5</td>
</tr>
<tr>
<td>FIN 841, Business Law OR ECON 856, Government and Business</td>
<td>5</td>
</tr>
<tr>
<td>ECON 801, Principles of Economics Micro</td>
<td>5</td>
</tr>
<tr>
<td>ECON 808, Principles of Economics Macro</td>
<td>5</td>
</tr>
<tr>
<td>ACCT 851, Principles of Accounting I</td>
<td>5</td>
</tr>
<tr>
<td>ACCT 858, Principles of Accounting II</td>
<td>5</td>
</tr>
<tr>
<td>MKT 360, Principles of Marketing</td>
<td>4</td>
</tr>
<tr>
<td>MGT 380, Organizational Management</td>
<td>4</td>
</tr>
<tr>
<td>MGT 489, Business Policy</td>
<td>4</td>
</tr>
<tr>
<td>One of the following:</td>
<td>4-5</td>
</tr>
<tr>
<td>ADM 385 (5)</td>
<td></td>
</tr>
<tr>
<td>COM 345 (4)</td>
<td></td>
</tr>
<tr>
<td>ENG 310 (4)</td>
<td></td>
</tr>
<tr>
<td>ACCT 484 (5)</td>
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</table>

Total 60-61

Specialization

<table>
<thead>
<tr>
<th>Course</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>25</td>
</tr>
</tbody>
</table>

Total 85-86

In addition to the above required core, students must select one 85 credit specialization in a Business Administration field. Areas of specialization may provide the student with the opportunity to elect business administration-related courses offered by other academic areas within the University.

Financial Administration
Advisor: Lasik

This specialization prepares graduates for careers in corporate financial planning and management as well as careers with commercial banks, trust companies, mortgage banks and insurance, real estate and investment firms. Minimum of 25 credits required.

Required:

<table>
<thead>
<tr>
<th>Course</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>ECON 330, Money and Banking</td>
<td>5</td>
</tr>
<tr>
<td>FIN 470, Advanced Financial Management and Policy</td>
<td>5</td>
</tr>
<tr>
<td>FIN 475, Investments</td>
<td>5</td>
</tr>
<tr>
<td>Plus 10 credits from the following electives with prior approval of the Financial Administration advisor:</td>
<td></td>
</tr>
<tr>
<td>ACCT 305, ECON 301, ECON 310, ECON 388, FIN 341, FIN 378, FIN 377, FIN 474, FIN 476, FIN 478, MS 324, MS 410, MGT 492, MS 488.</td>
<td></td>
</tr>
<tr>
<td>Other approved courses may be included.</td>
<td></td>
</tr>
</tbody>
</table>

General Business
Advisor: Ball, Danton, Fairburw

There are no specific required courses. The courses may be taken, with prior approval of the General Business advisor, from appropriate academic areas(s).

Minimum of 25 credits required.

Industrial Relations
Advisor: Parson

This specialization prepares graduates for careers in human resource planning, job analysis, employee evaluation, selection, recruitment, interviewing, employee training, management development, employee compensation and benefits, collective bargaining and labor relations. Minimum of 25 credits required.

Required:

<table>
<thead>
<tr>
<th>Course</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>IR 379, Introduction to Industrial Relations</td>
<td>5</td>
</tr>
<tr>
<td>IR 381, Management of Human Resources</td>
<td>5</td>
</tr>
<tr>
<td>Plus 16 credits from the following electives with prior approval of the Industrial Relations advisor:</td>
<td></td>
</tr>
<tr>
<td>ECON 365, IR 343, IR 479, IR 486, IR 488, PSY 456.</td>
<td></td>
</tr>
<tr>
<td>A student may, with prior approval of the Industrial Relations advisor, include one of the following in the 16 credits:</td>
<td></td>
</tr>
<tr>
<td>COM 375, PSY 303, PSY 444, SOC 381.</td>
<td></td>
</tr>
</tbody>
</table>

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CURRICULUM PROPOSALS APPROVED BY THE UNIVERSITY CURRICULUM COMMITTEE AND FORWARDED TO THE SENATE
BUSINESS ADMINISTRATION CONTINUED

International Business
Advisor: Mueller

This specialization prepares graduates for careers with firms engaged in international business. Emphasis is placed on the problems and opportunities of enterprise in the international environment. Minimum of 25 credits required.

Required: Credits
ECON 310, International Economics .............................. 5
MGT 384, Introduction to International Business ............... 4
Plus 16 credits from the following electives: 
with prior approval of the International Business advisor:
MKT 467, MGT 484, ECON 388, 
ECON 410, GEOG 460
Other approved courses may be included.

Management and Organization
Advisors: Guzman, Mueller

Management has as its central purpose the study of the processes by which human efforts in organizational settings are coordinated to obtain the goals of the organization. It includes the study of the theory and practice of organization and management, and is excellent preparation for those interested in leadership roles in both profit and nonprofit organizations. Minimum of 25 credits required.

Required: Credits
IR 301, Management of Human Resources ....................... 5
MGT 481, Organizational Theory and Human Behavior ........ 5
Plus 15 credits from the following electives:
ACCT 305, ECON 458, IR 479, IR 486, 
MGR 485, MGT 384, MGT 385, MGT 389, 
MKT 388, MGT 450, MGT 488, MGT 489.
Other approved courses may be included.

School of Business and Economics courses may also be taken with the prior approval of the Management and Organization advisor. Five of the elective credits may be taken from a Behavioral Science with prior approval. Students planning on graduate work are encouraged to take CPSC 463 or PSY 468.

Management Science
Advisors: Bundy, Keisling

This specialization encompasses the quantitative realm of management. Students gain experience in the application of selected techniques from operations research, operations management, statistical analysis, and computer science to business decision making processes. Minimum of 25 credits required.

Required: Credits
MGT 435, Production Management ................................ 5
MS 304, Management Science II .................................. 5
MS 410, Application of Digital Computers ...................... 5
At least 10 additional credits from the following electives: 
with prior approval of the Management Science advisor:
ACCT 305, CPSC 101, 187, or 177, CPSC 380, CPSC 387 or 
350, ECON 384, MGT 480, MKT 388, MS 381. Additional 
courses in Computer Science of Mathematics may, with 

Marketing Management
Advisor: Fujimoto, Johnson, Speecke

This marketing curriculum provides background for careers in sales, advertising, marketing management, research and analysis and retail management. Marketing topics include researching and analyzing customers, market demands, pricing, product distribution and development, and communication in order to develop marketing strategies and policies. Minimum of 25 credits required.

Required: Credits
MKT 469, Marketing Promotion Management .................... 4
MKT 468, Marketing Problems and Policies ...................... 5
MKT 462, Personal Selling ......................................... 4
At least 18 credits from the following electives: 
with the prior approval of the Marketing Management advisor:
ECON 301, ECON 310, MKT 361, MKT 367, MKT 368, 
MKT 468, MKT 469, MKT 467; other approved courses 
may be included. Only one non-marketing elective 
may be used in meeting the minimum requirement of 
25 credits.

Real Estate Specialization
Advisor: Bowman

Minimum of 25 credits required.

Required: Credits
FIN 878, Real Estate Principles ..................................... 5
FIN 473, Real Estate Finance and Investment .................... 3
FIN 342, Real Estate Law ........................................... 3
FIN 473, Principles of Property Management .................... 3
GEOG 408, Real Estate and Land Development .................. 5
Plus 6 credits from the following electives: 
with prior approval of the Real Estate advisor:
ACCT 346, Income Tax Accounting ............................... 5
ME 340, Principles of Selling ...................................... 5
ME 461, Advertising and Sales Promotion ....................... 5
ECON 380, Money and Banking ................................... 5
ENST 308, Environmental Management .......................... 5
FIN 341, Advanced Business Law .................................. 5
FIN 377, Risk and Insurance ...................................... 5
GEOG 308, Introduction to Land Use Planning .................. 5
GEOG 481, Urban Geography ..................................... 5
MKT 367, Consumer Behavior ..................................... 5
MKT 368, Marketing Analysis and Sales Forecasting .......... 4
MKT 468, Marketing Promotion Management .................... 4
MKT 468, Sales Force Management ................................ 3

Administration Minor
Advisor: Mueller

This minor is intended for students majoring in areas other than business administration who wish practical knowledge for performing the administrative and managerial aspects of their future career.

Required: Credits
ECON 301, Principles of Economics Micro ....................... 5
ACCT 301, Managerial Accounting Analysis .................... 5
MGT 380, Organizational Management ......................... 5
IR 381, Management of Human Resources ...................... 5
MGT 385, Organization Theory ................................... 5
Total 25
BUSINESS ADMINISTRATION CONTINUED

Business Administration Minor
Advisors: Mueller, Parson

This minor provides students the opportunity to select business administration and supporting accounting and economics courses to meet individual educational needs.

Required: Credits

<table>
<thead>
<tr>
<th>Course</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>ECON 301, Principles of Economics Micro</td>
<td>6</td>
</tr>
<tr>
<td>ACCT 301, Managerial Accounting Analysis</td>
<td>6</td>
</tr>
</tbody>
</table>

Plus an additional 90 credits from the Department of Business Administration (courses with MS, FIN, IR, MGT, MKT prefixes). The program must be approved by the Business Administration minor advisor.

PROPOSED BUSINESS ADMINISTRATION

Chair:
Wayne A. Fairburn
Shaw/Smyser Hall 306

Professors:
Larry P. Bundy, Business Administration - Tri-Cities
Lawrence A. Danton, Management
Edward S. Esbeck, Management - Lynnwood
Wayne A. Fairburn, Finance
Allen K. Gulezian, Management
Eldon C. Johnson, Finance - Lynnwood
George D. Kesling, Operations Management and Information Systems
Badiul A. Majumdar - Business Administration - Tri-Cities

Associate Professors:
Bruce D. Bagamery, Finance - Lynnwood
James P. Beaghan, Marketing - South Seattle
David H. Gorrie, Law
Stanley Jacobs, Finance - South Seattle
C. Boyd Johnson, Marketing
Leslie C. Mueller, Management
James L. Ninnicht, Management
Don R. Nixon, Management - South Seattle
Patrick J. Smith, Finance

Assistant Professors:
Wanda H. Fujimoto, Marketing
Edward Golden, Marketing - Lynnwood
John J. Lasik, Finance
Joan F. Mosebar, Business Administration
Gary I. Parson, Management

Industrial Relations Minor
Advisor: Parson

Students wishing to minor in Business Administration with a specialization in Industrial Relations should take the following:

<table>
<thead>
<tr>
<th>Course</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>IR 379, Introduction to Industrial Relations</td>
<td>4</td>
</tr>
<tr>
<td>IR 381, Management of Human Resources</td>
<td>6</td>
</tr>
<tr>
<td>MGT 380, Organisational Management</td>
<td>6</td>
</tr>
</tbody>
</table>

An additional 16 credits should be taken from the following:

<table>
<thead>
<tr>
<th>Course</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>ECON 355, IR 348, IR 486, MS 821, PSY 456</td>
<td></td>
</tr>
</tbody>
</table>
BUSINESS ADMINISTRATION CONTINUED

Transfer Credits for a Degree in Business Administration

Transfer students earning fewer than 45 quarter credits in their major at CWU must receive approval from the School Dean prior to graduation. Upper division major courses may be transferred toward meeting the degree requirements only with approval of the School Dean or designee.

Admission Requirements

Students must apply and be admitted to the major prior to beginning 300-400 level courses in the School of Business and Economics. At time of application, all 200 level core requirements should be substantially completed. Application forms are available in the department office. The completed form must be accompanied by a current credit evaluation from the Office of the Registrar.

Admission shall be based on grades earned in the following sophomore (200) level courses. English 101 and English 102 must also be completed before admission.

<table>
<thead>
<tr>
<th>Pre-admission Requirements</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT 251 Financial Accounting</td>
<td>5</td>
</tr>
<tr>
<td>ACCT 252 Financial Accounting II</td>
<td>5</td>
</tr>
<tr>
<td>ACCT 253 Managerial Accounting (I)</td>
<td>5</td>
</tr>
<tr>
<td>BUS 221 Business Statistics (2)</td>
<td>5</td>
</tr>
<tr>
<td>BUS 241 Legal Environment of Business</td>
<td>5</td>
</tr>
<tr>
<td>ECON 201 Principles of Economics Micro</td>
<td>5</td>
</tr>
<tr>
<td>ECON 202 Principles of Economics Macro</td>
<td>5</td>
</tr>
</tbody>
</table>

(1) Prerequisite: ADOM 2028
(2) Prerequisite: ADOM 2028 and MATH 130.1

A cumulative grade point average of 2.25 in the above courses must be achieved with a minimum grade of "C-" (1.70) in each course. The credit/no credit option will not be accepted for any of these courses. The applicant must have earned a minimum cumulative GPA of 2.0 in all collegiate study. These criteria also apply to equivalent courses transferred from other institutions.

Students who have met all the above requirements will be admitted. However, if the number of eligible applicants exceeds available space, acceptance will be competitive, based on a selection index. Students who have not met all of the above requirements may be admitted conditionally by permission of the School Dean or designee.

Students majoring outside of the School of Business and Economics who are required to take Business Administration courses for either their major or minor will be eligible to enroll in upper division courses upon the request of the chair of their major department. These students will be given priority over other non-school majors wishing to enroll in upper division Business Administration courses and will be enrolled on a space available basis. All students must have taken prerequisites for courses prior to enrollment.

Bachelor of Science Major Business Administration

Students may enroll for these courses after admission to the Business Administration major. Business prefix courses cannot be taken pass/fail (credit/no credit) by Business Administration majors.

<table>
<thead>
<tr>
<th>B. Business Core Requirements</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>BUS 323 Operations Management (I)</td>
<td>5</td>
</tr>
<tr>
<td>BUS 360 Principles of Marketing</td>
<td>3</td>
</tr>
<tr>
<td>BUS 370 Business Finance</td>
<td>5</td>
</tr>
<tr>
<td>BUS 380 Organizational Management</td>
<td>3</td>
</tr>
<tr>
<td>BUS 386 MIS: Data and Technology</td>
<td>3</td>
</tr>
<tr>
<td>BUS 469 Business Policy</td>
<td>3</td>
</tr>
</tbody>
</table>

(3) Prerequisite: MATH 170.
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BUSINESS ADMINISTRATION CONTINUED

C. Non-business Requirement

<table>
<thead>
<tr>
<th>Course</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>ADM 385 (5)</td>
<td></td>
</tr>
<tr>
<td>ENG 310 (4)</td>
<td></td>
</tr>
<tr>
<td>Sections A, B and C Subtotal</td>
<td>4-5</td>
</tr>
</tbody>
</table>

Specialization

<table>
<thead>
<tr>
<th>Course</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>BUS 470, Investments</td>
<td>5</td>
</tr>
<tr>
<td>BUS 384, Introduction to International Business</td>
<td>5</td>
</tr>
<tr>
<td>BUS 467, International Marketing OR BUS 477, International Finance</td>
<td>5</td>
</tr>
<tr>
<td>ECON 310, International Economics</td>
<td>5</td>
</tr>
</tbody>
</table>

Plus a minimum of 10 credits from the following list:

<table>
<thead>
<tr>
<th>Course</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>BUS 467, BUS 477, BUS 484, ECON 388, ECON 412, GEOG 460</td>
<td></td>
</tr>
</tbody>
</table>

In addition to the above required courses, students must select one 25 credit specialization in a Business Administration field. These credits cannot be counted toward any other major, minor, or specialization within the School of Business and Economics. Areas of specialization may provide the student with the opportunity to elect business administration-related courses offered by other academic areas within the University.

FINANCIAL ADMINISTRATION

Advisors: Bagamery, Fairburn, Jacobs, E. Johnson, Lasik, Majumdar and Smith

This specialization is designed for students who wish to pursue careers related to corporate finance, financial institutions or investments. Required course work for this curriculum includes the general business core plus a minimum of 25 credits in finance courses:

Required courses:

<table>
<thead>
<tr>
<th>Course</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>ECON 330, Money and Banking</td>
<td>5</td>
</tr>
<tr>
<td>BUS 470, Advanced Financial Management and Policy</td>
<td>5</td>
</tr>
<tr>
<td>BUS 475, Investments</td>
<td>5</td>
</tr>
</tbody>
</table>

Plus, a minimum of 10 credits from the following list:

<table>
<thead>
<tr>
<th>Course</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>BUS 471, BUS 476, BUS 477, BUS 478</td>
<td></td>
</tr>
</tbody>
</table>

Students should meet with a finance advisor for more information on specific finance career paths. In addition to the minimum requirements for the specialization, students are encouraged to use free electives for additional course work in accounting, economics, insurance or real estate.

GENERAL BUSINESS

Advisors: Bundy, Danton, Esbeck, Fairburn, Nimnicht, Nixon and Parson

There are no specific required courses. The courses may be taken, with prior approval of the General Business advisor, from the appropriate academic area(s). A minimum of 25 upper division credits in the School of Business and Economics is required.

INTERNATIONAL BUSINESS

Advisors: Beaghan, Carbaugh, Majumdar, Mueller and Nixon

This specialization prepares graduates for careers with firms engaged in international business. Emphasis is placed on the problems and opportunities in the Pacific Rim area.

Required Courses

<table>
<thead>
<tr>
<th>Course</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>BUS 384, Introduction to International Business</td>
<td>5</td>
</tr>
<tr>
<td>BUS 467, International Marketing OR BUS 477, International Finance</td>
<td>5</td>
</tr>
<tr>
<td>ECON 310, International Economics</td>
<td>5</td>
</tr>
</tbody>
</table>

Plus a minimum of 10 credits from the following list:

<table>
<thead>
<tr>
<th>Course</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>BUS 467, BUS 477, BUS 484, ECON 388, ECON 412, GEOG 460</td>
<td></td>
</tr>
</tbody>
</table>
CURRICULUM PROPOSALS APPROVED BY THE UNIVERSITY CURRICULUM COMMITTEE AND FORWARDED TO THE SENATE
BUSINESS ADMINISTRATION CONTINUED
MANAGEMENT AND ORGANIZATION

Advisors: Danton, Eabek, Gulesian, Mueller, Nienholt, Nixon and Parson

The Management and Organization specialization reflects the diverse activities required to productively utilize the organization's resources. Concepts from economic, political science, psychology, sociology and mathematics are integrated to provide practical applications to the identification and solution of organizational demands and challenges within our society. Students selecting this specialization may emphasize Entrepreneurship, Human Resource Management or Organizational Behavior. A minimum of 25 credit hours is required for this specialization.

Required Courses: Credits
BUS 381, Management of Human Resources 3
BUS 481, Organizational Behavior 3

Plus, a minimum of 15 credits from one of the following options:

Entrepreneurship Option:
This option concentrates on the skills needed for starting, operating and managing a small business. Particular attention is given to the areas of risk taking, decision making, venture capital, strategic planning, internal operations, marketing and personnel.

Eligible courses:
BUS 367, BUS 374, BUS 462, BUS 469, BUS 482, BUS 483, BUS 487, BUS 492, ECON 452.

Human Resource Management Option:
This option addresses the planning and maintaining of relationships between an organization and its personnel. Studies include job analysis and design, recruitment, selection, compensation, training and labor relations.

Eligible courses:
BUS 377, BUS 379, BUS 479, BUS 483, BUS 486, BUS 488, ECON 355.

Management and Organizational Behavior Option:
This option focuses on the activities necessary to coordinate people, technology and structure in attaining organizational objectives. Studies include both the theory and practice of management as preparation for leadership in public and private organizations.

Eligible courses:
BUS 384, BUS 385, BUS 389, BUS 425, BUS 482, BUS 483, ECON 452.

OPERATIONS MANAGEMENT AND INFORMATION SYSTEMS

Advisors: Bundy and Kesling

This specialization encompasses the quantitative realm of management. Students gain experience in the application of selected techniques from management science, operations management, statistical analysis, systems analysis and design of management information systems. Minimum of 25 credits required.

Required Courses: Credits
BUS 324, Advanced Operations Management 5
BUS 387, MIS Analysis and Design 5
BUS 410, Application of Digital Computers 5
BUS 435, Production Management 5

Plus, a minimum of 5 additional credits from the following list:
BUS 321, BUS 480, CPSC 157, CPSC 177, ECON 324.

MARKETING MANAGEMENT

Advisors: Beaghen, Fujimoto, Golden and B. Johnson

The marketing curriculum provides background for careers in sales, advertising, marketing management, research and analysis and retail management. Marketing topics include researching and analyzing consumers, market demand, pricing, product distribution and development, and communication in order to develop marketing strategies and policies. Minimum of 25 credits required.

Required Courses: Credits
BUS 462, Marketing Promotion Management.... 5
BUS 468, Marketing Problems and Policies.... 5
BUS 469, Marketing Research.... 5

Plus a minimum of 10 credits from the following list:
BUS 361, BUS 367, BUS 463, BUS 464, BUS 465, BUS 466, BUS 467, ME 367.
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BUSINESS ADMINISTRATION CONTINUED

AS IT APPEARS
BUSINESS ADMINISTRATION MINOR

Advisors: Mueller, Parson

This minor provides students the opportunity to select business administration and supporting accounting and economics courses to meet individual educational needs.

Required: Credits
ECON 201, Principles of Economics Micro .................. 5
ACCT 201, Managerial Accounting Analysis .................. 5

Plus an additional 20 credits from the Department of Business Administration (courses with MS, FIN, IR, MGT, MKT prefix). The program must be approved by the Business Administration minor advisor.

PROPOSED
BUSINESS ADMINISTRATION MINOR
Advisors: Fairburn, Mueller, Parson

The Business Administration minor provides students the opportunity to select business administration and supporting accounting and economic courses to meet individual educational needs. (Students must complete ADOM 202B or equivalent, and ACCT 251 prior to enrolling in ACCT 253.

Required courses Credits
ECON 201, Principles of Economics, Micro .... 5
ACCT 253, Managerial Accounting .... 5
Electives by advisement .... 20

Electives to be taken from the Department of Business Administration (courses' with the BUS prefix). At least 15 of these 20 credits must be upper division. These 20 additional credits cannot be counted towards any other major, minor or specialization within the School of Business and Economics.