

 FLORIDA ATLANTIC UNIVERSITY	NEW COURSE PROPOSAL Undergraduate Programs		UUPC Approval <u>12/2/19</u> UFS Approval _____ SCNS Submittal _____ Confirmed _____ Banner Posted _____ Catalog _____
	Department Management Programs College Business (To obtain a course number, contact erudolph@fau.edu)		
Prefix MAN Number 3442	(L = Lab Course; C = Combined Lecture/Lab; add if appropriate) Lab Code _____	Type of Course <input type="text" value="Lecture"/>	Course Title International Business Negotiations
Credits (Review Provost Memorandum) 3	Grading (Select One Option) Regular <input checked="" type="radio"/> Pass/Fail <input type="radio"/> Sat/UnSat <input type="radio"/>	Course Description (Syllabus must be attached; Syllabus Checklist recommended; see Guidelines) This course is aimed at developing expertise in negotiations across cultural borders, working with various suppliers, developing multicultural project teams and sensitivity, and developing counter proposals.	
Effective Date (TERM & YEAR) <u>Fall 2020</u>	Prerequisites, with minimum grade* Either MAN 3025, PSY 1012, ANT 2000, SYG 1000, SYG 2010, or HSA 4124, with a C grade or better.		Corequisites _____ Registration Controls (Major, College, Level) Junior Standing
*Default minimum passing grade is D-. Prereqs., Coreqs. & Reg. Controls are enforced for all sections of course			
WAC/Gordon Rule Course <input type="radio"/> Yes <input checked="" type="radio"/> No WAC/Gordon Rule criteria must be indicated in syllabus and approval attached to proposal. See WAC Guidelines .		Intellectual Foundations Program (General Education) Requirement (Select One Option) None General Education criteria must be indicated in the syllabus and approval attached to the proposal. See GE Guidelines .	
Minimum qualifications to teach course Master's with 18 graduate credits in Management/International Business			
Faculty Contact/Email/Phone D. Searcy dsearcy@fau.edu 7-0806		List/Attach comments from departments affected by new course	
Approved by Department Chair <u>[Signature]</u> College Curriculum Chair <u>[Signature]</u> College Dean <u>[Signature]</u> UUPC Chair <u>[Signature]</u> Undergraduate Studies Dean <u>[Signature]</u> UFS President _____ Provost _____		Date <u>10/29/19</u> <u>11/21/19</u> <u>11-26-19</u> <u>12/2/19</u> <u>12/6/19</u>	

Email this form and syllabus to mjennning@fau.edu seven business days before the UUPC meeting.