

REVISIONS APPROVED BY SENATE CHAIRPERSON 8/20/04.

ILLINOIS STATE UNIVERSITY
UNDERGRADUATE PROGRAMS
REQUEST FOR NEW PROGRAM APPROVAL

Purpose: Proposed new undergraduate programs (degrees, sequences, certificates) must include information concerning how the program will be financially supported to proceed through the

curriculum proposal process. Signatures of the College Dean and Provost/Provost Representative are required prior to submission of the new program to the College Curriculum Committee.

Procedure: This completed form, with all necessary signatures, is to be attached to new program curricular proposals.

Definition: A "program" can be either a degree, a sequence as part of a degree or a certificate.

Complete the following information:

Department: MARKETING _____ Date: NOVEMBER 7, 2005 __

Proposed New Program: Professional Sales Sequence

Person Completing Form: Timothy A. Longfellow, Chairperson __ Contact #: 438-7262

Complete Table I to show student enrollment projections for the program.

Table I
STUDENT ENROLLMENT PROJECTIONS FOR THE NEW PROGRAM

	1st Year (July - June)	2nd Year	3rd Year	4th Year	5th Year
Number of Program Majors (Fall headcount)	50	100	150	150	150
Annual Full-Time-Equivalent Majors	70	120	150	150	150
Annual Credit Hours in EXISTING Courses ₁	1150	1300	1375	1375	1375
Annual Credit Hours in NEW Courses ₁	180	360	504	504	504
Annual Number of degrees Awarded	10	35	55	55	55

₁Include credit hours generated by both majors and non-majors in courses offered by the academic unit directly responsible for the proposed program.

