

**Eastern Illinois University**  
**New Course Proposal Format**

(Approved by CAA on 4/3/14 and CGS on 4/15/14, Effective Fall 2014)

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| CGS Agenda Item: 17-59<br>Effective Spring 2018 |
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**Banner/Catalog Information (Coversheet)**

1. ☒ **New Course** or ☐ **Revision of Existing Course**
2. **Course prefix and number:** MBA 5900A
3. **Short title:** Management Simulation
4. **Long title:** Management Simulation
5. **Hours per week:** 3 Class 0 Lab 3 Credit
6. **Terms:** ☐ Fall ☐ Spring ☐ Summer ☒ On demand
7. **Initial term:** ☐ Fall ☒ Spring ☐ Summer Year: 2018
8. **Catalog course description:** Capstone course of the M.B.A. program requiring integration of knowledge and skills for business problem solving. Utilizes a nationally recognized simulation widely used in university programs and in industry. This course focuses on functions of top management, major issues affecting organizational success, decisions determining direction of the enterprise, and ethical and social responsibility implications of strategic decisions. This course is available only to students in the MBA Online program or by permission of the Coordinator, Graduate Business Studies.
9. **Course attributes:**  
  
General education component: N/A  
  
   Cultural diversity    Honors    Writing centered    Writing intensive    Writing active
10. **Instructional delivery**  
**Type of Course:**  
  
   ☒ Lecture    ☐ Lab    ☐ Lecture/lab combined    ☐ Independent study/research  
   ☐ Internship    ☐ Performance    ☐ Practicum/clinical    ☐ Other, specify:     
  
**Mode(s) of Delivery:**  
  
   Face to Face    ☒ Online    Study Abroad  
   Hybrid, specify approximate amount of on-line and face-to-face instruction
11. Course(s) to be deleted from the catalog once this course is approved. NONE
12. **Equivalent course(s):** MBA 5900
  - a. Are students allowed to take equivalent course(s) for credit?    Yes    ☒ No
13. **Prerequisite(s):** MBA 5010 or 3 hours of ACC 5000 or higher, MBA 5640, and MBA 5660.
  - a. Can prerequisite be taken concurrently?    Yes    ☒ No

**b. Minimum grade required for the prerequisite course(s)?**   C  

**c. Use Banner coding to enforce prerequisite course(s)?**      Yes   X   No

**d. Who may waive prerequisite(s)?**

     No one      Chair      Instructor      Advisor   X   Other (specify) Coordinator,  
Graduate Business Studies

**14. Co-requisite(s):**   NONE  

**15. Enrollment restrictions**

**a. Degrees, colleges, majors, levels, classes which may take the course:**    MBA

**b. Degrees, colleges, majors, levels, classes which may not take the course:** All others     

**16. Repeat status:**   X   May not be repeated      May be repeated once with credit

**17. Enter the limit, if any, on hours which may be applied to a major or minor:**     

**18. Grading methods:**   X   Standard      CR/NC      Audit      ABC/NC

**19. Special grading provisions:**

  NA   Grade for course will not count in a student's grade point average.

  NA   Grade for course will not count in hours toward graduation.

  NA   Grade for course will be removed from GPA if student already has credit for or is registered in:

    

  NA   Credit hours for course will be removed from student's hours toward graduation if student already has credit for or is registered in:     

**20. Additional costs to students:**

Supplemental Materials or Software    included in Course Fee     

Course Fee      No   X   Yes, Explain if yes \$100 course fee for program simulations, software and supplemental materials that will be purchased in bulk and distributed online in the course materials

**21. Community college transfer:**

     A community college course may be judged equivalent.

  X   A community college may not be judged equivalent.

Note: Upper division credit (3000+) will not be granted for a community college course, even if the content is judged to be equivalent.

## **Rationale, Justifications, and Assurances (Part I)**

1. ☒ Course is required for the major(s) of Master of Business Administration  
☐ Course is required for the minor(s) of \_\_\_\_\_  
☐ Course is required for the certificate program(s) of \_\_\_\_\_  
☐ Course is used as an elective
2. **Rationale for proposal:** This course is a required course in the MBA Online program. The course objectives and content are the same as MBA 5900; the MBA 5xxxA's courses are being added to address differential tuition rates and separate course fees that are unique to the MBA Online program courses.
3. **Justifications for (answer N/A if not applicable)**  
Similarity to other courses: Intentionally the same course, same degree program, but is needed to address administrative differences between degree program designs (online versus face-to-face)  
Prerequisites: Material in MBA level course requires knowledge of accounting, finance, and operations management for terminology, concepts, theories and practices that will be applied in this capstone MBA course.  
Co-requisites: NONE  
Enrollment restrictions: Due to the specificity of the research and content examined, and the specialized MBA Online program structure, enrollment in this course will be restricted to MBA Online students or those with permission of the Coordinator, Graduate Business Studies.  
Writing active, intensive, centered: N/A
4. **General education assurances (answer N/A if not applicable)**  
General education component: N/A  
Curriculum: N/A  
Instruction: N/A  
Assessment: N/A
5. **Online/Hybrid delivery justification & assurances (answer N/A if not applicable)**  
Online or hybrid delivery justification: Offering and instructing this course through an online model allows and increases the enrollment probability of alumni and other interested students who have moved away from campus, are currently employed, or live outside the East Central Illinois area. Online delivery of this course provides the opportunity to market to these potential students through the MBA online program offered by the School of Business at EIU.

Instruction: Lectures equivalent to those from the face-to-face courses may be recorded & posted online. All faculty who will deliver this course online are/will be OCDi (or appropriate equivalent) trained.

Integrity: Students will take quizzes and exams through an online testing taking monitoring system, or they will take them at a proctored facility such as a community college in their area.

Interaction: At the discretion of the faculty, provisions and requirements would vary but generally will utilize Email, Web-Based Discussions, and Web-conferencing. Email will be utilized in addressing individual student questions/communication. The web-based discussions (via a LMS-type environment) will be used to gauge student understanding of the materials presented via web-based video delivery and to provide clarification from the instructor. Web-based conferencing will be used to provide students with the opportunity to present their work to all members of the class, receive real-time feedback in the form of questions and discussion of their presentation and interact in real time with the faculty member and classmates.

### **Model Syllabus (Part II)**

Please include the following information:

1. Course number and title: MBA 5900A Management Simulation
2. Catalog description:

Capstone course of the M.B.A. program requiring integration of knowledge and skills for business problem solving. Utilizes a nationally recognized simulation widely used in university programs and in industry. This course focuses on functions of top management, major issues affecting organizational success, decisions determining direction of the enterprise, and ethical and social responsibility implications of strategic decisions. This course is available only to students in the MBA Online program or by permission of the Coordinator, Graduate Business Studies. \_\_
3. Learning objectives (Graduate Learning Goals): Students will be able to:
  1. Make effective business decisions in an environment of dynamic competition and imperfect information. (GLG 2, 4)
  2. Identify and analyze managerial problems individually and in groups. (GLG 2, 3)
  3. Integrate the knowledge, skills, and abilities acquired from core courses to the needs of the organization as a whole. (GLG 1, 4)
  4. Demonstrate analytical and problem solving ability under conditions of uncertainty with emphasis on the use of computers. (GLG 2, 4)
4. Course materials: Students are required to purchase the CapSim Simulation exercise and CompXM final directly from the web. The instructor will provide detailed instruction regarding the process.
5. Weekly outline of content:

| <b>TOPIC</b>   | <b>APPROXIMATE<br/>CLASS HOURS</b> |
|--|------------------------------------|
| Introduction to the Simulation   | 2.5                                |
| Team Development and Team Decision Making                                      | 2.5                                |
| Integrative Decision making in a Competitive Environment                       | 2.5                                |
| Development of a Simulation Strategy   | 2.5                                |
| Practice Round 1/ Debriefing – Marketing                                       | 2.5                                |
| Practice Round 2/ Debriefing – Product Development and Introduction            | 2.5                                |
| Round 1/ Debriefing – Production Capacity                                      | 2.5                                |
| Round 2/Debriefing – Human Resource and TQM Decisions                          | 2.5                                |
| Round 3/Debriefing – Sources of Finance  | 2.5                                |
| Round 4/Debriefing – Strategic Decision Making Distractions                    | 2.5                                |
| Round 5/Debriefing – Global Competitiveness                                    | 2.5                                |
| Round 6/Debriefing – Performance Measures and the Balanced Score Card Approach | 2.5                                |
| Round 7/Debriefing – Leadership, Ethics, and Team Effectiveness                | 2.5                                |
| Round 8/Debriefing – Comparative Strategic Approaches                          | 2.5                                |
| Reflection Opportunity for Simulation Exercise                                 | 2.5                                |
| Comprehensive Individual Exercise (COMPXM)/Final                               | 2                                  |
| TOTAL Hours (including Final Exam)   | 39.5                               |

**6. Assignments and evaluation, including weights for final course grade:**

|                                    |  |
|------------------------------------|--|
| <b>Analysis paper</b>              | 30% paper to demonstrate understanding of the strategic implications of a selected publicly traded corporate 10K, Annual Report, most recent investor call, and competitive research findings.                       |
| <b>Simulation</b>                  | 30% web based simulation/ intra-class competition/ team project  |
| <b>CompXM final</b>                | 30% Simulation final   |
| <b>Updated resume/cover letter</b> | 10% an assignment that is intended to be functional as a function of completing the MBA program  |
| <b>Reflection Paper</b>            | A paper to assist in preparation for graduation and transition to further career decisions – This paper will be assigned at the instructor's discretion if team performance on the Simulation is below expectations. |
| <b>Current Events</b>              | Required- no grade - a power point, open discussion presentation pertaining to current events in a broad selection of topics.  |

**7. Grading scale:**

| Letter Grade | Scale     |
|--------------|-----------|
| -----        | -----     |
| A            | 92%-100%  |
| B            | 82%-91.9% |
| C            | 72%-81.9% |
| D            | 60%-71.9% |
| F            | Below 60% |

**8. Correlation of learning objectives to assignments and evaluation:**

| LO | Analysis Paper | Simulation | CompXM Final | Updated resume/cover letter | Reflection Paper | Current Events |
|----|----------------|------------|--------------|-----------------------------|------------------|----------------|
| 1  | X              | X          | X            |                             |                  | X              |
| 2  |                | X          | X            |                             | X                | X              |
| 3  | X              | X          | X            | X                           | X                | X              |
| 4  |                | X          | X            |                             |                  |                |

**Date approved by the discipline (MGT): 9/11/2017**

**Date approved by the department or school: 9/12/2017**

**Date approved by the college curriculum committee: 9/18/2017**

**Date approved by the Honors Council (if this is an honors course): NA**

**Date approved by CAA: NA CGS:**