

COUNCIL OF CHIEF ACADEMIC OFFICERS CONFERENCE CALL AGENDA

**October 23, 2017
11:00 am**

CONFERENCE CALL INFORMATION

DIAL: 866.620.7326

CONFERENCE CODE: 1366296630

I. Call To Order

II. Program Requests

- A. *Bachelor of Science in Business Administration with a Major in Professional Strategic Selling (Second Reading)* April Mason, KSU p. 2
- B. *Master of Science in Athletic Training (Second Reading)* April Mason, KSU p. 6
- C. *Bachelor of Interdisciplinary Studies in General Studies (Second Reading)* David Cordle, ESU p. 15
- D. *Bachelor of Science in Homeland Security (First Reading)* Tony Vizzini, WSU p. 19

III. Other Business

- A. *Presentation of Degree Proposals* Jean Redeker, KBOR
- B. *April 18, 2018 COCAO Teleconference* Jean Redeker, KBOR

IV. Adjournment

Council of Chief Academic Officers Meeting Schedule

MEETING DATES	Location	Lunch Rotation	New Program/Degree Requests Due	Agenda Materials Due
October 23, 2017	teleconference	--	September 5, 2017	October 9, 2017
November 15, 2017	WSU	WSU	October 4, 2017	October 30, 2017
December 20, 2017	Topeka	FHSU	November 8, 2017	December 4, 2017
January 17, 2018	Topeka	KSU	December 6, 2017	January 2, 2018
February 14, 2018	Topeka	KU	January 3, 2018	January 29, 2018
March 14, 2018	PSU	PSU	January 31, 2018	February 26, 2018
April 18, 2018	teleconference	--	February 28, 2018	April 2, 2018
May 16, 2018	KUMC	KUMC	April 4, 2018	April 30, 2018
June 20, 2018	Topeka	Washburn	May 9, 2018	June 4, 2018

**New Degree Request – Kansas State
University Program Summary Form**

<u>Criteria</u>	<u>Program Summary Form</u>
1. Program Identification	<p>Bachelor of Science in Business Administration Major: Professional Strategic Selling CIP Code: 52.1804 Anticipated Effective Date: Fall 2018; 2018-2019 will be the first year of implementation</p>
2. Academic Unit	College of Business Administration; the initial department assuming responsibility for administering this program will be the Department of Marketing
3. Program Description	The Major in Professional Strategic Selling will focus on providing students with the business skills necessary to be successful in a sales career; such careers include customer-oriented selling, prospecting, account management, customer relationship management, negotiation, sales analytics, sales technology, and sales leadership.
4. Demand/Need for the Program	<p>Universities with sales programs are rare, and universities with sales majors even more rare (only 18 in the U.S., and none in Kansas). Student demand at K-State for the Certificate in Professional Strategic Selling (CPSS) since its 2012 implementation has a 1150% growth in student demand and a 100% placement rate for students earning the certificate.</p> <p>A survey of current students enrolled in the Certificate in Professional Strategic Selling Program indicated 81% (38 out of 47 responding students) were interested in earning a sales major if such a program existed.</p> <p>U.S. Bureau of Labor Statistics for employment by sales occupation (2014 and projected 2024) reveal steady growth across sales occupations; overall growth is projected at 5%, or roughly 778,000 new jobs between 2014-2024. Replacement rates are expected to create a need for 1,876,300 sales jobs from 2014-2024⁽¹⁾.</p>
5. Comparative /Locational Advantage	Across the United States, only 18 universities offer a sales major; none of these are in Kansas and there is only one in the Big 12 – Baylor University. A sales major would further identify K-State as one of the leading universities in sales education. The National Strategic Selling Institute (NSSI) at Kansas State University has established itself a nationally-ranked, top sales program for each of the past six years by the Sales Education Foundation. The NSSI is the only sales program in Kansas to meet the standards for sales excellence set by the University Sales Center Alliance.
6. Curriculum	This 120-credit hour program consists of (1) 63 hours of Business Administration Pre-Professional Courses (including General Education courses); (2) 21 hours of Business Core Courses; (3) 18 hours required classes for the Professional Strategic Selling Major; (4) six hours of electives for the Professional Strategic Selling Major; (5) six hours of restricted electives from humanities, natural sciences, quantitative, or social sciences; and (6) six hours of unrestricted electives.

1 _____

Source: Employment Projections program, U.S. Bureau of Labor Statistics. Retrieved from: <https://www.bls.gov/oes/>

7. Faculty Profile	<p>The faculty required to teach the Major in Professional Strategic Selling are currently on staff. Two tenured and one tenure-track faculty members have doctoral degrees relevant to sales and maintain active research programs in the discipline.</p> <table border="1" data-bbox="487 231 1356 655"> <thead> <tr> <th data-bbox="487 231 808 304">Faculty Name</th> <th data-bbox="808 231 1084 304">Faculty Rank</th> <th data-bbox="1084 231 1252 304">Highest Degree</th> <th data-bbox="1252 231 1356 304">FTE</th> </tr> </thead> <tbody> <tr> <td data-bbox="487 304 808 344">Dawn Deeter-Schmelz</td> <td data-bbox="808 304 1084 344">Professor</td> <td data-bbox="1084 304 1252 344">Ph.D.</td> <td data-bbox="1252 304 1356 344">1.0</td> </tr> <tr> <td data-bbox="487 344 808 384">Edward Nowlin</td> <td data-bbox="808 344 1084 384">Asst Professor</td> <td data-bbox="1084 344 1252 384">Ph.D.</td> <td data-bbox="1252 344 1356 384">1.0</td> </tr> <tr> <td data-bbox="487 384 808 424">Douglas Walker</td> <td data-bbox="808 384 1084 424">Assoc Professor</td> <td data-bbox="1084 384 1252 424">Ph.D.</td> <td data-bbox="1252 384 1356 424">0.5</td> </tr> <tr> <td data-bbox="487 424 808 464">David Lehman</td> <td data-bbox="808 424 1084 464">Instructor</td> <td data-bbox="1084 424 1252 464">M.B.A.</td> <td data-bbox="1252 424 1356 464">1.0</td> </tr> <tr> <td data-bbox="487 464 808 537">Tom Clark</td> <td data-bbox="808 464 1084 537">Executive-in-Residence</td> <td data-bbox="1084 464 1252 537">M.S.</td> <td data-bbox="1252 464 1356 537">0.5</td> </tr> <tr> <td data-bbox="487 537 808 611">Robert Strawn</td> <td data-bbox="808 537 1084 611">Executive-in-Residence</td> <td data-bbox="1084 537 1252 611">M.B.A.</td> <td data-bbox="1252 537 1356 611">.25</td> </tr> <tr> <td data-bbox="487 611 808 655">Dawne Martin</td> <td data-bbox="808 611 1084 655">Instructor</td> <td data-bbox="1084 611 1252 655">Ph.D.</td> <td data-bbox="1252 611 1356 655">.25</td> </tr> </tbody> </table> <p><i>FTE = Full-Time Equivalent for this program.</i> We will utilize two Executive-in-Residences with extensive sales/industry experience. Other faculty in the department have expressed interest in teaching sales coursework as the need arises.</p>	Faculty Name	Faculty Rank	Highest Degree	FTE	Dawn Deeter-Schmelz	Professor	Ph.D.	1.0	Edward Nowlin	Asst Professor	Ph.D.	1.0	Douglas Walker	Assoc Professor	Ph.D.	0.5	David Lehman	Instructor	M.B.A.	1.0	Tom Clark	Executive-in-Residence	M.S.	0.5	Robert Strawn	Executive-in-Residence	M.B.A.	.25	Dawne Martin	Instructor	Ph.D.	.25
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8. Student Profile	<p>Students majoring in Professional Strategic Selling will be undergraduate students accepted for study in the College of Business Administration. These students will have an interest in a sales career. Students who excel tend to have strong internal motivation and a competitive nature. Consistent with enrollment in the CPSS, we expect a diverse group of students in the program, including a significant number of underrepresented minorities and women.</p>																																
9. Academic Support	<p>This major is being initiated through existing courses and one new course. Therefore, academic support for this program will be provided through existing resources already in place to deliver the Certificate in Professional Strategic Selling. Advising for the program will follow the College of Business Advising model, with students assigned an advisor through the College of Business Student Resource Center.</p>																																
10. Facilities and Equipment	<p>The program currently houses six sales role-play rooms, including technology, a conference room that includes sales technology and webinar capabilities, and access to a behavioral research lab within the National Strategic Selling Institute. Consequently, no new facilities or equipment will be needed to implement this new major.</p>																																
11. Program Review, Assessment, Accreditation	<p>The College of Business Administration is accredited by the AACSB International, and this program will fall under that accreditation process. Further, the NSSI has met the standards established by the University Sales Center Alliance and is a member in good standing. An assessment plan for student outcomes includes evaluation of student role-plays, assignments, projects and tests. This program may also be subject to additional assessment processes from the Higher Learning Commission and the Kansas Board of Regents.</p>																																
12. Costs, Financing	<p>Costs for salaries for the implementation year are \$232,058, with operational costs of \$4,000 (total: \$236,058). No additional costs beyond this amount are needed for year two; for year three, we have increased this budget to \$364,528 (due to additional instruction salary). Faculty salaries are paid by a combination of general use funds (through internal reallocation) and private funding sources. Administrative salaries and stipends are paid via private funding sources.</p>																																

**CURRICULUM OUTLINE NEW
DEGREE PROPOSALS
Kansas Board of Regents**

- I. Identify the new degree:** Major in Professional Strategic Selling
II. Provide courses required for each student in the major:

Course Name & Number	Course Credit Hours	Total Credit Hours
Business Administration Courses Pre-Professional (BAPP) Program:	General Education	54
Business Core: ACCTG 231 Accounting for Business Operations	3	
ACCTG 241 Accounting for Investing and Finance	3	
FINAN 450 Principles of Finance	3	
GENBA 101 Business Orientation	0	
GENBA 110 Business Foundations	3	
GENBA 166 Business Information Technology Skills Proficiency	0	
MANGT 366 Information Technology for Business	3	
MANGT 420 Management Concepts	3	
MANGT 421 Introduction to Operations Management	3	
MANGT 595 Business Strategy	3	
MANGT 596 Business Ethics and Corporate Citizenship	3	
MKTG 400 Introduction to Marketing	3	
Total Hours Business Core		30
Economics Electives Economics electives must be selected from economics <i>(offerings numbered 500 or above excluding ECON 505 in consultation with the student's academic advisor)</i>		6
Unrestricted Electives	Total Hours Unrestricted Electives	6
Major in Professional Strategic Selling: Core Courses	MKTG 542 Fundamentals of Professional Selling	3
	MKTG 550 Business Marketing	3
	MKTG 560 Sales Force Leadership	3
	MKTG 565 Customer Relationship Management	3
	MKTG 570 Advanced Selling	3
	MKTG 499 Sales Experiential Learning	3
	Total Hours Major Core Courses	18
Major in Professional Strategic Selling: Electives	<i>Choose two (2) from the following list:</i>	6
	MKTG 450 Consumer Behavior (3)	
	MKTG 496 Special Topics in Marketing: Relationship Marketing (3)	
	MKTG 496 Special Topics in Marketing: Cooperation Selling (3)	
	MKTG 544 International Marketing (3)	
	MKTG 496 Services Marketing (3)	
	MKTG 545 Marketing Channels (3)	
	MKTG 580 Business Intelligence for Strategic Decision Making (3)	
	Total Hours Major Electives	6
Research	Not applicable	
Practica	Not applicable	
<u>Total Hours for Major in Professional Strategic Selling</u>		120

IMPLEMENTATION YEAR FY 2018-2019
Fiscal Summary for Proposed Academic Programs Institution:
Kansas State University
Proposed Program: Major in Professional Strategic Selling

Part I. Anticipated Enrollment	Implementation Year		Year 2		Year 3	
	Full-Time	Part-Time	Full-Time	Part-Time	Full-Time	Part-Time
A. Full-time, Part-time Headcount:	30	0	50	0	75	0
B. Total Semester Credit Hours taken by students in program	900		1500		2250	
Part II. Program Cost Projection						
A. In implementation year one, list all identifiable General Use costs to the academic unit(s) and how they will be funded. In subsequent years, please include only the additional amount budgeted.						
<u>Salaries and Fringe...Total</u>	<u>\$232,058</u>		<u>\$232,058</u>		<u>\$360,528</u>	
Instruction: GTAs	0		0		0	
Instruction: Adjuncts/Instructors/Non-Tenure Track	15,062		15,062		30,124	
Instruction: Tenure and Tenure-Track Administration	113,409		113,409		226,817	
Support Staff	71,890		71,890		71,890	
	31,697		31,697		31,697	
<u>Other Operating Expenses...Total</u>	<u>\$4,000</u>		<u>\$4,000</u>		<u>\$4,000</u>	
Office Expenses	4,000		4,000		4,000	
<u>TOTAL:</u>	<u>\$236,058</u>		<u>\$236,058</u>		<u>\$364,528</u>	

Indicate source and amount of funds if other than internal reallocation:

All funding sources will be due to internal reallocation and private funding, i.e., through the J. J. Vanier Distinguished Chair in Business Administration and funds raised by the National Strategic Selling Institute. Note: Faculty salaries are paid from a combination of general use and private funding sources.

Administrative salaries are paid from private funding sources.

New Degree Request – KANSAS STATE UNIVERSITY

<u>Criteria</u>	<u>Program Summary</u>
1. Program Identification Anticipated Date of Implementation	Master of Science Athletic Training CIP 51.0913 August, 2020
2. Academic Unit	College of Human Ecology, Department of Food, Nutrition, Dietetics, and Health
3. Program Description	<p>The proposed MS in Athletic Training will serve students on the K-State campus as a Commission on Accreditation of Athletic Training Education (CAATE) accredited program. This program represents a degree change from the CAATE Accredited Bachelor of Science in Athletic Training.</p> <p>The Athletic Training Strategic Alliance (Board of Certification, Commission on Accreditation of Athletic Training Education, National Athletic Trainers' Association, and the National Athletic Trainers' Association Foundation) recently announced that the entry-level professional degree that has been offered at the bachelor's degree level must transition to the Master of Science degree level prior to the fall term of 2022.</p> <p>The proposed program will have 2 admission paths; a five-year degree admission and a post-Baccalaureate admission. Once admitted into the proposed M.S. in Athletic Training program, the students from both pathways will be placed into a single cohort. Incoming first-year students in the fall of 2017 will be the last undergraduate athletic training cohort to be eligible for acceptance into the current accredited B.S. in Athletic Training program.</p> <p>This curriculum will provide theoretical and clinical experience in the five professional practice domains of Athletic Training: injury/illness prevention and wellness protection, clinical evaluation and diagnosis, immediate and emergency care, treatment and rehabilitation, and organizational and professional health and well-being.</p> <p>Graduates will use research, innovative methods, and evidence-based healthcare practices with their clients in secondary schools, colleges and universities, hospitals, clinics, industry, military, and the performing arts.</p>
4. Demand/Need for the Program	<p>Kansas State University currently offers an undergraduate Athletic Training Program in the College of Human Ecology and Department of Food, Nutrition, Dietetics and Health, accredited by the CAATE. This program was accredited in 2004 and has remained in good standing with CAATE.</p> <p>The Athletic Training program has experienced high enrollments over the past decade, and its popularity has required an enrollment cap to ensure the students' needs are being met.</p> <p>A survey of the current undergraduate students majoring in Athletic Training from the College of Human Ecology in at Kansas State University was conducted to evaluate interest in the M.S. in Athletic Training Program. The survey responses (50 total responses) showed that of the Freshman pre-professional phase students (12 responses) and the professional level students admitted into the program (38 responses), 84% would pursue the M.S. in Athletic Training degree (40 students).</p>

4. Demand/Need for the Program <i>(continued)</i>	<p>There are currently no accredited M.S. in Athletic Training programs in the state of Kansas and, due to increased accreditation requirements, the number of accredited programs in Kansas and in bordering states will continue to decrease. Therefore, student enrollment in Athletic Training will likely increase due to the reduced number of accredited programs in the region.</p>																																		
5. Comparative /Locational Advantage	<p>While there are no CAATE accredited entry-level Master of Science Athletic Training professional degree programs in Kansas, there are 13 CAATE accredited bachelor degree programs in the state; three of these programs are on Academic Probation with CAATE (Benedictine College, Bethany College, and Tabor College), and Benedictine and Bethany are voluntarily withdrawing their accreditation. Sterling College is seeking a degree change from the bachelor degree to a master's degree, and the University of Saint Mary is seeking new accreditation. It is anticipated that there will be continued attrition of the nine remaining Kansas professional programs still in good standing with CAATE, as well as attrition of other institutions in bordering states that are unable or are unwilling to transition their existing AT Programs from the bachelor level professional degree to the master level professional degree.</p> <p>Specifically, of the nine Kansas CAATE accredited AT Programs in good standing with CAATE, only five institutions have program directors and or clinical coordinators who have a terminal degree. Of these five programs, K-State has the largest reported number of students graduating from its program. As of May 22, 2017, the three-year aggregate of graduating students and the annual number in each graduating class (2013-14, 2014-15, and 2015-16) are as follows for these five programs (note: the total for the three years appears first, followed by a graduation number for each of the three years reporting): Kansas State University 70 (22, 24, 24); Fort Hays State University 16 (Unknown); Sterling College 26 (9, 5, 12); University of Kansas 39 (9, 15, 15); and Wichita State University 11 (6, 3, 2). Of the remaining schools in Kansas, the number of reported graduates from the program are: Bethel 7 (2,3,2); Emporia State University 11 (6,3,2); Southwestern College 5 (2,2,5); and Washburn 22 (8,7,7).</p>																																		
6. Curriculum	<p>A three-year, 99-semester credit hour pre-professional program precedes the 51-semester credit hour professional program for this 5-year Master of Science in Athletic Training degree (for a total of 150 semester credit hours).</p> <p>The curriculum for the pre-professional program includes introductory courses in biology, athletic training, chemistry, anatomy and physiology, statistics, physics, and nutrition, among others.</p> <p>Pre-Professional Program</p> <p>Year 1</p> <table border="1" data-bbox="558 1598 1224 1896"> <thead> <tr> <th rowspan="2">Course Title</th> <th colspan="2">Fall</th> <th rowspan="2">Sem Cdt Hrs</th> </tr> <tr> <th>Course</th> <th>#</th> </tr> </thead> <tbody> <tr> <td>Expository Writing I</td> <td>ENGL</td> <td>100</td> <td>3</td> </tr> <tr> <td>Principles of Biology</td> <td>BIOL</td> <td>198</td> <td>4</td> </tr> <tr> <td>Basic Nutrition</td> <td>FNDH</td> <td>132</td> <td>3</td> </tr> <tr> <td>College Algebra</td> <td>MATH</td> <td>100</td> <td>3</td> </tr> <tr> <td>Intro Athletic Training</td> <td>FNDH</td> <td>120</td> <td>2</td> </tr> <tr> <td>Intro Athletic Training Lab</td> <td>FNDH</td> <td>121</td> <td>1</td> </tr> <tr> <td>SEM. TOTAL</td> <td></td> <td></td> <td>16</td> </tr> </tbody> </table>	Course Title	Fall		Sem Cdt Hrs	Course	#	Expository Writing I	ENGL	100	3	Principles of Biology	BIOL	198	4	Basic Nutrition	FNDH	132	3	College Algebra	MATH	100	3	Intro Athletic Training	FNDH	120	2	Intro Athletic Training Lab	FNDH	121	1	SEM. TOTAL			16
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SEM. TOTAL			16																																

6. Curriculum (continued)

Year 1 (continued)**Spring**

General Psychology	PSYCH	110	3
		110/111	
Gen. Chem & Lab/Chem I	CHM	or 210	4
Behavior. Basis of Phys Act	KIN	220	4
Public Speaking I	COMM	106	3
Foundations of Human Ecol	GNHE	210	1
*Elective	—	—	<u>3</u>
SEM. TOTAL			18

Year 2**Fall**

Hum Body	BIOL	340	
OR			
Anat. & Physiology	KIN	360	8
Care and Recognition	FNDH	320	3
*Elective	—	—	3
Introduction to Sociology	SOCIO	211	<u>3</u>
SEM. TOTAL			17

Spring

Princ of Macroeconomics	ECON	110	3
Physiology of Exercise	KIN	335	4
*Elective	—	—	3
Expository Writing II	ENGL	200	3
Humanities	—	—	<u>3</u>
SEM. TOTAL			16

Year 3**Fall**

Physio of Exercise Lab	KIN	336	1
3 Nutrition and Exercise	FNDH	635	3
Humanities	—	—	3
Biomechanics	KIN	330	3
*Elective	—	—	3
*Elective	—	—	<u>3</u>
SEM. TOTAL			16

Spring

Introduction to Statistics	STAT	325	3
Physics I	PHYS	113	4
*Elective	—	—	3
*Elective	—	—	3
*Elective	—	—	<u>3</u>
SEM. TOTAL			16

*Apply for Admission to Professional Phase

*Transition from UG to MS Status

Total Number of Semester Credit Hours in Pre-Professional Program: 99

Professional Program

<u>Course Title</u>	<u>Summer</u>		<u>Sem Cdt Hrs</u>
	<u>Course</u>	<u>#</u>	
Gen Medical Assessment and Eval	FNDH	654	3
Emergency Management	FNDH	652	3
Research Methods	FNDH	775	<u>3</u>
SEM. TOTAL			9

Year 4

<u>Fall</u>			
Athletic Training Therapeutic Interventions I	FNDH	854	3
Athletic Training Evaluation I	FNDH	821	3
Pharmacology	FNDH	653	3
Athletic Training Practicum I	FNDH	883	<u>2</u>
SEM. TOTAL			11

<u>Spring</u>			
Athletic Training Therapeutic Interventions II	FNDH	855	3
Evaluation II	FNDH	822	3
Practicum II	FNDH	884	2
Advanced Athletic Training Lab/ Clinical Skills	FNDH	858	<u>3</u>
SEM. TOTAL			11

<u>Summer</u>			
Administration in Ath.Training	FNDH	857	
OR			
Administration in Healthcare Organizations	FNDH	720	3
Ath.Trng. Externship Practicum	FNDH	888	1
Practicum III	FNDH	885	<u>2</u>
SEM. TOTAL			6

Year 5

<u>Fall</u>			
Ath Trng Therapeutic Interventions II	FNDH	855	3
Evaluation II	FNDH	822	3
Practicum II	FNDH	884	2
Advanced Athletic Training Lab/ Clinical Skills	FNDH	858	<u>3</u>
SEM. TOTAL			11

<u>Spring</u>			
Research Experience in Ath.Trng	FNDH	889	4
Practicum V	FNDH	887	<u>2</u>
SEM. TOTAL			6

Total Number of Semester Credit Hours in Professional Program: 5

Total Number of Semester Credit Hours in Professional Program: 51 Total Number of Semester Credit Hours for MS in Athletic Training: 150

7. Faculty Profile	<p>Fourteen graduate faculty in the Department of Food, Nutrition, Dietetics, and Health have been identified to support the proposed program with 6.0 FTE assigned to the program. These positions will be graduate faculty positions, and the clinical coordinator position will transition from the undergraduate program to this graduate program by August 2020.</p> <p>Four of the graduate faculty will be considered core faculty. The core faculty will have the following credentials: terminal degree, certified Athletic Trainer, and Licensed Athletic Trainer. The core faculty will not have teaching responsibility outside of the program.</p> <p>Core faculty include:</p> <table border="1" data-bbox="553 478 1437 709"> <thead> <tr> <th>Name</th> <th>Title</th> <th>FTE</th> <th>Highest Degree</th> <th>Tenure Status</th> </tr> </thead> <tbody> <tr> <td>P. Vardiman</td> <td>Assoc Prof/ Director</td> <td>1.0</td> <td>PhD</td> <td>Tenured</td> </tr> <tr> <td>R. Thiele</td> <td>Asst Prof</td> <td>1.0</td> <td>PhD</td> <td>Tenure Track</td> </tr> <tr> <td>M. Rakestraw</td> <td>Instructor</td> <td>1.0</td> <td>PhD</td> <td>Non-Tenure Track; Grad Faculty Status</td> </tr> <tr> <td>S. Dietrich</td> <td>Asst Prof</td> <td>1.0</td> <td>PhD</td> <td>Tenure Track</td> </tr> </tbody> </table>	Name	Title	FTE	Highest Degree	Tenure Status	P. Vardiman	Assoc Prof/ Director	1.0	PhD	Tenured	R. Thiele	Asst Prof	1.0	PhD	Tenure Track	M. Rakestraw	Instructor	1.0	PhD	Non-Tenure Track; Grad Faculty Status	S. Dietrich	Asst Prof	1.0	PhD	Tenure Track
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S. Dietrich	Asst Prof	1.0	PhD	Tenure Track																						
8. Student Profile	<p>Students entering the proposed program may come from a variety of academic backgrounds who have a healthcare focus, but all will be interested in becoming a Certified Athletic Trainer. Students will be recruited for admission into the five-year option as well as into the post-baccalaureate option. Students will be required to complete an application to the M.S. in Athletic Training program, and those who meet the minimum criteria for admission also will be required to complete an on-campus interview.</p> <p>Students drawn to this program will be interested in focusing on decision-making skills, applying knowledge through evaluating symptoms and working with other healthcare professionals, attention to detail during both preventative and healing stages, and interpersonal skills.</p>																									
9. Academic Support	<p>No new academic support will be needed. Undergraduate and graduate students will have access to advising services provided by the core faculty members and the department undergraduate advisors.</p> <p>In addition to the support received from the Athletic Training staff and faculty, students also will have access to support within the Department of Food, Nutrition, Dietetics and Health from the graduate student services coordinator, the graduate program director, and office staff. All students may receive support via writing workshops, student success seminars, student leadership programs, Teaching and Learning Center programs, and the Science Communication Fellows program.</p>																									
10. Facilities and Equipment	<p>The proposed program classroom, faculty offices, and laboratories will be housed in the first floor of the Lafene Health Center. The Kansas State University Athletic Department-Athletic Training facilities will continue to act as supporting facilities and clinical rotation sites for the program. These facilities are located in the Vanier Family Football Complex, Bramlage Coliseum, Ahearn Field House, and Tointon Family Stadium, Lafene Sports Medicine Clinic, and Chester E. Peters Recreation Complex.</p> <p>There are several off-campus facilities that will continue to act as clinical sites to support the Athletic Training Program. These facilities include Manhattan High School, Nichols Chiropractic Clinic, Mathis Rehabilitation Clinic, No Stone Unturned Rehabilitation Clinic, Council Grove High School, Rock Creek High School, and Riley County High School. The KSU Athletic Training Program facilities, the on-campus and</p>																									

	off-campus supporting facilities have sufficient capacity for the anticipated enrollment and future growth of the program.
11. Program Review, Assessment, Accreditation	This program is reviewed by CAATE on an annual basis and undergoes a re-accreditation and on-site evaluation every 10 years. The proposed program will use the Assessment Plan that has been submitted with the proposal.
12. Costs, Financing	<p>No new funding is required. The College of Human Ecology and the Department of Food, Nutrition, Dietetics, and Health have dedicated financial resources for supporting faculty, staff, and growth within this graduate program.</p> <p>Total costs for the implementation year is \$265,904; this includes \$216,375 for salaries, \$0 for new hires, \$20,029 for graduate assistantships, \$8,500 for administration, and \$11,000 for academic support.</p>

**CURRICULUM OUTLINE
NEW DEGREE PROPOSALS
Kansas Board of Regents**

I. Identify the new degree:

Masters of Science in Athletic Training

	Semester Credit <u>Hours</u>
Pre-Professional Program	99
Professional Program.....	<u>51</u>
 Total for Masters of Science in Athletic Training	 <u>150</u>

The curriculum for the proposed program will provide theoretical and clinical experience in the five professional practice domains of Athletic Training:

- injury/illness prevention and wellness protection,
- clinical evaluation and diagnosis,
- immediate and emergency care,
- treatment and rehabilitation, and
- organizational and professional health and well-being.

The proposed program will have 2 admission paths:

- a five-year degree admission and
- a post-Baccalaureate admission.

There will be a selective admission to both the five-year degree and Post-Baccalaureate degree options. Once admitted into the proposed Master of Science in Athletic Training program, the students from both pathways will be placed into a single cohort.

All students who are eligible may apply for admission to the Professional Program by submitting a completed application and participating in an on-campus interview in the spring of their third year. Admission to the M.S.in Athletic Training Program will require a minimum 3.25 GPA, completion/or current enrollment in FNDH 120 and 121 and participation in 75 hours of required observation during the FNDH 121 course.

IMPLEMENTATION YEAR: FY 2020

Fiscal Summary for Proposed Academic Programs

Institution: Kansas State University
 Proposed Program: Master of Science in Athletic Training

Part I. Anticipated Enrollment						
	Implementation Year		Year 2		Year 3	
	Full-Time	Part-Time	Full-Time	Part-Time	Full-Time	Part-Time
A. Full-time, Part-time Headcount:	25-30	0	50-60	0	50-60	0
B. Total SCH taken by all students in program	775-930		1275-1530		1275-1530	
Part II. Program Cost Projection						
A. In <u>implementation</u> year one, list all identifiable General Use costs to the academic unit(s) and how they will be funded. In subsequent years, please include only the additional amount budgeted.						
	Implementation Year	Year 2		Year 3		
<u>Base Budget Salaries</u>						
Current faculty....	\$216,375	\$220,703		\$225,117		
New hires.....	\$0	\$0		\$0		
Grad Res. Assist.	\$20,029	\$40,058		\$40,058		
Academic Support.	\$11,000	\$11,220		\$11,445		
Administration...	\$8,500	\$8,670		\$8,843		
Total Salaries....	\$255,904	\$280,651		\$285,463		
OOE	\$10,000	\$10,000		\$10,000		
Total	\$265,904	\$290,651		\$295,463		

Notes:

- All salaries include a 2% annual pay increase.
- Salaries for current faculty (Drs. Vardiman, Thiele, Dietrich, and Morgan Rakestraw) are represented in the initial implementation year of the M.S. degree program. This represents a transition of cost from these faculty supporting the previous undergraduate program. Refer to the program narrative for information regarding these faculty and their respective time allocations.
- Graduate research assistantships are current positions allocated for research faculty in the Athletic Training Program and will continue with the M.S. degree program. These positions are considered non-teaching positions.
- Academic support refers to 25% of the full-time FNDH department's academic advisor's time – a 0.25 FTE commitment.
- Administration refers to a 0.25 FTE commitment on behalf of the FNDH staff who will supply administrative support.
- The \$10K of OOE per year is 1/3 of the current FNDH department OOE.

New Program Request - *Emporia State University*

<u>Criteria</u>	<u>Program Summary</u>
1. Program Identification	Bachelor of Interdisciplinary Studies, Major in General Studies (GRS)
2. Academic Unit Implementation CIP Code	Department of Interdisciplinary Studies (DIS) Spring, 2018 24.0102
3. Program Description	<p>The General Studies major is a degree completion program designed for students who wish to finish a bachelor's degree but not to seek a major in a traditional program or from one department. The degree is designed to: 1) allow such students to graduate in a timely manner after fulfilling all university graduation requirements; 2) provide a broad introduction to various subjects of the students' choice; and 3) create engaged, generally-educated citizens who have skills appropriate for today's rapidly changing society.</p> <p>This degree, housed in the Department of Interdisciplinary Studies in the College of Liberal Arts and Sciences, accepts undergraduate courses from all departments on campus. The degree may be completed online as well as on campus. It is required that the student's program of study is to be discussed with and approved by the DIS advisor.</p>
4. Demand/Need for the Program	<p>The Kansas Board of Regents (KBOR) recently announced that of adults in Kansas with some college but no degree, nearly 27% had earned between 60 and 119 credit hours when they enrolled in courses in academic year 2016-17. This cohort included 1,170 students enrolling at state universities in Kansas and is a prime audience for this major.</p> <p>Students leave the university without completing a degree program for a variety of reasons. Often, such students have few requirements remaining and, if a flexible degree completion program existed at ESU, many such students would have more of an opportunity to complete a degree. The GRS major will benefit those students who have only a few requirements remaining, wish to finish their degree online, and do not desire or need a traditional degree.</p> <p>KBOR's Foresight 2020 strategic plan aspires "to increase to 60 percent the number of Kansas adults who have earned a certificate, associate, or bachelor's degree by 2020" and to "achieve a ten-percentage point increase in retention and graduation rates by 2020." In addition, KBOR recently announced that the Board will explore how to attract this audience (those with some college but no degree) back to college to complete a degree.</p> <p>The GRS major at ESU will be available both on campus and online and is anticipated to raise ESU graduation rates, to increase enrollment in ESU's distance education programs, and to increase the percentage of Kansans with bachelor's degrees.</p>
5. Comparative /Locational Advantage	Students who started but did not complete their degrees at ESU will be able to finish this degree on campus and/or online. Students from other institutions (throughout Kansas or in other states) will be able to complete this degree online.
6. Curriculum	The GRS curriculum will come from departments and programs across campus, including on-campus and online courses. The degree will take advantage of past, current, and future courses in the curriculum of all campus programs. Guidelines for the GRS major completion include allowing flexibility for students to be able to complete the program with as few barriers as possible. One required course for the degree, <i>ID492: GRS Capstone</i> , will be supervised by faculty in the Department of Interdisciplinary Studies.
7. Faculty Profile	Ellen Hansen, Ph.D., Professor of Geography in the Department of Social Sciences and Chair of the Department of Interdisciplinary Studies, will serve as the coordinator for this program. Any faculty member teaching undergraduate courses at ESU will be able to contribute courses to the degree program.

8. Student Profile	Students who choose to complete the GRS will come from a variety of backgrounds - - from both ESU and other institutions. For example, some may be education students who decide near the end of their degree program that they do not wish to teach. The GRS will allow them to use their content and education courses to complete a Bachelor of Interdisciplinary Studies (BID) with a General Studies Major. Some will come from other programs and will decide that the major they have been pursuing is not right for them. Still others will be working professionals who did not finish their bachelor's degree and find themselves in a position where a degree is necessary or would be helpful in advancing their careers.
9. Academic Support	This major, housed in the Department of Interdisciplinary Studies, will provide administrative support and student advising services. Currently, no new academic positions are required.
10. Facilities and Equipment	No new facilities or equipment will be required.
11. Program Review, Assessment, Accreditation	The Department of Interdisciplinary Studies will be responsible for completing program review, assessing the major and participating in accreditation at the university level.
12. Costs, Financing	No new costs are requested.

Emporia State University
CURRICULUM OUTLINE
NEW DEGREE PROPOSALS
Kansas Board of Regents

I. The Proposed Degree:

Bachelor of Interdisciplinary Studies, Major in General Studies (GRS)
 Proposed Implementation Date: Spring, 2018

II. Required Semester Credit Hours:

	Course Name & Number	Credit Hours
Core Courses	ID 492 GRS Capstone	1
	Two academic years of coursework in closely related subjects within any liberal arts program, which may include a minor in any subject	60
	General Education Program equivalent to requirements for the Bachelor of Science degree	47-55
Electives	Electives include all courses beyond the 60 hours of core courses and the 47-55 hours of general education courses used to reach 120 hours required to graduate.	0-10
Research	Student research will be encouraged for all GRS majors through participation in any of ESU's undergraduate research programs, including independent studies and research seminars, among others, in programs across campus.	0-10
Practica	Practica and internships will be encouraged through courses offered in any of ESU's undergraduate programs. ID 510, Internship in the Department of Interdisciplinary Studies, will serve as the course for planning and supervising internships.	0-10
<u>Total</u>		<u>120</u>

Emporia State University

IMPLEMENTATION YEAR FY 2018 (Spring 2018)

Fiscal Summary for Proposed Academic Programs

Proposed Program: Bachelor of Interdisciplinary Studies with a Major in General Studies

Part I. Anticipated Enrollment	Implementation Year		Year 2		Year 3	
	Full-Time	Part-Time	Full-Time	Part-Time	Full-Time	Part-Time
A. Full-time, Part-time Headcount:	5	10	15	25	25	50
B. Total SCH taken by all students in program	$75 + 60 = 135$		$225 + 150 = 375$		$375 + 300 = 675$	
Part II. Program Cost Projection						
A. In <u>implementation</u> year one, list all identifiable General Use costs to the academic unit(s) and how they will be funded. In subsequent years, please include only the additional amount budgeted.						
	Implementation Year		Year 2		Year 3	
<u>Base Budget</u>						
Salaries	0		0		0	
OOE	0		0		0	
Total	0		0		0	

- All courses involved in the GRS Major are taught by current faculty at ESU. Initially, no new faculty will be required.
- All student advising will be handled by the full time DIS Advisor. If we see an increased demand for the program, then additional staffing and resources be needed.
- A portion of the net revenue generated by increased enrollment at ESU would be allocated to the department to help meet the demand.

Program Proposal Summary

Wichita State University
Bachelor of Science (B.S.) Degree in Homeland Security

<u>Criteria</u>	<u>Program Summary</u>
1. Program Identification Delivery Format: Semester Credit Hours: Date of Implementation: Point of Contact:	B.S. in Homeland Security (CIP code 43.031) Online 120 Spring 2018 Richard.muma@wichita.edu
2. Academic Unit	School of Community Affairs
3. Program Description	<p>The workforce required to support a unified, homeland security effort in the modern context is significant. The homeland security profession has expanded in both public and private domains to meet growing needs. Because of the expansion of the nation’s homeland security initiatives, opportunities are ripe for colleges and universities to develop educational programs aimed at preparing current and future employees for homeland security and related public safety employment at the operational, management, and policy levels.</p> <p>The B.S. in Homeland Security Degree at Wichita State University will attract students:</p> <ul style="list-style-type: none"> • Pursuing homeland security positions in local, state and federal law enforcement agencies, current law enforcement professionals, private security professionals in corporations, military personnel, immigration, border, and customs officers, as well as students interested in intelligence and national security services. • Needing an undergraduate degree for entry into a graduate degree in criminal justice program offered in the School of Community Affairs or a professional graduate degree offered at Wichita State or another college/university requiring such a degree. • Desiring a general degree related to public safety.
4. Demand/Need for the Program	<p>Over the past 15 years, the U.S. government has spent over \$130 billion on initiatives and strategies related to homeland security and related law enforcement services. Because the demand for employees with expertise in the security field is high, the employment prospects for graduates with a college degree in homeland security are positive.</p> <p>According to a 2016 research report by the Education Advisory Board, demand for homeland security professionals has grown 43% nationally between 2014 and 2015. There are now a limited number of four-year programs available across the U.S., and with over 60% of recent job postings requiring a bachelor’s degree, there is a clear need for new baccalaureate degrees to prepare students for future careers in homeland security.</p> <p>Recent dialogue in January 2017 with police executives from across Kansas, as well as with the executive training staff of the Kansas Law Enforcement Training Center, revealed strong support for the proposed degree. Law enforcement executives, as evidenced in the letters of support (separate file), believe such a degree will generate strong interest among public safety personnel which will result in student enrollment.</p> <p>The state of criminal justice education at Wichita State University remains strong. A recent query of enrollment/major data revealed that there are 398</p>

4. Demand/Need for the Program <i>(continued)</i>	undergraduate students studying for the B.S. degree in Criminal Justice and/or Forensic Science, and 50 graduate students studying for the M.A. degree, bringing the total majors to 448.																														
5. Comparative /Locational Advantage	<p>WSU's School of Community Affairs, home to the Criminal Justice and Forensic Science programs, also houses the Regional Community Policing Training Institute and the Midwest Criminal Justice Institute. The School of Community Affairs offers course work leading to the B.S. and M.A. degrees in Criminal Justice, and the B.S. degree in Forensic Science. Thus, a B.S. degree in Homeland Security would be an appropriate fit within the School.</p> <p>Among the KBOR institutions, three two-year schools offer some type of program in Homeland Security: Butler CC, AA and AS in Homeland Security; Barton CC, AAS in Emergency Management with an emphasis in Homeland Security; and KCKCC, certificate in Homeland Security. In Kansas, only one program is available at the baccalaureate level: Kansas Wesleyan's BA in Emergency Management, which has a partnership for a minor with K-State Polytechnic's UAS program. Southwestern College has a certificate in Homeland Security.</p>																														
6. Curriculum	<p>The major in Homeland Security consists of at least 36 hours (but not more than 50 hours) that will count toward the B.S. degree. Students must complete 33 hours of core courses; for electives, students must choose a minimum of 3 semester credit hours of electives and not more than 14 semester credit hours.</p> <p>Homeland Security Minor</p> <p>Students from other major areas may also minor in homeland security. The minor in homeland security consists of 18 semester credit hours of homeland security courses.</p> <p><i>Please refer to Narrative Appendix A for course descriptions.</i></p>																														
7. Faculty Profile	<p>Two new, full-time core faculty will teach the majority of the courses and two existing criminal justice faculty members in the School of Community Affairs will each teach one course each. Adjunct lecturers will be used as needed.</p> <p>The two-existing criminal justice faculty who will teach one course each in the HLS program are</p> <table border="1" data-bbox="636 1339 1377 1535"> <thead> <tr> <th>Name</th> <th>Highest Degree(s)</th> <th>FTE</th> <th>Core or CJ Faculty</th> <th>Rank</th> </tr> </thead> <tbody> <tr> <td>Marti Smith</td> <td>Ph.D. / J.D.</td> <td>1.0</td> <td>CJ</td> <td>Assoc. Professor</td> </tr> <tr> <td>Szde Yu</td> <td>Ph.D.</td> <td>1.0</td> <td>CJ</td> <td>Assoc. Professor</td> </tr> </tbody> </table> <p>Two new proposed Homeland Security (HLS) core faculty are as follows:</p> <table border="1" data-bbox="636 1570 1377 1801"> <thead> <tr> <th>Name</th> <th>Highest Degree(s)</th> <th>FTE</th> <th>Core HLS Faculty</th> <th>Rank</th> </tr> </thead> <tbody> <tr> <td>TBD</td> <td>Ph.D.</td> <td>1.0</td> <td>HLS</td> <td>Asst. Prof. or Instructor</td> </tr> <tr> <td>TBD</td> <td>M.A. or Ph.D.</td> <td>1.0</td> <td>HLS</td> <td>Asst. Prof. or Instructor</td> </tr> </tbody> </table> <p>Hiring timeline:</p> <ul style="list-style-type: none"> January 1 – Advertise and post two positions, Ph.D. and M.A./Ph.D. February 28 – Search closes March 15 – begin phone interviews April 1 – in-person interviews of top candidates August 15 – position start date 	Name	Highest Degree(s)	FTE	Core or CJ Faculty	Rank	Marti Smith	Ph.D. / J.D.	1.0	CJ	Assoc. Professor	Szde Yu	Ph.D.	1.0	CJ	Assoc. Professor	Name	Highest Degree(s)	FTE	Core HLS Faculty	Rank	TBD	Ph.D.	1.0	HLS	Asst. Prof. or Instructor	TBD	M.A. or Ph.D.	1.0	HLS	Asst. Prof. or Instructor
Name	Highest Degree(s)	FTE	Core or CJ Faculty	Rank																											
Marti Smith	Ph.D. / J.D.	1.0	CJ	Assoc. Professor																											
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Name	Highest Degree(s)	FTE	Core HLS Faculty	Rank																											
TBD	Ph.D.	1.0	HLS	Asst. Prof. or Instructor																											
TBD	M.A. or Ph.D.	1.0	HLS	Asst. Prof. or Instructor																											

8. Student Profile	Freshman status (for transfer admission) meeting university admission guidelines. Freshman status (for transfer admission) meeting university admission guidelines. Characteristics of homeland security students will likely resemble students studying in the criminal justice program. A great many of students in the criminal justice program are criminal justice practitioners, and remaining are pre-service students, and those who will proceed on to graduate programs.
9. Academic Support	Existing academic support in the College and University is adequate in terms of supporting the new program.
10. Facilities and Equipment	No new space will be required. Equipment will entail two computers and printers for two new core faculty. This expense will be incurred by the School of Community Affairs from existing General Use funds.
11. Program Review, Assessment, Accreditation	Annual evaluations include, but are not limited to: admittance numbers (disaggregated data included for typically underserved populations), applied learning, graduation number and rate, student course success and failure rates, faculty attrition, research grants, faculty publications, adjunct faculty review, student research, and overall program review. Peer review of courses, employer input and surveys, and KBOR self-study will also be utilized in the evaluation of this program.
12. Costs, Financing	<p>Two new core faculty will be hired at a salary of \$55,000 each. An additional \$4,000 in funds (other operating expense) is budgeted to offset conference travel and/or travel expense for program recruiting efforts. Costs for additional adjunct lecturers will not be necessary and will be covered from the existing adjunct pool and funding allocation.</p> <p>Ongoing marketing and recruiting costs for the program will also be included in the Office of Online Learning's overall marketing and recruiting budget, with no additional costs to the School of Community Affairs beyond the \$4,000 General Use OOE mentioned above.</p> <p>It is not projected that years two or three will need additional faculty or other operating expenses.</p>

Curriculum Outline
New Degree Proposal
Kansas Board of Regents

Wichita State University
Bachelor of Science (B.S.) Degree in Homeland Security

Delivery Format:	Online
Semester Credit Hours:	120
CIP Code:	43.031
Academic Unit:	School of Community Affairs
Anticipated Date of Implementation:	Spring 2018
Point of Contact:	Richard.muma@wichita.edu

The Homeland Security Program offers the 120-semester credit hour Bachelor of Science in Homeland Security degree. The degree is designed to provide preservice and in-service students with a broad educational background in all aspects of the homeland security field. The B.S. In Homeland Security is a four-year course of study, grounded in the liberal arts and sciences, with a core homeland security curriculum. The Bachelor of Science degree program is described below.

WSU General Education Program

Basic Skills (12 hours – required “C” or better):

English 101	English Composition I (3)
English 102	English Composition II (3)
Comm 111	Public Speaking (3)
Math 111	College Algebra (3)

Humanities & Fine Arts (12 hours)

Social & Behavioral Sciences (9 hours)

Mathematics & Natural Sciences (9 hours)

WSU Homeland Security Major Program

The major in homeland security consists of at least 36 hours (but not more than 50 hours will count toward the B.S. degree). Note: ENGL 210 is an additional requirement. Students must also satisfy Fairmount College requirements (including the foreign language requirement) and the University requirements for the Bachelor of Science degree. Students must complete 33 hours of core courses and 3 hours of electives (there is a maximum of 6 hours total allowed in HLS 480). Students may take 14 additional credit hours beyond the 36 hours required for the major (for a total of 50 hours).

WSU Homeland Security Minor Program

The minor in homeland security consists of 18 hours of homeland security and must include HLS 190 and five courses selected from the following: HLS 310, 312, 320, 330, 401, 403, 405, 420, or CJ 510.

Core Courses for Homeland Security Major (33 hours)

HLS 190 Introduction to Homeland Security (3)	HLS 403 Physical Security (3)
HLS 310 Emergency Management (3)	HLS 405 Intelligence Process (3)
HLS 312 Risk Assessment (3)	CJ 407 Research Methods (3)
HLS 320 Border Security (3)	HLS 420 Terrorism (3)
HLS 330 Legal Issues in Homeland Security (3)	CJ 510 Crime and Transportation (3)
HLS 401 Cyber Security (3)	

Elective Courses for Homeland Security Major

(minimum of 3 hours and maximum of 14 hours)

CJ 320 Criminal Procedure (3)	HLS 480 Individual Directed Study (1-3)
CJ 343 Special Investigations (3)	HLS 482 Applied Learning in Homeland Security (1-4)
CJ 381AK Digital Investigation (3)	CJ 501 Integrity in Public Service
CJ 420 Criminal Evidence (3)	CJ 516 Profiling (3)
CJ 451 International Criminal Justice (3)	CJ 560 Private Security (3)
CJ 470 Special Topics in Homeland Security (1-3)	

Please refer to Narrative Appendix A for course descriptions.

Fiscal Summary 2017

Wichita State University
Bachelor of Science (B.S.) Degree in Homeland Security

Delivery Format:	Online
Semester Credit Hours:	120
CIP Code:	43.031
Academic Unit:	School of Community Affairs
Anticipated Date of Implementation:	Spring 2018
Point of Contact:	Richard.muma@wichita.edu

Part I Anticipated Enrollment	Implementation Year (2017)		Year 2 2018		Year 3 2019	
	Full-Time	Part-Time	Full-Time	Part-Time	Full-Time	Part-Time
A. Full-time, Part-time Headcount:	6 (15 hr)	9 (9 hr)	12 (15 hr)	18 (9 hr)	20 (15 hr)	30 (9 hr)
B. Total SCH taken by all students in program	171		342		570	
Part II. Program Cost Projection						
A. In implementation year one, list all identifiable General Use costs to the academic unit(s) and how they will be funded. In subsequent years, please include only the additional amount budgeted.						
	Fall, Implementation Year		Year 2		Year 3	
<u>Costs:</u>						
Salaries	\$110,000		No additional amount budgeted		No additional amount budgeted	
OOE	\$4,000		No additional amount budgeted		No additional amount budgeted	
Total	\$114,000		No additional amount budgeted		No additional amount budgeted	

Indicate source and amount of funds if other than internal reallocation:

1. Internal reallocation only--- No new funding requested.
2. Online marketing provided by Office of Online Learning as a part of its overall digital online marketing spend.
3. Online advisor and online retention specialist provided by the Office of Online Learning.