

**Utah System of Higher Education  
New Academic Program Proposal  
Cover/Signature Page - Abbreviated Template**

Institution Submitting Request: Utah State University  
 Proposed or Current Program Title: Applied Economics/Small Firm Management  
 Sponsoring School, College, or Division: College of Agriculture and Applied Sciences  
 Sponsoring Academic Department(s) or Unit(s): Department of Applied Economics  
 Classification of Instructional Program Code<sup>1</sup> : 45.0602  
 Min/Max Credit Hours Required of Full Program: 15 / Max Cr Hr  
 Proposed Beginning Term<sup>2</sup>: Fall 2017  
 Institutional Board of Trustees' Approval Date: January 6, 2017

<input type="checkbox"/> Certificate of Proficiency	<input type="checkbox"/> Entry-level CTE CP	<input type="checkbox"/> Mid-level CP
<input type="checkbox"/> Certificate of Completion		
<input checked="" type="checkbox"/> Minor		
<input type="checkbox"/> Graduate Certificate		
<input type="checkbox"/> K-12 Endorsement Program		
<input type="checkbox"/> <b>NEW</b> Emphasis for Regent-Approved Program		
<input type="checkbox"/> Out of Service Area Delivery Program		

**Chief Academic Officer (or Designee) Signature:**

I, the Chief Academic Officer or Designee, certify that all required institutional approvals have been obtained prior to submitting this request to the Office of the Commissioner.

Laurens H. Smith \_\_\_\_\_ Date: January 4, 2017

I understand that checking this box constitutes my legal signature.

<sup>1</sup> For CIP code classifications, please see <http://nces.ed.gov/ipeds/cipcode/Default.aspx?y=55>.

<sup>2</sup> "Proposed Beginning Term" refers to first term after Regent approval that students may declare this program.

**Utah System of Higher Education  
Program Description - Abbreviated Template**

**Section I: The Request**

Utah State University requests approval to offer the following Minor: Applied Economics/Small Firm Management effective Fall 2017. This program was approved by the institutional Board of Trustees on **6 January 2017** .

**Section II: Program Proposal/Needs Assessment**

**Program Description/Rationale**

*Present a brief program description. Describe the institutional procedures used to arrive at a decision to offer the program. Briefly indicate why such a program should be initiated. State how the institution and the USHE benefit by offering the proposed program. Provide evidence of student interest and demand that supports potential program enrollment.*

This proposed minor requires a minimum of 15 credits and focuses on applied economics and small firm management concepts for those students interested in owning, managing or working in a small business. The Applied Economics department was approached by department heads from other units in the College of Agriculture and Applied Sciences whose students were interested in this type of minor to complement their majors. Academic advisors were asked to provide feedback on student needs and they also shared the demand from students for this minor. For many of the students most interested in this new minor, they don't qualify for course work or minors in the Huntsman School of Business because of either their major or their academic GPA. The students in Landscape, Architecture and Environmental Planning and the students in the Aviation program are especially interested in this minor.

**Labor Market Demand**

*Provide local, state, and/or national labor market data that speak to the need for this program. Occupational demand, wage, and number of annual openings information may be found at sources such as Utah DWS Occupation Information Data Viewer ([jobs.utah.gov/jsp/wi/utalmis/gotoOccinfo.do](http://jobs.utah.gov/jsp/wi/utalmis/gotoOccinfo.do)) and the Occupation Outlook Handbook ([www.bls.gov/oco](http://www.bls.gov/oco)).*

Utah employment projections for general managers projects an increase of 2.5% annually for this type of job. Annual openings are expected to be 1,000 and this category earns a 5 Star Rating.

**Consistency with Institutional Mission/Impact on Other USHE Institutions**

*Explain how the program is consistent with the institution's Regents-approved mission, roles, and goals. Institutional mission and roles may be found at [higheredutah.org/policies/policyr312/](http://higheredutah.org/policies/policyr312/) . Indicate if the program will be delivered outside of designated service area; provide justification. Service areas are defined in [higheredutah.org/policies/policyr315/](http://higheredutah.org/policies/policyr315/) .*

This proposed minor is consistent with the USU mission of being a student-centered land grant university. It should not impact other USHE Institutions in that USU has the only Applied Economics Department and no other institution offers an Applied Economics/Small Firm Management Minor.

**Finances**

*What costs or savings are anticipated in implementing the proposed program? If new funds are required, indicate expected sources of funds. Describe any budgetary impact on other programs or units within the institution.*

There will be no additional costs and no additional savings with this new minor. All courses are currently being taught.

### Section III: Curriculum

#### Program Curriculum

List all courses, including new courses, to be offered in the proposed program by prefix, number, title, and credit hours (or credit equivalences). Indicate new courses with an X in the appropriate columns. The total number of credit hours should reflect the number of credits required to receive the award. **For NEW Emphases, skip to emphases tables below.**

*For variable credits, please enter the minimum value in the table below for credit hours. To explain variable credit in detail as well as any additional information, use the narrative box below.*

		Course Number	NEW Course	Course Title	Credit Hours
General Education Courses (list specific courses if recommended for this program on Degree Map)					
<b>General Education Credit Hour Sub-Total</b>					
<b>Required Courses</b>					
<input type="radio"/>	<input type="radio"/>	APEC 2010		Introduction to Microeconomics (BSS)	3
<input type="radio"/>	<input type="radio"/>				
<input type="radio"/>	<input type="radio"/>	APEC 3020		Firm Finance and Records Analysis	or
<input type="radio"/>	<input type="radio"/>	BUSN 2160		Introduction to Business Finance	3
<input type="radio"/>	<input type="radio"/>				
<input type="radio"/>	<input type="radio"/>	BUSN 2320		Small Business Management – CTE(HR) 3 credits	or
<input type="radio"/>	<input type="radio"/>	BUSN 2321		Small Business Management	2
Choose 1 of the following courses:					
<input type="radio"/>	<input type="radio"/>	AV 3120		Aviation Law	3
<input type="radio"/>	<input type="radio"/>	BUSN 2050		Business Law	4
<input type="radio"/>	<input type="radio"/>	MGT 2050		Business Law	2
<input type="radio"/>	<input type="radio"/>				
<b>Required Course Credit Hour Sub-Total</b>					10
<b>Elective Courses</b>					
<input type="radio"/>	<input type="radio"/>				
Choose 2 of the following courses:					
<input type="radio"/>	<input type="radio"/>	APEC 3500		Commodity Futures & Options Trading & Analysis	2
<input type="radio"/>	<input type="radio"/>	APEC 4250		Applied Economics Internship	3
<input type="radio"/>	<input type="radio"/>	AV 4280		Aviation Management	3
<input type="radio"/>	<input type="radio"/>	ASTE 3100		Personal & Team Leadership	3
<input type="radio"/>	<input type="radio"/>	LAEP 4910		Communication & Leadership in Professional Practice	3
<input type="radio"/>	<input type="radio"/>	FCHD 3350		Family Finance	3
<input type="radio"/>	<input type="radio"/>	MGT 3-4000 level		Any Approved MGT 3000 or 4000 level course	3
<input type="radio"/>	<input type="radio"/>				
<b>Elective Credit Hour Sub-Total</b>					5
<b>Core Curriculum Credit Hour Sub-Total</b>					15

## **Program Curriculum Narrative**

*Describe any variable credits. You may also include additional curriculum information, as needed.*

There are 10-13 credits of required courses for this minor, depending upon course selection. There are 5-6 elective credits required for this minor, depending upon course selection. Therefore the minor requires a minimum of 15 credits and may require as many as 19 credits based on course selection. APEC 4250 is listed as a variable credit course. However, to count it for this minor it must be taken for 3 credits. Students can only use ASTE 3100 or LAEP 4910 for the minor but cannot use both courses.

## Degree Map

Degree maps pertain to undergraduate programs ONLY. Provide a degree map for proposed program. Degree Maps were approved by the State Board of Regents on July 17, 2014 as a degree completion measure. Degree maps or graduation plans are a suggested semester-by-semester class schedule that includes prefix, number, title, and semester hours. For more details see <http://higheredutah.org/pdf/agendas/201407/TAB%20A%202014-7-18.pdf> (Item #3).

Please cut-and-paste the degree map or manually enter the degree map in the table below

<b>First Year Fall</b>	<b>Cr. Hr.</b>	<b>First Year Spring</b>	<b>Cr. Hr.</b>
APEC 2010 Introduction to Microeconomics	3	APEC 3020 Firm Finance and Records Analysis	3
MGT 2050 Business Law	2	BUSN 2321 Small Business Management	2
<b>Total</b>	<b>5</b>	<b>Total</b>	<b>5</b>
<b>Second Year Fall</b>	<b>Cr. Hr.</b>	<b>Second Year Spring</b>	<b>Cr. Hr.</b>
APEC 3500 Commodity Futures Trading	2		
ASTE 3100 Personal & Team Leadership	3		
<b>Total</b>	<b>5</b>	<b>Total</b>	
<b>Four Year Map</b>			