

**BOARD OF REGENTS**  
**EASTERN MICHIGAN UNIVERSITY**

**RECOMMENDATION**

**Academic Program Phase-Out**

**ACTION REQUESTED**

It is recommended that the Board of Regents receive and place on file this notification of an Academic Program Phase-Out: *Distribution Operation and Technical Sales Major*

**SUMMARY**

The School of Technology and Professional Services Management requested to phase-out this program given insufficient student interest and the program's entire faculty is no longer with the University.

**FISCAL IMPLICATIONS**

None

**ADMINISTRATIVE RECOMMENDATION**

The proposed Board action has been reviewed and is recommended for Board approval.

\_\_\_\_\_  
University Executive Officer

\_\_\_\_\_  
Date

**EASTERN MICHIGAN UNIVERSITY**  
**DIVISION OF ACADEMIC AND STUDENT AFFAIRS**  
**OFFICE OF THE ASSOCIATE VICE-PRESIDENT FOR ACADEMIC PROGRAMMING AND SERVICES**  
**INTER OFFICE MEMORANDUM**

**TO:** Chris Shell, Registrar  
Deb deLaski-Smith, Director, School of Technology and Professional Services Management

**FROM:** Rhonda Longworth, Associate Vice-President for Academic Programming and Services

**SUBJECT:** **Distribution Operation and Technical Sales Major (Program Phase Out)**

**DATE:** December 17, 2015

The attached request from the School of Technology and Professional Services Management and the College of Technology to phase out **Distribution Operation and Technical Sales Major**, is approved, effective Fall 2016.

If you have any questions, please contact Evan Finley, Course and Program Development Associate (487-8954, [efinley2@emich.edu](mailto:efinley2@emich.edu)).

Attachment: Phase-Out Proposal

cc:  
Kim Schatzel, Interim President and Provost and Executive Vice President of Academic and Student Affairs  
Mohamad Qatu, Dean, College of Technology  
Sandy Norton, President, Faculty Senate  
Calvin McFarland, Director, Academic and Career Planning  
Pat Cygnar, Director, Community College Relations  
Julie Knutson-Garcia, Director, Extended Programs  
John Feldkamp, Assistant Director, Honors College  
Ramona Milligan, Coordinator, Registration  
Carol Evans, Transfer Equivalency Coordinator, Records & Registration  
Ann Richards, Assistant Director, Admissions Processing  
Bin Ning, Assistant Vice President and Executive Director, IRIM  
Mary Butkovich, Halle Library  
Keith Jason, Coordinator of Student Services, College of Technology  
Original, Catalog Office

## Distribution Operations & Technical Sales Major

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### Program Phase-Out, effective Fall 2016

The Distribution Operations & Technical Sales program emphasizes professional communication and is designed to provide graduates with the theoretical as well as practical applications today's industry is seeking. It develops graduates for career opportunities in industrial and technical sales, sales management, materials planning, quality assurance, purchasing, inventory control, and branch/operations management. Students complete a set of required courses and either three concentrations, at least one of which must be technical, or a technical concentration and an academic minor in a related field, which is chosen with advisor approval. The program is National Association of Industrial Technology accredited. Advising or additional information is available within the school.

Click [here](#) to watch a short video about this program.

#### Articulation Agreement

An articulation agreement exists between this program and at least one community college. To see a current list of program articulation agreements, please click [here](#).

### School Information:

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School of Technology and Professional Services Management - College of Technology

**Deb deLaski-Smith, Ph.D.**  
Interim Director

122 Sill Hall  
(734) 487-1161  
[ddelaski@emich.edu](mailto:ddelaski@emich.edu)

### Advisor Information:

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*Contact department for advisor information.*

### General Education Requirements:

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For specific requirements refer to the [General Education Program](#).

## Major Requirements: 66-75 hours

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### Required Courses: 43 hours

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- [COT 300W - Research and Writing: The Technology Career Perspective \(GEWI\)](#) 3 hrs
- [DOTS 140 - Introduction to Wholesale Distribution](#) 3 hrs
- [DOTS 240 - Profit Strategies in Distribution](#) 3 hrs
- [DOTS 340 - Relationships in Wholesaling](#) 3 hrs
- [DOTS 345 - Marketing in Wholesale Distribution](#) 3 hrs
- [DOTS 346 - Industrial Climate](#) 3 hrs
- [DOTS 387L4 - Co-operative Education \(GELB\)](#) 3 hrs
- [DOTS 391 - Wholesale Account Development](#) 3 hrs
- [DOTS 440 - Inventory Strategies in Distribution](#) 3 hrs
- [DOTS 444 - Quality Planning in Distribution](#) 3 hrs
- [DOTS 448 - Best Practices in Wholesale Distribution](#) 3 hrs
- [IS 215 - Information Systems for Business](#) 3 hrs
- [IS 350 - Enterprise Resource Planning and Architecture](#) 3 hrs
- [PDD 123 - Manufacturing Processes](#) 4 hrs

### Concentrations: 27-36 hours

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*Students may select concentrations from the following:*

#### **General Concentrations:**

- Communication (9 hrs)
- International Business (9 hrs)
- Management (12 hrs)
- Purchasing/Materials Management (12 hrs)
- Sales (12 hrs)
- Supply Chain Management (12 hrs)
- Other concentrations with advisor approval.

#### **Technical Concentrations:**

- Apparel, Textiles and Merchandising (9 hrs)
- Electronics (9 hrs)
- Information Systems (9 hrs)
- Manufacturing (9 hrs)
- Pharmaceutical and Sales - Combined Concentration (24 hrs)
- Other concentrations with advisor approval.

## Minor Requirement:

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*This program does not require a minor.*

## Program Total:

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Students must earn a minimum total of 124 credits at the 100-level or above.

## Critical Graduation Information:

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The following are minimum requirements for all bachelor's degrees awarded by Eastern Michigan University. Some majors and minors require more than the minimum in one or more of the areas below; students are urged to consult the on-line catalog for the requirements of their particular programs.

- Earn a minimum total of 124 credits at the *100-level and above*. **Courses with numbers below 100 will not be counted toward this degree requirement. At most 8 credit hours of physical education (PEGN) activity courses will be counted toward this requirement.** A Bachelor of Arts degree requires completion of one year of college credit in a world language.
- Meet the requirements of the General Education program (see information below).
- Complete a [Writing Intensive \(WI\)](#) Course in your major.
- Earn a minimum of 60 credits from a four-year college or university; **courses taken at community colleges cannot be used to meet this requirement.** (Some formal program-to-program articulation agreements modify this requirement. See specific agreements for details.)
- Earn a minimum of 30 credits from courses taken at EMU.
- Complete 10 of the last 30 hours for the degree from courses taken at EMU.
- Have a minimum of 30 *unique* credit hours in their major and 20 *unique* credit hours in their minor for a total of at least 50 unique credit hours between them. Some majors that require 50 or more hours themselves do not require a minor; students should check requirements of the selected major in the undergraduate catalog to see if a minor is required.
- Earn no more than 60 credit hours in one subject area (prefix). Credits in excess of the 60 maximum will not be counted toward the minimum of 124 credits required for a bachelor's degree.
- Earn the minimum number of credits in 300-level and above courses in each major and minor as specified below - these credits must be earned in distinct courses; that is, no course can be used to fulfill this requirement in more than one major or minor.
  - Earn a minimum of 6 credits in 300-level or higher courses at EMU in each minor
  - Earn a minimum of 9 credits in 300-level or higher courses at EMU in each major that requires a minor.
  - Earn a minimum of 15 credits in 300-level or higher courses at EMU in each major that does not require a minor
- Transfer credit will be awarded for courses taken at colleges and universities that are accredited by one of the recognized regional accrediting bodies only if the courses are college-level (equated to 100-level or above at EMU) and the student earned a "C" (or 2.0 on a 4 point scale) or better. Transfer credit may be awarded on a case-by-case basis for college-level courses in which a "C" (2.0) or better was earned at

institutions outside the U.S. or at non-accredited U.S. institutions; the internal review of such courses is conducted by individual departments/schools within EMU, and additional documentation may be required. *Please note:* EMU awards only credits for transferred courses; grades are not used in the calculation of an EMU GPA.

- Earn a minimum cumulative GPA of 2.0 in courses taken at EMU in order to graduate. In addition, a minimum cumulative GPA of 2.0 must be reached in each major and minor. Only courses taken at EMU and those applied to a student's major or minor, will be used in the calculation of their major and minor cumulative GPAs. (Note: some programs may require a higher GPA - check with your program advisor.)

**General Education Requirements:**

EMU's General Education Program requires students to choose from a menu of approved courses in several different areas; do not assume that other courses in the same department or with similar names will fulfill these requirements. A detailed description of General Education requirements is available on the General Education section of the catalog: [General Education](#)

Students who transferred to EMU may have modified general education requirements based on Michigan Transfer Agreement (MTA) or articulation agreements; consult your academic advisor for additional information.

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EASTERN MICHIGAN UNIVERSITY  
DIVISION OF ACADEMIC AFFAIRS

REQUEST FOR PROGRAM PHASE OUT

DEPARTMENT/SCHOOL: TECHNOLOGY & PROFESSIONAL SERVICE MANAGEMENT COLLEGE: COT  
CONTACT PERSON: DEB DE LASKI-SMITH PHONE: 7-1161  
CONTACT EMAIL: DDELASKI@EMICH.EDU

A. Program Information

1. Program Title and Subject Code: Distribution Operation and Technical Sales

Note: If both a major and minor are to be phased out, please indicate both on the line above.

2. Phase Out Effective Date: Term Winter Year 2016

B. Rationale for Phase Out (Check all that apply):

1. Insufficient Student Interest X

2. Insufficient Faculty X

3. Replacement by New Program \_\_\_\_\_

4. Other (Explain): Of the seven students left in the program, three will be finished with coursework by December 2015, one needs a co-op, two can finish up their needed courses by the end of April 2016 with one doing a co-op summer. The last student is new to the program and in conversation with an advisor is changing his major to Tech Management – doesn't want to go through all the courses as the only student in "class." All faculty for the program are no longer with EMU. One, who has retired, continues to work with these students as a PTL. We, therefore, do not want to admit new students or continue to advertise the program by way of the catalog.

5. (If Necessary) Attach Phase Out Plan \_\_\_\_\_

C. Action of the Department/School and College

1. Department/School

Vote of faculty: For 13 Against 0 Abstentions 0  
(Enter the number of votes cast in each category.)

\_\_\_\_\_  
Department Head/School Director Signature

10/9/15  
Date

2. College

\_\_\_\_\_  
College Dean Signature

12-14-15  
Date

D. Approval

\_\_\_\_\_  
Associate Vice-President for Academic Programming Signature

12/18/15  
Date