

Course Proposals

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My Weber **Faculty** **Staff**

[List of all proposals](#) Proposal has been updated.

Course Name:

Course Prefix:

Course Number:

Submitted by (Name & E-Mail): Wendy Fox Kirk, wendyfoxxkirk@weber.edu

Submission Date: (mm/dd/yyyy)

College:

Department:

From Term: 2014

Substantive Nonsubstantive [definition](#)

New Course

Revision of an Existing Course

Delete a Course

Change to the course number. This course is equivalent to

Current Course Subject

Current Course Number

Experimental Course (Catalog numbers 2810, 3810, 4810, 5810, 6810) [definition](#)

Variable Title Course [definition](#)

If this is a change to an existing course or a course deletion, please copy and paste the current course information from the on-line catalog (include subject, gen ed designation, number, title, credit hours, description & prerequisites).

New/Revised Course Information:

Subject:

Course Number:

Course Title:

Abbreviated Course Title (Limited to 30 characters):

- Course Type:
- LEC - Regular class without lab
 - LEL - Regular class with incorporated lab
 - LAB - Separate section in a laboratory setting
 - SUP - Supervision at Remote Site (e.g., clinical, internships, practica, etc.)
 - INV - Individualized Instruction (e.g., directed readings, etc.)
 - THE - Thesis Credit

Check all that apply:

This is for courses already approved for gen ed.

Use a different form for proposing a new gen ed designation.

- DV SI CA HU LS PS SS
 EN AI QL TA TB TC TD TE

Credit Hours: or if variable hours: Copyright © 2013 All Rights Reserved

Contact Hours: Lecture Lab Other

Repeat Information: Limit Max Hrs

(Limit=number of times course can be repeated for credit. Leave at 0 if course cannot be repeated for additional credit).

Grading Mode: Standard Letter Credit/No Credit

This course is/will be:

- a required course in a major program
- a required course in a minor program
- a required course in a 1- or 2- year program
- elective

Prerequisites/Co-requisites (also list these at the end of the course description):

ENTR1001 or Admission to the GSBE

Course description (exactly as it will appear in the catalog, including prerequisites):

Students will learn how to make start-ups fail less through proven process and theory designed to help ideation become customer needs driven instead of based on the instincts of the entrepreneur. Students will create, test and update a business model based entirely upon customer feedback and customer development methodologies as described in Business Model Generation and Start-up Owners Manual textbooks. Much of the class will have students spending time "out of the building" - learning about what customers want and will pay for through in-person prototype testing, iteration and feedback. Pre-requisites: ENTR1001, BSAD 2899 or ECON 2899.

Justification for the new course or for changes to an existing course. (Note: Justification should emphasize academic rationale for the change or new course. This is particularly important for courses requesting upper-division status.)

This course constitutes an essential part of the knowledge base and practice required for the new Entrepreneurship Minor.

Nonsubstantive proposals stop here and go to the bottom of the form to submit the proposal

INFORMATION PAGE
for substantive proposals only

1. Did this course receive unanimous approval within the Department? Yes No

If not, what are the major concerns raised by the opponents?

2. If this is a new course proposal, could you achieve the desired results by revising an existing course within your department or by requiring an existing course in another department? Explain.

This course constitutes an essential part of the knowledge base and practice required for the new Entrepreneurship Minor. There are no similar courses currently available.

3. If this is a new course proposal, how will the proposed course differ from similar offerings by other departments? Comment on any subject overlap between this course and topics generally taught by other departments, even if no similar courses are currently offered by the other departments. Explain any effects that this proposal will have on program requirements or enrollments in other department. Please forward letters (email communication is sufficient) from all departments that you have identified above stating their support or opposition to the proposed course.

No other departments offer a course or courses similar to Ideation and Customer Development.

4. Is this course required for certification/accreditation of a program? Yes No

If so, a statement to that effect should appear in the justification and supporting documents should accompany this form.

5. For course proposals, attach a copy of the course syllabus to the form your are submitting to the Faculty Senate office. The syllabus should be sufficiently detailed so that committees can determine that the course is at the appropriate level and matches the description. There should be an indication of the amount and type of outside activity required in the course (projects, research papers, homework, etc.).

Please mail a signed approval page to the Faculty Senate Office, MA 210J, MC 1033.

Proposal has been updated.