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MEMORANDUM

To: Julio Frenk
University President

From: Tomás A. Salerno
Chair, Faculty Senate

Date: April 21, 2017

Subject: Faculty Senate Legislation #2016-47(B) – School of Business Administration, Credit Hours Increase for Undergraduate Legal Studies (LST) Major



The Faculty Senate, at its April 19, 2017 meeting, had no objections to the School of Business Administration proposal to increase the credit requirement for the Legal Studies (LST) undergraduate major in the Bachelor of Business Administration starting fall 2017.

The major will now require 18 credits, a 3-credit difference from the previous 15 credits requirement, by adding Negotiation. Negotiation is a 3-credit upper-level class taught in the department since 2012. After the increase the LST major will be closer to the average 19.5 credits required by other majors in the School of Business Administration.

This increase will not require the hiring of additional faculty or resources.

This legislation is now forwarded to you for your action.

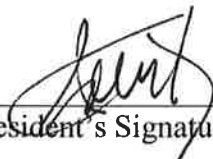
TAS/rh

Enclosure

cc: Thomas LeBlanc, Executive Vice President and Provost
William S. Green, Sr. Vice Provost, and Dean, Undergraduate Education
Anuj Mehrotra, Dean, School of Business Administration
Patricia Sanchez Abril, Chair, Business Law Department, School of Business Administration

CAPSULE: Faculty Senate Legislation #2016-47(B) – School of Business Administration, Credit Hours Increase for Undergraduate Legal Studies (LST) Major

PRESIDENT’S RESPONSE

APPROVED:  DATE: 5/8/17
(President's Signature)

OFFICE OR INDIVIDUAL TO IMPLEMENT: Dean SBA

EFFECTIVE DATE OF LEGISLATION: IMMEDIATELY
(if other than June 1 next following)

NOT APPROVED AND REFERRED TO: _____

REMARKS (IF NOT APPROVED): _____

PROPOSED CREDIT INCREASE TO LST MAJOR

Contact: Patricia Sanchez Abril, Chair, Business Law Dept.

MARCH 31, 2017
PABRIL@MIAMI.EDU
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UNIVERSITY OF MIAMI
SCHOOL of BUSINESS
ADMINISTRATION



Business Law Department

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March 30, 2017

Dr. Tomas Salerno
Chair, Faculty Senate
University of Miami
Ashe Building, Suite #325
1252 Memorial Drive
Coral Gables, FL 33146
tsalerno@med.miami.edu

Re: Legal Studies Major – Request to Change Credit Requirement for LST Major

Dear Dr. Salerno and Faculty Senate:

The Business Law (BSL) department is proposing to increase the credit requirements for its Legal Studies (LST) major from 15 to 18 by adding Negotiation (3cr.) as a required course. We are not proposing changes to the minor at this time. (See chart attached for a visual representation of the proposed change and structure of the major and electives.) After benchmarking with other SBA major requirements, we learned that the average number of credit requirements for SBA majors is 19.5. At 15, LST was on the lowest end. The department believes that an increase is due and justified by current trends.

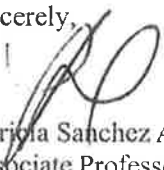
Negotiation has been a popular upper-level elective in the department (and cross-listed with Management) since 2012. We believe negotiation is a critical skill for our majors, who typically go on to legal and business careers. In fact, many recruiters have expressed a desire to see business students with strong negotiation skills. The course is a natural vehicle for teaching many substantive areas of law, communication, ethics, and critical thinking in an experiential and innovative environment.

The regular faculty in the BSL department met on December 13, 2016 and voted unanimously to increase the credit requirement from 15 to 18 by adding Negotiation to the list of required courses for LST majors. The Undergraduate Business Education Committee (UBEC) unanimously approved the proposal on February 10, 2017. The SBA's School Council approved the proposal on March 20, 2017.

Upon final approval, we propose to change the bulletin immediately, so that the effective date of the new credit requirement would be fall 2017 and it would be applicable to incoming freshmen.

Thank you for considering this request.

Sincerely,


Patricia Sanchez Abril
Associate Professor and Chair, Business Law

| <i>Required (3 credits)</i> | | <i>Required (6 credits)</i> | |
|------------------------------|---|-------------------------------|---|
| BSL 485 | Managing the Legal Factor (capstone) | BSL 485 | Managing the Legal Factor (capstone) |
| | | BSL 324 | Negotiation |
| <i>Elective (12 credits)</i> | | <i>Electives (12 credits)</i> | |
| BSL 304 | Corporate Law | BSL 304 | Corporate Law |
| BSL 305 | Legal and Social Aspects of Business Regulation | BSL 305 | Legal and Social Aspects of Business Regulation |
| BSL 324 | Negotiation | BSL 324 | Negotiation |
| BSL 333 | Legal Aspects of Real Estate Transactions | BSL 333 | Legal Aspects of Real Estate Transactions |
| BSL 401 | The Law of Financial Transactions | BSL 401 | The Law of Financial Transactions |
| BSL 412 | International Business Law | BSL 412 | International Business Law |
| BSL 424 | Intellectual Property Law | BSL 424 | Intellectual Property Law |
| BSL 435 | Law Of Entrepreneurship | BSL 435 | Law Of Entrepreneurship |
| BSL 460 | Health Care Law and Ethics | BSL 460 | Health Care Law and Ethics |
| BSL 476 | The Law Of Risk | BSL 476 | The Law Of Risk |

Total: 15 credit hours (non-core)¹

Total: 18 credit hours (non-core)

¹ BSL 212, Introduction to Business Law is also required of the majors but not included in this calculation because it is a core course required of all SBA majors.


**UNIVERSITY
OF MIAMI**



MEMORANDUM

DATE: April 3, 2017

TO: Patricia S. Abril, Chair and Associate Professor
Department of Business Law
School of Business Administration

FROM: Patty Murphy, Executive Director 
Office of Assessment and Accreditation

RE: **Change in Credit Hours Required for Undergraduate Legal Studies Major**

On March 30, 2017, the School of Business Administration submitted a proposal notifying our office of its intent to increase the credit requirements for the Legal Studies undergraduate major in the Bachelor of Business Administration program from 15 to 18 credits. The addition of one course requirement does not constitute a substantive change in this case and consequently, does not require approval by or notification to the Southern Association of Colleges and Schools Commission on Colleges (SACSCOC) in order to proceed with implementation.

Please feel free to contact me should you have any questions at pattymurphy@miami.edu or (305) 284-3276.

cc: Faculty Senate
Anuj Mehrotra, Dean, School of Business Administration
Karen Beckett, University Registrar

UNIVERSITY OF MIAMI
**SCHOOL of BUSINESS
ADMINISTRATION**



Dean Anuj Mehrotra
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March 30, 2017

Dr. Tomas Salerno
Chair, Faculty Senate
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tsalerno@med.miami.edu

Re: Legal Studies Major – Request to Increase Credit Requirement

Dear Dr. Salerno:

This letter is in support of the Business Law department's request to change the required credits for the Legal Studies major from 15 to 18 with the addition of a required course in negotiation. The proposal has the support of the faculty, as expressed in a unanimous vote at the SBA School Council meeting on March 20, 2017.

The change reflects the importance of negotiation skills in business education and job placement. This innovative, experiential course has enjoyed success over the past years. Further, the change will not require hiring or additional resources at this time.

Sincerely,

A handwritten signature in black ink, appearing to read 'Anuj Mehrotra'.

Anuj Mehrotra
Dean
School of Business Administration