PROPOSAL SUMMARY AND ROUTING FORM

Proposal Title: **Professional Golf Management Program BS Revisions**

Initiating Unit or Individual: **Professional Golf Management Program**

Contact Person's Name: **Matt Pinter**  e-mail: pinterm@ferris.edu phone: 2380

Date or Semester of Proposal Implementation: **Fall 2011**

- Group I - A – New degree/major or major, or redirection of a current offering
- Group I - B – New minors or concentrations
- Group II - A – Minor curriculum clean-up and course changes
- Group II - B – New Course
- Group III - Certificates
- Group IV – Off-Campus Programs

<table>
<thead>
<tr>
<th>Group/Individual</th>
<th>Signature</th>
<th>Date</th>
<th>Vote/Action *</th>
</tr>
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<tbody>
<tr>
<td>Program Faculty</td>
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<tr>
<td>Academic Affairs</td>
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</table>

* Support or Not Support must include a list of concerns.

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To be completed by Academic Affairs

President (Date Approved)  Board of Trustees (Date Approved)  President's Council (Date Approved)

VPAA
APR 6 2011
PROVOST
FORM A CONT.

1. Proposal Summary
   The PGA of America is instituting a new educational program effective Fall 2011. They have added new content, changed the sequencing of their learning objectives and their assessment practices. The proposed increase in one credit hour for the introductory class (PGMG 101) and the addition of the new instruction class (PGMG 341) are in response to these changes. Failure to make these changes could put accreditation of the PGA program by the PGA of America in jeopardy.

2. Summary of All Course Action Required*

a. Newly Created Courses to FSU:
   Prefix   Number   Title
   PGMG     341      Advanced Teaching II

b. Courses to be Deleted From FSU Catalog:
   Prefix   Number   Title


c. Existing Course(s) to be Modified:
   Prefix   Number   Title
   PGMG     101      Orientation to PGM

d. Addition of existing FSU courses to program
   Prefix   Number   Title

e. Removal of existing FSU courses from program
   Prefix   Number   Title
CURRICULUM CONSULTATION FORM

To be completed by each department affected by the proposed change, new degree, new program, new minor, or new course. Potential duplication of coursework is reason for consultation.

1. This completed form must be forwarded with the proposal to the chair/head of the department to be consulted.

2. The department must respond within 20 calendar days of receipt of this form to insure inclusion in the final proposal. The completed form is returned to the initiator and inserted into the proposal.

   **Failure to respond is interpreted as support for the proposal.**

3. The Proposing Department must address any concerns raised by the department. This response will be in writing and be included in the proposal following the consultation form.

**RE: Proposal Title**  PGM Curriculum Clean-Up

**Initiator(s):** Matt Pinter

**Proposal Contact:** Matt Pinter  **Date Sent:** 2/18/2011

**Department:** SEHM  **Campus Address:** Knollcrest

(Please print)

**Responding Department:** Marketing

**Chair/Head/Coordinator:** [Signature]  **Date Returned:** 3-3-11

Based upon department faculty review on ____ (date), we

☐ Support the above proposal.
☐ Support the above proposal with the modifications and concerns listed below.
☐ Do not support the proposal for the reasons listed below.

Comment regarding the impact this proposal has on scheduling, room assignments, faculty load, and prerequisites for your department. Use additional pages, if necessary.
CURRICULUM CONSULTATION FORM

To be completed by each department affected by the proposed change, new degree, new program, new minor, or new course. Potential duplication of coursework is reason for consultation.

1. This completed form must be forwarded with the proposal to the chair/head of the department to be consulted.

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   **Failure to respond is interpreted as support for the proposal.**

3. The Proposing Department must address any concerns raised by the department. This response will be in writing and be included in the proposal following the consultation form.

**RE: Proposal Title**  PGM Curriculum Clean-Up

**Initiator(s):** Matt Pinter

**Proposal Contact:** Matt Pinter  **Date Sent:** 2/18/2011

**Department:** SEHM  **Campus Address:** Knollcrest

(Please print)

**Responding Department:** Management

Chair/Head/Coordinator:  **Date Returned:**

Based upon department faculty review on **date**, we

- [ ] Support the above proposal.  **UNANIMOUS**
- [ ] Support the above proposal with the modifications and concerns listed below.
- [ ] Do not support the proposal for the reasons listed below.

Comment regarding the impact this proposal has on scheduling, room assignments, faculty load, and prerequisites for your department. Use additional pages, if necessary.
FLITE SERVICES CONSULTATION FORM

To be completed by the liaison librarian and approved by the Dean of FLITE. All returned forms should be included in the proposal. **FLITE must respond within 20 calendar days of receipt of this form to insure that the form is included in the final proposal.**

**FAILURE TO RESPOND IS CONSIDERED AS SUPPORT OF THE CHANGE.**

**RE: Proposal Title:** PGMG341 Advanced Teaching II

Projected number of students per year affected by proposed change: **50**

<table>
<thead>
<tr>
<th>Initiator(s):</th>
<th>PGM Program</th>
</tr>
</thead>
<tbody>
<tr>
<td>Proposal Contact:</td>
<td>Matt Pinter</td>
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<tr>
<td>Department:</td>
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<table>
<thead>
<tr>
<th>Liaison Librarian Signature:</th>
<th>David A. Scott</th>
<th>Date: 3-7-11</th>
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</thead>
<tbody>
<tr>
<td>Dean of FLITE Signature:</td>
<td>John M. Money</td>
<td>Date Returned: 3-8-11</td>
</tr>
</tbody>
</table>

Based upon our review on **3-7-11** (date), FLITE concludes that:

☐ Library resources to support the proposed curriculum change are currently available.

☐ Additional Library resources are needed but can be obtained from current funds.

☐ Support, but significant additional Library funds/resources are required in the amount of $__________.

☐ Does not support the proposal for reasons listed below.

**Comment regarding the impact this proposal will have on library resources, collection development, programs, etc. Use additional pages if necessary.**
NEW COURSE INFORMATION FORM
See Sample – Limit to Two Pages Please

Course Identification:

Prefix:       Number  Title
PGMG         341      Advanced Teaching II

Course Description:
A PGM specific course to cover advanced golf instruction to include, fitting, player development and the business of instruction. This content links directly to PGA of America accreditation requirements for the Ferris PGM program.

Course Outcomes and Assessment Plan:
1. Demonstrate a mastery of a variety of teaching methodologies to meet the specific needs of the golfer.
2. Explain the theories and factors that influence the transfer of learning a motor skill.
3. Demonstrate how to fit clubs to players of all skill levels.
4. Identify the distinctive needs of several golfing populations and match specific developmental programs to these populations.
5. Link player development programs to a facility’s business goals and objectives.
6. Market and promote player development and instructional services using a variety of methods.
7. Conduct an effective club and ball flight performance evaluation and make recommendations in improve performance.
8. Measure the current performance level of expert golfers.

Objectives will be assessed through demonstrations, examinations, and PGA of America certification testing.

Course Outline including Time Allocation:

1. Golf Club Fitting and evaluation. 6 hours
2. Teaching methodologies for a motor skill 8 hours
3. Measure and evaluate skill level and equipment of golfers of all skill levels 6 hours
4. Link player development programs to a facility’s business goals 4 hours
5. Identify specific needs and development corresponding programs to address these needs 6 hours
CREATE NEW COURSE
Course Data Entry Form

I. ACTION TO BE TAKEN: CREATE A NEW COURSE
   Notes
   1. Complete each item in Section I and Section II.
   2. If this course is to be used as a prerequisite for other university courses, Form Fs that reflect
      the prerequisite change must be submitted for those courses as well.

   Term Effective (6 digit code only): 201108  Examples: 200801(Spring), 200805(Summer), 200808(Fall)
   Note: The first four digits indicate year, the next two digits indicate month in which term begins.

II. PROPOSED FOR NEW COURSE: Complete all sections a through r. See manual for clarification.
   a. Course Prefix
      PGMG
   b. Number
      341
   c. Enter Contact Hours per week in boxes.
      LECTure 2  LAB  INDependent Study - Check (x)  Practicum:  Seminar: 
   d. Course Title: Advanced Teaching II
      (Limit to 30 characters/spaces.)
   e. College Code BU  f. Department Code SEHM
      Credit Hours: Check (x) type and enter maximum and minimum hours in boxes.
   g. Type: □ Variable  □ Fixed h. Minimum Credit Hours 2 i. Maximum Credit Hours 2
   j. May Be Repeated for Added Credit: Check (x) Yes  X No
   k. Levels: Check (x) X Undergraduate □ Graduate □ Professional
   l. Grade Method: Check (x) X Normal Grading □ Credit/No Credit only (Pass/Fail)
   m. Does proposed new course replace an equivalent course? Check (x) □ Yes  X No
   n. Equivalent course: Prefix □  Number □  See instructions on Replacement courses.
   o. CATALOG DESCRIPTION – Limit to 75 words – PLEASE BE CONCISE.
      A PGM specific course to cover advanced golf instruction to include, fitting, player development and
      the business of instruction. This content links directly to PGA of America accreditation requirements
      for the Ferris PGM program.
   p. Term(s) Offered: Summer (See instructions for listing.)  q. Max. Section Enrollment: 35
   r. Prerequisites/Co-requisites/Restrictions: (If none, leave blank.) Limited to 100 spaces. PGMG340.

UCC Chair Signature/Date: 4/14/16  Academic Affairs Approval Signature/Date: 7/4/16

To be completed by Academic Affairs Office: - Standard & Measures Coding and General Education Code
□ Basic Skill (BS) □ General Education (GE) □ Occupational Education (OC) □ G.E. Codes

Office of the Registrar use ONLY
Date Rec’d:  Date Completed:  Entered: SCACRSE _ SCADETL _ SCARRES _ SCAPREQ _
NEW COURSE INFORMATION FORM – Modify Course
(Increase Credit Hours)
See Sample – Limit to Two Pages Please

Course Identification:

Prefix:  Number  Title
PGMG   101  Orientation to PGM

Course Description:

A PGM specific introductory course to cover all aspects of current Freshman seminar and an addition of PGA of America qualifying level learning objectives.

Course Outcomes and Assessment Plan:

Understand and appreciate the history of the PGA of America
Describe the hierarchy and organization of the PGA of America
Demonstrate an understanding of the PGA constitution
Demonstrate an understanding of career opportunities for PGA members
Describe the structure and requirements for PGA membership
Show ability to locate and apply Rules of golf for frequently encountered situations
Explain how the Rules are maintained and changed

Course Outline including Time Allocation:

PGA History and Constitution - 5 hours
PGA PGM Program Requirements - 5 hours
Rules of Golf -5 hours
I. ACTION TO BE TAKEN: MODIFY AN EXISTING COURSE
Notes:
1. Complete all parts of Sections I and II; complete only those items in Section III that represent changes.
2. If either prefix or number is being changed, use 'Delete Course' and 'Create New Course' forms rather than this form.

a. List the changes to be made (See Proposed Changes a through p below): Change of Contact Hours-

Credit Hours

b. Term Effective (6 digit code only): 201108 Examples: 200801(Spring), 200805(Summer), 200808(Fall)
Note: The first four digits indicate year, the next two digits indicate month in which term begins.

II. CURRENT: Include information that is in the current course database.

a. Course Prefix

b. Course Number

c. Enter Contact Hours per week in boxes.

PGMG 101

LECTure 1 LAB INDependent Study – Check (x)

Practicum: Seminar: 

d. Course Title: Orientation to PGM

III. PROPOSED CHANGES: Complete only those boxes that represent proposed changes identified in
Section I. Leave all other spaces blank.

a. Course Prefix

b. Course Number

c. Enter Contact Hours per week in boxes.

LECTure 2 LAB INDependent Study – Check (x)

Practicum: Seminar: 

d. Course Title: (Limit to 30 characters/spaces.)

e. College Code: f. Department Code:

Credit Hours: Check (x) type and enter maximum and minimum hours in boxes.

g. Type: □ Variable □ Fixed

h. Maximum Credit Hours

i. Minimum Credit Hours

j. May Be Repeated for Added Credit: Check (x) □ Yes

k. Levels: Check (x) □ Undergraduate □ Graduate □ Professional

l. Grade Method: Check (x) □ Normal Grading □ Credit/No Credit only (Pass/Fail)

m. CATALOG DESCRIPTION – Limit to 75 words – PLEASE BE CONCISE.

n. Term(s) Offered: (See instructions for listing.)

o. Max. Section Enrollment:

p. Prerequisites/Co-requisites/Restrictions: Limited to 100 spaces.

To be completed by Academic Affairs Office: - Standard & Measures Coding and General Education Code

Basic Skill (BS) □ General Education (GE) □ Occupational Education (OC) □ G.E. Codes

Office of the Registrar use ONLY

Date Rec’d: Date Completed: Entered: SCACRSE □ SCADETL □ SCARRES □ SCAPREQ □
### FIRST YEAR

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<td>English 1</td>
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<td>PSYC 150</td>
<td>Introduction to Psychology</td>
<td>3</td>
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<td>COMM 121</td>
<td>Fund. of Public Speaking</td>
<td>3</td>
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<td>Cultural Enrichment (see note 4)</td>
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<td>MATH 115</td>
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<td>ECON 222</td>
<td>Economics 2 [ECON 221]</td>
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<td>ACCT 201</td>
<td>Accounting I [MATH 110/C or better]</td>
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<td>Principles of Marketing [sophomore status]</td>
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<td>Accounting 2 [ACCT 201/C or better]</td>
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<td>AIMC 222</td>
<td>Principles of Advertising</td>
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### Summer Semester

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<tr>
<td>PGMG 292</td>
<td>Internship 2 [PGMG 202/C or better, see note 5]</td>
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</table>

### NOTES

1. Check if Playing Ability Test (PAT) is passed □
2. Prerequisites shown in brackets [ ]
3. Use as General Education Elective if you have 24 or higher ACT score.
4. You must take three (3) cultural enrichment courses. Select three (3) courses from the cultural enrichment subject areas, including one at the 200 level or above.
   Consult: [http://www.ferris.edu/htmls/academics/gened/cultcourses.html](http://www.ferris.edu/htmls/academics/gened/cultcourses.html)
5. You must register for internships (PGMG 192, 292, 392, 492, and 493) in the semester they are taken. You must have a Cum. GPA of 2.00 or better.

*Effective 08/2010*
THIRD YEAR
Fall Semester
PGMG 392 - Internship 3 (see note 5) 2

Spring Semester
BLAW 321 - Contracts and Sales 3
FINC 322 - Financial Management 3
[ACCT 301, MATH 111]
STQM 260 - Intro to Statistics [MATH 115C or better] 3
MKTG 322 - Consumer Behavior 3
[MKTG 321, PSYC 156]
General Education Elective 4 16

Summer Semester
ISYS 321 - Business Information Systems 3
[ACCT 302, MKTG 321, MGMT 301]
ENGL 325 - Adv Bus Writing [ENGL 211 or 250C or better] 3
PGMG 340 - Fundamentals of Golf Instruction 2
[BIO1 109, MKTG 321]
MKTG 425 - Marketing Research 3
[MKTG 321, STQM 360]
MKTG 476 - Marketing Strategy [MKTG 322, ECON 211] 3 14

FOURTH YEAR
Fall Semester
PGMG 492 - Internship 4 (see note 5) 2

Spring Semester
PGMG 493 - Internship 5 (see note 5) 2

Summer Semester
BIOL 114 - Biology & Maintenance of Turfgrass 4
BUSN 499 - Interdisciplinary Integrating Experience 3
[FINC 322, MGMT 370, MKTG 321, & senior status]
MGMT 310 - Small Business Management 3
MGMT 370 - Quality/Operations Management 3
[ sophomore status] 13

Checkpoint 2

FIFTH YEAR
Fall Semester
MGMT 373 - Human Resource Management [ sophomore status] 3
MKTG 441 - International Marketing [MKTG 321, senior status] 3
RETG 339 - Retail Merchandising [RETG 337] 3
RFIM 207 - Beverage Management 3 12

Checkpoint 3

125 CREDIT HOURS ARE REQUIRED FOR GRADUATION

GRADUATION REQUIREMENTS: A cumulative grade point average of 2.00 or better in each of the following categories: (1) All course work taken; (2) All course work taken in the major; (3) All course work taken in the business core.

PLEASE NOTE: STUDENTS WHO RETURN TO THE UNIVERSITY AFTER AN INTERRUPTED ENROLLMENT (NOT INCLUDING SUMMER SEMESTER) MUST MEET THE REQUIREMENTS OF THE CURRICULUM WHICH ARE IN FORCE AT THE TIME OF THEIR RETURN, NOT THE REQUIREMENTS IN EFFECT WHEN THEY WERE ORIGINALLY ADMITTED.

Effective 08/2010
### SEQUENCE SHEET FOR
B.S. BUSINESS - PROFESSIONAL GOLF MANAGEMENT - FERRIS STATE UNIVERSITY

**FIRST YEAR**

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<th>Course</th>
<th>Units</th>
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<tr>
<td>Fall Semester</td>
<td><strong>PGMG 101 - Orientation to PGM</strong> [Qualifying Test]</td>
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<tr>
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<td>ENGL 150 - English 1</td>
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<td>PSYC 150 - Introduction to Psychology</td>
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<td>COMM 121 - Fund. of Public Speaking</td>
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<td>MATH 115 (see note 3)</td>
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<td><strong>14</strong></td>
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<tr>
<td>Spring Semester</td>
<td><strong>PGMG 201 - PGA Level 1 Study I</strong> [PGMG 101]</td>
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<tr>
<td></td>
<td>BIOL 109 - Basic Human Anatomy &amp; Phys.</td>
<td>4</td>
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<td>ECON 221 - Economics 1 [MATH 110 or proficiency]</td>
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<td>MKTG 231 - Professional Selling [COMM 121]</td>
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<td><strong>Total</strong></td>
<td><strong>15</strong></td>
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<tr>
<td>Summer Semester</td>
<td>PGMG 192 - Internship 1 [PGMG 201 C or better, see note 5]</td>
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**SECOND YEAR**

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<td>ECON 222 - Economics 2 [ECON 221]</td>
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<td>ACCT 201 - Accounting 1 [MATH 110 C- or better]</td>
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<td></td>
<td>MKTG 321 - Principles of Marketing [sophomore status]</td>
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</tr>
<tr>
<td>Spring Semester</td>
<td>ACCT 202 - Accounting 2 [ACCT 201 C- or better]</td>
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<td>MKTG 322 - Consumer Behavior [MKTG321, PSYC150]</td>
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<td>RETG 337 - Principles of Retailing [MKTG 321]</td>
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<td></td>
<td><strong>Total</strong></td>
<td><strong>14</strong></td>
</tr>
<tr>
<td>Summer Semester</td>
<td>PGMG 292 - Internship 2 [PGMG 202 C or better, see note 5]</td>
<td>2</td>
</tr>
</tbody>
</table>

**NOTES**

* Must take in semester designated
  1. Check if Playing Ability Test (PAT) is passed
  2. Prerequisites shown in brackets [ ]
  3. Use as General Education Elective if you have 24 or higher ACT score.
  4. You must take three (3) cultural enrichment courses. Select three (3) courses from the cultural enrichment subject areas, including one at the **200 level or above**. Consult: [http://www.ferris.edu/htmls/academics/gened/cultcourses.html](http://www.ferris.edu/htmls/academics/gened/cultcourses.html)
  5. You must register for internships (PGMG 192, 292, 392, 492, and 493) in the semester they are taken. You must have a Cum. GPA of 2.00 or better.

*Effective 08/2011*
THIRD YEAR

Fall Semester
PGMG 392 - Internship 3 (see note 5) 2

Spring Semester
BLAW 321 - Contracts and Sales 3
FINC 322 - Financial Management 3
STQM 260 - Intro to Statistics [MATH 115/C- or better] 3
* MGMT 310 - Small Business Management 3
* RETG 339 - Retail Merchandising [RETG 337] 3
     15

Summer Semester
* BIOL 114 - Biology & Maintenance of Turfgrass 4
ISYS 321 - Business Information Systems 3
ENGL 325 - Adv Bus Writing [ENGL 211 or 250/C- or better] 3
* PGMG 340 - Fundamentals of Golf Instruction 2
     15

* Must take in semester designated

FOURTH YEAR

Fall Semester
PGMG 492 - Internship 4 (see note 5) 2

Spring Semester
PGMG 493 - Internship 5 (see note 5) 2

Summer Semester
General Education Elective 4
MKTG 425 - Marketing Research [MKTG 321, STQM 260] 3
MGMT 370 - Quality/Operations Management [sophomore status] 3
Cultural Enrichment 3
* PGMG 341 - Advanced Teaching II 2
     15

Teaching Seminar & Tests

FIFTH YEAR

Fall Semester
* MGMT 373 - Human Resource Management [sophomore status] 3
* RFIM 207 - Beverage Management 3
MKTG 441 - International Marketing [MKTG 321, senior status] 3
BUSN 499 - Interdisciplinary Integrating Experience [FINC 322, MGMT 370, MKTG 321, & senior status] 3
MKTG 476 - Marketing Strategy [MKTG 322, ECON 221] 3
     15

Senior Seminar/Career Enhancement

128 CREDIT HOURS ARE REQUIRED FOR GRADUATION

GRADUATION REQUIREMENTS: A cumulative grade point average of 2.00 or better in each of the following categories: (1) All course work taken; (2) All course work taken in the major; (3) All course work taken in the business core.

PLEASE NOTE: STUDENTS WHO RETURN TO THE UNIVERSITY AFTER AN INTERRUPTED ENROLLMENT (NOT INCLUDING SUMMER SEMESTER) MUST MEET THE REQUIREMENTS OF THE CURRICULUM WHICH ARE IN FORCE AT THE TIME OF THEIR RETURN, NOT THE REQUIREMENTS IN EFFECT WHEN THEY WERE ORIGINALY ADMITTED.
### SEQUENCE SHEET FOR
B.S. BUSINESS - PROFESSIONAL GOLF MANAGEMENT - FERRIS STATE UNIVERSITY

#### FIRST YEAR

<table>
<thead>
<tr>
<th>Semester</th>
<th>Course</th>
<th>Credits</th>
</tr>
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<tbody>
<tr>
<td><strong>Fall Semester</strong></td>
<td><em>PGMG 101 - Orientation to PGM</em></td>
<td>2</td>
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<tr>
<td></td>
<td>ENGL 150 - English I</td>
<td>3</td>
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<tr>
<td></td>
<td>PSYC 150 - Introduction to Psychology</td>
<td>3</td>
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<tr>
<td></td>
<td>COMM 121 - Fund. of Public Speaking</td>
<td>3</td>
</tr>
<tr>
<td></td>
<td>MATH 115 (see note 3)</td>
<td>3</td>
</tr>
<tr>
<td></td>
<td></td>
<td>14</td>
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<tr>
<td><strong>Spring Semester</strong></td>
<td><em>PGMG 201 - PGA Level 1 Study I</em></td>
<td>2</td>
</tr>
<tr>
<td></td>
<td>BIOL 109 - Basic Human Anatomy &amp; Phys.</td>
<td>4</td>
</tr>
<tr>
<td></td>
<td>Cultural Enrichment (see note 4)</td>
<td>3</td>
</tr>
<tr>
<td></td>
<td>ECON 221 - Economics (MATH 110 or proficiency)</td>
<td>3</td>
</tr>
<tr>
<td></td>
<td>MKTG 231 - Professional Selling (COMM 121)</td>
<td>3</td>
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</tr>
<tr>
<td><strong>Summer Semester</strong></td>
<td>PGMG 192 - Internship (PGMG 201/C or better, see note 5)</td>
<td>2</td>
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#### SECOND YEAR

<table>
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<tr>
<th>Semester</th>
<th>Course</th>
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<tbody>
<tr>
<td><strong>Fall Semester</strong></td>
<td>ENGL 211/250 - (choose one) (ENGL 150/C or better)</td>
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</tr>
<tr>
<td></td>
<td>Cultural Enrichment (see note 4)</td>
<td>3</td>
</tr>
<tr>
<td></td>
<td>ECON 222 - Economics 2 (ECON 221)</td>
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</tr>
<tr>
<td></td>
<td>ACCT 201 - Accounting (MATH 110/C or better)</td>
<td>3</td>
</tr>
<tr>
<td></td>
<td>MKTG 321 - Principles of Marketing (sophomore status)</td>
<td>3</td>
</tr>
<tr>
<td></td>
<td></td>
<td>15</td>
</tr>
<tr>
<td><strong>Spring Semester</strong></td>
<td>ACCT 202 - Accounting 2 (ACCT 201/C or better)</td>
<td>3</td>
</tr>
<tr>
<td></td>
<td>MKTG 322 - Consumer Behavior (MKTG321, PSYC150)</td>
<td>3</td>
</tr>
<tr>
<td></td>
<td>MGMT 301 - Applied Management</td>
<td>3</td>
</tr>
<tr>
<td></td>
<td><em>PGMG 202 - PGA Level 1 Study II</em> (PGMG 201)</td>
<td>2</td>
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<tr>
<td></td>
<td>RETG 337 - Principles of Retailing (MKTG 321)</td>
<td>3</td>
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<tr>
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<td>14</td>
</tr>
<tr>
<td><strong>Summer Semester</strong></td>
<td>PGMG 292 - Internship 2 (PGMG 202/C or better, see note 5)</td>
<td>2</td>
</tr>
</tbody>
</table>

#### NOTES

* Must take in semester designated
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  5. You must register for internships (PGMG 192, 292, 392, 492, and 493) in the semester they are taken. You must have a Cum. GPA of 2.00 or better.

Effective 08/2011
### Third Year

**Fall Semester**
- PGMG 392 - Internship 3 *(see note 5)*  
2 ____

**Spring Semester**
- BLAW 321 - Contracts and Sales  
  3 ____
- FINC 322 - Financial Management *(ACCT 202, MATH 115)*  
  3 ____
- STQM 260 - Intro to Statistics *(MATH 115/C- or better)*  
  3 ____
- * MGMT 310 - Small Business Management  
  3 ____
- * RETG 339 - Retail Merchandising *(RETG 337)*  
  3 ____
  15 ____

**Summer Semester**
- * BIOL 114 - Biology & Maintenance of Turfgrass  
  4 ____
- ISYS 321 - Business Information Systems *(ACCT 202, MKTG 321, MGMT 301)*  
  3 ____
- ENGL 325 - Adv Bus Writing *(ENGL 211 or 250/C or better)*  
  3 ____
- * PGMG 340 - Fundamentals of Golf Instruction *(BIOL 109, MKTG 321)*  
  2 ____
- AIMC 222 - Principles of Advertising  
  3 ____
  15 ____

* Must take in semester designated

### Fourth Year

**Fall Semester**
- PGMG 492 - Internship 4 *(see note 5)*  
2 ____

**Spring Semester**
- PGMG 493 - Internship 5 *(see note 5)*  
2 ____

**Summer Semester**
- General Education Elective  
  4 ____
- MKTG 425 - Marketing Research *(MKTG 321, STQM 260)*  
  3 ____
- MGMT 370 - Quality/Operations Management *(sophomore status)*  
  3 ____
- Cultural Enrichment  
  3 ____
- * PGMG 341 - Advanced Teaching II *(PGMG340)*  
  2 ____
  15 ____

**Teaching Seminar & Tests**

**Fifth Year**

**Fall Semester**
- * MGMT 373 - Human Resource Management *(sophomore status)*  
  3 ____
- * RFIM 207 - Beverage Management  
  3 ____
- MKTG 441 - International Marketing *(MKTG 321, senior status)*  
  3 ____
- BUSN 499 - Interdisciplinary Integrating Experience *(FINC 322, MGMT 370, MKTG 321, & senior status)*  
  3 ____
- MKTG 476 - Marketing Strategy *(MKTG322, ECON221)*  
  3 ____
  15 ____

**Senior Seminar/Career Enhancement**

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**128 Credit Hours are Required for Graduation**

**Graduation Requirements:** A cumulative grade point average of 2.00 or better in each of the following categories: (1) All course work taken; (2) All course work taken in the major; (3) All course work taken in the business core.

**Please Note:** Students who return to the university after an interrupted enrollment (not including summer semester) must meet the requirements of the curriculum which are in force at the time of their return, not the requirements in effect when they were originally admitted.

Page 2

Effective 08/2011