

REQUEST FOR NEW COURSE

1. General Information.

- a. Submitted by the College of: Business and Economics Today's Date: 1/15/2010
- b. Department/Division: MBA
- c. Contact person name: Mary Lee Kerr Email: mkerr2@uky.edu Phone: 7-1924
- d. Requested Effective Date: Semester following approval OR Specific Term/Year¹: Fall 2010

2. Designation and Description of Proposed Course.

- a. Prefix and Number: MBA 644
- b. Full Title: Project Connect in Mergers & Acquisitions
- c. Transcript Title (if full title is more than 40 characters): Project Connect in M&A
- d. To be Cross-Listed² with (Prefix and Number): No
- e. Courses must be described by at least one of the meeting patterns below. Include number of actual contact hours³ for each meeting pattern type.

_____ Lecture	_____ Laboratory ¹	_____ Recitation	_____ Discussion	_____ Indep. Study
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_____ Clinical	_____ Colloquium	_____ Practicum	_____ Research	_____ Residency
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_____ Seminar	_____ Studio	x Other – Please explain:	Internship (20 hours)
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- f. Identify a grading system: Letter (A, B, C, etc.) Pass/Fail
- g. Number of credits: 1
- h. Is this course repeatable for additional credit? YES NO
- If YES: Maximum number of credit hours: _____
- If YES: Will this course allow multiple registrations during the same semester? YES NO

i. Course Description for Bulletin: MBA 644 – Project Connect for Mergers and Acquisitions – An immersive 5 week internship with a Project Connect Partner where the student will work on an M&A project. Open only to One Year MBA students. _____

¹ Courses are typically made effective for the semester following approval. No course will be made effective until all approvals are received.

² The chair of the cross-listing department must sign off on the Signature Routing Log.

³ In general, undergraduate courses are developed on the principle that one semester hour of credit represents one hour of classroom meeting per week for a semester, exclusive of any laboratory meeting. Laboratory meeting, generally, represents at least two hours per week for a semester for one credit hour. (from SR 5.2.1)

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- j. Prerequisites, if any: Prereq: MBA 600 through MBA 618
- k. Will this course also be offered through Distance Learning? YES⁴ NO
- l. Supplementary teaching component, if any: Community-Based Experience Service Learning Both
3. Will this course be taught off campus? YES NO
4. Frequency of Course Offering.
- a. Course will be offered (check all that apply): Fall Spring Summer
- b. Will the course be offered every year? YES NO
If NO, explain: _____
5. Are facilities and personnel necessary for the proposed new course available? YES NO
If NO, explain: _____
6. What enrollment (per section per semester) may reasonably be expected? 40 per section (total 80)
7. Anticipated Student Demand.
- a. Will this course serve students primarily within the degree program? YES NO
- b. Will it be of interest to a significant number of students outside the degree pgm? YES NO
If YES, explain: _____
8. Check the category most applicable to this course:
- Traditional – Offered in Corresponding Departments at Universities Elsewhere
- Relatively New – Now Being Widely Established
- Not Yet Found in Many (or Any) Other Universities
9. Course Relationship to Program(s).
- a. Is this course part of a proposed new program? YES NO
If YES, name the proposed new program: _____
- b. Will this course be a new requirement⁵ for ANY program? YES NO
If YES⁵, list affected programs: _____
10. Information to be Placed on Syllabus.
- a. Is the course 400G or 500? YES NO
If YES, the *differentiation for undergraduate and graduate students must be included* in the information required in **10.b**. You must include: (i) identification of additional assignments by the graduate students; and/or (ii) establishment of different grading criteria in the course for graduate students. (See SR 3.1.4.)
- b. The syllabus, including course description, student learning outcomes, and grading policies (and 400G-/500-level grading differentiation if applicable, from **10.a** above) are attached.

⁴ You must *also* submit the Distance Learning Form in order for the proposed course to be considered for DL delivery.

⁵ In order to change a program, a program change form must also be submitted.

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Signature Routing Log

General Information:



Course Prefix and Number: MBA 644

Proposal Contact Person Name: Mary Lee Kerr Phone: 7-1924 Email: mkerr2@uky.edu

INSTRUCTIONS:

Identify the groups or individuals reviewing the proposal; note the date of approval; offer a contact person for each entry; and obtain signature of person authorized to report approval.

Internal College Approvals and Course Cross-listing Approvals:

Reviewing Group	Date Approved	Contact Person (name/phone/email)	Signature
MBA Policy Committee (Gatton College)	11/24/2009	Merl Hackbart / 7-1627 / mhackbart@uky.edu	
Gatton College Faculty	2/5/2010	Merl Hackbart / 7-1627 / mhackbart@uky.edu	
		/ /	
		/ /	
		/ /	

External-to-College Approvals:

Council	Date Approved	Signature	Approval of Revision ⁶
Undergraduate Council			
Graduate Council			
Health Care Colleges Council			
Senate Council Approval		University Senate Approval	

Comments:

⁶ Councils use this space to indicate approval of revisions made subsequent to that council's approval, if deemed necessary by the revising council.

University of Kentucky
Gatton College of Business and Economics
MBA 644 – Project Connect – Mergers and Acquisitions
1 Credit

Professor: Jim Potter
Office: 145 MBA Center
Phone: 859-257-7807
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E-mail: jim.potter@uky.edu
Office Hours: By Appointment

Course Description

In our Project Connect program students are paired with a high-ranking corporate executive. Over twenty-six weeks, each executive provides that team with three projects of importance to the executive's corporation. One project involves new product development (MBA 640), another supply chain management (MBA 642) and the third is in mergers and acquisitions (MBA 644).

MBA 644 is the student's Project Connect internship in Mergers and Acquisitions. Students are charged to research, understand, and analyze growth opportunities for their Project Connect company. Projects may be acquisitions, diversification or potentially major growth opportunities for their firm. Students are expected to devote twenty plus hours over a five week period to this project working with the executive and his/her designates. The project culminates with deliverables including a presentation to the executive's management team.

Learning Objectives

1. Operate successfully in a cross functional team.
2. Incorporate classroom learning into a project solution.
3. Provide individual input of project information into a team presentation.
4. Work with company contacts to manage project scope, key dates and content.
5. Create and deliver effective presentation for the company executive team.
6. Gain knowledge and confidence in how to deliver effective executive presentations.

Grading

Projects and presentations will be graded in the following manner:

Project Connect Presentation:

- * 45% Client Satisfaction – See attached form
- * 45% Faculty Evaluation – See attached form
- * 10% Peer Evaluation – See attached form

Grading Scale: A (90-100), B (80-89), C (70-70), E (below 70)

Note that it is necessary to receive a passing grade (C or better) in all course components in order to receive a passing grade for this course. Students must also satisfactorily complete all extracurricular activities designated by the MBA program to receive a passing grade in this course. Those activities include, but are not limited to, attendance at team meetings, special workshops, tours and faculty work sessions.

The group projects have been designed to foster team building and group learning. Any member of the team not contributing significantly towards the team output would have their scores lowered. A peer evaluation in combination with feedback from the instructor and client may be used to determine the contribution made by each member of the team.

Course Grade Policy

The grading policy for this course limits the percent of "As" earned to no more than 50%. A grade of "C" will be given for students whose cumulative score in the course is more than two standard deviations below the median class score. Any questions regarding an individual assignment grade must be submitted in writing two weeks of the grade being returned.

Attendance

Attendance is compulsory for all the module sessions, including guest lectures, field trips and simulations. A non-attendance without a valid excuse will result in a zero score for that specific activity. If you have to miss class, it is your responsibility to inform the instructor, turn in any assignments and find out what was covered and assigned.

Academic Integrity

The Honor Code is in effect.

**Evaluation of Project Connect Presentation
Mergers and Acquisitions
Company Review Form**

Presenting Group: _____

Evaluator's Name: _____

Directions: On a scale of 1 (lowest) to 5 (highest), please rate each of the following items based on the group's presentation.

- | | | | | | | |
|----|--|---|---|---|---|---|
| 1. | Content | 1 | 2 | 3 | 4 | 5 |
| | <ul style="list-style-type: none"> ▪ discussion of problem ▪ how project related to M&A ▪ discussion of methodology used ▪ relationship between analysis and recommendations | | | | | |
| 2. | Preparation | 1 | 2 | 3 | 4 | 5 |
| 3. | Organization | 1 | 2 | 3 | 4 | 5 |
| | <ul style="list-style-type: none"> ▪ outline/layout of the presentation ▪ ability of audience to follow transitions | | | | | |
| 4. | Presentation style | 1 | 2 | 3 | 4 | 5 |
| | <ul style="list-style-type: none"> ▪ professionalism of the presentation ▪ presenters spoke clearly and held audience's attention | | | | | |
| 5. | Interaction with Audience | 1 | 2 | 3 | 4 | 5 |
| | <ul style="list-style-type: none"> ▪ responded to questions effectively | | | | | |

Total Score (maximum of 25 points – add up one through five): _____

Additional Comments: Was this project beneficial to your firm?

Additional Comments: What did the team do well?

Additional Comments:

What can the team improve?

Any other thoughts and comments?

Phone: 859-257-7807

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**Evaluation of Project Connect Presentation
Mergers and Acquisitions
Faculty Review Form**

Company _____

Team _____

Grading Scale: 1= Lowest and 5= Highest

1. Preparation	1	2	3	4	5
2. Professionalism	1	2	3	4	5
3. Presentation Skills	1	2	3	4	5
4. Presentation Quality	1	2	3	4	5
* Appearance					
* Flow					
5. Questions Addressed	1	2	3	4	5

Total Score: _____

Additional Comments:

Team Members: _____

Project Connect Mergers and Acquisitions Peer Evaluations

Please complete the numerical evaluation below:

Ideally, each group member should contribute equally. When this happens, each member of the group contributes 100%. This is your opportunity to express how much you feel that each member contributed. In other words, if each person contributed as much as every other person you should indicate that s/he contributed 100%. If s/he contributed less than everyone else did, you may allocate a different percentage, such as 85%. If s/he only contributed half as much as everyone else, you would give that person a 50%. In the line provided below, PRINT the name of each person in your group, including yourself, in the left-hand column. In the right hand-column, indicate each person's percentage contribution to the write-up for Mergers and Acquisitions. Put a star (*) by your name.

NAME	PERCENT
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

Now, please list each of your group members and describe how they contributed to the write-up for M&A. Please be as detailed as possible in your responses.