California State University San Marcos • NEW COURSE • FORM C

ORIGINATOR'S SECTION:

1. College:

☐ **CHABSS** ☒ **CoBA**
☐ **CoEHHS** ☐ **CSM**

Desired Term and Year of Implementation (e.g., Fall 2008):

Spring 2019

2.Course is to be considered for G.E.? (If yes, also fill out appropriate GE form*) ☐ Yes ☒ No

3. Course will be a variable-topics (generic) course? ☐ Yes ☒ No
("generic" is a placeholder for topics)

4. Course abbreviation and Number:* OM 632

5. Title: ***(Titles using jargon, slang, copyrighted names, trade names, or any non-essential punctuation may not be used.)***
Sales and Operations Planning

6. Abbreviated Title for PeopleSoft:
(no more than 25 characters, including spaces)
Sales and Operations

7. Number of Units: 2

8. Catalog Description: ***(Not to exceed 80 words; language should conform to catalog copy. Please consult the catalog for models of style and format; include all necessary information regarding consent for enrollment, pre- and/or corequisites, repeated enrollment, crosslisting, as detailed below. Such information does not count toward the 80-word limit.)***

Covers sales and operations planning as vital process in supply chain management. Focuses on three main concepts: demand planning, supply planning, and sales and operations planning. Includes Demand Forecasting, Demand Shaping, Capacity Planning, Inventory Management, Material and Production Planning, Outsourcing, Aggregate Production Planning, Supply Chain Integration and Coordination, Conesus Forecast (Tactical S&OP), Collaboration (Sales/Operations/Finance/Business Development), Management review and KPI measurement, and S&OP simulation game.

Course Prerequisites BA 602

9. Why is this course being proposed?

This course fits within the SAMBA Supply Chain Management. Sales and Operations Planning (S&OP) is a senior management decision-making process that ensures that the tactical plans in all business functions are aligned and support the business plan. S&OP is the vital process to balance customer demand with supply capacity. S&OP aims to better match supply and demand by managing supply using capacity, inventory, outsourcing, and backlogs and by managing demand using short-term price discounts and trade promotions. To ensure that students are faced with real life situation, this course utilizes Fresh Connection game, which is widely used by companies and business schools to understand and learn S&OP process.

10. Mode of Instruction*
For definitions of the Course Classification Numbers:
http://www.csusm.edu/academic_programs/curriculumscheduling/catalogcurricula/DOCUMENTS/Curricular_Forms_Tab/Instructional%20Mode%20Conventions.pdf

Type of Instruction	Number of Credit Units	Instructional Mode (Course Classification Number)
Lecture	2	C2
Activity		
Lab		

11. Grading Method:*
☒ Normal (N) *(Allows Letter Grade +/-, and Credit/No Credit)*
☐ Normal Plus Report-in-Progress (NP) *(Allows Letter Grade +/-, Credit/No Credit, and Report-in-Progress)*
☐ Credit/No Credit Only (C)
☐ Credit/No Credit or Report-in-Progress Only (CP)

12. If the (NP) or (CP) grading system was selected, please explain the need for this grade option.

13. Course Requires Consent for Enrollment? ☐ Yes ☒ No

☐ Faculty ☐ Credential Analyst ☐ Dean ☐ Program/Department - Director/Chair

* If Originator is uncertain of this entry, please consult with Program/Department Director/Chair.

14. Course Can be Taken for Credit More than Once? ☐ Yes ☒ No
If yes, how many times? (including first offering)

15. Is Course Crosslisted: ☐ Yes ☒ No

If yes, indicate which course and check "yes" in item #22 below.

16. Prerequisite(s): ☒ Yes ☐ No **BA 602**

17. Corequisite(s): ☐ Yes ☒ No

18. Documentation attached:
☒ Syllabus ☐ Detailed Course Outline

19. If this course has been offered as a topic, please enter topic abbreviation, number, and suffix:* **OM 632**

20. How often will this course be offered once established?* Once a year

PROGRAM DIRECTOR/CHAIR - COLLEGE CURRICULUM COMMITTEE SECTION:
(Mandatory information – all items in this section must be completed.)

21. Does this course fulfill a requirement for any major (i.e., core course or elective for a major, majors in other departments, minors in other departments)? ☒ Yes ☐ No

If yes, please specify:
Supply Chain Management Specialization for MBA, Specialized Accelerated option.

22. Does this course impact other discipline(s)? ***(If there is any uncertainty as to whether a particular discipline is affected, check "yes" and obtain signature.)*** ☐ Yes ☒ No

If yes, obtain signature(s). Any objections should be stated in writing and attached to this form.

Discipline _____ _____ _____Support _____Oppose
Signature Date

Discipline _____ _____ _____Support _____Oppose
Signature Date

SIGNATURES : (COLLEGE LEVEL) :

Nima Zaerpour 04/17/2017
1. Originator (please print or type name) Date

2. Program Director/Chair Date

3. College Curriculum Committee Date

4. College Dean (or Designee) Date

(UNIVERSITY LEVEL)

5. UCC Committee Chair Date

6. Vice President for Academic Affairs (or Designee) Date

7. President (or Designee) Date

Office of Academic Programs Banner: _____ Catalog_____ Revised 3/28/2007

* If Originator is uncertain of this entry, please consult with Program/Department Director/Chair.