

USI BUDGET PLANNING – ACADEMIC AFFAIRS
BUDGET HEARING
Budget Request Form
Fiscal Year 2011-2012

COB Priority # 7
Vice President Priority

Date: February 1, 2011

Department: College of Business

Project Title: Coordinator of the Sales, Negotiations, Stock Trading, Entrepreneurship Labs, and other specialized facilities (Business and Engineering Center)

Describe the project. Coordination of specialized facilities in the Business and Engineering Center with the Computer Center and Instructional Technology Services.

Describe how this initiative relates to the University's Strategic Plan.

This initiative indirectly supports USI's Strategic Goals of enhancing experiential learning opportunities and providing leadership to the region. The effective functioning of the specialized spaces adds to the learning experiences of students and serves as a resource to the region.

Describe the objectives to be achieved and how the requested funding will contribute to the achievement of these objectives.

One of the insights derived from the operations of the Sales Management Laboratory in the Orr Center is the importance of having a contact person who is knowledgeable about the software and hardware used in specialized facilities such as a Sales Lab. This became very evident when operational challenges arose and assistance was being requested from the Computer Center and Instructional Technology. Given the increase in specialized software and hardware located in the Business and Engineering Center (e.g. stock trading lab, sales lab, negotiations lab, entrepreneurship lab), there is greater need for someone to fulfill these coordination responsibilities. This individual will also be in a position to assist in the integration of the capabilities of these labs with relevant assessment initiatives and activities undertaken in the Business and Engineering Center.

Does this request have a direct effect on enrollment? Is this request a result of changes in enrollment? If so, please explain.

When functioning effectively, the additional lab facilities will enhance the educational experiences of our students. The labs also represent state of the art learning environments, will be helpful in recruitment efforts, and are likely to have a favorable impact on enrollment.

Describe the expected results of this project.

The results expected include: fully-operational facilities, enhanced learning experiences for students, increased capabilities to demonstrate student learning outcomes, improved impact on recruitment efforts, and enhanced reputation for our academic programs.

Is this request for permanent funding or is it for temporary, one-year funding?

Permanent funding request.

Is this request for funding other than general operating funding? If so, please identify the sources.

No.