
Core Courses in Department/Program

Basic Selling
Techniques

Contract and
Sales
Negotiations

Customer
Profiling

Sales Proposal
Writing

Team Building
Skills

Customer
Service Skills

Business Math
Skills

Supervision
Skills

Supervised Sales
Experience

Sales
Presentation
Skills

Interpersonal
Relationship
Skills

Legal
Compliance/
Sales Ethics

Planning,
Organizational
Skills

Note^a: Define words, letters or symbols used and their interpretation; i.e. 1= introduced, 2= emphasized, 3 = mastered or I = Introduced, E = Emphasized, U = Utilized, A = Assessed comprehensively; these are examples, departmental choice of letters/numbers may differ
Note^b: Rows and columns may be transposed as required to meet the needs of each department

Standard C - Student Learning Outcomes and Assessment

Measurable Learning Outcomes

Competencies:

#1	Basic eight selling techniques	#8	Basic supervision skills
#2	Contract and sales negotiations	#9	Supervised sales experieT Q g 387.29 461.5 0.72 22.92

Standard E - Faculty

Faculty Demographic Information

Name	Rank	Advanced Degree	Years at Weber State
Tim Border	Associate Professor	MS/ Utah State University	7
Velton Casler	Full Professor	MBA/ Franklin Pierce University	15
Desiree Cooper-Larsen	Full Professor	MS/ Utah State University	33
Steven Eichmeier	Full Professor	EdD/ Brigham Young University	48
Carl Grunander	Full Professor	MS/ Utah State University	39
Jo Ellen Jonsson	Associate Professor	MED/ Utah State University	13
Blake Nielson	Assistant Professor	PhD/ Jackson State University	3

Standard F Program Support

Support Staff Administration, Facilities, Equipment, and Library

Adequacy of Staff

We have a departmental secretary who has taken on added responsibilities beyond her job description. She works hard with student registrations, course offerings, some limited advisement and is the ambassador for those who call for information regarding the program or who visit the office to inquire about the program or receive additional help and information. Of course, a raise would be a great help because of the efforts that she puts forth and we are going to audit her position to try to get it to the next level. She is also very good at coordinating the faculty and their individual needs. She makes the office run smoothly and efficiently.

She has a part time student aid who works up to 20 hours per week that we are currently hiring to replace our last one that took a full time position in industry.

The secretary is required to go to regular training. Sometimes the training is not always applicable to individual needs. She is able to attend other training of her choice to enhance her job. She is given the time to attend without repercussion.

Adequacy of Administrative Support

The dean is very supportive of our program. We also have a great sales center director that helps

The one issue we have had is we lost a room due to a building being demolished and had to move into a modular. We have had obstacles; however, it is an adequate space until other space becomes available.

Adequacy of Library Resources

The library collection, staff and support services meet the needs of our program. We have ready access to the electronic technology, periodicals, publications and video sources that we need. The staff is knowledgeable and willing to help in any way. Support services support us by housing materials that the students use to complete assigned projects and they are readily available. We have had Ed Hahn from the library come and present to our students each semester so that our students know the resources that are available.

Standard G - Relationships with External Communities

Description of Role in External Communities

We have cultivated a relationship with local businesses who are interested in hiring our graduates. Many provide scholarships, interview our graduates as potential hires, speak in our courses and provide funding to support projects and faculty. We currently have over 60 companies that come to campus each semester to recruit the students in our program. In addition, the following companies donate yearly to our program: Pluralsight, England Logistics, Marketstar, Answer Financial, Vivint, Spring Mobile, Fastenal, Wyndham, DishOne, Sprint, Ken Blanchard, Miller Sports Group, Salt Lake Bees, Buckner Group, Ernest Packaging Solution, Northwestern Mutual and Workday. These donations range from 3K to 30K per year. We have had an ongoing relationship with Marketstar and England Logistics since its inception and have participated with them in training and fund raising. We continue to develop more relationships with other local, national and international companies.

Appendix A: Student and Faculty Statistical Summary

Professional Sales	2011-12	2012-13	2013-14	2014-15	2015-16
Professional Sales	13,487	12,917	13,806	15,924	13,797
Interior Design	1,691	1,471	1,974	2,160	2,339
	407	376	369	471	459
Associate Degree	1	5	2	3	3
Bachelor Degree	145	110	103	124	134
Female	90	96	83	112	100
Male	317	280	286	359	359
Adjunct FTE	12.74	12.39	13.13	14.4	n/a
Contract FTE	7.11	9.08	8.78	8.68	n/a
					n/a

Results of Previous Program Reviews:

Standard H Program Summary
Results of Previous Program Reviews

Problem Identified

Action Taken

Progress

Ed Walker Professor of Chemistry: Weber State University

Jennifer Warnas Faculty and Professional Sales/Business Leadership Program Director: LDSBC