

PROPOSAL FOR ACCOUNTING MINOR
Graduate School of Management
2016

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Introduction

Name of Minor

Accounting

Campus

University of California, Davis

Target Term to Start

Fall 2017

Self-Supporting Program

No

Program Description

Background and Educational Objectives

The Graduate School of Management (GSM) seeks to offer a minor in accounting that provides students with a foundation in accounting theory and provides students with the ability to analyze, understand, and categorize complex financial transactions. The field of accountancy has roots dating back more than 7,000 years.¹ Throughout time accountants have been called upon to not only measure the results of transactions, but more recently to provide oversight and governance of managerial and corporate behavior. As professionals, accountants adhere to a code of professional conduct and apply a specific skill set to complex financial transactions.

Public Accountancy is a profession regulated by the State. The privilege to practice as a Certified Public Accountant (CPA) is only granted to those with the requisite education and experience and who have passed a rigorous standardized national exam. The minor will not fully meet the extensive California CPA educational requirements, but will provide a firm footing for advanced accounting studies at the undergraduate or graduate level.

The minor will focus on the process of data gathering, preparation, and presentation of financial information for financial statements, tax returns, and managerial decision making purposes, as well as prepare students for more advanced study in accounting at the graduate or undergraduate level.

Relationship to Existing Programs and Overlap

¹ Friedlob, G. Thomas & Plewa, Franklin James, Understanding balance sheets, John Wiley & Sons, NYC, 1996, ISBN 0471130753, p.1

Currently there are no undergraduate majors or minors in accounting on the UC Davis campus. The Graduate School of Management currently offers three undergraduate accounting courses, MGT 11a Elementary Accounting I, MGT 11b Elementary Accounting II, and MGT 170 Managing Costs and Quality. As discussed below, all three of these existing courses will be incorporated into the minor either as pre-requisites (MGT 11a and MGT 11b) or to fulfill the minor requirements (MGT 170).

None of the proposed new accounting courses in this proposal overlaps with any existing course, either in title or content, offered at UC Davis.

Agricultural and Resource Economics routinely offers ARE 119, Intermediate Managerial Accounting. Students interested in enhancing their knowledge of accounting could take ARE 119 in addition to this accounting minor thereby further increasing their accounting knowledge.

Outreach to Interested Academic Units on Campus.

An undergraduate minor would likely hold wide appeal to students majoring in Economics and Managerial Economics. As such the GSM faculty proposers of this minor met with representatives, including department heads, of both the Economics and Agricultural and Resource Economics Departments. On Wednesday February 24 we met with Professor Giovanni Peri, Chair of the Department of Economics, Professor Deborah Swenson, Associate Dean of Social Sciences and Economics faculty member, and Janine Wilson, SOE lecturer in the Department of Economics. On Thursday February 25 we met with Professor Richard Sexton, the Department Chair of Agricultural Economics.

Curriculum

Students will complete two prerequisite courses, and five required courses.

Required Courses

Prerequisite Courses (All required)	Units
MGT 011A Elementary Accounting I	4
MGT 011B Elementary Accounting II	4
Required Courses (All required)	Units
MGT 101 Sources and Uses of Accounting Information	4
MGT 103 Intermediate Financial Accounting I	4
MGT 104 Intermediate Financial Accounting II	4
MGT 105 Intermediate Financial Accounting III	4
MGT 170 Managing Costs and Quality	4

Existing and New Courses

MGT 11a, MGT 11b, and MGT 170 are existing courses routinely offered by the GSM. MGT 101, 103, 104, and 105 are new courses that will require approval of GSM and campus COCI. Those courses have been approved by the GSM COCI and are currently under review by the campus COCI.

Additional Requirements

- A. A minimum passing grade of a “B-” is required for the prerequisite courses to the minor.
- B. A minimum passing grade of a “C” is required for each course taken in the minor.

- C. A minimum overall GPA of 2.0 is required for all coursework completed in the minor.
- D. To satisfy the requirements of a minor, courses completed elsewhere must be approved by a GSM advisor.
- E. A minor petition must be obtained from the college of the student's major, and filed no later than the deadline to file for graduation in order for program notation to appear on the student's transcript.

Rationale

Within the UC system, minors in accounting are offered at UC San Diego, UC Irvine, UC Riverside, and UC Los Angeles. Enrollments at these other UC accounting minor programs exceed 200 students per year, with some much larger.

The Graduate School of Management has a unique opportunity for both the campus and the department to be the only UC campus north of Los Angeles from which a student can earn a minor in Accounting from an accredited UC business school.

The Accounting minor will enhance the qualification of students pursuing careers in public and private business as well as non-profit organizations where a knowledge of accounting is useful. Similarly, the coursework will prepare students for further study in graduate business or accounting programs. Students who complete the Accounting minor will meet some of the curricular requirements to sit for the Certified in Public Accounting (CPA) exam.²

Interaction with the Master of Professional Accountancy (MPAc)

The GSM currently offers a very successful MPAC program. That program enrolls approximately 50 full time students into a concentrated 9 month graduate program intended to prepare students for careers as professional, practicing accountants. The majority of students who graduate the MPAC take positions with well-known CPA firms. MPAC students have consistently performed very well on the national CPA exam, often garnering the highest pass rate in the State of California.

The MPAC would seek to integrate undergraduate accounting minor students into its many professionally related activities and events. Many of these events, such as presentations by CPA firms, would be valuable to undergraduates. In addition, the presence of an accounting undergraduate minor on the UCD campus can also increase professional accounting student organizations to grow and flourish.

Availability of Paid CPA Firm Internships

In the accounting profession, winter or summer internships are normal and expected. These internships typically last several weeks to two or more months, and are typically well-paid (approximately \$4,000 to \$5,000 per month). Students gain valuable work experience and enhanced career opportunities, while the firms gain access to budding accounting talent. Currently UCD graduate and undergraduate students cannot obtain these internships either because the MPAC does not allow the necessary break (it is a lock-step 9 month program), and UCD undergraduate students do not have enough accounting

² To qualify and sit for the Uniform CPA, a candidate needs a bachelor's degree, 150 semester hours of university credit hours, and a certain number of units of business-related subjects as well as accounting subjects. The classes in the minor count towards both the business and accounting unit requirements. More specifics about the requirements to become a CPA in California can be found at <http://www.dca.ca.gov/cba/>.

courses to interest the major firms in providing internships to UCD students. However, the undergraduate minor can provide a clear roadmap into the accounting profession because a student who is completing the undergraduate accounting minor can qualify for a winter or summer internship with an accounting firm. Some no doubt would choose to take a summer internship after graduation and prior to matriculation into the MPAC. Either way, the accounting minor opens the door to these valuable internships.

Student Interest

Existing GSM accounting classes are well subscribed. MGT 011A has well over 700 students per year. To gauge student interest in an accounting minor we conducted a survey, in the Fall quarter of 2015, to the 369 students enrolled in MGT 011A Elementary Accounting. Of the 96 students who replied, 75 students (78%) indicated they agreed or strongly agreed with the statement, "If offered, I would complete a five course sequence of accounting classes for an accounting minor." Additional student interest information can be found in Appendix B of this document.

GSM Faculty Support

In May of 2016 the GSM faculty were asked to vote on the accounting minor proposal, and in particular the curriculum and unit requirements. 22 of the 25 eligible voting faculty cast a vote. The vote tally was 19 Yes and 3 No. Details and verification of this vote can be obtained from the GSM Faculty Executive Committee Chair, Professor Michelle Yetman at mhyetman@ucdavis.edu.

Program Evaluation

The Accounting minor will fall under the Association to Advance Collegiate Schools of Business (AACSB) accreditation review of the GSM. Specifically, data about the following aspects of the program will be collected and reviewed annually in preparation for the next accreditation, scheduled for 2020:

- **Standard 7, Professional Staff Sufficiency and Deployment:** The school maintains and deploys professional staff and/or services sufficient to ensure quality outcomes across the range of degree programs it offers and to achieve other components of its mission.
- **Standard 8, Curricula Management and Assurance of Learning:** The school uses well-documented, systematic processes for determining and revising degree program learning goals; designing, delivering, and improving degree program curricula to achieve learning goals; and demonstrating that degree program learning goals have been met.
- **Standard 9, Curriculum Content:** Curriculum content is appropriate to general expectations for the program.
- **Standard 10, Student-Faculty Interactions:** Curricula facilitate student-faculty and student-student interactions appropriate to the program type and achievement of learning goals.
- **Standard 12, Teaching Effectiveness:** The school has policies and processes to enhance the teaching effectiveness of faculty and professional staff involved with teaching across the range

of its educational programs and delivery modes.

- Standard 15, Faculty Qualifications and Engagement:** The school maintains and strategically deploys participating and supporting faculty who collectively and individually demonstrate significant academic and professional engagement that sustains the intellectual capital necessary to support high-quality outcomes consistent with the school’s mission and strategies.

Educational Objectives and Program Learning Outcomes

Educational Objectives
Develop higher cognitive skills.
Develop focus and depth in one or more disciplines.
Program Learning Outcomes
Demonstrate an ability to analyze financial statements to make a managerial decision.
Identify outside parties to which a publically held company must provide financial information.
Demonstrate an ability to create principal accounting statements.
Analyze the impact of different managerial styles on performance in an organization.
Identify the basic components of taxable income and deductions for an individual.
General Education Topical Breadth Components
Social sciences

Implementation of the Minor

Course Offerings

All courses are four units and consist of three hours of lecture per week plus a weekly recitation. The size of each class will depend on student demand. We anticipate that each three hour lecture session will have at least 100 students and could grow larger depending on student demand, teaching resources, and classroom space availability. For purposes of this proposal, we set the total number of sections at one per year, the number of students at 150 in a three hour lecture session, and set the number of students per recitation section at 50. The actual number of students per class as well as the number of sections offered each year will depend on the factors identified above (student demand, teaching resources, and space availability). The GSM is committed to meeting student demand for undergraduate accounting education at UCD as its means allow.

Prerequisite Courses <i>(All required)</i>	Status	Units	Lectures Per Academic Year	Number of Sections/ Enrollment	Total Enrollment	Start Term
Elementary Accounting I	Existing	4	Several	Several	720	N/A
Elementary Accounting II	Existing	4	Several	Several	450	N/A
Required Courses <i>(All required)</i>	Status	Units	Lectures Per Academic Year	Number of TA Sections/ Enrollment in each TA section	Total Enrollment in each 3 hour lecture	Start Term

MGT 101 Sources and Uses of Accounting Information	New	4	1	3/50	150	Fall 2017
MGT 103 Intermediate Financial Accounting I	New	4	1	3/50	150	Fall 2017
MGT 104 Intermediate Financial Accounting II	New	4	1	3/50	150	Winter 2018
MGT 105 Intermediate Financial Accounting III	New	4	1	3/50	150	Spring 2018
MGT 170 Managing Costs and Quality	Existing	4	1	3/50	150	Spring 2016

Sample Student Schedule

Student Status	Quarter			
	Fall	Winter	Spring	Summer
Sophomore	11A		11B	
Junior	101		170	
Senior	103	104	105	

As can be seen, both prerequisite courses are already being offered at UCD. In addition, one of the five required courses is also already being offered at part of the undergraduate business minor at the GSM.

Program Costs

Please see Appendix D for a summary of projected program expenses.

Course Descriptions

- MGT 101 Sources and Uses of Accounting Information**
(GSM Faculty or Adjunct) (4 units)
 Lecture—3 hours; discussion—1 hour. Prerequisite: MGT 11A.
 This course develops an understanding of the supply and demand for accounting information. Specifically, the course details how accounting information is used by capital market participants for valuation and contracting purposes, for tax compliance and planning, and attestation and transaction services. The roles of various regulatory agencies, including the Securities and Exchange Commission, the Public Company Accounting Oversight Board (PCAOB) and the Internal Revenue Service, in mandated reporting are discussed. Also includes analysis of companies' voluntary reporting practices.
- MGT 103 Intermediate Financial Accounting I**
(GSM Faculty or Adjunct) (4 units)
 Lecture—3 hours; discussion—1 hour. Prerequisite: MGT 11A, MGT 11B.
 This course, the first in a three course sequence, introduces the student to concepts, theory and applications of financial reporting practices, where the primary focus is on the accounting for assets. Topics covered include inventory valuations, capital assets and their corresponding depreciation and impairment, and intangible assets. Attention is given to examples on current

reporting practices and to the study of reporting requirements under U.S. Generally Accepted Accounting Principles.

- **MGT 104 Intermediate Financial Accounting II**
(*GSM Faculty or Adjunct*) (4 units)
Lecture—3 hours; discussion—1 hour. Prerequisite: MGT 103
This course builds on the concepts and theories of MGT 103, where the focus becomes the accounting for liabilities. Topics covered include the accounting for debt, pensions, warranties, and income taxes.
- **MGT 105 Intermediate Accounting III**
(*GSM Faculty or Adjunct*) (4 Units)
Lecture—3 hours; discussion—1 hour. Prerequisite: MGT 104
Building on MGT 103 and 104, this course focuses on the accounting for equity, which ultimately affects companies' capital structure. The course highlights the variation in capital structure across companies in the global capital markets, and the consequences of such for valuation and contracting.
- **MGT 170 Managing Costs and Quality**
(*GSM Faculty or Adjunct*) (4 Units)
Lecture—3 hours; discussion—1 hour. Prerequisite: MGT 11A
Designing cost systems in high technology organizations and managing operations to maximize quality and minimize costs. Topics include activity based costing and management, managing quality and time to create value, ethical issues in cost assignment, and differential costing for decision making.

Administrative Structure

Teaching Resources

Currently all sections of 11a and 11b, the prerequisite courses, are taught by Dr. John Hancock, a Lecture with Security of Employment at the GSM. Dr. Hancock has indicated a willingness and ability to cover additional sections of these courses should they be needed in response to increased student demand owing to the accounting minor.

The five required upper division accounting courses will utilize existing GSM accounting faculty resources, existing GSM accounting instructors, or new teaching resources either as instructors or possible future faculty hires.

Student Advising

The GSM offers both academic and professional advising to our Master of Professional Accountancy graduate students. We anticipate using those same resources for academic and professional advising of minor students interested in the profession of accountancy.

Faculty Governance

The GSM is both a school and department. Therefore, any changes to the minor can be proposed by members of the GSM faculty. Proposals will be submitted to the GSM Faculty Executive Committee (FEC), which may choose to call for a department vote on the proposal or refer to the item to one of the faculty committees (admissions, educational policy, committee on courses, information technology, etc.) for review and recommendation before the faculty vote on matter. The FEC will also vote on proposals before submission to the UC Davis Academic Senate.

Professional Support Staff

The Accounting minor will be administered by the GSM Director of Academic and Student Services. Classroom and technical support for each course and instructor will be provided by the staff of the GSM Project and Instructional Resources unit, as well as the on-site Information Technology staff.

Letters of Support

Please see Appendix C for the letter of support from the Dean of the Graduate School of Management.

University of Californian Institutions with Accounting Minor Programs

Anderson School of Management, UCLA (Quarter System)

The Accounting minor program at UCLA enrolls over 300 hundred students per year. It provides students with a comprehensive background in different accounting topics including financial and managerial accounting, taxation, financial statement analysis and more. The accounting program not only prepares students to enter careers in public and private accounting but also related fields, such as banking and consulting. The program also provides preparation for graduate programs in accounting, business and law. More information on the UCLA accounting minor can be found at:

<http://www.anderson.ucla.edu/programs-and-outreach/accounting-minor-program/courses>

Paul Merage School of Business, UC Irvine (Quarter System)

The Paul Merage School of Business offers an undergraduate minor in Accounting for students: (1) preparing for careers in accounting or in other fields that require some knowledge of accounting, and (2) planning to pursue a graduate degree in accounting who wish early guidance and undergraduate work appropriate to this career objective. More information on the UCI accounting minor can be found at:

<http://catalogue.uci.edu/previouseditions/2014-15/the-paul-merage-school-of-business/undergraduate-programs/#accounting-minor-text>

Rady School of Management, UC San Diego (Quarter System)

The Accounting minor at the Rady School of Management enrolls almost 400 students per year. The program meets the interests of those students who understand the importance of accounting to other career tracks such as finance. More information on the UCI accounting minor can be found, entrepreneurship and general management. The Rady School's Accounting minor is designed to provide

students with a strong understanding of accounting theory and practice. More information on the UCSD accounting minor can be found at <http://rady.ucsd.edu/undergrad/accounting-minor/>

Appendix A: GSM Accounting Faculty

Faculty members include: Professor Shannon Anderson, Professor Paul Griffin, Professor Hollis Skaife, Assistant Professor Paul Wong, Professor Michelle Yetman, and Professor Robert Yetman.

Professor Shannon Anderson, Ph.D.

Expertise: Empirical analysis of quantitative and qualitative field-based data

Professor Shannon W. Anderson is an expert on the design and implementation of performance measurement and cost control systems. Her research spans the fields of management accounting and operations research. Her research on activity-based costing won the 2006 American Accounting Association's *Notable Contribution Award*. She also won the 2006 AAA Management Accounting Section's *Notable Contribution to the Literature Award* for her study of the performance impact of electronic data interchange (EDI) systems. She co-authored the award-winning book *Implementing Management Innovations* (Springer, 2001) and the textbook *Fundamentals of Cost Accounting* (McGraw-Hill/Irwin, 2010).

Professor Paul Griffin, Ph.D., CPA

Expertise: Accounting and financial theory, evaluation of accounting methods, financial disclosures

Professor Paul Griffin is a leading international authority in accounting and financial information and disclosures. He has published over 50 articles in leading accounting and finance journals, five research monographs for the *Financial Accounting Standards Board*, and two case books on U.S. corporate financial reporting. Professor Griffin's research on determinants of market efficiency was cited by the US Supreme Court in *Halliburton Co. v. Erica P. John Fund, Inc.*, 2013 WL 4855972 (2013). Before Davis, Griffin was an assistant professor at the Stanford University's Graduate School of Business.

Professor Hollis Skaife, Ph.D., CPA

Expertise: International financial reporting issues and corporate governance

Hollis obtained her Ph.D. from the University of Iowa in 1997 and was the David Lesar Professor of Business at the University of Wisconsin-Madison before joining the faculty of Davis in 2013. Her research addresses international financial reporting topics including the role of International Financial Reporting Standards (IFRS), internal control, and auditing in the development of high quality financial information. Her research is published in many journals including *The Accounting Review*, the *Journal of Accounting Research*, the *Journal of Accounting and Economics*, the *Journal of Business Ethics*, and *Journal of Accounting and Public Policy*, and has had public policy implications as evidenced by its citation in Congressional hearings, GAO reports, PCAOB reports, and the financial press. Hollis has taught accounting in undergraduate, masters, Ph.D. and executive education programs, and currently teaches advanced financial reporting and financial statement analysis in the Masters of Professional Accounting program at Davis. She serves on several editorial boards and served on the International Financial Reporting Standards Advisory Council from 2009 to 2011.

Assistant Professor Paul A. Wong, Ph.D., CPA

Expertise: Financial reporting, financial analysts, corporate disclosures, auditing

Paul Wong received his bachelor of science in accounting from DePaul University (Chicago, Ill.) and joined the faculty at UC Davis in 2015 after earning his Ph.D. from Texas A&M University. As a CPA, he worked for Crowe Horwath (formerly Crowe Chizek) as a senior staff auditor in the not-for-profit and higher education group. He served as a board member for Ledger & Quill (DePaul University's accounting alumni association) from 2007-2011 and New Moms Inc. (a Chicagoland nonprofit) from 2009-2011.

Professor Michelle Yetman, Ph.D., CPA

Expertise: Accounting, financial reporting and valuation

Professor Michelle Yetman's research interests are in financial reporting quality, governance and taxation. She expands beyond the boundaries of the commonly investigated U.S. for-profit corporation by investigating international and nonprofit settings. Her research has been published in the Journal of Accounting Research, The Accounting Review, National Tax Journal, Management Science, Nonprofit and Voluntary Sector Quarterly, and the Journal of Accounting and Public Policy. She teaches the core MBA course in financial accounting, as well as an accounting for nonfinancial managers' course in the Wine Executive Program.

Yetman received her Ph.D. from the University of North Carolina at Chapel Hill. She is a certified public accountant in Texas and is a member of the American Accounting Association.

Professor Robert Yetman, Ph.D., CPA

Expertise: Accounting, response of nonprofit organizations to economic incentives

Professor Robert Yetman is an expert on corporate tax, financial accounting, income tax, U.S. and international financial accounting, and nonprofit accounting and tax issues. His research concentrates on the effect of taxes on business decisions and the response of non-profit organizations to economic incentives. Yetman recently examined why some tax-exempt charities choose to be taxed on their unrelated business income, and how such behavior is not always driven by the desire to maximize profits. He has lectured on cost accounting at executive education programs for wine industry professionals.

Affiliated Faculty/Lecturers

Willard Snyder, CPA, Executive Director, Master of Professional Accountancy

Expertise: Financial and tax accounting

Snyder served as a fulltime member of the Charles W. Lamden School of Accountancy at San Diego State University (SDSU) for 24 years. Snyder has received more than three dozen awards for outstanding teaching by numerous student organizations and faculty. Will Snyder is the executive director of the UC Davis Master of Professional Accountancy program.

John Hancock, Ph.D., SOE Lecturer

Expertise: Financial and managerial accounting

Dr. John D. Hancock currently provides valuation consulting services in civil and business litigation through Economic & Financial Analysis and teaches at the Graduate School of Management at the University of California, Davis as a visiting professor. Hancock's prior positions include: Office Director,

Spectrum Economics, Inc.; Office Director, QED Research, Inc.; Manager of Litigation Support Services, Arthur Young & Company; Assistant Professor of Economics, Drake University; and co-founder of Economic & Financial Consultants, a Midwest forensic consulting firm. Hancock has successfully managed and participated in over 200 individual paying client engagements during his consulting career. He has over 13 years of experience in applied financial, economic, and market analysis.

Appendix B: Student Interest Survey

1. I think accounting is important to my major field of study.

1	Strongly Disagree		3%
2	Disagree		0%
3	Neutral		11%
4	Agree		25%
5	Strongly Agree		61%
Total Responses		96	100%

2. I think understanding accounting is helpful in getting a job.

1	Strongly Disagree		3%
2	Disagree		1%
3	Neutral		6%
4	Agree		24%
5	Strongly Agree		66%
Total Responses		96	100%

3. I would like to take advanced accounting courses (beyond 11a and 11b).

1	Strongly Disagree		5%
2	Disagree		2%
3	Neutral		12%
4	Agree		21%
5	Strongly Agree		60%
Total Responses		96	100%

4. If offered, I would complete a five course sequence of accounting classes for an accounting minor.

1	Strongly Disagree		4%
2	Disagree		5%
3	Neutral		12%
4	Agree		21%
5	Strongly Agree		58%
Total Responses		96	100%



UC Davis Graduate School of Management
Office of the Dean
(530) 752-7366

ONE SHIELDS AVENUE
DAVIS, CALIFORNIA 95616-8734

September 14, 2016

Rachael Goodhue, Ph.D.
Chair
Academic Senate
University of California, Davis
One Shields Avenue
Davis, CA 95616

Dear Dr. Goodhue:

I am writing to express my strong support of the Accounting Minor proposal. Data from current UC Davis students show interest in accounting courses beyond the current offerings (11A and 11B), and data from competitive business schools show the successful launch and operation of an accounting minor within their universities, which suggests the idea is quite well established.

The current accounting faculty are world-renowned for their contributions to accounting literature. The Graduate School of Management has a track record of not only offering accounting courses for the UC Davis campus population at the undergraduate level, but has also shown that it can provide an avenue for undergraduate students to earn their Masters degrees in accounting through our MPAC program.

The proposed minor fills a gap in our current course offerings on campus and will serve the interests of our students. It will also be an effective channel to direct students to our MPAC program should they be interested in public accounting careers.

Sincerely,

A handwritten signature in cursive script that reads "Rao Unnava".

H. Rao Unnava
Dean

Appendix D: Program Budget

Program Planning Parameters	Year 1	Year 2	Year 3	Year 4	Year 5
Faculty FTE	0	0	0	0	0
Faculty LSOE – FTE	0	0	0	0	0
Lecturers (Unit 18) - FTE	0	0	0	0	0
Teaching Assistants – 25%	2	3	3	4	4
Projected Program Expenditures	Year 1	Year 2	Year 3	Year 4	Year 5
Faculty Salary and Benefits	0	0	0	0	0
Lecturer Salary and Benefits	225,000	231,750	238,703	245,864	253,239
Staff Salary and Benefits	0	0	0	0	0
Teaching Assistant Salary and Benefits	6,426	9,639	9,639	12,852	12,852
Operational Expenses	10,000	10,000	10,000	10,000	10,000
Total Projected Expenditures	241,426	251,389	258,342	268,716	276,091
Revenue to the GSM					
Minor Tuition Revenue	\$170,000	\$255,000	\$297,500	\$340,000	\$382,500
GSM Loss/Surplus	-71,426	3,611	39,159	71,284	106,409

Assumes the following projected enrollments:

Year 1: 100

Year 2: 150

Year 3: 175

Year 4: 200

Year 5: 225

Assumes that one 25% TA can cover two three-hour recitation sections weekly at a cost of \$3,213 per 25% TA.

Assumes the salary of a SOE lecturer in accounting of \$150,000 with a benefits rate of 50% who covers six accounting classes across the undergraduate minor, the MPAC, and the MBA programs.



October 28, 2016

To: Rachael Goodhue, Chair
Davis Division of the Academic Senate

From: Michelle Yetman, Chair
Executive Committee, Graduate School of Management

Re: Proposed accounting minor

Dear Professor Goodhue,

The faculty of the Graduate School of Management has developed a proposal for a minor in accounting. The proposal outlines a 20 unit minor that covers basic accounting skills in a series of sequential courses not currently offered on the UCD campus. The minor will enhance the GSM's connection to the UCD undergraduate student population as well as link with the GSM's successful Master of Professional Accountancy program. We anticipate that the minor will enhance employment prospects for UCD undergraduate students across a broad variety of undergraduate majors. GSM Dean Rao Unnava has reviewed the proposal and has written a letter of support for it.

After careful review of the proposal for a minor in accounting, the Executive Committee of the Graduate School of Management voted unanimously to support the proposal. On behalf of the Executive Committee, I am forwarding the proposal to you for your consideration and for action by the Davis Division.

Sincerely,

A handwritten signature in blue ink that reads "Michelle Yetman".

Michelle Yetman