Course Inventory Change Request

New Course Proposal

Date Submitted: 08/29/14 9:09 am

Viewing: **CADS 3853 : Merchandise Planning and Control**

Last edit: 12/03/14 4:50 pm

Changes proposed by: KWONWIS

Submitter: User ID: KWONWIS Phone: 4-4011

Proposing College/School: College of Human Sciences

Department: Consumer & Design Sciences

Effective Term: Fall 2015

Subject Code: CADS (CADS)

Course Number: 3853

Justification for new course:

The Department of Consumer and Design Sciences wishes to offer this distance course on Merchandise Planning and Control because many retail corporations and small businesses utilize principles of merchandise planning and control in their businesses, and these organizations often send their employees out for training or re-training them on merchandising principles. By adding a distance education course to the existing Merchandise Planning and Control course (CADS 3850), we can address such organization needs not only from Alabama and vicinity areas but from other parts of the country. Further, because CADS 3850 is required for all AMDP majors and is a prerequisite for many other CADS courses (e.g., CADS 5850, 5750, 4920), having this course in a distance version can help ensure timely graduation of students who need to take this course in the summer semester but want to be off-campus.
Course Title: Merchandise Planning and Control

Abbreviated Title: Merchandise Planning & Control

<table>
<thead>
<tr>
<th>Schedule Type</th>
<th>Contact/Group Hours</th>
<th>Weekly or Per Term?</th>
<th>Credit Hours</th>
<th>Anticipated Enrollment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lecture</td>
<td>3</td>
<td>Weekly</td>
<td>3</td>
<td>20</td>
</tr>
</tbody>
</table>

Can the course be repeated? No

Total Credit Hours: 3

Grading Type: Standard Grades

Prerequisites: P: COMP 1000 or COMP 1003 or COMP 1AA0, CADS 1600, ACCT 2810, OR departmental approval

Prerequisite Courses: 
- COMP 1000 - Personal Computer Applications
- CADS 1600 - Textile Industrial Complex
- ACCT 2810 - Fundamentals Of Accounting

Corequisites:

Restrictions:

Admin Restrictions:

Course Description: Application of principles of merchandise management and retail buying to the retailing of consumer goods and services. Credit will not be given for both CADS 3850 and CADS 3853.

May Count Either: CADS 3850 - Merchandise Planning and Control or CADS 3853 - Merchandise Planning and Control

Affected Program(s):

<table>
<thead>
<tr>
<th>Program Type</th>
<th>Program Title</th>
<th>Requirement or Elective?</th>
</tr>
</thead>
<tbody>
<tr>
<td>Major</td>
<td>BS in AMDP</td>
<td>Requirement</td>
</tr>
</tbody>
</table>

Overlapping or Duplication of Other Units' Offerings: No

Resources

Existing resources, including library materials, classroom space, and faculty appointments, are adequate.

Course Objectives/Outcomes

Upon completion of this course, the student should be able to
1. Demonstrate knowledge of the merchandising function and its role in a retail organization.
2. Understand definitions and concepts of terminology related to merchandising math.
3. Understand the fundamentals of planning, selection, negotiating, buying, control, pricing, promotion, and selling processes of apparel and other consumer goods retail merchandising.
4. Apply basic mathematical concepts to solve typical merchandising problems and make decisions.
5. Use data to analyze and evaluate the performance of merchandising strategies.
6. Synthesize and integrate data and knowledge of merchandising fundamentals to create logical merchandising plans.
7. Evaluate the impact of merchandising strategies on retail customers and the retail organization as a whole.

Is this course considered University Core? No

TENTATIVE LECTURE, EXAM, & ASSIGNMENT SCHEDULE

Week 1: Introduction to course; Merchandising concepts

Week 2: Merchandising for a profit; Profit & loss statement & elements

Week 3: Project & loss statement & elements (continued); Merchandising process & systems; ASSIGNMENT 1 DUE

Week 4: Merchandising & technology; Basic markup; Types of markups; ASSIGNMENT 2 DUE; QUIZ 1

Week 5: Types of markups (continued); EXAM 1; ASSIGNMENT 3 DUE

Week 6: Averaging markups; Pricing; ASSIGNMENT 4 DUE

Week 7: Repricing & markdowns; QUIZ 2

Week 8: Inventory valuation; ASSIGNMENT 5 DUE; EXAM 2

Week 9: Stock planning efficiency; CASE STUDY 1 DUE

Week 10: Stock planning methods; ASSIGNMENT 6 DUE

Week 11: Planning & controlling merchandise budgets; Six-month plans; ASSIGNMENT 7 DUE

Week 12: Open-to-buy control; Merchandise assortment planning; ASSIGNMENT 8 DUE; QUIZ 3

Week 13: Model stock plans; CASE STUDY 2 DUE; EXAM 3

Week 14: Terms of sales; ASSIGNMENT 9 DUE

Week 15: Negotiation; ASSIGNMENT 10 DUE; QUIZ 4
Finals Week: FINAL EXAM (EXAM 4)

1. EXAMS and QUizzes: There will be 4 exams and 4 quizzes. All exams and quizzes will be administered online via CANVAS. The quizzes will be shorter and include a variety of answer types (e.g., short answers, essays, multiple choices), whereas the exams will be longer and consist of all multiple choices. The quizzes and exams are given back to back, each pair of a quiz and an exam covering the same materials. This way, students will be able to learn from their mistakes made in the quiz to know what to study more for the exam.

2. HOMEWORK ASSIGNMENTS: There will be 10 homework assignments. These assignments will focus on fostering students’ understanding of merchandising math related to the topics covered in prior weeks and enhancing their ability to apply the mathematical principles in merchandising problems. Due to the heavily math-oriented nature of this course, it is imperative to give students frequent assignments to continue to keep them alert on each merchandising math topic and its relations to previously learned topics.

3. CASE STUDIES: There will be 2 case-study assignments, which will aim at encouraging students to critically analyze and integrate retail and merchandising data to generate strategic solutions to merchandising problems.

<table>
<thead>
<tr>
<th>Assignment Type</th>
<th>Points</th>
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</thead>
<tbody>
<tr>
<td>EXAMS</td>
<td>120 points/exam x 4 exams = 480 points</td>
</tr>
<tr>
<td>QUIZZES</td>
<td>30 points/quiz x 4 quizzes = 120 points</td>
</tr>
<tr>
<td>HOMEWORK ASSIGNMENTS</td>
<td>30 points/assignment x 10 assignments = 300 points</td>
</tr>
<tr>
<td>CASE STUDIES</td>
<td>50 points/case study x 2 case studies = 100 points</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>1000 points</strong></td>
</tr>
</tbody>
</table>

**GRADING:**
- A = 900 - 1000 points
- B = 800 - 899 points
- C = 700 - 799 points
- D = 600 - 699 points
- F = below 600 points

Supplemental Information For Addition Of Distance Education Course

Justification for DE Delivery

The Department of Consumer and Design Sciences wishes to offer this distance course on Merchandise Planning and Control because many retail corporations and small businesses utilize...
principles of merchandise planning and control in their businesses, and these organizations often send their employees out for training or re-training them on merchandising principles. By adding a distance education course to the existing Merchandise Planning and Control course (CADS 3850), we can address such organization needs not only from Alabama and vicinity areas but from other parts of the country. Further, because CADS 3850 is required for all AMDP majors and is a prerequisite for many other CADS courses (e.g., CADS 5850, 5750, 4920), having this course in a distance version can help ensure timely graduation of students who need to take this course in the summer semester but want to be off-campus.

Access to Resources

AU Student Code of Discipline: https://sites.auburn.edu/admin/universitypolicies/Policies/CodeofStudentDiscipline.pdf

AU Policies: https://sites.auburn.edu/admin/universitypolicies/default.aspx

AU Office of Accessibility Link: http://accessibility.auburn.edu/

Accessibility syllabus statement: https://fp.auburn.edu/disability/syllabus.asp

AU Miller Writing Center: http://wp.auburn.edu/writing/

AU Libraries: http://www.lib.auburn.edu/

AU Digital Library: http://diglib.auburn.edu/

AU Online Bookstore: http://www.aubookstore.com/pretextbooks.asp

AU College of Liberal Arts Distance Education http://www.cla.auburn.edu/distance

AU Office of Information Technology (IT Help Desk) http://www.auburn.edu/oit/

Online netiquette: http://www.studygs.net/netiquette.htm

COURSE STRUCTURE
This course will be delivered entirely online through the course management system CANVAS. Students will use their AU account to login to the course from the CANVAS login page (https://auburn.instructure.com/). In CANVAS, students will access online lessons, course materials, and resources. At designated times throughout the semester, students will participate in various Internet-based activities using either CANVAS or alternative technologies. These activities may include, but are not limited to, taking quizzes and exams, submitting assignments and projects, and participating in online discussions and live sessions.

ONLINE CONTENT DELIVERY
1. Lectures: Lectures will be delivered on CANVAS, by making lecture videos and PowerPoint presentations available as Panopto Modules. Panopto modules also enable students to search through the presentation, make notes, and take printouts of the posted presentation.

2. Online Discussions: Students can participate in online discussion forums through CANVAS at designated times, interacting with faculty and other students in the class by posting their comments/questions and/or responding to others’ comments/questions. These discussions can be used to clarify course content from the lectures, assignment or project instructions, and any other issues related to the course, as well as for free discussion of topics relevant to the course content.

3. Live Sessions: Faculty teaching this course will conduct 3 live sessions, using the ‘Conference’ tool on CANVAS. This tool provides faculty with the resources to share video, audio, and also upload a file. Students will be able to access the conference on CANVAS. The first live session will be to review the course and syllabus in the first week of the semester. The second and third live sessions will cover details regarding the two case-study homework assignments. For students unable to participate in these live sessions, pdf handouts covering the sessions will be made available for download on CANVAS.

Lectures:
Lectures will be delivered on CANVAS, by making lecture videos and PowerPoint presentations available as Panopto Modules. Panopto modules also enable students to search through the presentation, make notes, and take printouts of the posted presentation.

Online Discussions:
Students can participate in online discussion forums through CANVAS, interacting with faculty and other students in the class by posting their comments/questions and/or responding to others’ comments/questions. These discussions can be used to clarify course content from the lectures, assignment or project instructions, and any other issues related to the course, as well as for free discussion of topics relevant to the course content.

Live Sessions:
There will be 3 live sessions during the semester, which will be delivered using the ‘Conference’ tool on CANVAS. This tool provides faculty with the resources to share video, audio, and also upload a file. Students will be able to access the conference on CANVAS. The first live session will be to review the course and syllabus in the first week of the semester. The second and third live sessions will cover details regarding the two case-study homework assignments. For students unable to
participate in these live sessions, pdf handouts covering the sessions will be made available for download on CANVAS.

Quizzes and Exams:

All quizzes and exams will be given online via CANVAS. The quizzes and exams will be accessible during designated dates/times for students to take them on CANVAS. All quizzes and exams are open-book. However, due to the time limit that will be applied to the quiz/exam, students are expected to have studied all the materials before starting to take the quiz/exam online, and encouraged to create a brief formula sheet which they can quickly refer to during the quiz/exam. Each quiz/exam is available only once for students to take (i.e., students cannot repeat the same quiz/exam).

Assignments:

All assignments will be submitted online via CANVAS. The specific CANVAS tool to be used for submitting each assignment will be announced during the semester.

Attachments

Course reviewer comments

SZC0024 (12/03/14 4:50 pm): Human Sciences should explicitly address whether or not the exams will be proctored, either by a person or via electronic means. It appears all exams will be timed and open book and thus proctoring is not necessary, but it is good practice for DE courses to be clear about any student burden related to exams.