REQUESTOR CONTACT INFORMATION	
Date: October 26, 2011	Effective term of request (Semester-Year):
Name: Chelsea Kay-Wong	Title: Records Specialist & Support
Campus: Hilo	Office/Department: Student Affairs, Office of the Registrar
Phone: 808-974-7322	Email: ckwong@hawaii.edu

Ž	14 J.
35	7/40

1. PROGRAM CODE, MAJOR CODE, CONCENTRATI	ON CODE		Banner forms: SMAPRLE, SC	DACURR STVMAJR
Institution: UH Hilo (HIL)	College: Hawaii Com	munity College (CC)	Department: Business (BUS)	
New program code Change/replace exist	ing program code:			
Level: Undergraduate Graduate I	First-Professional	Post-Baccalaureate	Other: Vocational	
Degree: Associates of Science		Certificate:		
If requesting an existing Major code and/or Conc	entration code in Banı	ner:		
Existing Major: Code Descriptio	n	Existing Concentration	on: Code Desc	ription
If requesting a new Major code or Concent	ration code that does	not exist in Banner:		
New Code [4 char/space limit]: MERC	Description [30	char/space limit]: Merc	handising MID-MGMT & Sales	
If a similar major/concentration code exists in Bar	ner, please list the co	de:		
Is this major/concentration code being used the s	ame way at other UH	campuses?		
is 50% or greater of the classes in this program of	fered at a location oth	er than the Home Can	npus? Yes No nancial Aid Officer on Program Participa	tion Agreement impact)
Is this program/major/certificate financial aid elig	ible? ☐ Yes 🗸		ficer consultation required for all new p	
Should this program be available for applicants to	select as their planne	d course of study on t	he online application? ss, students may select the code as their	Yes ✓ No only program of study.)

Replacing or eliminating an existing program code:				
If replacing an existing program code, are current stu	udents "grandfathere	d" under tl —	he old	code? Yes No
Should the old program code be available for use in	Banner? Tyes	☐ No		
On Re Ad Ge	nner Module Inline Application Incruitment Imissions Increase Student Incademic History	Yes	No	Ending Term (Semester-Year)
2. CERTIFICATES ONLY: Does this certificate qualify as a Gainful Employment (Please consult your Financial Aid Officer or see: http://www.ifa	nt Program (Title IV-el ap.ed.gov/GainfulEmployr	igible certi mentinfo/ind	ficate ex.html	program)?
For new certificates approved by the Chancellor, the				
3. NEW CAMPUS, COLLEGE, DIVISION, OR DEPART	MENT CODE		1.164	Banner forms: STVCAMP, STVCOLL, STVDIVS, STVDEPT
Campus code [3 char]:	Campus descri	ption (30 ch	ar/spac	e limit]:
College code [2 char]:	College descrip	otion [30 ch	ar/space	e limit]:
Division code [4 char/space limit]:	Division descri	ption [30 cł	nar/spac	ce limit]:
Department code [4 char/space limit]:	Department d	escription	[30 char	r/space limit]:

4. NEW COURSE SUBJECT CODE (Subject Alpha)	Banner form: STVSUBJ.
College:	Department:
Subject code [4 char/space limit]:	Subject description [30 char/space limit]:
5. NEW MINOR (Minor codes are listed on the Major code t	rable) Banner form: STVMAJR
Minor Code [4 char/space limit]:	Minor Description [30 char/space limit]:
	·
I am requesting the code for this major because the University this program years prior to 1982-1983. Since our office is the degree that a student earned. SUPPORTING DOCUMENTATION	versity of Hawaii at Hilo in conjunction with what is now Hawaii Community College offered is entering pre-banner (Microfilm) records into Banner, we are in need of this code to enter
	ed supporting documents to be submitted. Documents submitted with this form:
Board of Regents meeting minutes and sup	
Memo from UH President	
LI MEMO HOM OTT TESIGEN	
Memo from Chancellor	
	programs/majors/minors/certificates)
Memo from Chancellor	

CAMPUS VERIFICATION		
Requestor Signature	4-12 Date 10 [28] H	
Registrar (If different from Requestor) COHY A. 2011 Print name	Signature	Oct 31, 2011 Date
Email/memo in lieu of Registrar's signature may be attack	neu	
Financial Aid Officer (Financial Aid Officer consult	tation required for all new program codes)	
Print name	Signature	Date
Email/memo in lieu of Financial Aid Officer's signature m	nay be attached	
For Community Colleges, verification of co		
Print name	Signature	Date
Email/memo in lieu of signature may be attached		

Send completed form and supporting documentation to:

Institutional Research and Analysis Office (IRAO)

1633 Bachman Place

Email: iro-mail@lists.hawaii.edu

Sinclair Annex 2, Room 4

Fax: 808-956-9870

Honolulu, HI 96822

Phone: 808-956-7532

After <u>all</u> required forms and supporting documents have been submitted, please allow at least two weeks for processing by IRAO and Banner Central.

FOR INTERNAL USE ONLY	Date form/docs received:
Program code [12]:	Program Description [30]:
CIP code [6]:	CIP description [30]:

UNIVERSITY OF HAWAII

P.O. BOX 1357 HILO, HAWAII 96720 NAME - LAST, FIRST, INITIAL SALUMANA - DRAHILU/H1 196720

MAJOR: (Liberal Arts)
'80 MERCHANDISDYC-MID-MANAGE MENT COURSE COURSE DESCRIPTIVE TITLE DESCRIPTIVE TITLE FALL: 1981: FALL :1979 03 C: MERCH ADVER/DISPLAY .03 B ACC. FUND OF ACC .040 03 A MERCH PRIN OF MKTG. ENG 100. -03 B EXPOS WRITING: ANS HAMMA 221: 03 B VIOR PSY 105 03 C CUR GPR 000 012 012.033 277 CUH GPR 000 012 012.033 277 MERCH 050 03;C FASHION: MERCH. CULTURE TRANS ...HUMAN: BEHAVIOR 024: PERSONNEL: MGT: MGT 012 030:2.5 CUR. GPR 000 012 CUM. GPR | 000 067 067-184 SPRING 1982 SPRING 1980 100B FRESHMAN EXP 021 INTER READING ENG HUMAN POTENTIAL TS 100C 01 B SURVEY MATH MATH 100 03 C ·IS 1000 OF B RECEIVED: 5-14-82 100 B EO ADV HUMAN POTEN PSY SURVEY PSY 052 03 B MERCH TYPH 020 03.C MARKET RESEARCH TYPE CURRICULUM BEGIN .TYPW BACHELOR OF BUSINESS SP 0Š1° _03;B CUR GPR 000 012 012 030 2.5 ORAL COMM CUR GER 000 009 009 027 3.0 ADMINISTRATION . CUR GPR 000 024 024 063 2.6 076 211 2-7 CUM GPR 000 076 FALL 1980 Regnts met: 7/21/86 Conferred: 5/15/87 BMACH MACH CAL TECH : I 000 018 018 048 2 03 B INTRO TO BUS PRIN OF SALES 020 FAIL 1982 CUM GPR .BUS 03 A MERCH 030 045 03 B MERCH PRIN OF RETAIL .03 A. FALL 1982 .093B HERCH OFFICIAL CVE ECON INTRO MACROECON 016 050 3.1 CUR GPR 000 :016 HPE 111 01 WITHOUT GOLF: ADV CUH GPR 000 :040 -040 -113- 2-B HPE INTRO COACH ATHL 204 **EMBOSSED** 03 B FUND DE ALGEBRA HATH 103 03 Ci PHIL 100 5PRING. 1981: INTRO WEST PHIL CUR GPR 000 012 012 030 2.5 CASH REGISTER BMACH. 041. 04: CI 030 078 2.6 ВИАСН CUM GPR 000 030 MACH CALL TECH IL 055. 03÷ C: ENG: BUS COMM. MERCH 093CI 03: A. CVE: 020-03 B INTRO: TO: MGT: MGT: CUR. GPR 000 015 015 041 2.7 CUM GPR 000-055, 055, 154:2.8

							- .		. •		
DESCRIPTIVE TITLE	COURSE COURSE SEA	GR	DESCRIPTIVE TITLE	COURSE	COURSE NO.	HR.				٠.	
								:			
SPRING 1983			FALL:1984				1				
FINANCIAL ACCTG	.,	3 C	INTRO VISUAL ART	ART	101		:				
INTRO MICROECON		ilc	ELEM ACCTG.11	BuS	251	03 C					
PRE-CAL MATH		ic	STAT FOR MGT II	BUS	. 262	03 A					
PRE-CAL HATH PRE-CAL NATH		i c	PRINC OF MGT.	BUS				•			
INTRO WEST REL		3 B	HONEY & BANKING	ECON	. 340	03∙Ç •2≨039∷					
SOCIAL PROBLEMS		3 B	CUR GP CUN GP		112 012	226 2	-			٠. ٠	
CUR GP	R 000 012 012 03		COM. GP	4. 000 c	186 000		=(•
CUM GP	R 000 042 042 10	2.5		1							
			SPRING 1985	1			•				·. ·
SUNNER 1983			PROMO STRATEGY	BUS	313		1.				
WORLD CIV TI	HIST 152	AE	PRINC OF BUS FIN	BUS	-320	03∙ B					•
	R 000 003 003 01		ORGANIZ BEHAVIOR	BUS	332	03. C					
CUM GP	R 000 045 045 12		BUSINESS LAW :	BUS	340	03: C	1			٠	
			WRIT COH FOR BUS	EHG	209	03, C	. !				
ALL 1983:		7	CUR. GP			030 2-					
ELEM ACCING!-I	BUS 250 0	3- i C1	CUM GP	Rį 000 ,1	103 103	256 2.	*∶≾		٠.		
MATH FOR BUS DEC:	BUS . 260. 0	1 · B:		i) 2				
ACCIDENT PREVENT	HPE 232 0	2 Aī	FALL 1985	1		- 1	2			•	٠.
SOC: PROC: IN HAW	SOC. 290 0	3- 3-	PRIN REAL ESTATE	FIN	370						
INTRO TO SP-COMM		3.∤AJ ¦	BUS POLICY	HGT	490						
· CUR. GPR			CONSUMER BEHAV	MKT	494				:	•	
CNM CER	000 060 060 167	27:	PRODCTNDPER MGT	OBA	.361	03 C		٠		٠.	
			CUR GP	R 000 C							
SPRING 1984		Ţ.	CUM GP	Ki'ana ,i	[1 <u>5: _</u> 115	200 20	-	•	٠.		٠.
ELEH ÄCCING: II-	į BUS' 251: -			1		البيد	~ ·				
STAT FOR MUNT L		13 či	SPRING 1986	1.:		- 111	' ''				1
PRIN HARKETING		13 D:	AG URIENTATION	AG		: .03 B			:		
CKINE & DEPINO.)3 .C).	HANAGERIAL ECON	HGT		. 03 D. 8 03 B.				•	-
	R 000 012 009 01			MGT		. 03 B					
CUM GP	R 000 072 069 18	2.39	CUR. GPF							ï	
					27: 127:						
SUMMER 1984	1				21. 12.15	340 40.				•	
INTRO TO CS		03 D	SUMMER 1986	1			' I				
INTRO TO CS LAB	CS 110L	01 C		ENG	- 100	03E	ı. I				٠.
	R 000 004 004 00	5 1.2	· cun ·cr	Ri 000		009 3.				į	
Cow er	R 000 076 073 18	7 12.4	CUM: GE	R:000	130 -130				•		
	į	78		1			- 1	•	٠.	ir.	
	i	1		1			1		2		1.
	ŧ	12	DEGREE REQUIREMEN	esimet o	ON 7/21	/86	· .		•	15 %	
	!	1	- Decision Requirement		· · · · · · · · · · · · · · · · · · ·			• •		2.	
	E .										

Advisory Committee for Machine Shop

MR. JOHN W. AYALA, Senior Factory Shop Supervisor, Puna Sugar Co., Ltd., Keaau, Hawaii 96749

MR. KENT BOWMAN, Shop Supervisor, Hilo Iron Works, Inc. 1226 Kamehameha Ave., Hilo, Hawaii 96720

MR. NOBUYUKI FUKUSHIMA, Journeyman Machinist and Fabricator, 660 Lanikaula St., Hilo, Hawaii 96720

MR. HARRY MATSUMOTO, Machine Foreman, Laupahoehoe Sugar Co., Laupahoehoe, Hawaii 96764

MR. BELLY YUGAWA, Shop Supervisor, Hilo Coast Processing, Pepeekeo, Hawaii 96783

MERCHANDISING MID-MANAGEMENT AND SALES (Merch)

This program prepares the student for employment in sales marketing, merchandising and mid-management positions immediately below top management and above routine supervisors and rank and file supervisors.

		Cert.	A.S.
ACC 20	Fund of Accounting		3 2
*BMACH 30	Cash Register	2	2
**BMACH 40	Machine Calculating Techniques I	4	
**BMACH 41	Machine Calculating Techniques II		4
BUS 20	Introduction to Business	3 3.	3 3 3
**ENG 55	Business Communications	3.	3
*MERCH 20	Advertising and Display		3
*MERCH 30	Principles and Methods of		
	Salesmanship	3	3
*MERCH 40	Principles of Marketing	3 3 3	3
*MERCH 45	Principles of Retailing	3	3 3 3 3 3 3 3 3
*MERCH 50	Fashion Merchandising		3
*MERCH 52	Market Research		3
*MERCH 93B	Cooperative Education	3	3
*MERCH 93C	Cooperative Education		3
*MGT 20	Intro to Management	3	3
*MGT 24	Personnel Management Relations		3
TYPW 20	Beginning Typing	3	3
	Speech	3	3
	General education elective		3
	TOTAL	33	60

Advisory Committee for Merchandising Mid-Management

MR. GLEN KANESHIRO, Food Fair Super Market, 194 Kilauea Ave., Hilo, Hawaii 96720

DR. ROBERT KING, Professor, College of Arts and Sciences, UHH, University of Hawaii at Hilo, Hilo, Hawaii 96720

MR. ERNEST KUROHARA, Kurohara's, 266 Makaala St., Hilo, Hawaii 96720

MRS. IRENE NAGAO, J.C. Penney Co., Kaiko'o Mall, Hilo, Hawaii 96720

MR. REGINALD OJANO, J.C. Penney Co., Kaiko'o Mall, Hilo, Hawaii 96720

MR. ALLAN OKUDA, Executive Chef, Hilo Hawaiian Hotel, 71 Banyan Drive, Hilo, Hawaii 96720

MRS, LINDA WEST, Hilo Lagoon Resort Shoppe, 101 Aupuni Street, Hilo. Hawaii 96720

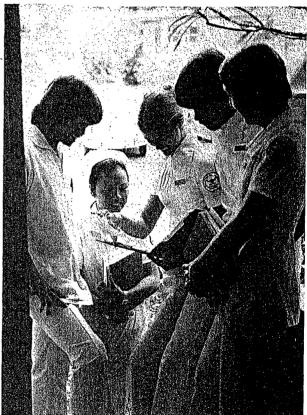
NURSING, ASSOCIATE DEGREE IN NURSING (Nurs)

This program prepares students to take the State examination for the licensure as registered nurses, and to work in hospitals, clinics, physicians' offices and render care to clients in private and convalescent homes.

First Semester	•	A.S.
SCI 100	Allied Health Science I	4
PSY 100	Survey of Psychology	3
NURS 153	Fundamentals of Nursing	8

**ENG 100 or SP 151	Expository Writing Personal/Public Speaking	3
Second Semeste SCI 101 HD 230 NURS 154 NURS 155	Allied Health Science II Human Development II Family Health Nursing Psychiatric/Mental Health Nursing	4 3 5 5
Third Semester NURS 255 SOC 100 NS	Nsg Care of Children & Adults I Survey Sociology Natural science elective	9 3 3 . 3
Fourth Semester NURS 256 NURS 258 Elective	Nsg Care of Children & Adults II Issues in Nursing	10 2 3 15
•	TOTAL	65

Proficiency in mathematics must be demonstrated by achieving an acceptable score in proficiency examinations by successful completion of Math 100.



NURSING, PRACTICAL (Nurs)

This program prepares the student for employment in hospitals, clinics, nursing homes, private homes, and physicians' offices. It is 38 weeks long and includes two semesters and a six-week summer session.

The practical nurse as a nursing assistant works under the guidance of a physician and/or registered nurse. According to assignment, the LPN will apply selected nursing measures to meet the patient's basic needs of hygiene, comfort, safety, nutrition, elimination, and emotional support in a relatively stable, clinical situation.

First Semester		Cert.
NURS 20	Practical Nursing I	10
NURS 26B SCI 51	Maternity Nursing	4
SCI 31	Basic Science for Health Occupations or SCI 100	3