

Northern Marianas College
CURRICULUM ACTION REQUEST

Effective Semester / Session: Fall 2018

Type of Action:

- New
- Modification
- Move to Inactive (Stop Out)
- Cancellation

Course Alpha and Number: MG 310

Course Title: Business Writing

Reason for initiating, revising, or canceling:

This course guide is being updated to reflect the semester in which this course is offered and student assessment measures are being clarified.

Dr. Debra A. Steed

Debra A. Steed *6/5/18*

Proposer

Date

Dr. Debra A. Steed

Debra A. Steed *6/5/18*

Director, School of Business

Date

Zerlyn A. Taimañao
Zerlyn A. Taimañao

Acting Dean, Learning and Student Success

6/12/18
Date

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Course Guide

Course: MG 310 Business Writing

1. Department

Business

2. Purpose

A significant complaint that many business employers have today is that their employees do not write well, that they do not understand how and when to use standard business writing genres, and that they continue to communicate poorly even after being informed of their weaknesses. Employers often end up dismissing such employees or, at the very least, avoid giving them promotions or challenging projects to work on. This class is intended to ensure that you do not end up as one of those employees.

3. Description

A. Required/Recommended Textbook(s) and Related Materials

Required:

Dodd, C. H. (2012). *Managing Business & Professional-Communication, 3rd edition*. Pearson.

Readability Level: 13

B. Contact Hours

1. **Lecture:** 3 hours per week / 45 hours per semester
2. **Lab:** None
3. **Other:** None

C. Credits

1. **Number:** 3
2. **Type:** Regular degree credits

D. Catalogue Course Description

This course is designed to prepare you to write in your professional career by exposing you to the different genres and mediums of communication utilized by business professionals in an increasingly digital world. To that end, this course will require you to produce documents that address a wide range of target audiences, and understand the process of rhetorical decision making that allows a writer to perform successfully in a given writing situation.

Prerequisite: must complete 60 credit hours to maintain junior level.
English Placement Level: EN 202. Math Placement Level: MA 161.
(Offered Fall).

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E. Degree or Certificate Requirements Met by Course

A "C" grade or better in this course satisfies a core course Requirement in Northern Marianas College Bachelor of Science in Business Management.

F. Course Activities and Design

Course activities include lectures, discussions, homework assignments, tests, quizzes, and a final exam.

4. Course Prerequisite(s); Concurrent Course Enrollment; Required English/Mathematics Placement Level(s)

Prerequisites: Must complete 60 credit hours to maintain junior level.

English Placement Level: EN 202

Math Placement Level: MA 161

5. Estimated Cost of Course; Instructional Resources Needed

Cost to the College: Instructor's salary;

Cost to the Student: Tuition for a 3-credit hour course, and the cost of the textbook.

Instructional resources needed for this course include overhead projector, multimedia system, whiteboard, and dry-erase markers.

6. Method of Evaluation

Student learning will be evaluated based on tests and exams, peer-reviewed case studies, homework, research assignments, and oral presentations.

NMC's grading and attendance policies will be followed.

7. Course Outline

This is a topical outline and does not necessarily indicate the sequence in which the material will be presented.

- 1.0 Foundations of Business and Professional Communication
 - 1.1 Introducing Business and Professional Communication
 - 1.2 Managing Leadership Communication in Organizational Cultures
 - 1.3 Assumptions about Communication
 - 1.4 Business and Professional Communication in Four Contexts

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- 2.0 Interpersonal Communication in Business and Professional Communication
 - 2.1 Managing Interpersonal Communication in the Workplace
 - 2.2 Managing listening Communication in the workplace
 - 2.3 Managing Nonverbal Communication in the Workplace
 - 2.4 Managing Communication Conflicts in the Workplace
 - 2.5 Managing Intercultural Communication in the Workplace

- 3.0 Small Groups and Teams in Business and Professional Communication
 - 3.1 Managing Groups Communication and Workplace Teams
 - 3.2 Managing Interviews in the Workplace
 - 3.3 and International Obligations

- 4.0 Public Presentations in Business and Professional Communication
 - 4.1 Managing Public Presentations in the Workplace
 - 4.2 Managing Presentational Skills in the Workplace
 - 4.3 Managing Informative Presentations in the Workplace
 - 4.4 Managing Persuasive Presentations in the Workplace
 - 4.5 Managing Customers and Client Communication and Sales

8. Instructional Goals

This course will introduce students to:

- 1.0 An appreciation for the importance of effective communication in business and society;
- 2.0 Business writing and the messages it conveys are the products of a process that begins with critical thinking;
- 3.0 Improving writing skills, including expression issues related to language use, style, tone, grammar, punctuation, and organization;
- 4.0 Facilitating the integration of communication skills with an understanding of theory and strategy;
- 5.0 Making decisions about document preparation, including format, layout, and design.

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9. Student Learning Outcomes

Upon successful completing of this course, students will be able to:

- 1.0 Write an effective business document, designing an “architecture” of information that peer group readers find comprehensive and readable;
- 2.0 Analyze written and verbal communications and evaluate their usefulness;
- 3.0 Evaluate rhetoric and audience awareness;
- 4.0 Prepare clear, powerful messages using logical arguments and effective organization;
- 5.0 Design visually attractive documents with informative and eye-catching visual elements;
- 6.0 Gather research information from libraries, on the internet, or through any other source for print or multimedia information;
- 7.0 Evaluate the information source for truth, relevance, and stylistic elements;
- 8.0 Compose and present technically effective messages; and
- 9.0 Collaborate effectively in a team writing and presentation project.

10. Assessment Measures

Assessment of student learning may include, but not be limited to, the following:

- 1.0 Tests and exams;
- 2.0 Peer reviewed case studies;
- 3.0 Homework;
- 4.0 Research assignments; and
- 5.0 Oral presentations.