

WSU Department of Professional Sales  
Program Review Dean Response (2022-2023)

July 22, 2023

The committee found the following:

Program Strengths

A – Mission Statement

B – Curriculum

C – Student Learning Outcomes and Assessment

D – Academic Advising

E – Faculty

G – Relationships with External Communities

H – Results of Previous Program Reviews

Programs Challenges F – Support (Facilities, Equipment, etc.)

Program Weaknesses None

As dean, I am proud of the efforts and successes of the Department of Professional Sales. I have little to add to the strengths given the recognition that the committee had for those efforts and successes. The department has a right to be proud.

As to weaknesses, I also agree with the committee and the department. Moving to the new building has had some serious charges – some of which are barely mentioned. The AV has been lacking in conference rooms for almost a year now and the classrooms have constantly needed attention and, thus, have disrupted classes in all the departments in the building. The interaction with the NUAMES students has been problematic. The constant construction and lack of communication during that construction from sub-contractors has been disruptive. It is a great building but still is unfinished.

Thank you to everyone in the department for their hard work. Thank you to the review committee for taking the time to review this great department.

David

Dean, College of Engineering, Applied Science & Technology