



**CENTER FOR INNOVATIVE AND PROFESSIONAL LEARNING
NEW COURSE/SEMINAR/PROGRAM SUBMISSION FORM**
Forward to: Rosa Diaz-Mulryan, rmulryan@ramapo.edu
With signatures from: Convener/Unit Head and Dean/Divisional VP
Questions? Call 201.684.7636

Contact Person: Natalia Santamaría Laorden

Title/School/Unit: Salameno School of Humanities and Global Studies

Ext. _____ Home 7426 Cell 646 234 0708

Email: nsantama@ramapo.edu

Directions: Completing Stage I of this form is required. To accelerate the process, Stage II (or any part thereof) may be submitted along with Stage I.

STAGE I: Program Description (check all that apply):

Certificate program

- Licensing program
- Continuing Education Units (CEU)/Contact Hours
- Seminar/Workshop
- Youth Academic Program (pre-college)
- With Overnight/Residence Hall Offering
- Other

One Sentence Statement of Proposal:

The certificate aims at creating a bilingual profile for students of health care and human services in order to adapt to the needs of the United States growing Hispanic population (currently, 58 million).

Time of Year to be Offered (insert year): From Fall of 2018 onwards

Fall _____ Spring _____ Summer _____ Winter _____

Facilities Required:

(describe type and size of classroom(s) or meeting space(s), and technology or other needs)

Students will be meeting in regular Ramapo classrooms.

Target Audience/Student Population (check all that apply):

- | | |
|---|---|
| <input type="checkbox"/> Current RCNJ students | <input type="checkbox"/> Professional/Health Care |
| <input type="checkbox"/> Youth/Pre-college age students | <input type="checkbox"/> Adult learners |
| <input type="checkbox"/> Professional/Business | <input type="checkbox"/> Other _____ |
| <input type="checkbox"/> Professional/Education | |

Additional Description: The certificate will attract students and professionals already studying or working on human services (social work, psychology) as well as in health care settings.

Provide evidence of need/demand/trends or environmental factors related to this program/course? (Provide as much information as possible.)

The Hispanic population in the United States has now reached 58 million. As Karol Hardin¹ states in *An Overview of Medical Spanish Curricula in the United States*, “studies have demonstrated that when physicians use professional interpreters or communicate proficiently with patients in their preferred language, language-concordance can reduce or eliminate disparities in treatment and health outcomes. Unfortunately, participation in short, intensive language training can result in underuse of interpreters by physicians and may lead to significant errors. Given the current statistics, it is imperative for health care workers to become more proficient in Spanish and also to complement the role of interpreters”.

Describe Program benefit(s) to student:

- The certificate aims at developing students’ linguistic proficiency and cultural competency in Spanish so that they can operate professionally in a medical and human services setting with native speakers of the language.
- The courses in the certificate are designed to familiarize students with the intricacies of the language (especially false cognates) to make them effective translators and interpreters. The projects for all their certificate courses will be focused on a comprehensive understanding of health care and human services,

¹ Hardin, Karol. *An Overview of Medical Spanish Curricula in the United States*. Hispania, 98:4 (December 2015), p. 640

including topics as diverse as the analysis of preventive campaigns, historical representations of different diseases or debates on race and ethnicity.

- The objectives of this multi-pronged approach are to endow students with the capacity to overcome linguistic barriers and gain an understanding of cultural competency that would allow for building patient-practitioner relationship.

Course/Program Learning Outcomes:

- Become familiar with vocabulary applicable to medical or human services settings.
- Develop communication skills necessary to compile a medical history or do a human services assessment.
- Demonstrate oral proficiency to handle patient's or client's complaints or concerns
- Develop effective preventive or social awareness campaigns
- Analyze and question representations of diseases in international media (zika, AIDS...), paying special attention at the social and political dimensions of these representations.
- "Demonstrate cultural competence required for negotiating a diverse global society, including intercultural understanding, dynamics of power and privilege, identifying and moving beyond the ethnocentric views we receive from our culture"
- Prepare students to take the Bilingual Communicative Ability Test (BICAT) administered by the State of New Jersey Civil Service Commission.

Course/Program Academic Requirements and Detailed Description (attach additional sheets if needed):

1. Two required courses: (Both part of the Gen Ed program)

SPAN 202: Intermediate Spanish II (or equivalent proficiency as shown by STAMP)

SPAN 311: Spanish for Health Care and Human Services

2. Two electives:

- **Option A.**

- **Internship (requires the creation of a portfolio but can be based on one of the already required internships for nursing, social work as well as study abroad).**
- **One elective course.**

- **Option B**

- **Two elective courses.**

The projects for all these electives will be focused on a topic related to Health Care or Human Services. This is a list of electives to choose from:

- SPAN 301 - THE ART OF CONVERSATION IN SPANISH
- SPAN 303 - THE ART OF READING IN SPANISH
- SPAN 305 - SPANISH CIVILIZATION
- SPAN 307 - LATIN AMERICAN CULTURE AND SOCIETY
- SPAN 420 - ADVANCED COMMUNICATION IN SPANISH
- SPAN 421 - REWRITING HISPANIC IDENTITY CONSTRUCTIONS
- SPAN 313 - HISPANIC CULTURE THROUGH ARTISTS
- SPAN 315 - HISPANIC WOMEN'S VOICES AND IMAGES
- SPAN 330 - NUEVA YORK LATINO (LATIN N.Y.) (Latin New York)
- SPAN 340 - MODERN & CONTEMPORARY SPANISH LITERATURE
- SPAN 390 – TOPICS IN HISPANIC LITERATURE AND FILM
- SPAN 401 - THE ART OF WRITING & FORMAL RESEARCH TECHNIQUES
- SPAN 404 - EARLY TRANSATLANTIC ENCOUNTERS
- SPAN 410 - LATIN AMERICAN LITERATURE SINCE 1900
- SPAN 415 - HISPANIC CARIBBEAN WRITERS AND POP CULTURE
-

SIGNATURES:

Convener/Unit Head recommends this Stage I proposal to Dean/Divisional VP.

Comments: _____
Convener/Unit Head Signature: *[Signature]* Date: 9/27/17

Dean/Divisional VP confirms this Stage I proposal is aligned with RCNJ and School/Unit mission, and recommends review by CIPL.

Comments: _____
Dean/Divisional VP Signature: *[Signature]* Date: 9/28/17

CIPL Review/Recommendation:

Schedule Follow-up for Questions CIPL AVP Initial/Date: _____

Follow-ups: Date: _____ Date: _____ Date: _____

Stage I approved/Proceed with Stage II Stage I not approved

Comments: _____
CIPL AVP Signature: *[Signature]* Date: 10-4-17



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STAGE II

Please provide as much information as possible on the following items. Attachments may be added if necessary. (This form may be submitted with Stage I form to accelerate the process.)

Suggested Advertising/Promotion/Mailing Plan (how to get the word out):

Send information to health care and human services facilities, as well as health care and human services academic institutions.

Suggested Tuition/Fees/Cost to Student:

Regular tuition applied to credit courses.

Financial Outlook/Net Profit (estimated revenue minus expenses):

Worksheet Attached OR *Regular Ramapo Tuition*

Description Provided Below:

Key Financial Assumptions: (i.e. expected enrollment and class size)

There will be plenty of space for the elective courses. If needed, we could add an extra section for the course on health care and human services.

(See signature process on next page.)

CIPL PROPOSAL STAGE II (cont'd)

SIGNATURES:

Convener/Unit Head confirms receipt of this Stage II proposal. Forwards to Dean/Div. VP.

Convener/Unit Head Signature: *[Signature]* Date: 9/27/17

Dean/Divisional VP confirms receipt of this Stage II proposal that is aligned with RCNJ and School/Unit mission, and recommends review by CIPL Program Proposal Review Committee (CIPL PPRC). Forwards to CIPL, Academic Complex, Room A-233.

Dean/Divisional VP Signature: *[Signature]* Date: 9/28/17

CIPL AVP confirms receipt and adds to CIPL PPRC agenda.

CIPL PPRC Chair Initial: RM Date Received: 9-28-17 Date on Agenda: 10-4-17

CIPL PPRC Review/Recommendation:

- Stage II recommended and forwarded to Provost for approval
- Schedule follow-up for questions/Second Review
- Stage II not recommended for the following reason(s):

CIPL PPRC Chair Signature: *[Signature]* Date: 10-4-17

CIPL PPRC Second Review/Recommendation (if applicable):

- Stage II recommended and forwarded to Provost for approval
- Stage II recommended with modification/Schedule follow-up discussion
- Stage II not recommended for the following reason(s):

CIPL PPRC Chair Signature: _____ Date: _____

Provost Review/Approval:

- Proposal Recommended/Forward to ARC for Approval (credit-bearing)
- Proposal Approved (non-credit-bearing)/Forward to ARC for Information Only
- Schedule Follow-up with CIPL for Implementation Planning
- Proposal Approved with Modification; Schedule Follow-up with CIPL for Finalization

Provost Signature: *[Signature]* Date: 10 Oct 2017

Comments: _____

SPANISH FOR HEALTH CARE AND HUMAN SERVICES CERTIFICATE: Budget for Non-Matriculated Students

NON-MATRICULATED STUDENTS REVENUE*						
# of Students	6	8	10	12	14	16
Instruction - 2 required courses & 1 or 2 elective courses						
Faculty Stipends (already covered in Gen. Ed. or elective courses)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Marketing						
Ads/flyers/social media/E-mail campaign	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000
TOTAL EXPENSE	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000
Total Cost Per Attendee for Ramapo to operate program	\$ 500	\$ 375	\$ 300	\$ 250	\$ 214	\$ 188
GROSS REVENUE (In-state, Out-of-state, Non-credit)						
\$5280 In-State Tuition, three 4-credit courses @\$440/credit	\$ 31,680	\$ 42,240	\$ 52,800	\$ 63,360	\$ 73,920	\$ 84,480
\$8705.40 Out-of-State Tuition, three 4-credit courses @\$725.45/credit	\$ 52,232	\$ 69,643	\$ 87,054	\$ 104,465	\$ 121,876	\$ 139,286
\$3168 Non-Credit, flat rate, three courses @\$1056/course	\$ 19,008	\$ 25,344	\$ 31,680	\$ 38,016	\$ 44,352	\$ 50,688
NET REVENUE (Revenue-expense)						
\$5280 In-State Tuition, three 4-credit courses @\$440/credit	\$ 28,680	\$ 39,240	\$ 49,800	\$ 60,360	\$ 70,920	\$ 81,480
\$8705.40 Out-of-State Tuition, three 4-credit courses @\$725.45/credit	\$ 49,232	\$ 66,643	\$ 84,054	\$ 101,465	\$ 118,876	\$ 136,286
\$3168 Non-Credit, flat rate, three courses @\$1056/course	\$ 16,008	\$ 22,344	\$ 28,680	\$ 35,016	\$ 41,352	\$ 47,688
*No incremental revenue to College when matriculated students take the two required courses or the one or two elective courses in fall or spring; therefore, this worksheet reflects revenue for non-matriculated students only, the downside projected revenue with the 3 courses with internship option vs. 4 courses with no internship, and there is additional net revenue if/when matriculated students enroll in a required or elective course in the winter or summer terms.						

SPANISH FOR HEALTH CARE AND HUMAN SERVICES CERTIFICATE: Budget for Non-Matriculated Students

NON-MATRICULATED STUDENTS REVENUE*						
# of Students	18	20	22	24	26	28
Instruction - 2 required courses & 1 or 2 elective courses						
Faculty Stipends (already covered in Gen. Ed. or elective courses)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Marketing						
Ads/flyers/social media/E-mail campaign	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000
TOTAL EXPENSE	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000
Total Cost Per Attendee for Ramapo to operate program	\$ 167	\$ 150	\$ 136	\$ 125	\$ 115	\$ 107
GROSS REVENUE (In-state, Out-of-state, Non-credit)						
\$5280 In-State Tuition, three 4-credit courses @\$440/credit	\$ 95,040	\$ 105,600	\$ 116,160	\$ 126,720	\$ 137,280	\$ 147,840
\$8705.40 Out-of-State Tuition, three 4-credit courses @\$725.45/credit	\$ 156,697	\$ 174,108	\$ 191,519	\$ 208,930	\$ 226,340	\$ 243,751
\$3168 Non-Credit, flat rate, three courses @\$1056/course	\$ 57,024	\$ 63,360	\$ 69,696	\$ 76,032	\$ 82,368	\$ 88,704
NET REVENUE (Revenue-expense)						
\$5280 In-State Tuition, three 4-credit courses @\$440/credit	\$ 92,040	\$ 102,600	\$ 113,160	\$ 123,720	\$ 134,280	\$ 144,840
\$8705.40 Out-of-State Tuition, three 4-credit courses @\$725.45/credit	\$ 153,697	\$ 171,108	\$ 188,519	\$ 205,930	\$ 223,340	\$ 240,751
\$3168 Non-Credit, flat rate, three courses @\$1056/course	\$ 54,024	\$ 60,360	\$ 66,696	\$ 73,032	\$ 79,368	\$ 85,704
*No incremental revenue to College when matriculated students take the two required courses or the one or two elective courses in fall or spring; therefore, this worksheet reflects revenue for non-matriculated students only, the downside projected revenue with the 3 courses with internship option vs. 4 courses with no internship, and there is additional net revenue if/when matriculated students enroll in a required or elective course in the winter or summer terms.						