I. Course Description:
Techniques for visual presentation of merchandise used to maximize product sales potential, focus is on display, merchandising a sales area, space utilization, lighting, tools, and equipment.

Students will study the following:
1. function of display and interrelationship with merchandising industry
2. planning and budgeting for visual merchandising
3. types of display windows, both interior and exterior, and other locations for display
4. principles and elements of design in visual merchandising
5. types of displays
6. lighting
7. merchandise presentation in the fashion/interior retail environment
8. related trade associations and resources
9. careers in visual merchandising

II. Course Justification:
"HMS 343 (MRCH 3320) Visual Merchandising is a 3 hour credit course. This course will typically be taught one day a week for 150 minutes for 15 weeks culminating with a 2-hour final exam week 16. Students have significant readings, 4 daily assignments, 5 major displays with signage, 16 display critiques, 2 major exams and a comprehensive final examination. These activities average at a minimum 6 hours of work each week to prepare outside of classroom hours.

III. Intended Learning Outcomes/Goals/Objectives:
Faculty, staff, alumni and students of Stephen F. Austin State University believe in doing things "The SFA Way," by expecting the best from ourselves and from each other. We hold each other accountable when we fail to maintain these standards. Five “root principles” upon which the SFA Way are grounded, and that the members of the SFA community use to strive for personal excellence in all that we do are: respect, caring, responsibility, unity, and integrity. More information about these principles can be found at http://www.sfasu.edu/universityaffairs/182.asp

The objectives of this course support the University Vision to be "a high quality, student-focused, comprehensive university whose graduates are productive citizens and successful leaders" and the University Mission to "provide students a foundation for success, a passion for learning and a commitment to responsible global citizenship." Understanding the global nature of the fashion industry is particularly important for professionals in fashion merchandising to develop commitment to responsible global citizenship.

The objectives of this course support the James I. Perkins College of Education (PCOE) Vision, Mission,
Goals and Core Values to “prepare competent, successful, caring, and enthusiastic professionals dedicated to responsible service, leadership and continued professional and intellectual development.” The PCOE values and goals are: 1) Academic excellence through critical, reflective, and creative thinking, 2) Lifelong learning, 3) Collaboration and shared decision-making, 4) Openness to new ideas, to cultural diverse people, and to innovation and change, 5) Integrity, responsibility, diligence, and ethical behavior, and 6) Service that enriches the community.

Student learning outcomes for merchandising courses are aligned with International Textiles and Apparel Association (ITAA) Four-Year Baccalaureate Program Meta-Goals—Industry Processes; Appearance and Human Behavior; Aesthetics and the Design Process; Global Interdependence; Ethics, Social Responsibility, and Sustainability; Critical, Creative, and Quantitative Thinking; and Professional Development.

This course supports Merchandising Program Learning Outcomes (PLOs) listed below:

- The student will display the professional dispositions (academic excellence, life-long learning, collaboration, openness, integrity and service) relative to the field of Human Sciences.
- The student will exhibit the professional behavior (strong communication skills, a professional image, a good work ethic and adequate preparation for employment in his/her specific discipline) expected in the field of Human Sciences.
- The student will demonstrate competence in his/her specific discipline (using oral and written forms.).
- The student will know the global issues facing merchandising.

This course supports Merchandising Student Learning Outcomes (SLOs) listed below:

1. Investigate the role of visual merchandising.
2. Define and properly use visual merchandising terminology.
3. Describe the components of a display.
4. Analyze and evaluate various types of displays.
5. Relate the elements and principles of design to display functions and apply them to visual merchandising.
6. Develop knowledge of lighting techniques appropriate for visual merchandising.
7. Research about the variety and use of visual merchandising forms and props.
8. Evaluate guidelines for effective space utilization.

IV. Course Assignments, Activities, Instructional Strategies, use of Technology:

Instructional techniques include:

1. 2 Chapter Test

   **Test 1: Chapter 1 – 8, 16, 18, 22**
   - Color & Texture
   - Line & Composition
   - Lighting
   - Types of Displays
   - Window Construction
   - Interior/Exterior of store
   - Display Construction
   - Attention Getting Devices
   - Masking and Proscenia
   - Signage & Graphics

   **100 pts.**

2. **Test 2: Chapter 12 – 15, 17, 19, 20, 21, 27 & Mannequins**
   - Fashion Accessories
   - Mannequins, Mannequin Alternatives
   - Home Furnishings, Hard Goods, Food Display
   - Dressing Fixtures
   - Fixtures & Modular Fixtures
   - Furniture as Props
   - Point-of-Purchase

   **100 pts.**
Familiar Symbols
Sales Ideas

2. Final Exam
   Chapters 1 – 8, 12 – 21, 27 & Mannequins
   Chapters 23, 25, & 26 (new material)
   100 pts.

3. Visual Displays
   Using the elements and principles of design as related to displays,
   students will create a:
   Shadow Box Display 100 pts.
   Element Display 100 pts.
   Principle Display 100 pts.
   Interiors Meet Fashion 100 pts.
   Concept Display 100 pts.
   (total of 500 pts.)

5. Community Service  6 hours per semester-documented
   60 points
   Form to fill out is in Dropbox.

6. Daily Grades
   50 points

Total Possible Points 910 pts.

V. Evaluation and Assessments (Grading):
   Evaluation and assessment will be assignments and tests listed above. Each student should strive to
   earn as many points as possible. The semester grade is based on a percentage of points earned.

<table>
<thead>
<tr>
<th>Grade Percentage:</th>
<th>Point Spread:</th>
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<tbody>
<tr>
<td>A – 90% and above</td>
<td>A - 910 - 819</td>
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<tr>
<td>B – 89 – 80%</td>
<td>B - 818 - 728</td>
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<tr>
<td>C – 79 – 70%</td>
<td>C - 727 - 637</td>
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<tr>
<td>D – 69 – 60%</td>
<td>D - 636 - 546</td>
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<tr>
<td>F – 59% and below</td>
<td>F - 545 and below</td>
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</tbody>
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A (represents exceptional work-above & beyond expectations)
B (represents above average work)
C (represents average work)
D (represents somewhat unacceptable work—not up to expectations)
F (represents unacceptable, failing work)

VI. Tentative Schedule:  “Tentative Course Schedule and Reading Assignments”

<table>
<thead>
<tr>
<th>DATE</th>
<th>Intro to Course</th>
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<tbody>
<tr>
<td>Week 1</td>
<td>Ch. 1 – Why Do We Display?</td>
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<tr>
<td>August 27</td>
<td>Ch. 2 – Color &amp; Texture</td>
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<tr>
<td>Week 2</td>
<td>Ch. 3 – Line &amp; Composition</td>
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<tr>
<td>Sept. 3</td>
<td>Ch. 4 – Light &amp; Lighting</td>
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<td>Ch. 5 – Types of Displays &amp; Display Settings</td>
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<td>Week 3</td>
<td>Ch. 6 – Exterior of the Store</td>
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<td>Sept. 10</td>
<td>Ch. 7 – Display Window Construction</td>
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<td>Ch. 8 – Store Interiors</td>
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<td>Week</td>
<td>Date</td>
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<tr>
<td>Week 4</td>
<td>Sept 17</td>
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<td>Week 5</td>
<td>Sept 24</td>
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<td>Week 6</td>
<td>Oct. 1</td>
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<td>Week 7</td>
<td>Oct. 8</td>
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<td>Week 8</td>
<td>Oct. 15</td>
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<td>Week 9</td>
<td>Oct. 22</td>
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<td>Week 10</td>
<td>Oct. 29</td>
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<td>Week 11</td>
<td>Nov. 5</td>
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<td>Week 12</td>
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<td>Week 13</td>
<td>Nov. 19</td>
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<td>Week 14</td>
<td>Nov. 26</td>
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<tr>
<td>Week 15</td>
<td>Dec. 3</td>
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<tr>
<td>Week 16</td>
<td>Dec 9 - 12</td>
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**Interior Design, Construction Management, & Merchandising Student Charrette (Required for all ID students) ALL OF THESE MAJORS SHOULD PLAN TO BE PART OF THIS CHARRETTE!!**

All students must sign up prior Wednesday Sept. 25th. Signup sheet is posted on Mrs. Bridwell’s Door HMSS Room 102B. Teams will be assigned on Thursday at 4:30 p.m.

We want to have a mixture of majors ID, CM and MRCH students in each team.

The goal for this year’s Design Charrette is to create a plan for the EDU Annex (EDAN) to include functional storage for the Historical Fashion Collection to include climate controlled area for garments, storage for props, mannequins etc., add a large custom glass case in the hallway to allow students to create a “store window” style display and to renovate the existing Culinary Café into a new Merchandising Gallery with a flexible wall display. Scope of Services we will perform:

- Measure and draw up existing spaces.
- Take pictures for references.
- Generate an existing plan.
- Research and interview existing facilities others have seen.
- Create a proposed plan with furniture/furnishings/ lighting/ materials/color scheme and sketches of proposed areas.

**Thursday, September 26th: 4:30 – 5:30**

4:30- 5 p.m. Check in and meet your team.

5-5:15 p.m. – Presentation on “How to Measure” (Bring a tape measure and a pad).
5:15 p.m. – Q & A about project, tour facility, measure existing space.
8 p.m. - Ice Cream Social and meet the officers of ASID/IIDA

**Friday, September 27**

- **8:00 a.m. – 5 p.m.** Teams will work in HMS building. (in between presentations your team may brainstorm)
  - Doors open at 8:00 a.m. Check in and get with team
  - 8:30 a.m. Presentation on overview of objectives of project
  - 9:00 a.m. Time to work and verify measurements of the spaces
  - 10:00 a.m. Write your objectives and start researching
  - 11:00 a.m. Review and write your program, begin planning
  - 11:30 a.m. Prepare schematics to scale and review with program to determine which plan works the best
  - Noon – Lunch provided by Interior Design Faculty
  - 1:00 p.m. Review and implement ADA requirements, and Security
  - 2:00 p.m. Start finalizing
  - 2:00 p.m. Finalize drawings and presentation
  - 3:00 p.m. Present your findings
  - 4:30 p.m. Clean up and go hangout with new friends you’ve made!

**VII. Required textbook:**


**VIII. Course Evaluations:**

Near the conclusion of each semester, students in the College of Education electronically evaluate courses taken within the COE. Evaluation data is used for a variety of important purposes including:
- 1. Course and program improvement, planning, and accreditation
- 2. Instruction evaluation purposes
- 3. Making decisions on faculty tenure, promotion, pay, and retention

As you evaluate this course, please be thoughtful, thorough, and accurate in completing the evaluation. Please know that the COE faculty is committed to excellence in teaching and continued improvement. Therefore, your response is critical!

In the College of Education, the course evaluation process has been simplified and is completed electronically through MySFA. **Although the instructor will be able to view the names of students who complete the survey, all ratings and comments are confidential and anonymous, and will not be available to the instructor until after final grades are posted.**

**IX. Student Ethics and Other Policy Information:**

1. **Class Attendance and Excused Absence: Policy 6.7**
   Regular, punctual attendance, documented participation, and, if indicated in the syllabus, submission of completed assignments are expected at all classes, laboratories, and other activities for which the student is registered. Based on university policy, failure of students to adhere to these requirements shall influence the course grade, financial assistance, and/or enrollment status. The instructor shall maintain an accurate record of each student’s attendance and participation as well as note this information in required reports and in determining final grades. Students may be excused from attendance for reasons such as health, family emergencies, or student participation in approved university-sponsored events. However, students are responsible for notifying their instructors in advance, when possible, for excusable absences. Whether absences are excused or unexcused, a student is still responsible for all course content and assignments. Students with accepted excuses may be permitted to make up work for up to three weeks of absences during a semester or one week of a summer term, depending on the nature of the missed work. Make-up work must be completed as soon as possible after returning from an absence.
2. **Academic Accommodation for Students with Disabilities: Policy 6.1 and 6.6**

   To obtain disability related accommodations, alternate formats and/or auxiliary aids, students with disabilities must contact the Office of Disability Services (ODS), Human Services Building, and Room 325, 468-3004 as early as possible in the semester. Once verified, ODS will notify the course instructor and outline the accommodation and/or auxiliary aids to be provided. Failure to request services in a timely manner may delay your accommodations. For additional information, go to [http://www.sfasu.edu/disabilityservices/](http://www.sfasu.edu/disabilityservices/).

3. **Student Academic Dishonesty: Policy 4.1**

   Abiding by university policy on academic integrity is a responsibility of all university faculty and students.

   **Definition of Academic Dishonesty**
   Academic dishonesty includes both cheating and plagiarism. Cheating includes, but is not limited to:
   - using or attempting to use unauthorized materials on any class assignment or exam;
   - falsifying or inventing of any information, including citations, on an assignment; and/or;
   - helping or attempting to help another in an act of cheating or plagiarism.

   Plagiarism is presenting the words or ideas of another person as if they were one’s own. Examples of plagiarism include, but are not limited to:
   - submitting an assignment as one’s own work when it is at least partly the work of another person;
   - submitting a work that has been purchased or otherwise obtained from the Internet or another source; and/or,
   - incorporating the words or ideas of an author into one’s paper or presentation without giving the author credit.

   **Penalties for Academic Dishonesty**
   Penalties may include, but are not limited to reprimand, no credit for the assignment or exam, re-submission of the work, make-up exam, failure of the course, or expulsion from the university.

   **Student Appeals**
   A student who wishes to appeal decisions related to academic dishonesty should follow procedures outlined in Academic Appeals by Students (6.3).

4. **Withheld Grades: Policy 5.5**

   At the discretion of the instructor of record and with the approval of the academic unit head, a grade of WH will be assigned only if the student cannot complete the course work because of unavoidable circumstances. Students must complete the work within one calendar year from the end of the semester in which they receive a WH, or the grade automatically becomes an F, except as allowed through policy [i.e., Active Military Service (6.14)]. If students register for the same course in future semesters, the WH will automatically become an F and will be counted as a repeated course for the purpose of computing the grade point average.

5. **Student Code of Conduct: Policy 10.4**

   Classroom behavior should not interfere with the instructor’s ability to conduct the class or the ability of other students to learn from the instructional program (see the Student Conduct Code, policy D-34.1). Unacceptable or disruptive behavior will not be tolerated. Students who disrupt the learning environment may be asked to leave class and may be subject to judicial, academic or other penalties. This prohibition applies to all instructional forums, including electronic, classroom, labs, discussion groups, field trips, etc. The instructor shall have full discretion over what behavior is appropriate/inappropriate in the classroom. Students who do not attend class regularly or who perform poorly on class projects/exams may be referred to the iCare: Early Alert Program at SFA. Information regarding the iCare program is found at [https://www.sfasu.edu/judicial/earlyalert.asp](https://www.sfasu.edu/judicial/earlyalert.asp) or call the office at 936-468-2703.
X. Other Relevant Course Information:

1. **Regular and punctual attendance is expected at all classes.** Punctual attendance means being in a classroom chair at the time class begins. It is very distracting to have students walk in after the class has begun. If you are going to be more than 10 minutes late do not bother coming to class. You will need to get the notes from fellow classmates. If a student has an unexcused absence, you will forfeit any daily grades, handouts and/or class assignments given during that class period. Do not attempt to turn in any late assignments!!!

   Supplemental materials or handouts will only be distributed **one time in class** - students who are not in attendance cannot receive these at a later time. The course syllabus, course calendar, assignments, mail and grades will be posted on the course page in D2L. Web-directed activities or assignments may substitute for class attendance only on days specified on course calendar, in web-page email, or announced in class. Students are expected check the home page, web mail and course calendar prior to each class and to be prepared for each class meeting by reading the assigned materials.

   Please refer to the General Bulletin for excused absences and the required documentation. The only exception to late work being accepted is if the proper documentation is presented to the instructor **within two class periods** of the return to class.

2. On designated planning, display assemble, and dismantle days, students must be present for all days to participate in the display and receive a grade. The group display will require planning and cooperative work among group members to be completed in a timely manner. All students are expected to do their share of planning, providing props, setting up and dismantling the display and returning to proper storage all equipment. In addition, the expenses of each display are to be shared equally among group members. These factors will be taken into consideration when assigning grades.

3. It is the student's responsibility to come prepared for class. This means reading any materials necessary to participate in class discussions, etc. The time that you put into this class will be reflected in the grade you receive. Your course syllabi and schedule are posted to D2L for your convenience. Your instructor may also post assignments and course materials to D2L as well as send class emails. Please make sure that you check D2L frequently.

4. Tests are to be taken on the assigned day. It is imperative that students arrive on time for testing. Anyone showing up after a student has already completed the test will not be allowed to take the test thereby forfeiting their grade. If a student does arrive late, you will only have the remaining class time to complete the test. You will not be allotted extra time. If a student needs to leave the room, the exam must be given to the instructor prior to doing so. Upon returning, the student may continue to take the exam. If a student leaves the exam without doing so, that student forfeits the remainder of the exam.

   Serious illness, University sponsored events, or family emergencies are the only exceptions for a test to be missed and documentation for an excused absence is required. The student must contact (by email or phone) the teacher prior to missing a test. If proper documentation is provided, the final exam will count twice and replace the missed exam grade. This will only count for one missing grade.

5. To prevent distraction to the teacher and classmates, please turn off cell phones prior to entering the classroom and store them out of sight. Repeat, Out-of-Site!!! Please do not leave the classroom to answer a cell phone, if a student does, they should not return to the classroom. Students violating this policy will be asked to leave the class.

6. **Laptop Computers**—Computers may be used in class for class purposes ONLY. Instructor reserves the right to ban computers in the classroom for all students if the privilege is abused by even one student, i.e. students are observed to be using computers for inappropriate purposes or for purposes unrelated to this class.

7. Eating and drinking of beverages and the use of tobacco is prohibited in all classrooms and instructional laboratories unless otherwise noted by professor.
8. If it becomes necessary to contact students, the teacher will use the titan accounts through MY Courses. Please be certain that you check your e-mail for the class frequently. There may be times when notifications and assignments will be posted through D2L.

Disclaimer: This syllabus represents a "best" plan for this course; however, plans can change when circumstances necessitate change. Any changes to this syllabus will be announced to the class in a timely manner. Your feedback is greatly appreciated to aid in the development of this class for future student