

**Kelley School of Business**  
**Evening MBA Policy Committee Minutes**  
**10/25/06**

Present: Phil Powell, Julie Magid, Tod Perry, Rich Rogers, Todd Saxton, Bob Grimm, Charles Dhanaraj, Dena Cox, Jane Lambert, Mark Frohlich, Jonlee Andrews, and Darrell Brown

- October 4th minutes were approved without changes.
- Phil reviewed the latest news briefing including insights from the students' "Meet the Dean" meeting, Roger's rejection of Phil and Bob's proposal for additional professional development funding, and the possibility of having 15 students from the enterprise lecture series participate in a simulation run by Tim Baldwin's Leadership Development Institute in Bloomington in late February. Concern was expressed that LDI and FoodCorp might be redundant experiences.
- The question of average GMAT scores and the work experience requirement lead to a discussion where Phil asked everyone for their preference on the following questions:
  1. What is the lowest GMAT average with which you are comfortable for all students admitted in the fall?
  2. What is the lowest post-baccalaureate work requirement (in terms of months) with which you are comfortable for a student who scores a higher-than-average GMAT?

The committee voiced the following views and observations:

- The average GMAT should be no lower than 605-610. Concern was expressed over bias against female students in considering the GMAT. In the end, the GMAT is an external indicator of program quality to the marketplace.
- Appraisal for admission should put some emphasis on a student's ability to be articulate and add diversity to the class profile. There was a suggestion to interview students like the full-time program and place a high priority on it in the admissions process.
- Faculty members want a "dynamic mix" of students in each cohort. We should not reject "good people" simply because the GMAT score is too low.
- There is tolerance to reduce the work requirement to one year for students who excel in other dimensions. Experience, though, is a foundation of peer relationships within the program. Experience has a significant impact on what is feasible in enterprise projects. The program should cap the percent of students in any one cohort who do not meet the 2 year work requirement.
- The Evening MBA program should not lose its core emphasis on serving the needs of working professionals.
- Expansion into Carmel will increase our future population of alums and give the program more long-term visibility. We should be able to attract students from Kokomo and Anderson. Two locations will allow us to market geographic flexibility as an asset of the program. There is some concern, though, that Carmel students will not be willing to come downtown for electives.
- Phil reported that the Board of Visitors suggested starting an Executive MBA program because of a perceived market for this program in the business community.