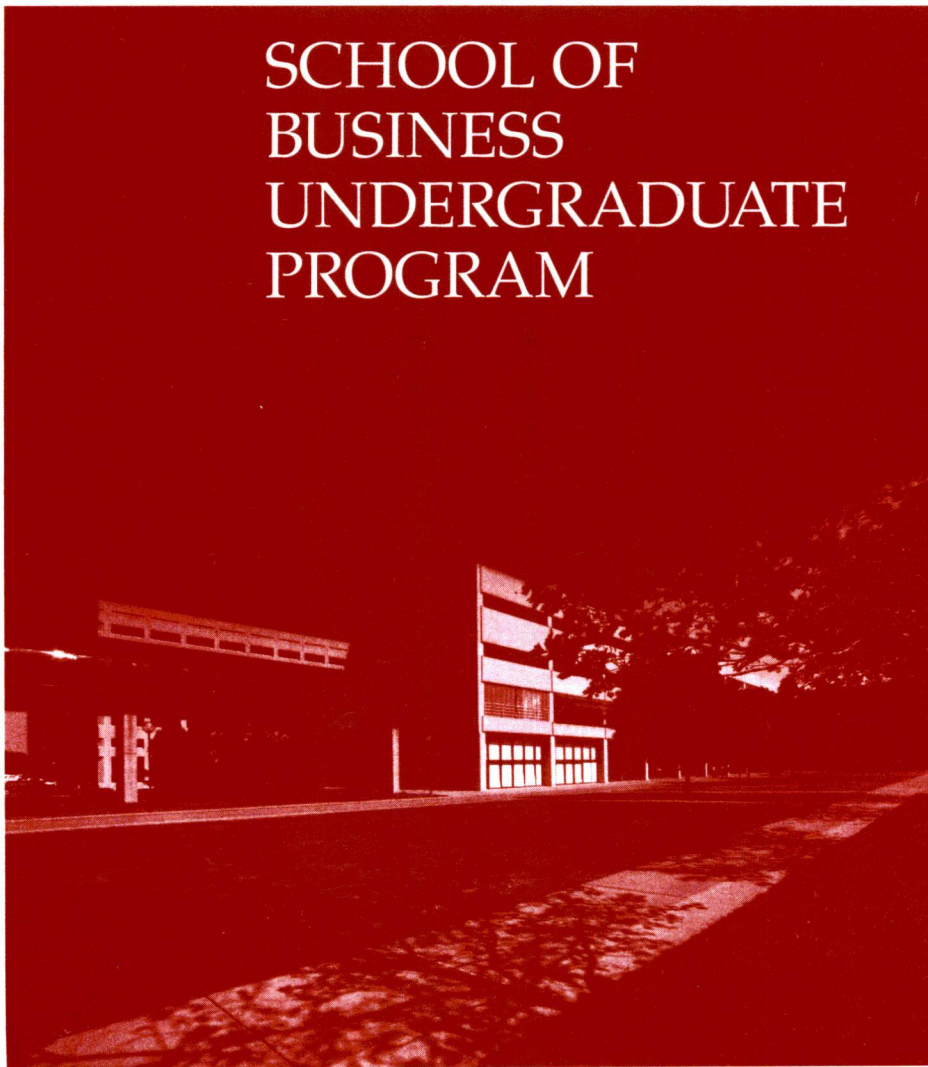


INDIANA UNIVERSITY BULLETIN 1992-1994

SCHOOL OF
BUSINESS
UNDERGRADUATE
PROGRAM



Indianapolis Campus

Indiana
University

**We Are
One University
With Eight
Front
Doors**



When you become a student at Indiana University, you join an academic community internationally known for the excellence and diversity of its programs. Indiana University is one of the nation's oldest and largest state universities, with eight campuses serving nearly 94,000 students. IU also offers courses through facilities at Columbus, Elkhart, and many other sites.

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Indiana University South Bend
Indiana University Northwest (Gary)
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Indiana University Bulletin 1992/94

School of Business Undergraduate Program

Indianapolis Campus

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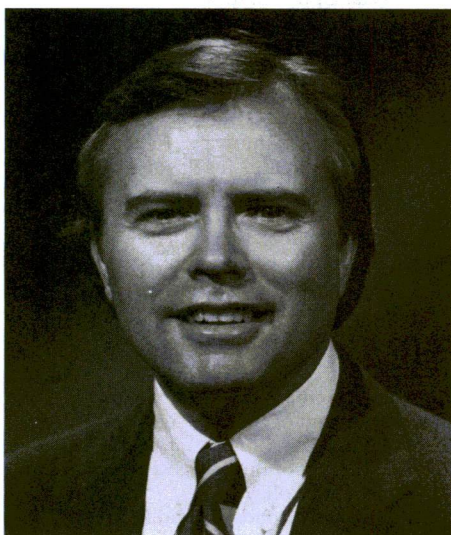
School of Business and the Indianapolis Campus



its research and the quality of the graduates from its graduate programs.

- As a public institution, the school has a significant responsibility for high-quality undergraduate business education.
- As a professional school, the school is responsible for serving the diverse segments of the global business

Foreword



R. Thomas Lenz

Let me begin by thanking you for your interest in the Undergraduate Program. Its history can be traced to the early 1920s when a small group of students and faculty had the foresight to undertake a program of study that has become known throughout the United States as one of the finest of its kind. From the Indianapolis and Bloomington campuses, which offer a "core program" of study, the School of Business conducts operations around the world, with educational programs extending to the Far East and Western and Eastern Europe.

The joint resources of Indiana University-Purdue University Indianapolis and IU Bloomington permit us to offer outstanding programs in business administration to a significant percentage of Indiana's population.

IUPUI is Indiana University's capital city campus. As Indiana's state capital and a major metropolitan area, Indianapolis is an ideal place to study business. Within blocks of the Business Building is the highest concentration of corporations, government offices and

agencies, small businesses, health care providers, professional practices, and not-for-profit organizations in the state. The campus affords a dynamic environment for learning, conducting research, teaching, and collaborating with business, which fosters maximum personal development. It is difficult to imagine a richer context in which men and women of all ages could enhance their knowledge and leadership skills.

The curriculum of the Undergraduate Program is based on a solid foundation of study in the liberal arts and sciences. To this can be added specialized education in the fields of accounting, business economics and public policy, finance, finance/insurance, finance/real estate, management, human resource management, marketing, or marketing/distribution management. But, in today's global environment, training in business functions alone is insufficient. For this reason, students are asked to broaden their program of studies to include learning about international business affairs. This requirement may be fulfilled in any one of the following ways: language study, international business and economics courses, participation in an approved overseas study program, or an international focus through approved liberal arts course work. Our intent is to help prepare students for the global economic environment of the future.

The entire program is offered in a way that is convenient and accessible to both full- and part-time students. State-of-the-art computer laboratories, joint programs with other schools at IUPUI, a challenging Honors Program, student clubs, and alumni activities make the School of Business an exciting place to be. Participating in the Undergraduate Program is more than merely taking courses. It is, instead, an educational experience that will prepare you to join the growing number of IU graduates providing leadership in business organizations around the world.

A handwritten signature in dark ink, reading "Robert Thomas Lenz". The signature is fluid and cursive, with the first name "Robert" being more prominent.

Robert Thomas Lenz
Associate Dean for Indianapolis Programs

courses. Support activities such as admissions, placement, extracurricular activities, and faculty involvement in student activities enrich the student's course work.

Balance and Diversity The school consciously seeks to achieve breadth in its research focus, curriculum, pedagogy, and faculty and student composition. Diversity of viewpoint and background is encouraged. Heterogeneity, in lieu of regimentation, is nurtured. The school recognizes the need to provide students and faculty with a rich, balanced context for their education.

business catalog, referred to as the commercial course number, was published. These commerce courses constituted the last years of a four-year course of study leading to a baccalaureate degree. The first two years were a precommerce requirement and included all the required courses of the liberal arts curriculum of that period.

Thus was established more than three-quarters of a century ago the pattern of building a program of professional education for business upon a liberal arts base—a pattern maintained

Organization of the School

The school's resident faculty of approximately 200 members is its basic governing body. The various programs and curricula, as well as all major policy considerations, are reviewed and approved periodically at meetings of the entire resident faculty. Administrative support for the school is provided by the Office of the Dean, by a chair in each of the school's eight academic departments, and by a chair of each of the academic programs. The Academic Council administers School of Business policy. The council is made up of those administrators mentioned above, with the addition of two elected faculty representatives. Additionally, a number of committees appointed by the dean assist by recommending to the faculty various academic and operating policies. At times, these committees are also assigned specific administrative responsibilities.

The school's administration manages its programs on both the Bloomington and Indianapolis campuses. The Office of the Dean consists of the dean, the associate dean for academics, the associate dean for Indianapolis Programs, and the associate dean for research and operations. The Office of the Dean is assisted by an assistant dean (Indianapolis), who provides on-site coordination for the Indianapolis campus, and by various other chairs and directors. Administrative support for instructional programs is provided by five organizational units: the School of Business Undergraduate Program Office (Bloomington and Indianapolis), the M.B.A. Office (Bloomington), the M.B.A. Office (Indianapolis), the Doctoral Program (Bloomington), and the Office of the Director of Executive Education (Bloomington and Indianapolis). Admissions, student counseling and advising, and degree certification are provided by professional staff members assigned to each of these organizational units. (See section entitled "Graduate School of Business" in this bulletin.)

Departmental and Curricular Structure The faculty of the School of Business is organized into eight academic departments. Most of the school's course offerings are provided by faculty in the organizational units. As indicated in the descriptions of the school's curriculum in this bulletin, a department may be responsible for several areas of specialization.

Although recognition is given to the importance of departmental organizations, the School of Business follows the general principle of flexibility in organization. Thus,

some members of the faculty may have responsibility to two or more departments, programs, or areas of specialization. As well as being responsible for a specific division of the school's operation, the chairs of the departments are considered to be general officers of the school.

Research Centers and Institutes In recent years the School of Business has put new emphasis on the establishment and promotion of research centers and institutes. These organizational units are distinct from the traditional academic departments, and therein lies their strength. The centers have research and outreach to the business community as their primary objectives. This focus serves to make them more interdisciplinary in nature and more visible both inside and outside the university. The School of Business currently supports seven research centers, each with a specific mission and a natural constituency in the business world:

- Indiana Business Research Center (IBRC)
- Institute for Research on the Management of Information Systems (IRMIS)
- Institute for Urban Transportation Center for Real Estate Studies
- Center for Entrepreneurship and Innovation
- Indiana Center for Econometric Model Research
- Indiana Center for Global Business

Publications The School of Business assists the faculty in preparing the results of research and preparing other publications for communication to various publics. In addition to periodic monographs and discussion papers, the school regularly distributes two publications.

Indiana Business Review Published bimonthly, *Indiana Business Review* (IBR) contains articles based on research analysis of the economic environment of the state and its regions, counties, and cities. Because of its importance to planners in both the public and private sectors, this publication is provided without charge to those who request it.

Business Horizons Since 1957, the School of Business has published a bimonthly journal of analysis and commentary on subjects of professional interest to business executives and students of business. *Business Horizons* is managed by an editorial board drawn from the school's faculty. It publishes articles by many outside contributors as well as by the school's own faculty and students and is sent to a national and international audience on a subscription basis.

Executive Education The chairperson of executive education is responsible for

coordinating all nondegree educational programs, including the Indiana Business Seminars, the Indiana Executive Program, and many other institutes and programs. This office conducts or sponsors a number of seminars in which students, faculty members, and members of the business community join in considering current issues of mutual interest pertaining to the management, production, marketing, financing, or related aspects of business, either in the area of internal business operations or in the national or world economies in which these operations take place.

Graduate School of Business

The Indiana University M.B.A. Program is recognized as one of the top graduate business programs in the country and offers programs leading to the Master of Business Administration degree.

Admission to each of the programs is highly selective and is based on evaluation of standards including results from the Graduate Management Admissions Test, undergraduate performance, essays, recommendations, work experience, leadership, and other indicators of potential for success in a rigorous program of study and in a business career.

Bound by a common body of knowledge and philosophy, each program is designed to meet the diverse needs of men and women at different levels of career development and responsibility. For further information on the curriculum, format, prerequisites, and admission requirements for each program, contact the specific program of interest.

M.B.A. Program—Indianapolis Campus

The Indianapolis program is a part-time, 32-month program taught on Monday and Wednesday evenings for men and women with an average of four years of work experience who want to continue their careers while they pursue graduate business education.

Director, Graduate Programs
Graduate School of Business
Indiana University
801 West Michigan Street
Indianapolis, IN 46202-5151
(317) 274-4895

M.B.A. Program—Bloomington Campus

Bloomington's program is a full-time, two-year residential program taught during the day for

men and women who plan to take a leave from their careers while they pursue graduate education.

Director of Admissions and Financial Aid
Graduate School of Business
Indiana University
Bloomington, IN 47405
(812) 855-8006

Doctoral Programs

Indiana University offers two doctoral programs in business: the Doctor of Philosophy (Ph.D.) and the Doctor of Business Administration (D.B.A.). The former degree is awarded through the University Graduate School, while the latter is awarded through the School of Business. The D.B.A. has been offered since February 1954; the Ph.D. in business since October 1, 1982.

Both programs are administered by the Office of Doctoral Programs in the School of Business. Students may select either degree designation at the time of application. It is possible to change from one degree to the other provided all the requirements of the new degree are met. While the objectives and requirements for both degrees are quite similar, there are some differences. Applicants should decide which degree best fits their career and intellectual objectives.

Chairperson, Doctoral Programs
Graduate School of Business
Indiana University
Bloomington, IN 47405
(812) 855-3476

Student Services and Campus Resources

Advising and Counseling

An important portion of total faculty time is devoted to assisting students in making proper program and career choices. All undergraduates in the School of Business choose an area of concentration, such as accounting or finance. (See "Departments and Concentrations" in this bulletin.) Faculty members in each area of concentration as well as professional counselors are available to help students understand and plan for meeting concentration requirements. Academic advisers for the School of Business are available in Business/SPEA Building 3020, 801 West Michigan Street; telephone (317) 274-2466. Students may also obtain counseling from the Counseling Center, the Office of Career and Employment Services, the Office of International Affairs, or from the Undergraduate Education Center (UEC).

Career and Employment Services

Thomas T. Cook, *Director, Indianapolis*

Sherreé Wilson-Bradley, *Career Counselor, Indianapolis*

Charles Randall Powell, *Director, Bloomington*

The Office of Career and Employment Services provides the following assistance:

1. The Professional Practice Program
2. The Joint Opportunities for Business and Students (JOBS) Program
3. On-campus interviewing
4. Computerized career resources
5. Career planning services (counseling and testing)
6. Careers library
7. Workshops and career fairs
8. The College Work-Study Program
9. Job listings
10. Credential file services
11. Resume screening services

Students are encouraged to use these valuable resources in developing their careers. For more information, contact IUPUI's Office of Career and Employment Services, Business/SPEA Building 2010, 801 West Michigan Street; telephone (317) 274-2554.

For placement information in Bloomington, visit the Business Placement Office, School of Business 100, Indiana University, Bloomington, IN 47405-1701; or call (812) 855-5317.

Child Care

The IUPUI Child Care Center, a year-round facility, is open from 6:30 a.m. to 6:00 p.m., Monday through Friday, by reservation only. For further information, contact the IUPUI Child Care Center, Mary Cable Building 129, 525 North Blackford Street; telephone (317) 274-3508.

Counseling Center

Donald P. Wakefield, *Director*

The Counseling Center offers testing, individual counseling, and group counseling services for students and other members of the university community. All counseling, interviews, and records are confidential. The Counseling Center staff includes counseling psychologists, professionally trained counselors, and interns. For further information or to make an appointment, call (317) 274-2548 or visit the center at 620 Union Drive, Room 418.

Disabled Student Services

Pamela A. King, *Director*

The university recognizes the needs of students with disabilities. Support services,

such as note takers, tutors, or readers, are available for eligible students.

For further information, contact the Office of Disabled Student Services, Cavanaugh Hall, 131, 425 University Blvd.; telephone (317) 274-3241. The office is open Monday through Friday, 8 a.m. to 5 p.m. If necessary, special arrangements can be made for evening appointments. (For information about special parking permits for people with disabilities, see "Parking Facilities and Privileges" in this bulletin.)

Financial Aid

Natala Hart, *Director*

Various forms of financial aid, including grants, scholarships, and loans, are available to students on the IUPUI campus. The priority deadline for returning students to submit the Financial Aid Form is generally March 1. Students who qualify for merit scholarships need not apply; they will be notified by mail. For more information about financial aid, contact the Office of Scholarships and Financial Aid, Cavanaugh Hall 102, 425 University Blvd.; telephone (317) 274-4162.

For information about ROTC scholarships, contact ROTC, IUPUI, 630 West New York Street, Indianapolis, IN, 46202-2887; telephone (317) 274-2691. Financial aid is also available to veterans of military service and to certain dependents of military personnel. For information about these benefits, contact the Veterans Administration Regional Office, 575 North Pennsylvania Street, Indianapolis, IN 46204; telephone (317) 232-3910.

Assistance in locating part-time work for students is also available on campus through the Career and Employment Services Office; Business/SPEA Building 2010; telephone (317) 274-2554.

Health Care and Insurance

The Student Employee Health Service (SEHS) provides IUPUI students with medical assistance from physicians, nurses, or specialty consultants for a \$25 office visit fee. The SEHS can also refer students to any of the more than 90 specialty clinics connected with the IU School of Medicine. All visits are by appointment. The SEHS is located on the first floor of Coleman Hall, East Wing, 1140 West Michigan Street; telephone (317) 274-8214. The service is open Monday through Friday, 8:30 a.m. to 5:00 p.m.

Since the health service does not provide in-patient services, all students are urged to obtain some type of health insurance to cover hospitalization. An insurance plan specifically

designed for IUPUI students by IUPUI students is available at low cost; phone (317) 885-2020 for more information.

Honors Programs

In addition to the School of Business Honors Program, the IUPUI campus also has a general Honors Program that provides an opportunity for eligible students to enrich their undergraduate education by challenging their scholastic abilities and realizing their scholastic potential. For eligibility requirements and further information, contact the IUPUI Honors Program, Education/Social Work Building 2126B, 902 West New York Street; telephone (317) 274-2660. (See also the section entitled "Honors Program" under "Special Opportunities" in this bulletin.)

Housing

Residential housing for IUPUI students is located on the southwest part of campus and is managed by the IUPUI Department of Campus Housing. Approximately 300 accommodations for single students and 130 apartments for married students are available to students from all divisions of IUPUI on a first-come basis.

Accommodations include the Ball Residence dormitory, Warthin Apartments, and Graduate Townhouses. Within the Warthin Apartment building is the International House, which is home for about 50 students and researchers from the United States and other countries. The International House sponsors a wide variety of activities with an international theme.

Off-campus housing elsewhere in Indianapolis is also available. Although the university does not control off-campus housing facilities, the IUPUI Department of Housing maintains a list of rooms, apartments, and small private homes.

For more information about housing at IUPUI, contact the Department of Campus Housing, Ball Residence, 1226 West Michigan Street; telephone (317) 274-7200.

Integrated Technologies

The Office of Integrated Technologies at IUPUI provides voice, data, and video services with a strong emphasis placed on the student learning environment. Academic computing for instruction and research is supported via IBM and Digital Equipment Corporation mainframe computers. In addition, electronic classrooms, computer-equipped classrooms, and multimedia centers are available.

The mainframe systems provide access to electronic mail, a campus information system,

the online library catalog, compilers, statistical packages, data base technology, and graphics capabilities. The multimedia centers are equipped with Macintosh and IBM microcomputers as well as traditional media equipment. Word processing, spreadsheet, and data base software is available in addition to course-specific software.

The campus network provides access to the mainframes from the multimedia centers and classrooms. The campus mainframes are also available from off-campus locations via the public telephone network. The campus network is connected to the university network, which provides access to all of the computers in the IU system as well as to external networks.

Permanent student accounts are available to provide students with access to computing resources. The program is free and includes short courses that introduce students to the IUPUI computing environment and several microcomputer-based software packages.

Students may become members of ACCESS Point, a microcomputer facility that has hardware and software available for demonstration. The ACCESS staff will help members with hardware and software consultation and with system configuration and acquisition. Students in the School of Business are encouraged to purchase their own personal computers. For recommendations concerning computer purchases for School of Business students, contact the Undergraduate Program Office, Business/SPEA Building 3020; telephone (317) 274-2466.

For information about the Office of Integrated Technologies, contact the user services office in Engineering and Technology Building 1023, 799 West Michigan Street; telephone (317) 274-0707; Garland Elmore, director.

International Affairs

International students may continue to seek general or personal support services through the Office of International Affairs even after admission to the School of Business.

Undergraduates in the School of Business are eligible to participate in foreign study programs established by Indiana University. These programs offer undergraduates the opportunity to do part of their academic work abroad. Students can participate in programs in such locations as Maastricht, the Netherlands; Singapore; Wollongong, Australia; Ljubljana, Slovenia; and Santiago, Chile; among others.

Students may also apply for overseas internships. Advanced standing, high

scholarship, and strong language skills are required. For information, applications, or assistance, contact the Office of International Affairs, Union Building 207; telephone (317) 274-7294.

International students for whom English is a second language who seek information about language tests or about academic assistance should contact the Coordinator of English as a Second Language, 425 University Blvd., Room 500; telephone (317) 274-2188.

On-campus housing is available for international students. (See under "Housing" in this section of the bulletin.)

Internships/Co-ops

The Professional Practice Program is an internship program for the School of Business. The program places students who are in advanced stages of their degree programs in paid positions for one-semester placements. (See also the section entitled "Internships" under "Special Opportunities" in this bulletin.)

Libraries

The IUPUI library system is composed of numerous libraries open to all students enrolled at the university. The University Library, 815 West Michigan Street, contains holdings in liberal arts, social sciences, business, education, journalism, physical education, and technology and is the general undergraduate library at IUPUI. The University Library also has access to online data bases. Since procedures at the libraries vary slightly, students should consult with personnel at the main desk of the library before checking out books and other materials. Clerical staff and librarians are available to assist business students and faculty when needed. Shirley Yegerlehner is currently the University Library's liaison to the School of Business in Indianapolis and can be reached at (317) 274-0467.

Directory of the IUPUI Library System

University Library, 815 West Michigan Street,
(317) 274-8278

School of Medicine Library, Medical Research
and Library Building, 975 West Walnut
Street, (317) 274-7182

Science and Engineering Library,
Administration Building, 1201 East 38th
Street, (317) 274-0497

Herron School of Art Library, Museum
Building, 110 East 16th Street,
(317) 923-3651

Columbus Center Library, 4601 Central
Avenue, Columbus, IN 47203,
(812) 372-8266

Minority Student Services

The university has established an office for the recruitment and assistance of minority students. The office provides special orientation and counseling. For more information contact Robert Bedford, Director of Minority Student Services, University Library 006F, 815 West Michigan Street; telephone (317) 274-4239. (See also "Minorities in Business" under "Student Organizations" in this bulletin.)

Parking Facilities and Privileges

Recognizing that students in the city need cars, the university issues permits for parking, indicating by letter the privileges to which an individual is entitled. All parking areas and facilities in the university are classified by letter codes, and letter signs are located at the entrance to each area. Students are required to prominently display an appropriate permit at all times when parked on university property. Individuals who park in restricted parking areas or in spaces designated for the physically handicapped will be towed.

Rules and regulations as well as parking registration forms are available at regular student registration and from the Parking Services Office, 1004 West Vermont Street; telephone (317) 274-4232.

A person who has a physical disability may be eligible for a special parking permit during the period of the disability. Student requests for these permits must be approved by Student Employee Health Services, Coleman Hall, 1140 West Michigan Street; telephone (317) 274-8214. Regular permit fees will be charged for this special parking permit. Special parking permits are available from the Parking Services Office.

Testing Center

Mark Shermis, *Director*

The Testing Center provides a Placement Testing and Orientation Program for all new beginning students and transfer students at IUPUI. Prior to course counseling and registration, students are required to complete English and mathematics tests to assist in academic advising and selection of courses.

The Testing Center also provides general testing that may be required for business school students, such as interest inventories or personal assessment instruments. For more information about group or individual assessment possibilities, contact the Testing Center in the Union Building, 620 Union Drive; telephone (317) 274-4232.

Tutoring

A tutorial service for IUPUI undergraduate students is provided through the Undergraduate Education Center (UEC). Tutors are advanced students who have been screened and recommended both by department chairpersons and UEC staff. Tutors customarily charge a reasonable fee for their services. The fee is established entirely by an agreement between student and tutor.

To help meet these costs, students who receive assistance from the Office of Student Financial Aid may include tutoring fees as a part of their budgets. To request tutoring services, contact UEC, Union Building, 620 Union Drive; telephone (317) 274-2237.

From time to time the School of Business may provide tutoring in a few areas such as accounting or communications. Check with the Undergraduate Program, Business/SPEA Building 3020, for information about special tutoring that is available during a given semester.



Coordinating program functions are Undergraduate Director Georgia B. Miller, M.B.A. Director Pamela Harnett, and Associate Dean R. Thomas Lenz.

Undergraduate Education Center

The Undergraduate Education Center (UEC) is the academic home for most undergraduate students with less than 56 credit hours who plan to take business courses.

Sophomores who meet specific academic requirements may be invited into the prebusiness admission program. (See "Prebusiness Admission" in the "Undergraduate Program" section of this bulletin.)

Returning adult students, such as women who may have special needs or second degree students, may wish to seek specific guidance and counseling through the UEC.

International students who plan to apply to the business school are served academically and administratively by the Office of International Affairs rather than the UEC. (See the "International Affairs" section of this bulletin.)

Some students with a baccalaureate degree may want information about taking additional undergraduate courses; for example, a student who holds a B.A. degree may wish to take accounting courses to prepare to sit for the C.P.A. exam. Such students should contact the University Graduate School, Union Building 203, 620 Union Drive; telephone (317) 274-4023. (See also the section "Second Bachelor's Degree" in the "Special Opportunities" section of this bulletin.)

Writing Center

The University Writing Center provides tutoring for all kinds of writing needs as well as a hotline service for telephone inquiries. Faculty and English majors serve as tutors. Business school students are encouraged to use the center's services. The writing center is located in Cavanaugh Hall 427, 425 University Blvd.; telephone (317) 274-2049.

Undergraduate Program

The Undergraduate Program of the School of Business provides opportunities for breadth of education as well as for a reasonable amount of specialization. As a member of the American Assembly of Collegiate Schools of Business, the school subscribes to the principle that a significant portion of a student's academic program should be in general-education subjects. The general-education aspects of the program are complemented by study in the basic areas of business administration. The application of this principle assures the planning of balanced study programs and at the same time enables a student with an interest in one or more professional areas of business to specialize in those fields.

In addition, all undergraduate study programs include courses that ensure the development of a basic understanding of the principles and practices involved in the management of business firms in the dynamic economic, social, and political environment of the world today. Consideration is also given to basic trends that are likely to shape the pattern of the world in the years ahead. Beyond these basic trend requirements, students are given an opportunity to pursue studies from a wide variety of subject areas.

Honors courses are available to students with outstanding records. A number of internship programs, industry studies, and overseas study programs are also available to students with specialized professional interests.

To develop leadership skills and a sense of social responsibility, students are strongly encouraged to participate in one or more of the student organizations at IUPUI. Special emphasis is placed on volunteerism and the personal benefits derived from participating in community service.

Upon attaining senior standing, students enjoy additional opportunities and privileges. Their range of elective courses is wider than at any other stage of the program. Special opportunities are provided for discussion and counsel with senior members of the faculty. Courses at the senior level assure widespread participation by students in the solution of case studies, projects, and special problems drawn from the contemporary business scene. Also, seniors typically hold offices in professional student organizations, which gives them exceptional extracurricular experience. The business course X420 Business Career Planning and Placement prepares

students for the transition to the world of business. This course also helps them locate and select employment opportunities that hold the greatest promise for them.

Program Objectives

Graduates of the Undergraduate Program of the Indiana University School of Business should

1. have a general knowledge and appreciation of human accomplishments in the physical sciences, arts, humanities, and social sciences
2. possess a broad-based knowledge of business and the business firm and the role each business plays in our society
3. understand the national, international, political, social, and economic environment that affects a firm's operations
4. be able to articulate their thoughts orally and in writing and be computer literate
5. have a sensitivity to and appreciation of ethical issues
6. possess an appreciation of the opportunities and problems of managing complex organizations
7. have the skills and ability to work effectively with others in the completion of joint tasks
8. possess the ability to find and formulate problems, think analytically, and recommend solutions to problems.

The curriculum of the Undergraduate Program of the School of Business is designed to provide students with the above attributes. Graduates of the school's Undergraduate Program should have acquired an education that will serve them throughout their careers in business, not just prepare them for an entry-level position.

Honor Code

To foster an academic environment that holds personal integrity and honesty in the highest regard, the undergraduate students at the School of Business have established an Honor Code, by which students are willing to hold not only themselves but also their peers to a fundamental set of principles. This code endorses shared values that incorporate honesty, responsibility, and ethical behavior.

The student-written code describes violations, reporting requirements, and procedures for addressing academic misconduct. It encompasses all courses taught within Indiana University's School of Business and includes all students enrolled in them. Students who have been admitted to the School of Business

are expected to continue their commitment to ethical behavior in all of their endeavors, including course work outside of the School of Business, internships, co-op programs, and overseas study.

Admission Requirements

Students who have been admitted to IUPUI are eligible to be considered for admission to the School of Business by meeting the following requirements:

1. Complete 56 credit hours of college course work that counts toward graduation. This course work may be taken at Indiana University or at another accredited institution offering a comparable program. The applicant must be in good academic standing.
2. Successfully complete the following eight prerequisite courses¹, or their equivalents, with an average GPA in the eight courses of 2.3 or above: BUS A201 Introduction to Financial Accounting, BUS A202 Introduction to Managerial Accounting, BUS L203 Commercial Law I, ECON E201 Introduction to Microeconomics, ECON E202 Introduction to Macroeconomics, ECON E270 Introduction to Statistical Theory in Economics, MATH M118 Finite Mathematics, and MATH M119 Brief Survey of Calculus I.

Successfully complete the following four skills courses¹, or their equivalents, with a grade of C or above in each course: ENG W131 Elementary Composition I, BUS X204 Business Communications or ENG W231 Professional Writing Skills, BUS K201 or CSCI 208 The Computer in Business, and COMM C110 Fundamentals of Speech Communication.

To be considered for admission to the School of Business, a student may repeat any of the above courses only once and may do so only with formal written approval of the School of Business. A pattern of withdrawals in the prerequisite or skills courses may have a negative influence on considerations for admission to the school.

3. Have completed the accounting, computing skills, statistics, and finite mathematics courses BUS A201-A202, K201, ECON E270, and MATH M118 within four years

¹ Students admitted to IU before fall 1992 may use a previous School of Business prerequisite structure if admitted to the School of Business by January 1993. See an adviser in the Undergraduate Program, Business/SPEA Building 3020, 801 West Michigan Street, Indianapolis, IN 46202-5151.

immediately preceding enrollment in the business integrative core courses. Course work completed prior to that time will need to be validated. Applicants should see a School of Business academic adviser if any of these courses have been taken outside these time lines.

4. Submit an application by the required deadline. Application deadlines for undergraduates seeking admission to the School of Business are March 1 for the fall semester and October 1 for the spring semester. Applications are available at the School of Business, Business/SPEA Building 3020; at the Undergraduate Education Center, Union Building 144; and at the School of Liberal Arts, Cavanaugh Hall 401.
5. Participate in the School of Business Orientation Program, which includes administrative and general sessions, at times specified in the offer of admission. Failure to attend this orientation program may cause the offer of admission to be withdrawn.

Applications will be initially reviewed by considering the student's grades. Additional factors considered in the admission process include extracurricular activities, work experience, rigorousness of course work, trend of grades, and factors beyond the student's control that may have temporarily impaired academic performance. When the undergraduate program of the School of Business in Indianapolis reaches its maximum size, admission will become competitive to accommodate the admission class size. The current minimum GPA may rise when that occurs.

Prebusiness Admission

Students who have been admitted to IUPUI are eligible to be considered for admission to the prebusiness program in the School of Business by meeting the following requirements:

1. Completion of 26 credit hours that count toward graduation. This course work may be taken at Indiana University or at another accredited institution offering a comparable program. The applicant must be in good academic standing.
2. A minimum cumulative GPA of 3.3.
3. Completion of MATH M118 and ENG W131 with minimum grades in each of B.

Students must maintain a cumulative GPA of 3.3 or above to remain in the prebusiness category. Given the rigorousness of these criteria, students who progress successfully through this program will almost certainly be granted admission to the School of Business

upon successful completion of the admission requirements. They must nevertheless complete the formal application process, as must all students seeking admission to the School of Business.

This prebusiness admission status offers qualified students special opportunities for

- direct early involvement in School of Business organizations, including interactions with the Honors Program
- special seminars and courses
- counseling by School of Business advisers

For more information, contact the Undergraduate Program Office, Business/SPEA Building 3020; telephone (317) 274-2466.

Policies Governing the Undergraduate Program

Academic Regulations and Scholastic Standards

Under the General Scholarship Rule, any student who does not possess the necessary preliminary training or who lacks other qualifications may be required by the Committee on Admissions and Probation to enroll in such courses as the committee may designate or to take such other corrective action as is necessary or desirable. The committee may review a student's record at any time and may take whatever action seems necessary for the student's best interest or for the best interest of the school.

Upon the recommendation of the appropriate school committee, and with the approval of the dean of the School of Business, any student whose work is unsatisfactory or whose conduct is unethical may be dismissed from the School of Business.

Academic Misconduct Indiana University and the School of Business expect that students will follow the fundamental principles of academic integrity in the pursuit of learning. Academic integrity requires that students take credit only for their own work and ideas. Violation of these principles is considered an act of academic misconduct.

The School of Business strictly follows the guidelines listed in the *Code of Student Ethics* and the School of Business Honor Code. In addition, the school's policy regarding the appropriate penalty for any degree of academic misconduct permits the removal of the student from the course involved, with a grade of F.

Academic Standing Those students who consistently maintain a minimum grade point average of 2.0 (C) in both their cumulative and semester records are considered to be in good standing.

Class Standing Class standing is based on the total credit hours that count toward minimum degree requirements. To become a senior, a student must have 86 credit hours or more; junior, 56-85; sophomore, 26-55; freshman, fewer than 26.

Dropping, Adding, and Withdrawing from Courses Students may not enroll in an additional course after the first two weeks of a regular session or after one week in a summer session unless the instructor of the course petitions for an exception to be made. The instructor's request must be approved by the dean of the school in which the course is offered and by the dean of the school in which the student is registered.

Students may withdraw from a class without the course appearing on their transcript during the first week of a regular semester or equivalent period during a summer session. Students who withdraw from a course during the first seven weeks of a regular semester or equivalent time period during a summer session will receive a grade of W on their transcripts.

In general, no withdrawal will be permitted after these periods. Exceptions to this policy will be made only for urgent reasons relating to extended illness or equivalent distress.

Students may not withdraw from individual courses during the last three weeks of a regular semester or the last two weeks of a summer session. Only withdrawal from all subjects may be permitted during this period. (For more information about course-dropping procedures and grade assignments, see the "Withdrawals" section under "Grading System.")

Maximum Semester Credit-Hour Load A typical academic load for full-time students is 12 to 15 credit hours. A student expecting to carry more than 18 credit hours during a regular semester or eight credit hours in a summer session should have a minimum cumulative grade point average of 3.0 (B) or have earned a 3.0 (B) grade point average in the previous full semester.

Military-Related Credit Both Army and Air Force ROTC programs are available at Indianapolis. Completion of either program leads to a commission as a second lieutenant. Programs are available to both men and women. Courses are pursued in conjunction

with an academic curriculum and receive academic credit as electives. Placement credit is available to veterans and students with high school ROTC backgrounds.

Veterans of military service are eligible for academic credit as a result of their military training and experience. The School of Business follows the provisions of the "Guide to the Evaluation of Education Experiences in the Armed Services" by the American Council on Education (ACE) in granting credit. Credit in business subjects is evaluated as "undistributed" and is subject to oral or written examination for specific equivalency.

Physical Education Courses Students may elect a maximum of 4 credits of elective physical education courses (HPER courses with the prefix "E"). Physical education courses carry regular credit, count toward minimum degree requirements, and are included in the cumulative grade point average.

Probation, Dismissal, and Readmission Students are placed on probation following any regular semester or summer session in which they fail to attain a minimum grade point average of 2.0 (C). They are placed on critical probation and may be subject to dismissal whenever their cumulative grade point average is below a 2.0 (C).

At the discretion of the Committee on Admissions and Probation, students may be dismissed from the school if their cumulative grade point average falls significantly below a 2.0 (C).

The Committee on Admissions and Probation considers readmission petitions from students who have been dismissed. In such cases, petitions must be submitted at least 30 days prior to the semester or summer session in which the student wishes to be readmitted.

Upper-Level Business Courses Enrollment in business courses numbered 301-499 is limited to the following:

1. School of Business students.
2. Nonbusiness students who are registered for the minor in business.
3. Nonbusiness students who are registered for degree programs requiring specific business courses. Such programs include engineering, health administration, journalism, and telecommunications. (Enrollment will be permitted only in the *required* business courses using this priority category.)
4. Other students with specific permission of the department offering the course. Departments may choose to declare certain courses as "open enrollment" courses.

Unless students are registered in an official program, as identified in Items (2) and (3) above, a maximum of 12 credit hours of upper-level business courses may be taken. In addition, for students enrolled in these specific programs, upper-level business courses may comprise no more than 25 percent of their programs.

To enroll in an upper-level business course (301 or higher), a nonbusiness student must have a minimum cumulative grade point average of 2.5 (on a 4.0 scale).

Credit Earned Externally or Transferred to IU

Credit for Independent Study by Correspondence The School of Business accepts a maximum of two courses (6 credit hours) by correspondence study to count toward the degree requirements. Because of their basic importance in the degree program, however, the following courses or their equivalents may not be taken by correspondence to satisfy admission or degree requirements: BUS A100, A201, A202, F301, J401, K201, L203, M301, P301, Z302; COMM C110; ECON E201, E202, E270; MATH M118, M119.

Neither concentration requirements (both for business and nonbusiness courses) nor business electives may be taken by correspondence study. Any exceptions to the above policy must have the written approval of the director of the Undergraduate Program, Indianapolis.

Credit by Self-Acquired Competency

The School of Business does not award credit on the basis of self-acquired competency (for example, work experience). However, the school will give credit examinations for specific courses when the chair of the department offering the course feels a student's experience gives that student a reasonable chance of passing the examination. To be eligible to take a credit examination, the student must be regularly registered at IUPUI.

The school will not accept the transfer of credit from other institutions for business courses if the credit was awarded on the basis of self-acquired competency.

For nonbusiness courses, the school will accept course-specific credit awarded on the basis of self-acquired competency by other baccalaureate-granting divisions/schools of Indiana University and by other institutions accredited by the North Central Association of Colleges or comparable regional associations.

The school will not accept general (non-course-specific) self-acquired competency

credit awarded by other divisions/schools of Indiana University or by other institutions.

Transfer of Credit

1. *Transfer of Credit from Other Colleges and Universities*

Acceptance of credit from other institutions will be determined by the IUPUI Office of Admissions. The applicability of credit toward degree requirements in the School of Business will be determined by the school. Credits in business courses at the lower-division level (100- and 200-level courses) that are accepted for transfer are usually accepted for specific course equivalency.

Courses in upper-division business subjects (300- and 400-level courses) may be accepted for specific equivalency if the course work is taken in the junior or senior year at a four-year institution that is accredited by the American Assembly of Collegiate School of Business (AACSB). If the institution is not so accredited, credit in upper-division courses accepted for transfer will be accepted as "undistributed" credit subject to oral or written examination for equivalency.

Upper-division business courses taken in the freshman or sophomore year at four-year institutions will be accepted as "undistributed" credit subject to oral or written examinations for specific equivalency.

Upper-division business courses taken at two-year institutions will be accepted as "undistributed" credit and will count only as business electives. No more than 94 credit hours may be accepted for transfer from a four-year institution. Course grades from other institutions are not transferred; only credit hours earned in a course are recorded. Evaluation of credit is completed after a student is admitted to the university. Credits earned at technical schools are not accepted for transfer.

Purdue University credits transferred to IUPUI will be evaluated with the same criteria used in evaluating external credits.

2. *Transfer of Credit from Junior and Community Colleges*

No more than 60 credit hours earned through junior or community colleges may be applied to an Indiana University School of Business degree.

3. *Transfer of Credit from Other Indiana University Campuses*

Four-year degree programs in certain concentration areas may be completed at Indiana University East, Indiana

University–Purdue University Fort Wayne, Indiana University Kokomo, Indiana University Northwest, Indiana University South Bend, and Indiana University Southeast as well as at the Bloomington and Indianapolis campuses. Admission and degree requirements will vary among campuses.

Students wishing to transfer to the School of Business in Indianapolis are required to meet the same admission requirements to the school as do all other students, both internal and external, at the Indianapolis campus. Students who expect to graduate from the IU School of Business in Indianapolis must complete the last 30 credit hours of the degree program at the Indianapolis campus.

Students who expect to earn the Bachelor of Science in Business degree from the Indianapolis campus must complete the business integrative core (BUS F301, M301, P301) on the Bloomington or Indianapolis campus. Transfer students who have completed two or more courses of the integrative core *before* starting classes on the Indianapolis campus are required to enroll in BUS X390 The Integrative Experience (1 cr.) during their first semester of admission to the School of Business. A minimum grade of C– is required in the course. This course requirement applies to all students transferring credit for BUS F301, M301, or P301 from other institutions or another Indiana University campus. Students who are unclear about this requirement should see an academic adviser in the School of Business.

Grading System

The official grading system of the university and the equivalent grade point values are:

A+ or A	4.0	C	2.0
A–	3.7	C–	1.7
B+	3.3	D+	1.3
B	3.0	D	1.0
B–	2.7	D–	0.7
C+	2.3	F	0.0

No points are assigned for the following grade symbols: I (incomplete), NC (no credit), NR (no report filed by instructor), P (passing), R (deferred), S (satisfactory), or W (withdrawn).

Grade Point Average The cumulative grade point average (GPA) is computed by dividing the total number of grade points earned by the total number of credit hours completed in which grades of A through F are earned.

The GPA is based only upon course work taken at Indiana University. Credit earned at another institution may be applied toward degree requirements, but the grades earned at other institutions will not be calculated in the Indiana University cumulative grade point average.

Incomplete Courses A temporary grade of Incomplete (I) on the transcript indicates that the work completed is satisfactory but that the entire course has not been completed. A grade of I may be assigned only if the student is not in attendance during the last 25 percent of an academic term and the instructor has reason to believe that the absence was beyond the student's control. Otherwise, the instructor shall assign a grade of F.

It is the instructor's responsibility to specify the work to be done to remove the Incomplete and the period of time allowed for completion. If the Incomplete is not removed within one calendar year of the date of the recording of the Incomplete grade, the registrar will automatically change the I to an F grade. The instructor may, however, require the Incomplete to be removed after a period that is less than one year. Upon satisfactory completion of the work within the time allowed, the Incomplete will be removed and the earned grade recorded. In special circumstances, the dean may authorize that a grade of I be changed to a grade of W (Withdrawn).

Students may not reenroll in a course in which they have a grade of I.

Pass/Fail Option Business students may elect to take one course each semester with a grade of P (Pass) or F (Fail), with a maximum of two such courses each school year, including summer sessions. The election of this option must be exercised by the student within the first three weeks of the semester or equivalent time period in a summer session. Limitations on use of the Pass/Fail option are as follows. School of Business students may not take any business course Pass/Fail. Also, the Pass/Fail option cannot be used for courses that satisfy the general-education requirement or any course that would fulfill a concentration requirement. The option can be used for courses that are pure electives taken outside the School of Business. A grade of P is not counted in the cumulative grade point average, but a grade of F is included. A grade of P cannot be changed subsequently to a grade of A, B, C, or D.

R Grade The grade R (deferred grade) used on the final grade report indicates that the nature of the course is such that the work of

the student can be evaluated only after two or more terms. Courses in which the R grade is appropriate will be announced as deferred grade courses in the *Schedule of Classes*.

Withdrawals A grade of W (Withdrawn) is given automatically on the date of withdrawal to the student who withdraws during the first seven weeks of a regular semester or during the first three weeks of a summer session.

In order to withdraw from a course after the automatic withdrawal period, the student must petition the Committee on Withdrawals (c/o the Director of Undergraduate Programs, Indianapolis), providing written documentation supporting the petition. The Committee on Withdrawals will give the instructor of the course the opportunity to comment on the petition for withdrawal. Within one week of the submission of the student's petition, the Committee on Withdrawals will either approve or disapprove the petition for withdrawal. If the petition is approved, the student will be assigned a grade of W regardless of the current grade in the course. If the petition is not approved, the student has only two options: (1) remain in the course and receive whatever grade is earned, or (2) withdraw with an F grade regardless of the current grade in the course.

In the case of withdrawal from all subjects, each instructor must assign a grade of W (if the student is passing on the date of withdrawal) or F (if the student is failing on the date of withdrawal).

Graduation

Students in the School of Business are responsible for planning their own programs and for meeting degree requirements. It is their responsibility to fully understand and comply with all the provisions of this bulletin. Requests for deviation from department, program, or school requirements may be granted only by written approval from the respective chair, director, or dean, or their respective administrative representatives.

Credit Deadline All course work except work from the current semester must be completed and recorded on the degree candidate's Indiana University transcript at least one month prior to the date of graduation.

Credit Hours and GPA Requirements

A minimum of 124 credit hours must be successfully completed in courses meeting the various requirements stated in this bulletin to earn the Bachelor of Science in Business degree. Of this number, at least 48 credit hours

must be in business and economics courses and at least 50 credit hours must be in courses other than business and economics. A minimum cumulative GPA of 2.0 (C) is required for graduation. Students with outstanding cumulative GPAs may graduate with honors. (See "Academic Distinction" in the "Special Opportunities" section.)

Degree Applications Candidates for the B.S. in Business degree must file a degree application with the Recorder's Office, School of Business, Business/SPEA Building 3020. Application deadlines are as follows: September 1 for December graduation; November 1 for May graduation; February 1 for June or August graduation. School of Business transcripts may reflect one or two concentrations or majors and zero to two minors.

Senior Residence Requirement Students who expect to receive the B.S. in Business degree from the Indiana University School of Business, Indianapolis, must complete the last 30 credit hours of work toward the degree program on the Indianapolis campus.

Permission to take up to 6 credit hours during the senior year at another institution or by correspondence study may be requested by petitioning the Director of Undergraduate Programs, 801 West Michigan Street, Indianapolis, IN 46202-5151; telephone (317) 274-2466.

Statute of Limitations Candidates for the B.S. in Business degree have the right to complete the degree requirements specified by the bulletin in effect at the time they entered Indiana University, as long as the required courses are available and no more than eight calendar years have elapsed since the date of entry. In the event that the required courses are not available or more than eight years have elapsed, students must petition to have their programs updated to meet the degree requirements currently in effect. See a School of Business adviser.

Special Opportunities

Awards, Recognition, and Scholarships

Scholarships available through the Indiana University School of Business are based on academic achievement and/or financial need. Eligible candidates must be certified as students in the School of Business. Ordinarily, a student transferring from another institution completes at least one semester of study at IUPUI in order to be considered for a scholarship.

The following awards are made to IUPUI students in the School of Business: John W. Berry Memorial Scholarship; Beta Gamma Sigma Scholarship; Cavanaugh Fund Scholarship; Chancellor's Scholar Award; Delta Sigma Pi award; Financial Executives Institute Outstanding Finance and Accounting Awards; Indianapolis Traffic Club Scholarships; Irwin Katz Accounting Excellence Award; George S. Olive Scholarship; Outstanding Women in Business Scholarship; J. Dwight Peterson Key Award; Arthur W. Tuttle Scholarship; Outstanding Upperclass Scholarship Awards; and Wall Street Journal Award. In addition, scholarships and awards are generally given to outstanding students in each area of concentration.

Academic Distinction Academic distinction for excellence in scholarship is awarded at Commencement to a limited number of students graduating with the degree Bachelor of Science in Business. The number so honored will not exceed 10 percent of the graduating class in the school for that year. Graduates whose grade point averages are in the highest 1 percent (approximately 3.9 GPA or higher) and who complete at least 60 credit hours at Indiana University are graduated with "highest distinction"; those whose grade point averages are in the next highest 4 percent (approximately 3.75 to 3.89 GPA) and who complete at least 60 credit hours at Indiana University are graduated "with high distinction"; and the remaining 5 percent (approximately 3.55 to 3.74 GPA) who complete at least 60 credit hours at Indiana University are graduated "with distinction." The grade point averages cited are approximate and may vary slightly depending on class statistics. Graduates receiving these honors have them so noted on their diplomas and in the Commencement program and are eligible to wear cream and crimson fourragères at Commencement.

Dean's Honor List All undergraduate students in the School of Business taking at least 6 credit hours who have a semester grade point average of 3.5 or higher are recognized on the Dean's Honor List. These honor students receive letters from the dean recognizing their meritorious efforts.

Business Foundations Certificate Program

Students may earn a business foundations certificate offered by the School of Business. This program is designed for those students who want to become more generally educated by learning about business, improve the conduct of their personal business affairs, and

have a business foundation to aid them in their career pursuits.

General requirements for the certificate program include (1) admission to IUPUI; (2) completion of a minimum of 30 credit hours of college-level or university-level course work; (3) completion of approximately half of the required credit hours at IUPUI; (4) a minimum cumulative grade point average of 2.0 (C); (5) a minimum number of credit hours of business course work taken at Indiana University.

To obtain specific course requirements, see an adviser at the School of Business Undergraduate Program Office, 801 West Michigan Street, Indianapolis, IN 46202; telephone (317) 274-2466.

Honors Program

Virginia Marzke, M.Ed. (*Purdue University, 1984*), Honors Counselor

Douglas Heerema, Ph.D. (*University of Iowa, 1966*), Honors Coordinator

The School of Business has developed a highly distinctive Honors Program, designed to enrich the academic experience of selected students in three ways: (1) by providing exposure in a seminar setting to leaders of the community in which the student will be a citizen; (2) by providing an interpersonal relationship with a leader in the business area in which the student will pursue his or her career; and (3) by providing a unique and powerful way of thinking that will improve the student's ability as a problem solver and decision maker.

The program enables the School of Business to offer the superior student a means to obtain skills and insights not available in the general business program. In this way, its educational offerings can reflect differences in individual student capabilities and motivation. It also enables the School of Business to encourage students who display the promise of high achievement in the field of business to return something to the society once they have met their goals.

Admission/Retention Requirements

Students who are applying to the School of Business and have attained a minimum grade point average of 3.5 may apply for admission to the School of Business Honors Program. Application deadlines for the Honors Program are October 15 and April 1 of the semester preceding entry into the School of Business. The size of the Honors Program in Indianapolis is confined to about 25 juniors and seniors. Students are therefore advised to apply in the second semester of their sophomore year.

When considering students for admission to the Honors Program, the school considers the student's grade point average, work experience, and such personal qualities as maturity, eagerness, aggressiveness, and leadership. Candidacy is assessed through review of the application information, which includes a written essay, and through a personal interview with the Honors Coordinator.

To remain in the Honors Program, students must be making reasonable progress toward the degree. "Reasonable progress" is defined as earning at least 15 credit hours per calendar year and completing the program within four years of the student's entry into the School of Business.

Each honors student must maintain a minimum cumulative grade point average of 3.5. If the GPA falls below this minimum, the student is allowed a probationary period so the student can attempt to return to regular status. For specific procedures relating to these probation/dismissal/reinstatement options, contact an honors counselor at the School of Business, Business/SPEA Building 3020; telephone (317) 274-2466.

Curriculum The courses that honors students complete are designed to enable superior students to enhance their education. Honors students are required to take a minimum of 24 credit hours in honors courses. These may include university honors courses taken to satisfy preadmission course work for the School of Business. Honors students must complete additional writing, political philosophy, ethics, economic history, and leadership courses.

Honors students may complete the integrative core, the capstone course J401 Administrative Policy, and other specified business courses as "H-option" (honors) courses. To graduate with honors, students must also complete 3 credit hours of independent research.

Host Firm Concept Each student in the Honors Program will be assigned a host firm. These corporate/student relationships will be identified and coordinated by the faculty adviser. The corporate host will support students by providing internship positions, assisting them with the development of research projects, and hosting discussion sessions (such as luncheon meetings) for students in the Honors Program. Specifically, these corporate hosts should add greatly to the value of the courses BUS X393 Honors Seminar in Business, X493 Honors Seminar in Business, and BUS X496 Supervised Independent Honors Research in Business.

Internships

Students are encouraged to gain work experience to enhance the academic experience acquired in the business degree program.

International Internships For information about overseas internships, contact the Office of International Affairs, Union Building 207; telephone (317) 274-7294.

Professional Practice Program The Professional Practice Program, which administers the internship program of the School of Business, offers supervised occupational experience. The program places undergraduates who are in advanced stages of their degree programs in paid internships for one semester.

The following policies govern the Professional Practice Program's operations in the School of Business:

1. A student may receive a maximum of 6 credit hours in the School of Business for participation in Professional Practice Program internships.
2. All internships must be full-time employment assignments.
3. The student must have completed the integrative core program.
4. The student must have at least one semester of course work (and preferably two semesters) remaining after the internship. The internship program cannot be taken during the last semester in school.
5. Each internship position must be approved by the department of the School of Business offering the internship, and this approval must be established prior to the time applications from students are solicited. Individual departments have specific course and GPA requirements.
6. Students may apply for and participate in only those internships that have been announced in advance of the time applications from students are solicited.
7. Students may not participate in internships at their previous or present place of employment.
8. The department offering an internship must screen all applicants to determine the career suitability of the intern experience for each applicant. When an applicant's career objective does not match the internship experience, the department should confer with both the applicant and with the department that the student is majoring in before recommending the internship.
9. At the conclusion of an internship, the student intern is required to submit a substantial written report to the department in the School of Business from which internship credit is to be received. The written report is to describe the nature of the problems, objectives, organizational structure, and operations of the functional area in the organization in which the internship was taken.
10. There are no exceptions to the above policies.

For additional information and applications, contact Karen Marks, Professional Practice Program Coordinator, Career and Employment Services Office, 801 West Michigan Street; telephone (317) 274-2554.

Minor in Business

A minor in business has been established with a number of departments in the Schools of Engineering and Technology; Liberal Arts; Science; Journalism; and Health, Physical Education, and Recreation. Students are required to meet course prerequisites and entrance requirements, which include completion of the following eight courses or equivalents with a sufficient grade point average to ensure admission into the Business integrative core classes:

BUS A100 Basic Accounting Skills
 BUS A201 Introduction to Financial Accounting
 BUS A202 Introduction to Managerial Accounting
 ECON E201 Introduction to Microeconomics
 ECON E202 Introduction to Macroeconomics
 ECON E270 Introduction to Statistical Theory in Economics
 MATH M118 Finite Mathematics
 MATH M119 Brief Survey of Calculus I

In addition, BUS K201 The Computer in Business, or its equivalent, must be completed with a minimum grade of C prior to starting the integrative core. Business minors are required to take the integrative core, which is 9 credit hours taken together as a single educational unit (BUS F301 Financial Management, M301 Introduction to Marketing Management, P301 Operations Management), and must apply for space in the three core classes. Application deadlines are March 1 for the fall semester and October 1 for the spring semester. Applications are available in Business/SPEA Building 3020.

In addition to the 12 required courses listed above, BUS X204 Business Communications (3 cr.), BUS L203 Commercial Law I (3 cr.), and BUS Z302 Managing and Behavior in Organizations (3 cr.) are recommended. As with all courses listed above, the School of Business will impose essentially the same

standards for students minoring in business who are enrolled in the integrative core (BUS F301, M301, and P301) as for business majors.

The above minor requires 15-18 credit hours outside of business and 16-18 credit hours of business courses to make up the 34 credit hours required for the minor. Students are encouraged to seek academic advising from their major department to ensure that program planning is accurate.

Outside Minors for Business Students

Business students may complete the requirements for a minor through the other schools and departments that offer approved minors, which currently include the Schools of Liberal Arts, Science, and Journalism. The department offering the minor will define the requirements for completing the minor. Students will be required to follow the departmental rules regarding grades, IUPUI credit hours, and course requirements. The minor will appear on the student's official transcript. No more than two minors may appear on the transcript.

Information concerning approved minors is available in the business advising office, Business/SPEA Building 3020. Students must consult with an adviser in the department offering the minor.

Overseas Study Programs

The School of Business offers students the opportunity to study overseas for one semester. The school is interested in exposing students to other cultures and to international business and economic institutions. A study tour is incorporated into the program, enabling students to visit government and political institutions. Multinational firms are visited throughout the semester.

Qualified students may participate in programs in France, the Netherlands, Slovenia, Singapore, Chile, Germany, Japan, and Australia, among others. Additional information is available in the business advising office, Business/SPEA Building 3020.

The overseas study program will fulfill the international dimension requirement. (See the "Undergraduate Curriculum" section of this bulletin.)

Second Bachelor's Degree

Normally, the holder of a bachelor's degree who wishes to pursue further education is encouraged to become qualified for admission to graduate study. In certain cases, however, the Undergraduate Program of the School of

Business may admit students who have already earned a bachelor's degree in an area other than business. In such cases, candidates must earn at least 30 additional credit hours in residence and meet the requirements of the School of Business and of their selected concentrations. The requirements are similar to the requirements for the bachelor's degree in business (see following pages). The candidate will, of course, be exempt from any requirements already fulfilled in acquiring the first bachelor's degree.

Students who have already earned a bachelor's degree in a business school are not eligible to earn a second bachelor's degree in business.

Student Organizations

The faculty of the School of Business recognizes that student organizations contribute greatly to the programs of the school. Some of these organizations are honorary in nature and facilitate recognition of outstanding performance, as does Beta Gamma Sigma, the national honorary business fraternity. Other organizations enable students to develop their interests in various fields through extracurricular programs. More information about the organizations and names of individuals to contact is available in Business/SPEA Building 3020; telephone (317) 274-2466.

Accounting Club The Accounting Club maintains a close relationship with IUPUI accounting students, alumni, accounting faculty, and practicing accountants. Members provide numerous services to the community and university, including free help with income tax issues, tutoring in accounting subjects, auditing of student organizations, and arranging scholarships for accounting students. Members meet for discussions and panel presentations, and to hear speakers from prominent businesses and accounting firms. Membership is open to all students.

Beta Gamma Sigma Undergraduate membership in this national scholastic honorary business fraternity is restricted to no more than the upper 10 percent of the senior class and the upper 5 percent of the junior class. Graduate students pursuing the M.B.A. degree are eligible for membership and may also be invited to participate. All successful doctoral degree candidates are eligible for membership if not previously admitted.

Delta Sigma Pi This national professional fraternity for students enrolled in schools of business fosters the study of business in universities, encourages scholarship, promotes

closer affiliation between the business world and business students, and furthers the development of high standards of business ethics.

Finance Club The Finance Club is an organization of undergraduate students interested in careers in finance. The program includes meetings with prominent people in banking, brokerage, investments, and other phases of finance as well as trips to financial institutions in the larger cities.

Honors Business Association The Honors Business Association's purpose is to promote and aid honors students.

International Business Organization Open to all students, the organization is designed to address the international aspects of business enterprise. Representatives from multinational firms are frequent guests.

Marketing Club All students concentrating in the field of marketing are eligible to join this organization, which is affiliated with the American Marketing Association. Its objectives are to further the individual welfare of its members; to acquaint them with practical situations in the marketing field; to foster marketing research in the fields of advertising, retailing, and sales; and to promote fellowship among the marketing students and the faculty. Outside speakers frequently address the club.

Minorities in Business Membership is open to all IUPUI students. The purpose of the organization is to provide a support structure for business students with common concerns and objectives. Professionals from the corporate sector are frequent guest speakers.

Women In Business Membership is open to all women at IUPUI, both undergraduate and graduate, who have an interest in exploring business career possibilities and preparing for entry into the business world.

Undergraduate Curriculum

Degree Requirements

To be awarded the Bachelor of Science in Business degree, students must meet the following requirements. (See "Undergraduate Program" in this bulletin.)

1. Complete a minimum of 124 credit hours. Of this number, at least 48 credit hours must be in business and economics courses; a minimum of 50 credit hours must be in courses other than business and economics.
2. Complete the specific degree requirements of the School of Business as listed below.

3. Complete the last 30 credit hours of the degree program at IUPUI.
4. Complete a minimum of 50 percent of the concentration requirements on the IUPUI campus. This requirement applies to the business courses listed for each curricular concentration.

Students in the School of Business are responsible for understanding and for meeting the degree requirements. Approval for any exceptions or modifications in the degree requirements must be *in writing* and may be granted only by the dean of the School of Business, the undergraduate program chairperson, the chairperson of the student's concentration, or the chairperson's administrative representative.

Students who would like assistance in planning an academic program or clarification of degree requirements may consult an academic adviser in the School of Business.

The undergraduate curriculum in the School of Business consists essentially of three parts: (1) general-education courses, (2) basic business and economics courses, and (3) business concentrations.

General-Education Requirements (Minimum of 50 cr.)

I. Foundation Courses (18 cr.)¹

COMM C110 Fundamentals of Speech Communication (3 cr.)²

MATH M118 Finite Mathematics (3 cr.)

MATH M119 Brief Survey of Calculus (3 cr.)

ENG W131 Elementary Composition I (3 cr.)²

BUS K201 (or CSCI 208) The Computer in Business (3 cr.)^{2,3}

BUS X204 Business Communications (or ENG W231 Professional Writing Skills) (3 cr.)^{2,3}

II. Arts and Humanities (12 cr.)

HIST H105 American History I (3 cr.)

or

HIST H106 American History II (3 cr.)

or

Any history course with an "A" prefix

¹ Equivalent or approved substitute courses may be used to fulfill these course requirements. Courses may be repeated only once. (See "Admission Requirements.")

² Must be completed with a minimum grade of C prior to admission to the School of Business.

³ The computing class, BUS K201 or CSCI 208, and the communications class, BUS X204, will be recorded as business courses and will not be included in the general-education subtotal. They will not count toward the required 50 credit hours of general-education course work.

The remaining 9 credit hours may be completed by taking courses as specified below:

Art—Courses with an “H” prefix (art history) that are at the 200 level or above

Comparative literature—Courses with a “C” prefix that are at the 200 level or above

English—Courses with an “L” prefix (English literature) that are at the 200 level or above

History

Philosophy

Religious Studies

III. Social Sciences (6 cr.)

The social science requirement may be satisfied by selecting 6 credit hours from *one* of the following departments:

Anthropology

Political Science

Psychology (except practicums)

Sociology

IV. Science (5-6 cr.)

One or more courses selected from the following departments:

Biology

Chemistry

Physics (including astronomy courses)

V. General-Education Electives

General-education courses are chosen from throughout the university, excluding School of Business courses and Department of Economics courses. The number of credit hours required in this category depends upon the manner in which the above requirements are met. At least 50 credit hours in general-education courses are required.

Note: The following courses do not count for any credit toward any degree program in the School of Business: ENG W001 Fundamentals of English, MATH 001 Remedial Algebra, MATH 111 Algebra. As a general rule, remedial courses do not count for any credit toward any degree program in the School of Business. Consult an adviser for specific information.

VI. International Dimension Requirements

The international dimension can be fulfilled in any one of the following four ways.

A. Language—A minimum of 6 credit hours in courses at the 200 level or above in a language other than English.

B. International business and economics—Two courses selected from the following list: BUS D301 The International Business Environment, BUS D302 International Business: Operations of International Enterprise, BUS F494 International Financial Management, BUS G494 Public Policy and the International Economy, BUS L411 International Law, ECON E430 Introduction to International Economics, ECON E325 Comparative Economic

Systems, ECON E333 International Economics, ECON E495 Economic Development.

- C. Participation in approved overseas study programs—Earning at least 6 credit hours through participation in any approved overseas program of Indiana University will fulfill this requirement. Participation in non-IU programs may be possible, but the student must have *prior* approval of a School of Business faculty adviser.
- D. International focus—Selection of two courses from a list of international courses offered in various departments throughout the university. See a School of Business Undergraduate Program adviser for a current list of approved international business courses.

School of Business students from other countries will generally be considered to have fulfilled this requirement. To apply for this waiver, contact the Undergraduate Program Office, Business/SPEA Building 3020.

Basic Business and Economics Requirements

Freshman and Sophomore Years¹

BUS A100 Basic Accounting Skills (1 cr.)

BUS A201 Introduction to Financial Accounting (3 cr.)

BUS A202 Introduction to Managerial Accounting (3 cr.)

BUS K201 (or CSCI 208) The Computer in Business (3 cr.)

BUS L203 Commercial Law I (3 cr.)

ECON E201 Introduction to Microeconomics (3 cr.)

ECON E202 Introduction to Macroeconomics (3 cr.)

ECON E270 Introduction to Statistical Theory in Economics (3 cr.)

Junior Year

BUS F301 Financial Management (3 cr.)²

BUS M301 Introduction to Marketing Management (3 cr.)²

BUS P301 Operations Management (3 cr.)²

BUS Z302 Managing and Behavior in Organizations (3 cr.)

Senior Year

BUS J401 Administrative Policy (3 cr.)

BUS X420 Business Career Planning and Placement (2 cr.) **Note:** Accounting majors may take X420 as second-semester juniors.

¹ Equivalent or approved substitute courses may be used to fulfill these course requirements. Courses may be repeated only once. (See “Admission Requirements.”)

² F301, M301, and P301 *must* be taken together as the integrative core. BUS X390 Integrative Experience (1 cr.) is required of transfer students having completed two or more courses of the integrative core.

For information about School of Business departments and areas of study, see the

"Departments and Concentrations" and the "Course Descriptions" sections of this bulletin.

Typical Program for Full-Time Students

A typical School of Business program for a full-time Indianapolis student (minimum total of 124 credit hours¹) would be as follows:

SEMESTER	First Year	Second Year	Third Year	Fourth Year
I	ENG W131 (3 cr.) MATH M118 (3 cr.) American history (3 cr.) Social science ¹ (3 cr.) Arts and humanities ¹ (3 cr.)	BUS A201 (3 cr.) BUS K201 (3 cr.) BUS L203 (3 cr.) ECON E201 (3 cr.) Electives ^{1,3} (3 cr.)	BUS F301 ² (3 cr.) BUS M301 ² (3 cr.) BUS P301 ² (3 cr.) Arts and humanities ¹ (3 cr.) Electives ^{1,3} (3 cr.)	BUS X420 (2 cr.) International dimension ¹ (3 cr.) Concentration requirements or electives ¹ (12 cr.)
II	BUS A100 (1 cr.) BUS X204 (3 cr.) MATH M119 (3 cr.) COMM C110 (3 cr.) Social science ¹ (3 cr.) Science ¹ (3-5 cr.)	BUS A202 (3 cr.) ECON E202 (3 cr.) ECON E270 (3 cr.) Arts and humanities ¹ (3 cr.) Electives ^{1,3} (3-5 cr.)	BUS Z302 (3 cr.) International dimension (3 cr.) Concentration requirements or electives ¹ (9 cr.)	BUS J401 (3 cr.) Concentration requirements or electives ¹ (12 cr.)
Total Credits	31-33 credits	30-32 credits	30 credits	32 credits

¹See the "General-Education Requirements," "Basic Business and Economics Courses," and "Departments and Concentrations" sections of this bulletin for specific requirements.

²The integrative core courses must be taken together.

³Electives should be chosen to complete the science requirement if the first course selected in semester II was worth less than 5 credit hours.

Departments and Concentrations

In addition to the general-education and general business curricula discussed previously, students majoring in business must also select an area of concentration within the business program. The areas of concentration, along with the curriculum for working toward that concentration, are presented by department in this section, and are summarized below.

Accounting
 Business Economics and Public Policy
 Finance
 Finance/Insurance
 Finance/Real Estate
 Human Resource Management
 International Studies¹
 Management
 Marketing
 Marketing/Distribution Management

Students with special interests, such as an interest in a specific industry, may seek permission from their faculty advisers to plan programs that vary somewhat from those outlined in this section.

Concentration requirements are subject to change during the two years covered by this bulletin. Students are expected to stay informed of concentration changes by seeing a business academic adviser on a regular basis.

Department of Accounting

ACCOUNTING CONCENTRATION

The accounting curriculum prepares students for careers in auditing, corporate accounting and management services, governmental and nonprofit organizations, and taxation. In addition, it equips the prospective business executive with tools for intelligent analysis, planning, control, and decision making. The accounting curriculum also provides excellent background for the student who wants to pursue graduate work in business administration or law.

Accounting graduates who meet requirements of the State Board of Public Accountancy of Indiana are eligible to sit for the Uniform C.P.A. Examination in Indiana. Those who wish to engage in public accounting practice in Indiana as certified public accountants should familiarize themselves with the rules and regulations issued by the Indiana State Board of Public Accountancy, 912 State Office Building, Indianapolis, IN 46204; telephone (317) 232-2980. Students planning practice outside Indiana should consult the C.P.A.

¹May be selected as a second concentration only.

board in their state of residence. Call 1-800-CPA-EXAM for additional information.

Internships in business or government are available on a selective basis during the fall, spring, or summer. Fall is the ideal time to apply for an accounting internship, since the majority of public accounting internships are spring semester positions. For further information about internships, contact Career and Employment Services, Business/SPEA Building 2010; telephone (317) 274-2554.

Concentration Requirements

Sophomore Year: BUS A100, A201-A202, L203.

Junior Year: BUS A311, A312, A325, A328, COMM C223 or C228 or C229.

Senior Year: BUS A422, A424; L303. Two accounting electives are required from the following: BUS A335, A337, A339, A340, A380, A437, A439, and A490.

Department of Business Economics and Public Policy

Business economics has begun to play an increasingly important role in managerial decision making in the United States and elsewhere. The greater emphasis on the market system throughout the world requires business and political leaders who are knowledgeable about business economics; as a result, job opportunities have expanded. Firms are particularly interested in the fields of economic development, applied economics, and forecasting. Enterprises have also become increasingly influenced by governmental rules, regulations, and policies. Specifically regulated industries, such as public utilities, have a need for individuals qualified to deal with the economic and administrative problems that they encounter.

BUSINESS ECONOMICS AND PUBLIC POLICY CONCENTRATION

The undergraduate concentration in business economics and public policy provides students with training in the application of micro- and macroeconomics to problems of business decision making, and covers the effect of governmental policies on the business environment and in forecasting techniques.

The concentration is designed for students who wish to pursue business or government careers that are related to the fields of applied economics, regulation, and forecasting. Students intending to pursue graduate programs in law, business, public administration, or economics will find that a business economics and public policy

concentration serves as an excellent foundation.

The department offerings include courses in managerial economics, forecasting, business conditions analysis, public policy, urban economics, public utilities, and business and economic history. Numerous electives are available to permit students to follow a particular interest or to prepare for a particular career.

Concentration Requirements

Junior and Senior Years:

1. BUS G300, G301 or G345, G406.
2. Two of the following: BUS G330, G450, G460, G490 or G494.
3. Two of the following courses, from any category:
 - a. Financial Economics: BUS F420, BUS F494, BUS G450 or ECON E355.
 - b. International Economics: BUS D301, BUS D302, BUS G494 or ECON E333.
 - c. Industrial Economics: BUS M303, BUS R305, ECON E360 or ECON E385.
 - d. Statistical Economics: BUS G450, BUS M303, ECON E470.

Recommendations for electives to meet the school's general-education distribution requirements: POLS Y303, Y360, Y376, Y381, Y382, Y383; HIST H205, H207, H209, H211, B258, B361; HPSC X210; PHIL P340, P342.

Department of Business Law

The business law department's course offerings acquaint students with what is probably *the* most important external factor affecting business operations: the law. The courses provide students with an understanding of the nature, functions, and practical operations of the legal system. They also provide considerable information about the most important substantive legal rules restricting—and facilitating—business operations. Finally, they help develop both critical reasoning skills and an appreciation of the social, ethical, and economic forces that help make the law what it is.

Although a concentration in business law is not currently available on the Indianapolis campus, courses may be elected to enhance most other business concentrations.

Department of Decision and Information Systems

Information, together with land, labor, capital, and materials—tools and technologies that allow managers to interpret information—is now a central resource for all business managers. Although managers with in-depth education in decision and information systems

are needed, every manager is called on to exploit information for business advantage.

Decision and information technologies include computers, a wide variety of programming languages, telecommunications, mathematical modeling and computer software for data analysis, factory and office automation, robotics, and expert systems. Managers need to know how and when to apply these technologies, how organizations can acquire and manage information systems that use these technologies, and how businesses should organize themselves to take advantage of opportunities through these technologies.

Students from all areas of business can benefit from understanding decision and information systems. For example, since accounting systems are usually computerized, cost accountants, auditors, and corporate finance managers must be able to use and analyze information systems. General managers need to understand information and decision technologies as organizational innovations that must be adopted and implemented along with changes in organizational designs, strategies, and behaviors. Market researchers must be able to extract data from large data bases and analyze them using sophisticated decision and business modeling techniques. Manufacturing and engineering managers must understand the linkages between technical and business computing applications.

A concentration in decision and information systems is not currently offered. However, students from other curricula can benefit from taking elective courses in this area. The business courses S302 and K302 are suggested electives for students majoring or concentrating in accounting, computer science, engineering, finance, management, or marketing.

The independent study course, K490, can also be used to meet special educational goals of individual students.

S302 Management Information Systems is regularly available on the Indianapolis campus. Students should check with a School of Business adviser for the schedule for K302 Introduction to Management Science. Other decision and information systems courses are offered frequently on the Bloomington campus.

Department of Finance

The finance undergraduate curriculum provides for a high degree of flexibility while offering the basic preparation that is needed to deal with the complexities of the modern financial environment. Within the finance

concentration, there are three specific tracks that a student may follow. These tracks emphasize finance, insurance, and real estate. Students who make judicious choice of tracks and select the appropriate electives are able to prepare themselves for exciting and rewarding careers.

All students in the concentration must take a common core of four courses: BUS A311, A312, F402, and F420. These four courses provide a base of understanding of the financial accounting systems, the capital and money markets, and corporate financial decision making. An understanding of these areas is necessary for someone who is planning a career in finance, insurance, or real estate.

FINANCE CONCENTRATION

For students who are progressing through their curriculum normally, it is possible to make a choice among these three tracks during the second semester of the junior year.

The undergraduate curriculum in the concentration is designed to provide familiarity with the instruments and institutions of finance and a financial approach for structuring and analyzing management decisions.

Course offerings are designed to integrate into the decision-making process various aspects of the environment, such as the state of the economy, taxes, and legal considerations.

Study in finance, along with appropriate electives, provides academic preparation for careers in corporate financial management, commercial banking, savings and credit institutions, investment analysis, and the selling of financial instruments and services.

Candidates are encouraged to select electives in accordance with career objectives.

Concentration Requirements

Junior and Senior Years:

1. Finance core requirements—BUS A311, A312, F402, F420.
2. BUS A325; BUS F446; BUS F345/G345 or ECON 350.
3. At least one of the following:
 - BUS F494, G300, G301, G406, G450, K325, K411, K427, L420, N310, N320, R305, R443, W311;
 - ECON E321, E322, E333, E355, E361, E362, E385, E433;
 - Any accounting course (except for BUS A100, A201, A202, A311, A312, A325).

FINANCE/INSURANCE CONCENTRATION

Business management has to be undertaken without knowledge of what the future holds.

Students of insurance learn to make allowances for unexpected occurrences. They become familiar with the concept of risk, and they come to realize that the concept of insurance is a critically important social device used in the enterprise system to neutralize adversity.

The curriculum affords students the opportunity to prepare for exciting and responsible careers in the management of risk. Some students choose to use the fundamentals of their education in a segment of the insurance industry. Others, in the growing field of risk management, assume responsibility for the use of insurance by business organizations.

The curriculum embodies the study of several types of insurance, including life-health and property-liability. Attention is also given to the allied concept of suretyship. The introductory course is designed to help students learn how to understand and use insurance to meet not only their business needs but also their personal needs. It is open to all students in the university with junior/senior standing. The other undergraduate courses in property-liability and life-health insurance are aimed at helping students who have professional interest in insurance topics.

Concentration Requirements

Junior and Senior Years:

1. Finance core requirements—BUS A311, A312, F402, F420.
2. BUS N310, N320, N490. (Note: In some semesters, BUS N310 and/or N320 will be offered in Bloomington only.)
3. At least one of the following:
 - BUS A325, A328, F345/G345, F446, F494, G300, G301, K320, K325, M426, R305, R443, W311.

FINANCE/REAL ESTATE CONCENTRATION

The program in real estate prepares students for professional careers in real estate market and investment analysis, development, financing, and appraisal. The curriculum emphasizes the decision-making process for acquiring, financing, and managing income-producing properties. A student completing the track in real estate is qualified for positions in corporate real estate, investment analysis, appraising, financing, mortgage banking, property management, and the marketing of both residential and commercial properties. Real estate represents a substantial portion of our nation's wealth, and is an important component of the investment portfolio of many individual investors and financial institutions. Thus, decisions relating to real

estate and the effective administration of these major assets are recognized as being increasingly important to the well being of society.

The real estate courses integrate theory and practice in order to develop the student's decision-making ability. Students learn how to use the computer to analyze real estate cases and problems.

Concentration Requirements

Junior and Senior Years:

1. Finance core requirements—BUS A311, A312, F402, F420.
2. BUS R305, R440, R443.
3. At least one of the following:
 - BUS A325, A328, A339, F345/G345, F446, F494, G300, G330, L408, M303, N310, N320, W311.
 - ECON E350.

Department of Management

The Department of Management encompasses the areas of management, human resource management, organizational behavior, business policy, entrepreneurship, and international business. The curriculum is designed to offer students either a broad-based background preparing them for entrance into managerial positions or specialized training in an area of concentration.

At the undergraduate level, the department offers a major concentration in either management or human resource management, as well as the option to pursue a second concentration in international studies.

HUMAN RESOURCE MANAGEMENT CONCENTRATION

The program in human resource management is designed for those students whose career objectives encompass the field of personnel management. From its early beginnings as a staff function involving the maintenance of records and the administration of benefit programs, personnel administration has grown and expanded to include the total development and utilization of human resources in organizations. While company titles may vary from vice president of industrial relations to vice president for organization planning and development, there are few firms of any size or consequence today that do not have a human resource management specialist reporting directly to the company's highest level. This practice reflects the awareness that an organization's human resources are its greatest asset.

For this reason, the curriculum in human resource management is designed to acquaint the student with modern personnel

management in its broadest sense. Included are the traditional areas of personnel administration and labor relations (such as employment, management development, wage and salary administration, organizational planning, and contract negotiation), as well as developments in the behavioral sciences and the implications for a complete human resource management program.

The objectives at the undergraduate level are to provide students with a broad spectrum of knowledge for career preparation in organizational leadership; to prepare them for a career in human resource management; and to encourage and develop interest in further study and research in this area.

Concentration Requirements

Junior and Senior Years:

1. BUS Z440, Z441, Z444.
2. One of the following: ECON E340, SPV 378.
3. Two of the following:
 - BUS L405, W494, Z404;
 - PSY B356, B370, B424;
 - SOC R234, R317, R461.

INTERNATIONAL STUDIES CONCENTRATION

In response to new and dynamic patterns of international business, American business firms have progressed far beyond the comparatively simple stage of import-export operations. Many companies are becoming multinational, with production units in numerous foreign countries; private enterprise in the United States has become more intimately concerned with the economic, political, and social trends of foreign nations. The School of Business has recognized these developments in its global business programs.

Students may elect two courses dealing with the general problems involved in international business: BUS D301 and D302. The student of international business may also participate in overseas programs, which give practical meaning to the course of study. These programs offer students an opportunity to see firsthand the problems treated in the course of study, as well as enhance their language facility.

Students who wish to continue studies in the international area may choose a second concentration titled international studies concentration.

1. The international studies concentration (ISC) is an option available only to students admitted to the School of Business.
2. The ISC is a second concentration available to School of Business students. It may not be listed as a first concentration.
3. The ISC consists of 9 credit hours of course

work taken in addition to the international dimension requirement. These 9 credits should not be selected from the same option used for the international dimension requirement. (See the "General-Education Requirements" section of this bulletin.)

See a business adviser to discuss the possible combinations for fulfilling this concentration.

MANAGEMENT CONCENTRATION

Society recognizes the importance of understanding both management and the complex nature of the organizations under which managers operate in business, government, hospitals, and universities. The faculty is concerned with improving this understanding through a study of individual and group behavior, organizational theory, and human resource development.

The undergraduate courses offered in this concentration are concerned not only with the broad aspects of management and organization, but also with developing skills for dealing with problems of motivation, organization design, and the increasingly complex problems of human resource allocations in our interdependent society.

This concentration provides the flexibility to accommodate students whose interests include preparation for entry into corporate management training positions, application of behavioral science to management, personnel function in both line and staff capacities, and managing the small business.

Concentration Requirements

Junior and Senior Years:

1. BUS W430, Z440.
2. Four of the following:
 - BUS D301, D302, W311, W406, W408, W494, Z404, Z441, Z444;
 - ECON E340;
 - POLS Y302;
 - PSY B370, B374, B424;
 - SOC R317, R478;
 - SPEA V432;
 - SPV 378;
 - Any 400-level School of Business course approved by the student's adviser.

A minimum of two of the four electives taken from this list must be business courses.

Entrepreneurship Emphasis

Within the management concentration there is a special emphasis in entrepreneurship and small business.

The image of business in the United States is often one of mammoth national and

multinational corporations. Too often the role of the entrepreneur and the importance of small businesses in the economy are overlooked. A vital cornerstone in sustaining the free enterprise system is the continual birth of new enterprises and the identification, encouragement, and nurturing of entrepreneurial aspirations.

The Indiana University School of Business, recognizing the contributions of entrepreneurs and the interest shown by students in creating and entering small businesses, has developed an entrepreneurship and small business emphasis within the management concentration. This emphasis focuses the requirements of an individual concentrating in management toward small business.

Students interested in the entrepreneurship emphasis may satisfy the requirements by taking BUS W311, BUS W406, plus an approved elective from the list of management concentration electives. (Note: BUS W490 requires the consent of the instructor and the department chairperson.)

Department of Marketing

MARKETING CONCENTRATION

The study of marketing concerns itself with all those activities related to the marketing and distribution of goods and services from producers to consumers. Areas of study include customer behavior, the development of product offerings to meet consumer needs, pricing policies, institutions and channels of distribution (including retailers and wholesalers), advertising, selling, sales promotion, research, and the management of marketing to provide for profitable and expanding businesses.

The marketing curriculum endeavors to provide the business community with broadly trained men and women who can approach problems with a clear understanding both of marketing and of the interrelationships between marketing and other functions of the firm. Students planning careers in marketing management, advertising, sales, sales management, retailing, wholesaling, marketing research, or distribution normally major in marketing and then may pursue within the curriculum a modest degree of specialization in the area of their vocational interest.

Marketing majors are encouraged to take more than one course from each of the following areas, but must take at least one from each area: buyer behavior, channel management, promotion management, and logistic management.

Concentration Requirements**Junior Year:** BUS M303.**Junior and Senior Years:** Select one course from each of the following areas:

- a. Buyer behavior: BUS M405 or M407.
- b. Channel management: BUS M402 or M419.
- c. Promotion management: BUS M415 or M426.
- d. Logistics management: BUS M411 or M412.

Senior Year: BUS M450.**MARKETING/DISTRIBUTION MANAGEMENT CONCENTRATION**

The undergraduate program in distribution management prepares students for careers in physical distribution management and transportation. The curriculum emphasizes the role of distribution and transportation in making goods available in the world marketplace and to the nation in a timely and economical fashion. A student completing the distribution management program is qualified for work in corporate distribution management, private carrier management, warehousing, and transportation carrier management in the railroad, motor carrier, airline, or related fields. The courses combine theory, principles, concepts, and practice involving marketing, distribution channels, rate negotiations and rate making, transportation regulation, transportation economics and public policy, and customer service standards and related subjects.

Concentration requirements**Junior Year:** BUS M303.**Junior and Senior Years:**

1. BUS M411 and M412.
2. Two of the following: BUS M402, M407, M426, M450.

Department of Operations Management

The operations management program is designed for students who are interested in firms producing goods and services. The major supports entry-level positions in banking, retailing, manufacturing, consulting, and other industries, as well as for jobs in materials management, quality programs, operations scheduling, supervision, industrial engineering, and information systems. Students in this field should have an interest in the technological and managerial aspects of business enterprise and should find an intellectual challenge in applying quantitative methods and systems analysis to problems in business operations. The course of study includes operations planning and control and the design and improvement of manufacturing and service operations. The required courses assume a background in mathematical and computer methods in business decision making.

Although a concentration in operations management is not currently available on the Indianapolis campus, courses may be elected to enhance most other business concentrations.



The School of Business Undergraduate Program Staff (left to right): Georgia Miller, Carol Jenkins, Deborah Moore, Melinda Phillabaum, Soni Tuttle, and Virginia Marzke.

Undergraduate Courses 1992-94

The courses listed in this bulletin represent the complete undergraduate offerings of departments and programs of the School of Business.

The number of credit hours given a course is indicated in parentheses following the course title.

The abbreviation "P" refers to the course prerequisite or prerequisites. In some cases the Bloomington campus equivalent courses are shown in parentheses.

Accounting

A100 Basic Accounting Skills (1 cr.) The course covers the process of capturing and recording economic events that underlie generating accounting reports. Particular emphasis is placed on the process of generating financial reports: source documents, original entries, special journals, ledgers, adjusting entries, closing entries, and financial statement preparation. The course is designed to provide students with the foundation necessary for upper-level accounting courses.

A200 Foundations of Accounting (Nonmajors) (3 cr.) P: Sophomore standing. The course addresses the role of accounting in society and business with a special emphasis on fundamental concepts, and the basic design of accounting systems. Course is intended for nonbusiness majors who are interested in learning about how accounting affects their lives and businesses. Credit not given for both A200 and either A201 or A202.

A201 Introduction to Financial Accounting (3 cr.) P: A100 and sophomore standing. The course covers the concepts and issues associated with corporate financial reporting. Particular emphasis is placed on understanding the role of financial accounting in the economy and how different accounting methods affect the financial statements. Credit not given for both A201 and A200.

A202 Introduction to Managerial Accounting (3 cr.) P: A100 and sophomore standing. The course covers the concepts and issues associated with the accounting and the management of business. Particular emphasis is given to understanding the role of accounting in product costing, costing for quality, cost-justifying investment decisions, and performance evaluation and control of human behavior. Credit not given for both A202 and A200.

A311 Intermediate Accounting Theory and Problems I (3 cr.) P: A201, A202. Theory of

asset valuation and income measurement. Principles underlying published financial statements, including consideration of enterprise assets and liabilities.

A312 Intermediate Accounting Theory and Problems II (3 cr.) P: A311. Application of intermediate accounting theory to problems of accounting for economic activities including long-term liabilities, corporations, earnings per share, tax allocation, pensions, and leases. Also covered are the statement of changes in financial position, and inflation accounting.

A325 Cost Accounting (3 cr.) P: A201, A202. Conceptual and procedural aspects of management and cost accounting. Product costing, cost control over projects and products, decision-making emphasis, profit planning, quantitative modeling, and computer applications.

A328 Introduction to Taxation (3 cr.) P: A201, A202. Internal Revenue Code and Regulations. Emphasis on the philosophy of taxation, including income concepts, exclusions from income, deductions, and credits.

A335 Fund Accounting (3 cr.) P: A201, A202. Financial management and accounting for non-profit-seeking entities such as municipal and federal governments, schools, and hospitals.

A337 Computer-Based Accounting Systems (3 cr.) P: K201, A311. Impact of modern computer systems on analysis and design of accounting information systems. Discussion of tools of systems analysis, computer-based systems, and internal controls and applications. Use of a microcomputer orientation.

A339 Advanced Income Tax (3 cr.) P: A328. Internal Revenue Code and Regulations; and advanced aspects of income, deductions, exclusions, and credits, especially as applied to tax problems of partnerships and corporations.

A340 Tax Planning (3 cr.) P: A328. Income taxation of estates and trusts; the gift tax and the estate tax with emphasis on tax planning. State and local taxes, with emphasis on multistate locations of corporations.

A380 Professional Practice in Accounting (3-6 cr.) P: Junior or senior standing in major area and consent of department chair. Application filed through Professional Practice Program office. Students receive work experience in cooperating firm or agencies. Comprehensive written report required.

A422 Advanced Financial Accounting (3 cr.) P: A312. Generally accepted accounting principles as applied to partnerships, business

combinations, branches, foreign operations, and nonprofit organizations. Particular emphasis is on consolidated financial statements.

A423 Financial Accounting Issues (3 cr.)

P: A422. Capstone financial accounting course integrating several theoretical accounting issues with business world situations.

A424 Auditing (3 cr.) P: A312. Internal and external audits of business operations. Review of internal control, including EDP systems. Concern for auditing environment and audit evidence. Verification of systems for recording and processing transactions and balance sheet and operating accounts. Basic statistical applications in auditing. Issuance of audit report.

A425 Contemporary Accounting Theory (3 cr.)

P: A422. Development of accounting principles; theory of income determination and presentation of financial condition. Coverage of conceptual framework and generally accepted accounting principles.

A433 The International Aspects of Accounting (3 cr.)

P: A422. Study of numerous differences between countries in accounting principles, in legal traditions reflected in corporation and tax laws, in political and economic philosophies revealed in attitudes of management and labor toward their social and economic involvement.

A434 The Professional Aspects of Accounting (3 cr.)

P: A325, A328, A422. Preparation for practice in professional public, industrial, or governmental accountancy. Review of generally accepted accounting principles applied to problem solving.

A437 Advanced Management Accounting (3 cr.)

P: A325. Expansion of concepts learned in A325. Behavioral aspects of management control systems. Integration of strategic planning, management control, and managerial information systems. Exploration of quantitative methods in accounting. Extensive use of case studies.

A439 Advanced Auditing (3 cr.)

P: A424. Coverage of ethics for the accounting profession. Issue of legal liability. Audit program planning. Statistical sampling applications. Use of EDP auditing.

A490 Independent Study in Accounting (1-3 cr.)

P: Consent of departmental chair and instructor. Supervised individual study and research in student's special field of interest. The student will propose the investigation desired and, in conjunction with the instructor, develop the scope of work to be completed. Written report required.

Business Economics and Public Policy

G300 Introduction to Managerial Economics (3 cr.)

P: ECON E201-E202. Microeconomic analysis and its applications to business decision making. Includes topics of demand and consumer behavior, production and costs, theory of firms and public policy towards business. Focuses on the applied aspects of microeconomics. Credit given for only one: G300, ECON E321, ECON E421.

G301 Business Conditions and Public Policy (3 cr.)

P: ECON E201-E202. Measurement and economic analysis of general business conditions; the role of government in promoting high employment, price stability, and economic growth. Credit given for only one: G301, ECON E322, ECON E422.

G330 Principles of Urban Economics (3 cr.)

P: ECON E201 or consent of instructor. Introduction to basic concepts and techniques of urban economic analysis to facilitate understanding of current urban problems; urban growth and structure, public provisions of urban services, housing, employment, transportation, relationships between public and private sectors.

G345 Money, Banking, and Capital Markets (3 cr.)

P: A201, A202, ECON E201-E202. An analysis of the interrelated financial systems of central banks, private banks, and other sources and users of financial capital. Theoretical and empirical policy and institutional issues are analyzed using economics and finance. Topics include the theory of money demand and supply, monetary policy and central banks, interest rate determination, inflation, financial intermediaries, and international financial markets.

G401 The Business Manager in the Economic Environment: A Policy Perspective (3 cr.)

P: F301, M301, P301, Z302. The business firm and its management as it interacts with the economic environment. Macro and micro aspects, relationships with the financial community, regulation, public policy and the international economy. No credit for majors in the Department of Business Economics and Public Policy.

G406 Business Enterprise and Public Policy (3 cr.)

P: ECON E201-E202. Legal, political, and economic framework of business-government relationships in the United States and in selected foreign countries; government promotion of market competition and policing of market practices, and government industrial policies that affect international competitiveness of domestic industries.

G410 Costs, Demand, and Pricing in Transport (3 cr.) P: ECON E201-E202. Nature of the cost and demand functions of railroads, motor carriers, pipelines, airlines, and water carriers. Pricing problems. Measurement of company and social costs and their application to transport resources.

G430 Economic Analysis of Urban Problems and Policies (3 cr.) P: G330, ECON E201-E202 or consent of instructor. Advanced analysis of selected urban problems and policies. Focuses on behavior of households, businesses, and government as they relate to current problems and policies, financing urban government, housing markets and housing policies, employment, transportation, and urban environment.

G450 Managerial Forecasting (3 cr.) P: F301, M301, and P301; or consent of instructor. Applied forecasting for business and economics. Multiple regression and univariate time series analysis. Practical experience emphasized by conducting forecasting projects drawn from production, finance, marketing, and economics.

G460 Business in its Historical and Social Settings (3 cr.) P: ECON E201-E202. Social and economic environment in which business institutions emerged and developed; reciprocal effects of business institutions on economic environment. Entrepreneurs who developed the "American System"; forces leading to concentration of industry and rise of the large firm.

G461 Business Biography (3 cr.) P: G460. Seminar for juniors and seniors capable of independent study. Students write perceptive biographies of distinguished American business people. Emphasis on development of narrative and research skills.

G490 Independent Study in Business Economics and Public Policy (1-3 cr.) P: Consent of departmental chair and instructor. Supervised individual study and research in student's special field of interest. The student will propose the investigation desired and, in conjunction with the instructor, develop the scope of work to be completed. Written report required.

G494 Public Policy and the International Economy (3 cr.) P: Minimum of junior standing. Analyzes the public policy environment of the world economy with particular emphasis on its effect on business decision making. Topics include the international trading and monetary systems, functioning of foreign exchange and international bond and money markets, international debt analysis, and international market integration.

PUBLIC UTILITIES

U300 Principles of Public Utilities (3 cr.) P: ECON E201-E202. Development and evolution of the public utility concept and its historical, economic, and legal aspects. Economic and regulatory theories as they apply to the electric, gas, water, and communications industries. Public electric power development, river-basin planning, technological advances, and ecological and environmental issues pertinent to utilities.

U405 Public Utility Management (3 cr.) P: U300 or consent of instructor. Current management practices and problems in specific utility industries. Promotion of services, consumer relations, demand analysis, cost allocation, and capacity utilization are analyzed. Problems of rate making, including monopoly pricing and differential rates.

U490 Independent Study in Public Utilities (1-3 cr.) P: Consent of departmental chair and instructor. Supervised individual study and research in student's special field of interest. The student will propose the investigation desired and, in conjunction with the instructor, develop the scope of work to be completed. Written report required.

Business Law

L201 Legal Environment of Business (3 cr.) P: Sophomore standing. Emphasis on the nature of law through examining a few areas of general interest. Some areas are duty to avoid harming others (torts), duty to keep promises (contracts), and government regulation of business. Credit not given for both L201 and L203.

L203 Commercial Law I (3 cr.) P: Sophomore standing. Includes the nature of law, torts, contracts, the sale of goods, and the legal regulation of business competition. For accounting majors and others intending also to take L303 in order to attain a rather broad and detailed knowledge of commercial law. Credit not given for both L201 and L203.

L303 Commercial Law II (3 cr.) P: L203. Focuses mainly on the law of ownership, forms of business organization, commercial paper, and secured transactions. For accounting majors and others desiring a rather broad and detailed knowledge of commercial law.

L405 The Corporation in America Today (3 cr.) A discussion course focusing on proposals for making business corporations more responsive to the needs of society and including study of the law applicable to corporations and their directors, officers, and employees. Involves student research and proposals.

L406 Employment Problems and the Law (3 cr.) Current legal problems in the area of employment. Topics include race and sex discrimination; terminations in federal, state, and unionized jobs; impact of the United States Constitution; and civil rights legislation.

L407 Unfair Trade Practices and Consumer Protection (3 cr.) Examines and evaluates the law of unfair and deceptive trade practices, consumer protection, and intellectual property, including antitrust law, misleading advertising and other marketing practices, trademarks, copyright, and trade secrets.

L408 Real Estate Law (3 cr.) P: L203. Legal problems incident to ownership and transfer of real property; attention to landlord-tenant law and the tools of land-use planning (nuisance law, zoning, private restrictions, subdivision control, and eminent domain).

L409 Law and the Environment (3 cr.) Uses of law to deal with problems involving the degradation of our physical environment.

L410 Current Business Problems and the Law (3 cr.) P: Consent of instructor. Examines a few selected current problems facing business or society and analyzes the impact of the legal system on these problems.

L411 International Business Law (3 cr.) P: L203 or consent of instructor. Covers the law and practice of international trade, licensing, and investment. Subjects include the legal risks of international business, international public law, international organizations, and private dispute settlement procedures. Also discussed are the risks associated with importing and exporting, foreign licensing and franchising, and foreign investment.

L412 The Ethical Responsibilities of Business (3 cr.) Covers the debate over corporate social responsibility and the social control of business; the major ethical theories relevant to determining that responsibility; and applications of those theories in areas such as competition, marketing, advertising, the environment, employer-employee relations, and the international arena.

L420 Legal Aspects of Corporate Finance and Entrepreneurship (3 cr.) P: Open to senior business students only. An in-depth consideration of selected legal constraints affecting decisions of the entrepreneur, investment adviser, and corporate officer. Topics are selected from the areas of corporation law, securities regulation, and investment manager regulation.

L490 Independent Study in Business Law (1-3 cr.) P: Consent of departmental chair and instructor. Supervised individual study and research in student's special field of interest. The student will propose the investigation

desired and, in conjunction with the instructor, develop the scope of work to be completed. Written report required.

Decision and Information Systems

K201 The Computer in Business (3 cr.)

Introduction to the role of computers in business with emphasis on microcomputers. Course includes lecture, discussion, and laboratory sessions. Lectures focus on general hardware and software issues. Discussions and laboratories offer hands-on training in VAX (mainframe) electronic mail, DOS, spreadsheets (like Lotus 1-2-3), and data base systems (like dBASE or Paradox).

K302 Introduction to Management Science (3 cr.) P: K201 or equivalent. An introductory management science course with a forecasting component of approximately 25 percent of the course. Topics to be covered include multiple regression, smoothing techniques, linear programming, integer programming, statistical decision theory, simulation and network analysis; coverage may also include inventory theory, Markov processes, and goal programming. Heavy emphasis will be placed on the application of these topics to business decision making using computers.

K325 Probabilistic Models and Computer Simulation (4 cr.) P: K201 or equivalent; ECON E270; and either MATH M120 or M215. Fundamentals of probability. Applications to probabilistic models in operations research, including inventory and queuing models. Heavy emphasis on computer simulation.

K420 Statistical Methods in Quality Control and Experimental Design (3 cr.) P: ECON E270. Review of basic statistical inference; use of the statistical package SAS; control charts for quality control; economic considerations in control charts; acceptance sampling plans; methods of experimental design, including basic ANOVA, fractional factorial designs, orthogonal main effects plans, and Taguchi.

K427 Computer Optimization Techniques and Data Structure (3 cr.) P: K201 or equivalent, and either MATH M120 or M215. Successful use of mathematical programming in operations research involves efficient use of algorithms for manipulating network data structures and sparse matrix implementations; actual applications of these techniques to problems in the area of operations research and operations management are dealt with.

K480 Professional Practice in Decision Sciences (3-6 cr.) P: Junior or senior standing in major area and consent of departmental chair. Application filed through the Professional Practice Program office. Work experience in cooperating firm or agencies.

Comprehensive written report. Grade of A, S, or F assigned by faculty.

K490 Independent Study in Decision Sciences (1-3 cr.)

P: Consent of departmental chair and instructor. Supervised individual study and research in student's special field of interest. The student will propose the investigation desired and, in conjunction with the instructor, develop the scope of work to be completed. Written report required.

S302 Management Information Systems (3 cr.)

P: F301, M301, and P301; or consent of instructor. Overview of management systems (MIS) within a business context. MIS theory and practice as they relate to management and organization theories; current trends in MIS; managerial usage of information systems; computer hardware, software, and telecommunications; information systems for marketing, finance, accounting, and other business areas; systems development process; the role of microcomputers. Experiential learning with widely used software packages.

S320 Information Systems Technology (3 cr.)

P: S302. Coverage of a variety of technical topics in MIS, with emphasis on operating systems, data base management systems, and telecommunications. Course will include hands-on use of at least one widely used data base management system.

S330 Systems Analysis and Design (4 cr.)

P: S302. This course will provide detailed coverage of the entire systems analysis and design process, including both the traditional life-cycle development process and alternative approaches. The alternative approaches will include prototyping, use of purchased software, and end-user development.

Finance

F260 Personal Finance (3 cr.) Financial problems encountered in managing individual affairs; family budgeting, installment buying, insurance, home ownership, and investing in securities. No credit for juniors and seniors in the School of Business.

F301 Financial Management (3 cr.) P: A201, A202, K201, L203; ECON E201-E202, E270; MATH M118-M119. Conceptual framework of the firm's investment, financing, and dividend decision; includes working capital management, capital budgeting, and capital structure strategies.

F345 Money, Banking, and Capital Markets (3 cr.) P: A201, A202; ECON E201-E202, E270. An analysis of the interrelated financial systems of central banks, private banks, and other sources and users of financial capital. Theoretical and empirical policy and institutional issues are analyzed using

economics and finance. Topics include the theory of money demand and supply, monetary policy and central banks, interest rate determination, inflation, financial intermediaries, and international financial markets.

F402 Financial Decision-Making (3 cr.)

P: F301, A311. Application of financial theory and techniques of analysis in the search for optimal solutions to financial management problems.

F420 Investment (3 cr.)

P: F301, A311. Conceptual and analytical frameworks for formulating investment policies, analyzing securities, and constructing portfolio strategies for individuals and institutions.

F446 Management of Commercial Banks and Other Financial Institutions (3 cr.)

P: F301, A311. Management policies and decisions including asset, liability, and capital management within the legal, competitive, and economic environment.

F480 Professional Practice in Finance (3-6 cr.)

P: Junior or senior standing in major area and consent of departmental chair. Application filed through the Professional Practice Program office. Work experience in cooperating firm or agencies. Comprehensive written report. Grades A, S, or F assigned by faculty.

F490 Independent Study in Finance (1-3 cr.)

P: Consent of departmental chair and instructor. Supervised individual study and research in student's special field of interest. The student will propose the investigation desired and, in conjunction with the instructor, develop the scope of work to be completed. Written report required.

F494 International Financial Management (3 cr.)

P: F301 and F402, or consent of instructor. Financial management of foreign operations of the firm. Financial constraints of the international environment and their effect on standard concepts of financial management. Study of international currency flows, forward cover, and international banking practices.

INSURANCE

N300 Principles of Risk and Insurance (3 cr.)

Nature of risk; insurance as method of dealing with risk; property-liability and life-health insurance; insurance as an economic and social institution.

N310 Life-Health Insurance I (3 cr.) Nature of life-health insurance; rate making; reserves; price measurements; contract provisions; uses of life insurance, health insurance, and annuities; reinsurance; regulation.

N320 Property-Liability Insurance I (3 cr.)

Nature of property-liability insurance and

suretyship; types of coverage; analysis of contracts; uses of insurance in management of risk.

N480 Professional Practice in Insurance (3-6 cr.) P: Junior or senior standing in major area and consent of departmental chair. Application filed through the Professional Practice Program office. Work experience in cooperating firm or agencies. Comprehensive written report. Grades of A, S, or F assigned by faculty.

N490 Independent Study in Insurance (1-3 cr.) P: Consent of departmental chair and instructor. Supervised individual study and research in student's special field of interest. The student will propose the investigation desired and, in conjunction with the instructor, develop the scope of work to be completed. Written report required.

REAL ESTATE

R300 Principles of Real Estate (3 cr.) P: A200 or equivalent. Designed to give students an exposure to the area of real estate. Intended for students who plan to take only one course in the area of real estate. Topics include real estate law, brokerage, property management, appraising, mortgage finance, and investment analysis. No credit toward a degree in business.

R305 Real Estate Broker and Property Management (3 cr.) P: F301. Designed for students who may intend to take additional real estate courses. Topics include real estate law, brokerage, property management, appraising, mortgage finance, and investment analysis. Emphasis is placed on the analytical techniques applicable to real estate.

R440 Real Estate Appraisals (3 cr.) P: R305 or consent of instructor. Techniques and methods of appraising real property. Emphasis is on the appraisal of real estate income property. Concepts and analytical techniques used to estimate the market value of real estate are covered. Course content is similar to that which a professional appraiser must learn.

R443 Real Estate Finance and Investment Analysis (3 cr.) P: R305 or consent of instructor. Application of financial concepts and techniques to the analysis of real estate financing and investment alternatives. Computer analysis and case studies are used.

R490 Independent Study in Real Estate and Land Economics (1-3 cr.) P: Consent of departmental chair and instructor. Supervised individual study and research in student's special field of interest. The student will propose the investigation desired and, in conjunction with the instructor, develop the scope of work to be completed. Written report required.

Management

J401 Administrative Policy (3 cr.) P: F301, M301, P301, Z302. Administration of business organizations: policy formulation, organization, methods, and executive control.

J404 Business and Society (3 cr.) Major ethical theories are examined in order to provide a basis for analyzing ethical behavior in the business environment. Such issues as economic competition, discriminatory practices, manipulation of power, environmental conservation, and organizational cultures are investigated.

J490 Independent Study in Personnel Management and Organizational Behavior (1-3 cr.) P: Consent of departmental chair and instructor. Supervised individual study and research in student's special field of interest. The student will propose the investigation desired and, in conjunction with the instructor, develop the scope of work to be completed. Written report required.

W311 Small Business Entrepreneurship (3 cr.) P: F301, M301, P301. Primarily for those interested in creating a new business venture or acquiring an existing business. Covers such areas as choice of a legal form, problems of the closely held firm, sources of funds, preparation of a business plan, and negotiating.

W402 Simulation of Business Enterprise (3 cr.) P: Z302. An integrative course to synthesize analytical skills and knowledge developed in the basic functional fields of business. Focus on the determination and implementation of managerial policies and strategies.

W406 Venture Growth Management (3 cr.) P: W311, Z302. For students interested in a growth-oriented business. Covers such areas as negotiation, acquisition, ethics, and succession.

W407 Management of Commercial and Trade Organizations (2 cr.) P: Senior standing. Prepares advanced students for work with chambers of commerce, trade associations, and other business associations and organizations.

W408 Practicum in Small Business (3 cr.) P: W311, Z302, and consent of instructor. Application of theory, knowledge, and techniques learned in previous business courses in analyzing actual business problems and in offering recommendations for their solutions. Students are assigned to small businesses in the local or nearby communities.

W430 Organizations and Organizational Change (3 cr.) P: Z302. Analysis and development of organizational theories with emphasis on environmental dependencies, sociotechnical systems, structural design, and control of the performance of complex

systems. Issues in organizational change, such as appropriateness of intervention strategies and techniques, barriers to change, organizational analysis, and evaluation of formal change programs.

W490 Independent Study in Business

Administration (1-3 cr.) P: Consent of departmental chair and instructor. Supervised individual study and research in student's special field of interest. The student will propose the investigation desired and, in conjunction with the instructor, develop the scope of work to be completed. Written report required.

W494 Herman B Wells Seminar in

Leadership (3 cr.) P: Consent of instructor. Open to seniors in the School of Business and selected seniors from other schools with high scholastic ability and promise of developing leadership qualities as exemplified by Herman B Wells.

Z300 Organizational Behavior and

Leadership (3 cr.) Nature of human behavior in organizations as a function of the individual, the groups within which the individual interacts, and the organizational setting. Application of behavioral science concepts and findings to individual behavior and organizational performance. No credit given toward a degree in business.

Z302 Managing and Behavior in

Organizations (3 cr.) P: Junior standing. Integration of behavior and organizational theories. Application of concepts and theories toward improving individual, group, and organizational performance. Builds from a behavioral foundation toward an understanding of managerial processes.

Z404 Effective Negotiations (3 cr.) P: Z302.

Exposure to the concepts of negotiations in both the national and international environments including negotiation strategies and tactics, influence, third-party intervention, audience effects, nonverbal communication, ethical and cultural aspects. Case studies, simulations, and guest speakers will be used throughout the course.

Z440 Personnel—Human Resource

Management (3 cr.) P: Z302 recommended. Nature of human resource development and utilization in American society and organizations; government programs and policies, labor force statistics, organizational personnel departments, personnel planning, forecasting, selection, training, and development. Integration of government and organizational human resource programs.

Z441 Wage and Salary Administration (3 cr.)

P: Z302. Survey of problems faced by modern managers of compensation systems. In-depth

look at the role of company, government, union, and employee in the design and administration of total compensation systems. A description of the type of wage and salary systems currently in use, their advantages and disadvantages, and extent of current use.

Z444 Personnel Research and Measurement

(3 cr.) P: Z302. Personnel research through review and evaluation of studies in appropriate journals; opportunity to master personnel measurement techniques. Job analysis, job evaluation, wage curve computation, predictor validation techniques, morale measurement, and personnel auditing.

Z490 Independent Study in Personnel

Management and Organizational Behavior

(1-3 cr.) P: Consent of departmental chair and instructor. Supervised individual study and research in student's special field of interest. The student will propose the investigation desired and, in conjunction with the instructor, develop the scope of work to be completed. Written report required.

INTERNATIONAL BUSINESS

D301 The International Business

Environment (3 cr.) P: Minimum of junior standing; ECON E201-E202 or equivalent; or consent of instructor. Economic environment for overseas operations. Governmental policies and programs that affect international business. International dimensions of marketing, finance, accounting, taxation, and personnel with emphasis on management decisions and implementation.

D302 International Business: Operations of

International Enterprise (3 cr.) P: Minimum of junior standing; ECON E201-E202 or equivalent; or consent of instructor; D301 recommended. Economic and political philosophies around the world; patterns of government-business relationships. Economic development and business activities in differing political and cultural environments. Analytical framework for decision making in a multinational concept.

D490 Independent Study in International

Business (1-3 cr.) P: Consent of departmental chair and instructor. Supervised individual study and research in student's special field of interest. The student will propose the investigation desired and, in conjunction with the instructor, develop the scope of work to be completed. Written report required.

D496 Foreign Study in Business (2-6 cr.)

P: Senior standing and consent of instructor. Work in, or visits to, business firms; discussions with business executives and government officials. Prior background reading, orientation work, and approval of

project required. Two credit hours for every three weeks of foreign residence.

Marketing

M300 Introduction to Marketing P: A200, ECON E201-E202. Examination of the market economy and marketing institutions in the United States. Decision making and planning from the manager's point of view; impact of marketing actions from the consumer's point of view. No credit toward a degree in business.

M301 Introduction to Marketing Management (3 cr.) P: A201, A202, K201, L203; ECON E201-E202, E270; MATH M118-M119.

Overview of marketing for all business undergraduates. Marketing planning and decision making examined from firm's and consumer's points of view; marketing concept and its company-wide implications; integration of marketing with other functions. Market structure and behavior and their relationship to marketing strategy and implementation.

M303 Marketing Research (3 cr.) P: M301; or M300 and either ECON E270 or PSY B305. Focuses on the role of research in marketing decision making. Topics include defining research objectives, syndicated and secondary data sources of marketing information, exploratory research methods, survey research design, experimental design, and data analysis.

M402 Marketing Channels (3 cr.) P: M303 or concurrent; or M300; or consent of instructor. Marketing channels analyzed as organized behavior systems. Focuses on the institutional structure, relationships, and functions of channels of distribution; franchising, vertical integration, and vertical channel agreements also emphasized.

M405 Buyer Behavior (3 cr.) P: M303 or consent of instructor; or BUS M300 and PSY B104. Description and explanation of consumer behavior in retail markets. Topics include demographic socioeconomic, psychographic, attitudinal, and group influences on consumer decision making. Applications to promotion, product design, distribution, pricing, and segmentation strategies.

M407 Industrial Marketing (3 cr.) P: M303 or M300 or consent of instructor. Problems, activities, and decision methods involved in the marketing of goods and services by business to business. Estimation of demand, pricing, promotion distribution systems, and roles on nonconsumer buyers.

M408 Quantitative Methods for Marketing Management (3 cr.) P: M303. Application of key quantitative tools to marketing-decision problems. Emphasis given to application of

quantitative methods to basic marketing problems and the role of quantitative methods of marketing management. Specific tools covered include Bayesian decision theory and mathematical, computer, and forecasting models.

M411 Transportation Carrier Management (3 cr.) P: Business majors—M301, M303 or concurrent; or consent of instructor. Nonbusiness majors—A200 and M300. Study of the marketing carrier-shipper interface with concentration on the variables of rates, service, and government regulations. Model coverage from an integrated marketing viewpoint. An advanced course that exposes students to market-rate considerations, carrier financial problems, operational factors, and marketing opportunities. Functional analysis of all major transportation modes. Identification of major issues, analysis of alternatives, and discussion of probable future outcomes.

M412 Physical Distribution Management (3 cr.) P: Business majors—M301, M303 or concurrent; or consent of instructor. Nonbusiness majors—A200 and M300. Management of product distribution systems within an organization. Traffic, inventory control, warehousing, and other activity centers are analyzed for improvement and related to overall systems performance. Order entry and the customer service variables of order cycle time and reliability are examined in relation to the sales function. Includes analysis of the impact of physical distribution decisions on other functional areas.

M415 Advertising and Promotion Management (3 cr.) P: M303; or consent of instructor; or M300 and PSY B104. Basic advertising and sales-promotion concepts. The design, management, and integration of a firm's promotional strategy. Public policy aspects and the role of advertising in marketing communications in different cultures.

M417 Advertising Strategy Laboratory (2 cr.) Concurrent: M418. Development of skills necessary to complete various sections of an advertising campaign plan. Experiential projects dealing with secondary market data, designing consumer research studies, analyzing consumer data, developing media plans, and delivering effective presentations of reports.

M418 Advertising Strategy (3 cr.) P: M303, M415, and consent of instructor. Limited enrollment. Major managerial problems of promotion administration; advertising research, agency relationships, media concepts and strategy, appropriations and budgets, evaluation, coordination, regulation, and campaign planning.

M419 Retail Management (3 cr.) P: M303 or M300 or consent of instructor. Major management problems in retail institutions. Treatment of retail/marketing strategy design and problems related to financial requirements, buying, inventory, pricing, promotion, merchandising, physical facilities, location, and personnel.

M426 Sales Management (3 cr.) P: M303 or M300 or consent of instructor. Emphasizes the activities and problems of field sales management. Includes organizing the sales force, recruiting, training, compensation, motivation, sales techniques, forecasting, territory design, evaluation, and control. Lectures and case studies.

M429 Legal Aspects of Marketing (3 cr.) P: M301 or M300 or consent of instructor. Analysis of statutes, regulations, and common law doctrines applicable to marketing practices. Examination of legal issues encountered by marketers in dealing with consumers, competitors, and other marketplace participants.

M450 Marketing Strategy (3 cr.) P: M303, one 400-level marketing course, and senior standing; restricted to students in the marketing concentration. Ideally taken in the student's last semester. Focuses on marketing's role in gaining a sustainable competitive advantage. Topics include Prisoner's dilemma, managing competitive interaction, and marketing signaling. Emphasis on applications through the use of case studies and/or computer game simulation of competitive interaction.

M480 Professional Practice in Marketing (3-6 cr.) P: M301 or M300, junior or senior standing in major area, and consent of departmental chair. Application filed through Professional Practice Program office. Work experience in cooperating firm or agencies. Comprehensive written report. Grades of A, S, or F assigned by faculty.

M490 Independent Study in Marketing (1-3 cr.) P: Consent of departmental chair and instructor. Supervised individual study and research in student's special field of interest. The student will propose the investigation desired and, in conjunction with the instructor, develop the scope of work to be completed. Written report required.

Operations Management

P301 Operations Management (3 cr.) P: A201, A202, K201, L203; ECON E201-E202, E270; MATH M118-M119. A survey course concerned with the production and distribution of goods and services. Part of the integrative core, along with survey courses in finance and marketing. Topics include

inventory management, demand forecasting, aggregate production planning, shop scheduling, project management, quality control, and layout and process design. Primary focus for integration is a case problem at the end of the semester.

P410 Purchasing (3 cr.) P: F301, M301, and P301; or consent of instructor. Examines the purchasing function in industrial firms. Topics include sourcing, specifications, and standards; contract and pricing practices; negotiation; quality assurance and reliability; inventory management; value analysis; capital equipment buying; make or buy decisions; evaluation of purchasing performance.

P421 Operations Planning and Control (3 cr.) P: P301. Design of systems for allocation resources and scheduling activities in manufacturing and service firms, including inventory management, demand forecasting, aggregate output planning, capacity requirements planning, manufacturing resource planning, and job shop and repetitive scheduling.

P429 Manufacturing Systems (3 cr.) Topics relevant to the international competitiveness of manufacturing firms. Productivity improvement, measurement, and automation. Quality assurance, sampling inspection, and statistical process control. Computer integrated manufacturing: computer-aided design, numerically controlled machinery, robots, flexible manufacturing systems, group technology, and computer-aided process planning.

P480 Professional Practice in Operations Management (3-6 cr.) P: Junior or senior standing in major area and consent of departmental chair. Application filed through Professional Practice Program office. Work experience in cooperating firm or agencies. Comprehensive written report. Grades of A, S, or F assigned by faculty.

P490 Independent Study in Operations Management (1-3 cr.) P: Consent of departmental chair and instructor. Supervised individual study and research in student's special field of interest. The student will propose the investigation desired and, in conjunction with the instructor, develop the scope of work to be completed. Written report required.

General and Honors Courses

X100 Business Administration: Introduction (3 cr.) Business administration from the standpoint of the manager of a business firm operating in the contemporary economic, political, and social environment. No credit for School of Business students when taken concurrently with or after the integrative core.

X204 Business Communications (3 cr.) P: ENG W131 or equivalent. Theory and practice of written communication in business; use of correct, forceful English in preparation of letters, memoranda, and reports.

X293 Honors Seminar in Business (1-3 cr.) For students in School of Business Honors Program. May be taken twice for credit.

X305 Management Reports and Communications (3 cr.) P: Minimum of junior standing and ENG W131 or equivalent. Application of communication principles to current business conditions. Emphasis on report writing, including data collection, organization, and interpretation. Some oral reporting.

X390 Integrative Experience (1 cr.) Integrative case exercise involving the finance, marketing, and operations functions; required of students who did not complete the integrative core course work (F301, M301, P301) on the Bloomington or Indianapolis campuses.

X393 Honors Seminar in Business (1-3 cr.) For students in School of Business Honors Program.

X400 Integration of International Business Study (1 cr.) P: Admission to School of Business Overseas Study Program. Seminar to integrate curriculum in business Overseas Study Program with domestic business practice and philosophy and Indiana University School of Business curriculum.

X420 Business Career Planning and Placement (2 cr.) Assists students in obtaining career employment positions consistent with career goals. Covers career planning, self-

assessment, career options, organized employment campaign, interviewing techniques, employment communications, alternate job search strategies, and career management. Involves in-depth work with resume software, electronic mail, and other communication tools. Includes session with corporate managers describing work issues and training programs.

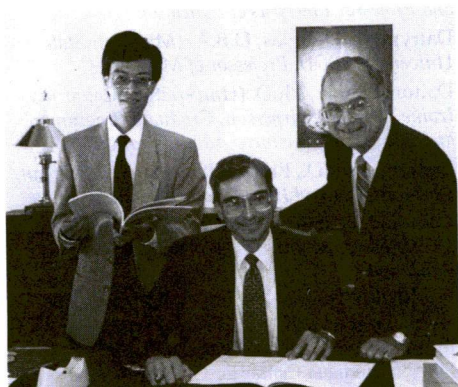
X485 Overseas Study I (3 cr.) P: Enrollment in School of Business Overseas Study Program. Lectures and discussion on current topics relating to the international environment of business.

X486 Overseas Study II (3 cr.) P: Enrollment in School of Business Overseas Study Program. Lectures and discussion on current topics relating to the international environment of business.

X487 Seminar in Business Administration (1-3 cr.) Instruction of an interdisciplinary nature for student groups involved in university-related nonprofit ventures. Interested groups must be sponsored by a School of Business faculty member and must obtain approval for the seminar from the Undergraduate Policy Committee. May be repeated up to a maximum of 6 credits.

X493 Honors Seminar in Business (1 cr.) For students in School of Business Honors Program. May be repeated twice for credit.

X496 Supervised Independent Honors Research in Business (1-5 cr.) P: Senior standing. For students in School of Business Honors Program.



Working together on the integrative core are faculty Maurice Tse, Mark Ippolito, and Joseph Hartley

School of Business Faculty Bloomington and Indianapolis

The faculty of the Indiana University School of Business at Bloomington and Indianapolis are identified below. In addition to these full-time faculty, a dedicated group of individuals who work elsewhere full time also teach classes for the school. Although some of these people are new each semester, many have made long-term commitments to the School of Business. We gratefully acknowledge their contributions to the strength of the faculty and the school.

Acito, Franklin, Ph.D. (*State University of New York at Buffalo*, 1976), Chairperson and Professor of Marketing

Albright, S. Christian, Ph.D. (*Stanford University*, 1972), Professor of Decision and Information Systems

Anderson, P. Ronald, Ed.D. (*Indiana University*, 1973), Professor of Marketing and American United Life Professor of Business Administration

Bagnoli, Mark E., Ph.D. (*Princeton University*, 1985), Associate Professor of Finance

Baldwin, Timothy T., Ph.D. (*Michigan State University*, 1987), Assistant Professor of Business Administration

Bateman, James, F., Jr., Ph.D. (*Tulane University of Louisiana*, 1965), Professor of Business Economics and Public Policy and Adjunct Professor of History

Belth, Joseph M., Ph.D. (*University of Pennsylvania*, 1961), C.L.U., C.P.C.U., Professor of Insurance

Biagioni, Louis F., Ph.D. (*University of Missouri*, 1964), C.P.A., Professor of Accounting

Birr, Martin, M.B.A. (*Indiana University*, 1987), Visiting Lecturer in Accounting

Bliss, Robert R., Jr., M.B.A. (*University of Chicago*, 1988), Convertible Lecturer in Finance

Blocher, James D., M.S.M. (*Purdue University*, 1983), Convertible Lecturer in Operations Management

Bonser, Charles F., D.B.A. (*Indiana University*, 1965), Professor of Business Administration; Professor of Public and Environmental Affairs; and Director, Regional Economics Development Institute

Boquist, John A., Ph.D. (*Purdue University*, 1973), Professor of Finance

Bossort, Thomas R., Jr., M.B.A. (*Indiana University*, 1949), Professor Emeritus of Management

Bowers, L. Thomas, J.D. (*New York University School of Law*, 1977), Associate Professor of Business Law

Bray, Esther D., M.A. (*Indiana University*, 1927), Associate Professor Emeritus of Business Education

Brown, Carol V., Ph.D. (*Indiana University*, 1989), Assistant Professor of Decision and Information Systems

Brown, David P., Ph.D. (*Stanford University*, 1984), Associate Professor of Finance

Bunke, Harvey C., Ph.D. (*University of Illinois*, 1951), Professor Emeritus of Business Administration; Professor Emeritus of Business Economics and Public Policy; and Editor, *Business Horizons*

Cabot, A. Victor, Jr., Ph.D. (*Northwestern University*, 1968), Professor of Decision and Information Systems

Childers, Victor E., D.B.A. (*Indiana University*, 1967), Associate Professor of International Business Administration

Cook, Thomas T., M.A. (*Ohio University*, 1971), Adjunct Lecturer in Business Administration and Director, Career and Employment Services, IUPUI

Cosier, Richard A., Ph.D. (*University of Iowa*, 1976), Associate Dean for Academics and Professor of Business Administration

Cox, Anthony D., Ph.D. (*Indiana University*, 1984), Associate Professor of Marketing

Cox, Dena S., Ph.D. (*University of Houston*, 1984), Associate Professor of Marketing

Crawford, T. James, Ph.D. (*University of Pittsburgh*, 1956), Professor Emeritus of Business and Professor Emeritus of Education

Dalrymple, Douglas, D.B.A. (*Michigan State University*, 1964), Professor of Marketing

Dalton, Dan R., Ph.D. (*University of California, Irvine*, 1979), Chairperson, Graduate Programs and Professor of Business Administration

Daniels, John D., Ph.D. (*University of Michigan*, 1969), Professor of International Business

David, H. Donald, D.B.A. (*Indiana University*, 1959), Associate Professor Emeritus of Business Education

Davidson, Lawrence S., Ph.D. (*University of North Carolina*, 1977), Associate Professor of Business Economics and Public Policy and Director, Indiana Center for Global Business

Day, Ralph L., Ph.D. (*University of North Carolina*, 1969), Distinguished Professor Emeritus of Business Administration

DeHayes, Daniel W., Jr., Ph.D. (*The Ohio State University*, 1968), Chairperson of Executive Education; Professor of Business Administration; and Director, Center for Entrepreneurship and Innovation

- Devan, Fiona P., M.B.A. (*Indiana University*, 1989), *Lecturer in Accounting*
- DeVane, Gladys F., Ph.D. (*Indiana University*, 1989), *Lecturer in M.B.A. Communications and Adjunct Lecturer in Speech and Hearing Sciences*
- Dieterle, D. Lyle, M.S. (*University of Illinois*, 1931), C.P.A., *Professor Emeritus of Accounting*
- Dollinger, Marc J., Ph.D. (*Lehigh University*, 1983), *Associate Professor of Business Administration*
- Donnell, John D., D.B.A. (*Harvard University*, 1966), J.D. (*University of Iowa*, 1948), *Professor Emeritus of Business Administration*
- Dreher, George F., Ph.D. (*University of Houston*, 1977), *Professor of Business Administration*
- Dvorak, Earl A., Ed.D. (*Indiana University*, 1951), *Associate Professor of Business Education and Associate Professor of Education*
- Dworkin, Terry M., J.D. (*Indiana University*, 1975), *Professor of Business Law*
- Easton, Anna L., M.S. (*Indiana University*, 1976), *Lecturer in Business Communications*
- Fetter, Richard E., M.B.A. (*Indiana University*, 1985), *Visiting Lecturer in Marketing*
- Fisher, Jeffrey D., Ph.D. (*The Ohio State University*, 1980), *Associate Professor of Finance and Real Estate and Director, Center for Real Estate Studies*
- Fратиanni, Michele, Ph.D. (*The Ohio State University*, 1971), *Professor of Business Economics and Public Policy*
- Frederickson, James R., Ph.D. (*University of Washington*, 1990), *Assistant Professor of Accounting*
- Frumer, Samuel, D.B.A. (*Indiana University*, 1960), C.P.A., *Professor of Accounting*
- Gillette, Ann B., M.S. (*Texas A&M University*, 1980), *Assistant Professor of Finance*
- Ginger, Laura A., J.D. (*University of Chicago*, 1979), *Associate Professor of Business Law*
- Goddin, Jeffrey K., M.A. (*Indiana University*, 1974), *Visiting Lecturer in Business Communications*
- Gordon, Paul J., Ph.D. (*Syracuse University*, 1958), *Professor Emeritus of Management*
- Granbois, Donald H., D.B.A. (*Indiana University*, 1963), *Professor of Marketing*
- Green, R. Jeffery, Ph.D. (*University of Illinois*, 1967), *Professor of Business Economics and Public Policy and Co-Director, Indiana Center for Econometric Model Research*
- Greenleaf, Robert W., D.B.A. (*Indiana University*, 1961), *Professor Emeritus of Finance*
- Groomer, S. Michael, Ph.D. (*University of Missouri*, 1975), C.P.A., *Associate Professor of Accounting*
- Grossack, Irvin M., Ph.D. (*Columbia University*, 1962), *Professor Emeritus of Business Economics and Public Policy*
- Grover, Steven L., Ph.D. (*University of Michigan*, 1989), *Assistant Professor of Business Administration*
- Haerberle, William L., D.B.A. (*Indiana University*, 1952), *Professor Emeritus of Management*
- Hall, Robert W., D.B.A. (*Indiana University*, 1972), *Professor of Operations Management*
- Harnett, Donald L., Ph.D. (*Cornell University*, 1964), *Professor of Decision and Information Systems*
- Hartley, Joseph R., D.B.A. (*Indiana University*, 1957), *Professor of Business Administration*
- Heerema, Douglas L., Ph.D. (*University of Iowa*, 1966), C.P.A., *Assistant Professor of Accounting and Director, Special Programs, Indianapolis*
- Hegarty, W. Harvey, Ph.D. (*University of North Carolina*, 1972), *Professor of Business Administration*
- Heil, Oliver P., Ph.D. (*University of Pennsylvania*, 1987), *Assistant Professor of Marketing*
- Heitger, Lester E., Ph.D. (*Michigan State University*, 1971), C.P.A., *Professor of Accounting*
- Helmkamp, John, D.B.A. (*Indiana University*, 1968), C.P.A., *Professor of Accounting*
- Heminger, Alan, Ph.D. (*University of Arizona*, 1989), *Assistant Professor of Decision and Information Systems*
- Heslin, Thomas E., B.A. (*New York University*, 1961), *Lecturer in Management*
- Hettenhouse, George W., Ph.D. (*Purdue University*, 1970), *Chairperson of Graduate Programs and Professor of Finance*
- Hill, John W., Ph.D. (*University of Iowa*, 1986), *Associate Professor of Accounting*
- Hite, Peggy A., Ph.D. (*University of Colorado*, 1986), *Associate Professor of Accounting*
- Hoffer, Jeffrey A., Ph.D. (*Cornell University*, 1975), *Chairperson and Professor of Decision and Information Systems*
- Holden, Craig W., Ph.D. (*University of California, Los Angeles*, 1990), *Assistant Professor of Finance*
- Hughes, Bonnie J., M.S. (*Indiana State University*, 1964), *Lecturer in Accounting*
- Hustad, Thomas P., Ph.D. (*Purdue University*, 1973), *Professor of Marketing*
- Indro, Daniel C., Ph.D. (*Indiana University*, 1991), *Visiting Assistant Professor of Finance*
- Ippolito, Mark E., M.B.A. (*Seaton Hall University*, 1976), *Visiting Lecturer in Operations Management*

- Jacobs, F. Robert, Ph.D. (*The Ohio State University*, 1979), Associate Professor of Operations Management
- Jaffee, Bruce L., Ph.D. (*The Johns Hopkins University*, 1971), Chairperson and Professor of Business Economics and Public Policy
- Jarmoszko, A. Tomasz, Ph.D. (*University of Arizona*, 1992), Convertible Lecturer in Decision and Information Systems
- Jennings, Robert H., Ph.D. (*University of Texas at Austin*, 1981), Associate Professor of Finance
- Jerman, Roger E., D.B.A. (*University of Oklahoma*, 1974), Professor of Business Administration
- Kamma, Sreenivas, Ph.D. (*State University of New York at Buffalo*, 1987), Assistant Professor of Finance
- Kang, Heejoon, Ph.D. (*University of Washington*, 1980), Associate Professor of Business Economics and Public Policy
- Keller, J. Howard, M.B.A., (*Indiana University*, 1978), C.P.A., Visiting Lecturer in Accounting
- Kelly, Anne S., Ph.D. (*University of Cincinnati*, 1986), Assistant Professor of Accounting
- Klemkosky, Robert C., Ph.D. (*Michigan State University*, 1971), Associate Dean for Research and Operations and Fred T. Greene Professor of Finance
- Krishnan, H. Shanker, M.B.A. (*Duke University*, 1986), Convertible Lecturer in Marketing
- Kulsrud, William N., Ph.D. (*University of Texas at Austin*, 1980), C.P.A., Associate Professor of Accounting
- Kuntz, Edward J., Ed.D. (*Indiana University*, 1956), Professor Emeritus of Business Administration
- Lackey, Charles W., Jr., Ph.D. (*University of South Carolina*, 1984), Visiting Assistant Professor of Operations Management
- Langvardt, Arlen W., J.D. (*University of Nebraska*, 1981), Assistant Professor of Business Law
- Leibman, Jordon H., J.D. (*Indiana University*, 1979), Professor of Business Law
- Lentz, George H., D.B.A. (*Indiana University*, 1985), Assistant Professor of Finance and Real Estate
- Lenz, R. Thomas, D.B.A. (*Indiana University*, 1978), Associate Dean for Indianapolis Programs and Professor of Business Administration
- Long, John D., D.B.A. (*Indiana University*, 1924), Arthur M. Weimer Professor Emeritus of Business Administration and Professor Emeritus of Insurance
- Luckenbill, Charles, M.B.A. (*Indiana University*, 1980), Visiting Lecturer in Management
- Lyles, Marjorie A., Ph.D. (*University of Pittsburgh*, 1977), Associate Professor of Business Administration
- Lyon, Thomas P., Ph.D. (*Stanford University*, 1989), Assistant Professor of Business Economics and Public Policy
- Mabert, Vincent A., Ph.D. (*The Ohio State University*, 1973), Chairperson and Professor of Operations Management
- MacKay, David B., Ph.D. (*Northwestern University*, 1971), Professor of Marketing and Professor of Geography (part-time)
- MacKenzie, Scott B., Ph.D. (*University of California, Los Angeles*, 1983), Associate Professor of Marketing
- Magjuka, Richard J., Ph.D. (*University of Chicago*, 1986), Assistant Professor of Business Administration
- Mallor, Jane A., J.D. (*Indiana University*, 1976), Professor of Business Law
- Marcus, Morton Josiah, A.M. (*Washington University*, 1963), Lecturer in Business Economics and Public Policy; Director, Indiana Business Research Center; and Co-director, Indiana Center for Econometric Model Research
- Marer, Paul, Ph.D. (*University of Pennsylvania*, 1968), Professor of Business Administration and Professor of Uralic and Altaic Studies
- Martin, David D., Ph.D. (*University of California, Los Angeles*, 1955), Professor Emeritus of Business Economics and Public Policy
- Martin, E. Wainright, Jr., Ph.D. (*The Ohio University*, 1952), Professor Emeritus of Business Administration
- McCarthy, Anne M., M.B.A. (*University of Connecticut*, 1986), Convertible Lecturer in Business Administration
- McClain, Judy, F., M.B.A. (*Indiana University*, 1976), Lecturer in Business Communications
- McKowen, Diana S., M.S. (*Indiana University*, 1981), Lecturer in Business Communications
- McReynolds, Shirley C., M.S. (*Indiana University*, 1959), Lecturer in Business Communications
- Metzger, Michael B., J.D. (*Indiana University*, 1969), Professor of Business Law
- Michaels, Erica S., M.S. (*University of Missouri at Kansas City*, 1980), Visiting Lecturer in Marketing (part-time)
- Michaels, Ronald E., Ph.D. (*Indiana University*, 1983), Associate Professor of Marketing
- Miller, Barbara V., M.S. (*Indiana University*, 1983), Lecturer in Business Administration and Coordinator of Computer Applications

- Miller, Georgia B., Ed.D. (*University of Kentucky*, 1975), Assistant Dean and Director of Undergraduate Programs, Indianapolis, and Assistant Professor of Business Administration (part-time)
- Miller, Joseph C., Ph.D. (*University of Wisconsin*, 1971), J.D. (*University of Chicago*, 1963), Professor of Marketing
- Mills, Peter K., Ph.D. (*University of Stockholm, Sweden*, 1978; *University of California, Irvine*, 1980), Associate Professor of Business Administration
- Mohrweis, Lawrence C., Ph.D. (*University of Wisconsin*, 1987), Assistant Professor of Accounting
- Moore, Norman H., Ph.D. (*Florida State University*, 1987), Assistant Professor of Finance
- Morris, John R., Ph.D. (*University of Washington*, 1985), Visiting Assistant Professor of Business Economics and Public Policy
- Muth, John F., Ph.D. (*Carnegie-Mellon University*, 1962), Professor of Operations Management
- Myers, John H., Ph.D. (*Northwestern University*, 1943), Professor Emeritus of Accounting
- Nanisetty, Prasad, Ph.D. (*University of Michigan*, 1986), Assistant Professor of Finance
- Narayanan, Anantharam, Ph.D. (*University of Texas*, 1987), Assistant Professor Decision and Information Systems
- Near, Janet P. Ph.D. (*State University of New York at Buffalo*, 1977), Chairperson of Management; Professor of Business Administration; and Adjunct Professor of Sociology
- Novit, Mitchell S., Ph.D. (*University of Michigan*, 1966), Associate Professor of Personnel and Organizational Behavior
- Ogan, Pekin, Ph.D. (*University of North Carolina*, 1974), Associate Professor of Accounting
- Olshavsky, Richard William, Ph.D. (*Carnegie-Mellon University*, 1967), Professor of Marketing
- Orescanin, Danilo, D.B.A. (*Indiana University*, 1960), Professor of Business Administration
- Organ, Dennis Wayne, Ph.D. (*University of North Carolina*, 1970), Professor of Personnel and Organizational Behavior
- Oster, Clinton V., Jr., Ph.D. (*Harvard University*, 1978), Professor of Marketing; Professor of Public and Environmental Affairs; and Associate Dean for Bloomington Programs, School of Public and Environmental Affairs
- Otteson, Schuyler F., Ph.D. (*The Ohio State University*, 1948), Professor Emeritus of Business Administration
- Parkhe, Arvind, Ph.D. (*Temple University*, 1989), Assistant Professor of Business Administration
- Parry, Robert W., Jr., Ph.D. (*Lehigh University*, 1979), Associate Professor of Accounting
- Patterson, James H., D.B.A. (*Indiana University*, 1966), Professor of Operations Management
- Patterson, James M., Ph.D. (*Cornell University*, 1961), Professor Emeritus of Marketing
- Perkins, William C., D.B.A. (*Indiana University*, 1966), Professor of Decision and Information Systems and Director, Institute for Research on the Management of Information Systems
- Pfister, Richard L., Ph.D. (*Massachusetts Institute of Technology*, 1959), Professor Emeritus of Business Economics and Public Policy
- Phillips, Michael J., S.J.D. (*George Washington University*, 1981), Chairperson and Professor of Business Law
- Pica, Joseph A., Ed.D. (*The Pennsylvania State University*, 1986), Assistant Dean and Director, M.B.A. Program, and Adjunct Assistant Professor of Business Administration
- Podsakoff, Philip M., D.B.A. (*Indiana University*, 1980), Professor of Business Administration
- Porter, John H., D.B.A. (*Indiana University*, 1956), Professor Emeritus of Business Administration
- Powell, C. Randall, Ph.D. (*The Ohio State University*, 1973), Assistant Dean, Company Relations; Associate Professor of Business Administration (part-time); and Director, Business Placement
- Powell, Frona M., J.D. (*Indiana University*, 1976), Assistant Professor of Business Law
- Pratt, Jamie, D.B.A. (*Indiana University*, 1977), Professor of Accounting
- Pruitt, Stephen W., Ph.D. (*Florida State University*, 1987), Assistant Professor of Finance
- Raber, Nevin W., M.A.L.S. (*Indiana University*, 1952), Assistant Professor Emeritus of Business Administration and Librarian Emeritus
- Raymar, Steven B., Ph.D. (*Columbia University*, 1985), Assistant Professor of Finance
- Reich, Jane M., M.B.A., (*Boston University—Brussels, Belgium*, 1979), Lecturer in Accounting
- Resnick, Bruce G., D.B.A. (*Indiana University*, 1979), Associate Professor of Finance
- Richards, Eric L., J.D. (*Indiana University*, 1976), Associate Professor of Business Law
- Robinson, E. Powell, Jr., Ph.D. (*University of Texas at Austin*, 1985), Assistant Professor of Operations Management
- Rogers, Richard L., Ph.D. (*The Pennsylvania State University*, 1981), C.P.A., Associate Professor of Accounting
- Ryan, William G., M.B.A. (*Harvard University*, 1956), Assistant Professor Emeritus of Business Administration

- Sacopulos, Melony A., LL.M. (*Georgetown University*, 1990), *Lecturer in Accounting*
- Salamon, Gerald L., Ph.D. (*The Ohio State University*, 1971), *A. L. Prickett Professor of Accounting*
- Sartoris, William L., Ph.D. (*Purdue University*, 1970), *Associate Professor of Finance*
- Sauvain, Harry C., D.C.S. (*New York University*, 1935), *University Professor Emeritus of Finance*
- Schaller, Howard G., Ph.D. (*Duke University*, 1953), *Professor Emeritus of Business Economics and Public Policy*
- Schmenner, Roger W., Ph.D. (*Yale University*, 1973), *Professor of Operations Management*
- Schrimer, Richard J., B.S. (*Indiana University*, 1979), *Lecturer in Accounting*
- Schwenk, Charles R., D.B.A. (*Indiana University*, 1980), *Professor of Business Administration*
- Scotese, Carol A., Ph.D. (*The Pennsylvania State University*, 1991), *Convertible Lecturer in Business Economics and Public Policy*
- Scott, William E., Jr., Ph.D. (*Purdue University*, 1963), *Professor of Personnel and Organizational Behavior*
- Seawell, L. Vann, D.B.A. (*Indiana University*, 1958), *Professor of Accounting*
- Shaffer, Robert H., Ph.D. (*New York University*, 1945), *Professor Emeritus of Business Administration*
- Sheikh, Aamir M., Ph.D. (*University of California, Berkeley*, 1987), *Assistant Professor of Finance*
- Silverstein, Nathan L., Ph.D. (*University of Wisconsin*, 1936), *Professor Emeritus of Finance*
- Simkowitz, Michael A., Ph.D. (*New York University*, 1970), *Professor of Finance and Director of Alumni Programs*
- Smart, Scott B., Ph.D. (*Stanford University*, 1991), *Assistant Professor of Finance*
- Smart, Susan R., B.A. (*Indiana University*, 1985), *Convertible Lecturer in Business Economics and Public Policy*
- Smerk, George M., Jr., D.B.A. (*Indiana University*, 1963), *Professor of Transportation and Director of Transportation*
- Smith, R. Gordon, M.A. (*University of Illinois*, 1969), *Lecturer in Business Administration (part-time) and Associate Director of Business Placement*
- Smith, Robert E., Ph.D. (*University of Wisconsin*, 1977), *Associate Professor of Marketing*
- Snowden, Kenneth A., Jr., Ph.D. (*University of Wisconsin*, 1984), *Visiting Associate Professor of Business Economics and Public Policy*
- Soni, Ashok K., D.B.A. (*Indiana University*, 1981), *Associate Professor of Decision and Information Systems and Director of Technology Applications*
- Spiro, Rosann L., Ph.D. (*University of Georgia*, 1976), *Professor of Marketing*
- Stephenson, P. Ronald, Ph.D. (*The Ohio State University*, 1966), *Professor of Marketing*
- Stern, Jerrold J., Ph.D. (*Texas A&M University*, 1980), *Professor of Accounting*
- Stober, Thomas L., Ph.D. (*University of Chicago*, 1983), *Associate Professor of Accounting*
- Stockton, B. Stansbury, Ph.D. (*The Ohio State University*, 1956), *Professor Emeritus of Business Administration*
- Suelflow, James, Ph.D. (*University of Wisconsin*, 1965), *Professor of Business Economics and Public Policy and Director, Arts Administration Program*
- Summers, John O., Ph.D. (*Purdue University*, 1968), *Professor of Marketing*
- Thakor, Anjan V., Ph.D. (*Northwestern University*, 1979), *Chairperson and INB Professor of Finance*
- Thorelli, Hans B., LL.B., Ph.D. (*University of Stockholm, Sweden*, 1945, 1954), *E. W. Kelley Professor of Business Administration*
- Tiller, Mikel G., D.B.A. (*Indiana University*, 1980), *Chairperson and Professor of Accounting*
- Tse, K. S. Maurice, M.A. (*Michigan State University*, 1988), *Assistant Professor of Finance*
- Tuttle, Donald L., Ph.D. (*University of North Carolina*, 1965), *Professor of Finance*
- Tyler, Beverly Baker, M.B.A. (*Tarleton State University*, 1986), *Convertible Lecturer in Business Administration*
- Valacich, Joseph S., Ph.D. (*University of Arizona*, 1989), *Assistant Professor of Decision and Information Systems*
- Venkataramanan, Munirpallam A., Ph.D. (*Texas A&M University*, 1987), *Associate Professor of Decision and Information Systems*
- Walden, Robert E., Ph.D. (*University of Iowa*, 1938), *C.P.A., Professor Emeritus of Accounting*
- Waldman, Joseph M., D.B.A. (*Indiana University*, 1966), *Chairperson of the Undergraduate Program and Professor of Business Administration*
- Walters, Rockney G., Ph.D. (*Purdue University*, 1984), *Associate Professor of Marketing*
- Waters, L. Leslie, Ph.D. (*University of Illinois*, 1939), *University Professor Emeritus of Transportation and Business History*
- Webb, R. Brian, Ph.D. (*University of North Carolina*, 1990), *Assistant Professor of Finance*
- Weldon, Elizabeth J., Ph.D. (*The Ohio State University*, 1982), *Associate Professor of Business Administration*
- Wells, Herman B, M.A., LL.D. (*Indiana University*, 1927, 1962), *Chancellor of the University and Professor Emeritus of Business Administration*

Wentworth, Jack R., D.B.A. (Indiana University, 1959), University Dean, School of Business, and Professor of Business Administration

Williams, Edgar G., D.B.A. (Indiana University, 1952), Vice President Emeritus of Indiana University and Professor Emeritus of Business Administration

Wilson, George W., Ph.D. (Cornell University, 1955), Distinguished Professor Emeritus of Business Economics and Public Policy and Professor Emeritus of Economics

Wilson, Patricia F., Ph.D. (Indiana University, 1990), Assistant Professor of Finance

Wimbush, James C., Ph.D. (Virginia Polytechnic Institute and State University, 1991), Assistant Professor of Business Administration

Winston Vivian J., B.S. (Indiana University, 1978), Lecturer in Accounting

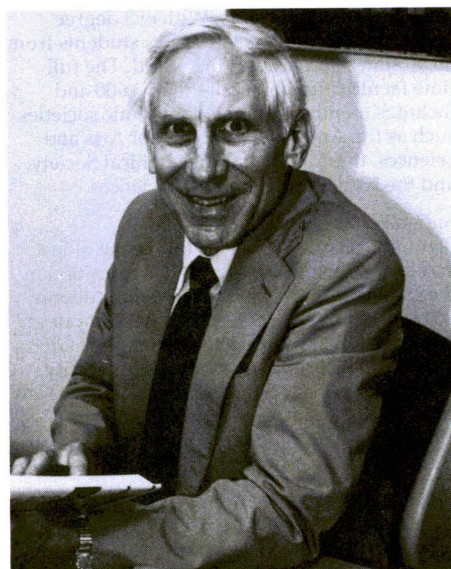
Winston, Wayne L., Ph.D. (Yale University, 1975), Professor of Decision and Information System

Wise, Barbara A., M.S. (Indiana University, 1965), Lecturer in Business Communications

Wood, Donald A., Ph.D. (Purdue University, 1968), Professor of Business Administration

Wyllie, Eugene D., Ed.D. (Indiana University, 1961), Associate Professor of Business Education

Wynne, Bayard E., Ph.D. (University of Minnesota, 1972), Professor of Decision and Information Systems



Victor Childers, Professor of International Business



Honors Adviser Ginny Marzke, student Kristi Gettinger, and Coordinator Douglas Heerema discuss the Business Honors Program.

Indiana University

When you become a student at Indiana University, you join an academic community internationally known for the excellence and diversity of its programs. With 853 degree programs, the university attracts students from all 50 states and around the world. The full-time faculty numbers more than 3,600 and includes members of many academic societies such as the American Academy of Arts and Sciences, the American Philosophical Society, and the National Academy of Sciences.

Indiana University was founded at Bloomington in 1820 and is one of the oldest and largest institutions of higher education in the Midwest. It serves nearly 94,000 students on eight campuses. The residential campus at Bloomington and the urban center at Indianapolis form the core of the university. Campuses in Gary, Fort Wayne, Kokomo, New Albany, Richmond, and South Bend join Bloomington and Indianapolis in bringing an education of high quality within reach of all of Indiana's citizens.

General Policies

Nondiscrimination Policy Indiana University is committed to equal opportunity for all persons and provides its services without regard to gender, age, race, religion, ethnic origin, sexual orientation, veteran status, or disability. The university director of affirmative action is responsible for carrying out the affirmative action program for units in central administration. In addition, there is an affirmative action officer on each campus who develops and administers the program there.

Confidentiality of Student Records In accordance with federal statutes and regulations, student records are confidential and available for disclosure to persons other than the student only under stated conditions.

Student Rights and Responsibilities A statement of students' rights and responsibilities is published in a handbook, *Code of Student Ethics*, which contains a description of due process hearings in the event of disciplinary action.

Degree Requirements Students are responsible for understanding all requirements for graduation and for completing them by the time they expect to graduate. Information about a specific school or division can be

found in the front section of the bulletin for that school.

Requests for deviation from department, program, or school requirements may be granted only by written approval from the respective chairperson, director, or dean (or their respective administrative representative). Disposition at each level is final.

Undergraduate Admissions Policy

Indiana University has adopted the following admissions policy to insure that undergraduate students are properly prepared for college work. These standards seek to ensure either adequate academic preparation in high school or evidence of unusual motivation on the part of each student admitted to the university. Effective first semester 1991-92, applicants for admission to Indiana University will be expected to meet the following criteria.

Freshman Students¹

1. Graduation from a commissioned Indiana high school or comparable out-of-state institution, successfully completing a minimum of 28 semesters of college-preparatory courses including the following:
 - (a) Eight semesters of English (One semester each of speech and journalism may be included.).
 - (b) Four semesters of social science (economics, government, history, psychology, or sociology).
 - (c) Four semesters of algebra (two semesters of which must be advanced algebra) and two semesters of geometry.
 - (d) Two semesters of laboratory science (biology, chemistry, or physics).
 - (e) Eight semesters in some combination of foreign language; additional mathematics, laboratory science, or social science; computer science; and other courses of a college-preparatory nature.
 - (f) Four semesters of foreign language are strongly recommended.
 - (g) Courses to develop writing composition skills are strongly recommended.
2. A rank in the upper half of the high school graduating class for Indiana residents or a

¹Some academic programs require specific qualifications in addition to those enumerated in this policy.

- rank in the upper third of the high school graduating class for out-of-state residents.
3. A score above the median established by Indiana students on a nationally standardized admissions test. Students who have been out of high school for three or more years do not have to submit test scores unless required for admission to specific programs.
 4. Each campus may accept students who are deficient in (1), (2), or (3) of the above specifications upon receipt of such evidence as the combination of strength of college-preparatory program, rank in class, grades and grade trends in college-preparatory courses, and standardized test scores. For persons who do not meet the above criteria and who have been out of high school three or more years, admission can be based on other factors such as a General Educational Development (GED) diploma, maturity, work experience, military service, and other factors as determined by the campus.
 5. Each campus, at its discretion, may admit a student on a probationary basis and/or through faculty sponsorship.

Transfer Students¹

1. Submission of official transcripts from all previous institutions attended.
2. The transcripts must reflect a cumulative grade point average of at least a 2.0 (on a 4.0 scale) for Indiana residents and at least a 2.5 (on a 4.0 scale) for out-of-state residents.
3. If the student has fewer than 26 transferable credit hours, the high school record should reflect compliance with freshman admission requirements as specified above.
4. The credentials of students seeking transfer to Indiana University will be evaluated on an individual basis.

When students do not qualify upon first application, they will be counseled about ways of removing deficiencies so that they may qualify for admission at a later date. If any provision of this policy is held invalid, the invalidity does not affect other provisions of this policy which can be given effect without the invalid provision, and to this end the provisions of this policy are severable.

¹ Some academic programs require specific qualifications in addition to those enumerated in this policy.

Transfer to Other Indiana University Campuses

The policy stated below concerning transfer credit pertains to undergraduate students only.

Indiana University credits transferred from one campus of Indiana University to another will be evaluated and accepted in terms at least as favorable as credits transferred from other accredited institutions in the United States. No review of the credits will be undertaken except in good faith terms of the same criteria used in evaluating external credits. In fact, students transferring within the Indiana University system are treated much more favorably because of the similarity of course work on the eight campuses.

Students who want to transfer to another campus should follow these procedures:

1. Inform your academic adviser of your decision as soon as possible. Degree requirements may vary from one campus to another but if your adviser knows of your plan, your academic program can be designed to meet the requirements of the campus you will eventually attend.
2. Contact the department chairperson (or the designated adviser) at the campus you plan to attend. Discuss your plan and ask about any special procedures. For example, students transferring in fine arts must submit portfolios of their work. Music transfer students must be auditioned.
3. As the date of transfer approaches, check with your campus registrar to get information on registration dates and procedures on the other campus. If there is a preregistration or preenrollment procedure at the other campus, you should plan to take advantage of it. Contact the registrar of the other campus to determine whether you can fulfill any of these responsibilities by phone. Your registrar has a direct telephone line to all other registrars.
4. When you arrive on the new campus, contact your assigned academic adviser or department chairperson as soon as possible. Discuss your academic progress to date and the additional course work required for your program.

Rules Determining Resident and Nonresident Student Status for Indiana University Fee Purposes

These rules establish the policy under which students shall be classified as residents or nonresidents upon all campuses of Indiana University for university fee purposes. Nonresident students shall pay a nonresident fee in addition to fees paid by a resident student.

These rules shall take effect February 1, 1974; provided, that no person properly classified as a resident student before February 1, 1974, shall be adversely affected by these rules, if he or she attended the university before that date and while he or she remains continuously enrolled in the university.

1. "Residence" as the term, or any of its variations (e.g., "resided"), as used in the context of these rules, means the place where an individual has his or her permanent home, at which he or she remains when not called elsewhere for labor, studies, or other special or temporary purposes, and to which he or she returns in seasons of repose. It is the place a person has voluntarily fixed as a permanent habitation for himself or herself with an intent to remain in such place for an indefinite period. A person at any one time has but one residence, and a residence cannot be lost until another is gained.
 - (a) A person entering the state from another state or country does not at that time acquire residence for the purpose of these rules, but except as provided in rule 2(c), such person must be a resident for 12 months in order to qualify as a resident student for fee purposes.
 - (b) Physical presence in Indiana for the predominant purpose of attending a college, university, or other institution of higher education, shall not be counted in determining the 12-month period of residence; nor shall absence from Indiana for such purpose deprive a person of resident student status.
2. A person shall be classified as a "resident student" if he or she has continuously resided in Indiana for at least 12 consecutive months immediately preceding the first scheduled day of classes of the semester or other session in which the individual registers in the university, subject to the exception in (c)¹ below.
 - (a) The residence of an unemancipated person under 21 years of age follows that of the parents or of a legal guardian who has actual custody of such person or administers the property of such person. In the case of divorce or separation, if either parent meets the residence requirements, such person will be considered a resident.
 - (b) If such person comes from another state or country for the predominant purpose of attending the university, he or she shall not be admitted to resident student status upon the basis of the residence of a guardian in fact, except upon appeal to the Standing Committee on Residence in each case.¹
 - (c) Such person may be classified as a resident student without meeting the 12-month residence requirement within Indiana if his or her presence in Indiana results from the establishment by his or her parents of their residence within the state and if he or she proves that the move was predominantly for reasons other than to enable such person to become entitled to the status of "resident student."¹
 - (d) When it shall appear that the parents of a person properly classified as a "resident student" under subparagraph (c) above have removed their residence from Indiana, such person shall then be reclassified to the status of nonresident; provided, that no such reclassification shall be effective until the beginning of a semester next following such removal.
 - (e) A person once properly classified as a resident student shall be deemed to remain a resident student so long as remaining continuously enrolled in the university until such person's degree shall have been earned, subject to the provisions of subparagraph (d) above.
3. The foreign citizenship of a person shall not be a factor in determining resident student status if such person has legal capacity to remain permanently in the United States.
4. A person classified as a nonresident student may show that he or she is exempt

¹ Note: Rules 2(b) and 2(c) apply only to unemancipated persons under 21 years of age.

from paying the nonresident fee by clear and convincing evidence that he or she has been a resident (see rule 1 above) of Indiana for the 12 months prior to the first scheduled day of classes of the semester in which his or her fee status is to be changed. Such a student will be allowed to present his or her evidence only after the expiration of 12 months from the residence qualifying date, i.e., the date upon which the student commenced the 12-month period for residence. The following factors will be considered relevant in evaluating a requested change in a student's nonresident status and in evaluating whether his or her physical presence in Indiana is for the predominant purpose of attending a college, university, or other institution of higher education. The existence of one or more of these factors will not require a finding of resident student status, nor shall the nonexistence of one or more require a finding of nonresident student status. All factors will be considered in combination, and ordinarily resident student status will not result from the doing of acts which are required or routinely done by sojourners in the state or which are merely auxiliary to the fulfillment of educational purposes.

- (a) The residence of a student's parents or guardians.
- (b) The situs of the source of the student's income.
- (c) To whom a student pays his or her taxes, including property taxes.
- (d) The state in which a student's automobile is registered.
- (e) The state issuing the student's driver's license.
- (f) Where the student is registered to vote.
- (g) The marriage of the student to a resident of Indiana.
- (h) Ownership of property in Indiana and outside of Indiana.
- (i) The residence claimed by the student on loan applications, federal income tax returns, and other documents.
- (j) The place of the student's summer employment, attendance at summer school, or vacation.
- (k) The student's future plans including committed place of future employment or future studies.
- (l) Admission to a licensed profession in Indiana.
- (m) Membership in civic, community, and other organizations in Indiana or elsewhere.
- (n) All present and intended future

connections or contacts outside of Indiana.

- (o) The facts and documents pertaining to the person's past and existing status as a student.
 - (p) Parents' tax returns and other information, particularly when emancipation is claimed.
5. The fact that a person pays taxes and votes in the state does not in itself establish residence, but will be considered as hereinbefore set forth.
 6. The registrar or the person fulfilling those duties on each campus shall classify each student as resident or nonresident and may require proof of all relevant facts. The burden of proof is upon the student making a claim to a resident student status.
 7. A Standing Committee on Residence shall be appointed by the president of the university and shall include two students from among such as may be nominated by the student body presidents of one or more of the campuses of the university. If fewer than four are nominated, the president may appoint from among students not nominated.
 8. A student who is not satisfied by the determination of the registrar has the right to lodge a written appeal with the Standing Committee on Residence within 30 days of receipt of written notice of the registrar's determination which committee shall review the appeal in a fair manner and shall afford to the student a personal hearing upon written request. A student may be represented by counsel at such hearing. The committee shall report its determination to the student in writing. If no appeal is taken within the time provided herein, the decision of the registrar shall be final and binding.
 9. The Standing Committee on Residence is authorized to classify a student as a resident student, though not meeting the specific requirements herein set forth, if such student's situation presents unusual circumstances and the individual classification is within the general scope of these rules. The decision of the committee shall be final and shall be deemed equivalent to a decision of the Trustees of Indiana University.
 10. A student or prospective student who shall knowingly provide false information or shall refuse to provide or shall conceal information for the purpose of improperly achieving resident student status shall be subject to the full range of penalties, including expulsion, provided for by the

university, as well as to such other punishment which may be provided for by law.

11. A student who does not pay additional monies which may be due because of his or her classification as a nonresident student within 30 days after demand, shall thereupon be indefinitely suspended.
12. A student or prospective student who fails to request resident student status within a particular semester or session and to pursue a timely appeal (see rule 8) to the Standing Committee on Residence shall be

deemed to have waived any alleged overpayment of fees for that semester or session.

13. If any provision of these rules or the application thereof to any person or circumstance is held invalid, the invalidity does not affect other provisions or applications of these rules which can be given effect without the invalid provision or application, and to this end the provisions of these rules are severable.



Melinda Phillabaum, undergraduate adviser, advises business student.

Fees

Enrollment and administrative fees listed here were approved at the May 1992 meeting of the Trustees of Indiana University. Fees are subject to change by action of the trustees. For up-to-date information about fees in effect at registration time, see the campus *Schedule of Classes*.

Certain courses and programs requiring studios, laboratories, microscopes, computers, or other special equipment may involve special fees in addition to the enrollment fee. Applied music, student teaching, and some physical education courses also carry additional fees. See the campus *Schedule of Classes* for a list of such courses and programs.

Fees for Indiana University campuses other than Bloomington and Indianapolis are published in the bulletin of the specific campus.

ENROLLMENT FEES	Indiana Resident	Nonresident
Bloomington Campus		
Undergraduate ¹	\$1,291.00 flat fee/ 12 to 17 credit hours \$80.50/credit hour under 12 or over 17	\$4,147.00 flat fee/ 12 to 17 credit hours \$259.20/credit hour under 12 or over 17
Graduate and Professional ¹		
Business-M.B.A. Program ²	\$3,000.00/semester	\$6,000.00/semester
Business ³	\$154.45/credit hour	\$378.00/credit hour
Law	\$129.40/credit hour	\$356.00/credit hour
Optometry	\$133.30/credit hour	\$370.00/credit hour
Other	\$107.85/credit hour	\$311.05/credit hour
Independent Study (Correspondence)	\$71.00/credit hour	\$71.00/credit hour
Dissertation research (G901) ⁴	\$100.00/semester	\$100.00/semester
Auditing (no credit)	\$25.00/credit hour	\$25.00/credit hour
Indianapolis Campus		
Undergraduate ¹	\$80.50/credit hour	\$242.60/credit hour
Graduate and Professional ¹		
Business	\$163.00/credit hour	\$400.00/credit hour
Dentistry	\$6,894.00/year	\$14,300.00/year
Law	\$129.40/credit hour	\$356.00/credit hour
Medicine	\$7,425.00/year	\$16,830.00/year
Other	\$107.85/credit hour	\$311.05/credit hour
Thesis enrollment (G901) ⁴	\$100.00/semester	\$100.00/semester
Auditing (no credit)	applicable credit hour rate	

¹Includes credit courses in the School of Continuing Studies.

²M.B.A. students beginning the program in fall 1992 and thereafter and enrolled in 9 or more credit hours of business courses will be assessed a flat rate. Enrollment in any courses other than business will be assessed on a per-credit-hour basis.

³Graduate business credit hour rates apply to (a) M.B.A. students who began the program prior to fall 1992, (b) M.B.A. students entering in fall 1992 who are enrolled in fewer than 9 credit hours of business courses, and (c) students enrolled in a doctoral business program.

⁴To keep their candidacies active, doctoral students with 90 credit hours or more and Master of Fine Arts students with 60 credit hours or more may enroll in G901 for a flat fee of \$100. Also, they must have completed all graduate degree requirements except for the dissertation or final project/performance. Enrollment in G901 is limited to six times. Students who do not meet these criteria pay the applicable credit hour rate for dissertation research.

ADMINISTRATIVE FEES ⁵	Bloomington Campus	Indianapolis Campus
Application for admission		
Domestic	\$30.00	\$25.00
International	\$35.00	\$50.00
Deferment service charge ⁶	\$17.00	\$17.00
Health service fee ⁷	\$54.50/semester \$23.50/summer I \$31.00/summer II	optional
Late payment charge	\$37.00/semester	\$10.00/month
Late program change ⁸	\$14.00/course added or dropped	\$15.00/course added
Late registration ⁹	\$37.00 to \$187.00/semester \$37.00/summer session	\$22.00 to \$88.00/ semester \$22.00 to \$44.00/ summer session
Student activity fee ¹⁰	\$9.75 or \$19.55/semester \$4.90 or \$9.75/summer session	\$15.50 or \$23.00/ semester
Technology fee, fall or spring semesters ¹¹		
Freshmen	\$25.00, \$50.00, \$100.00	\$25.00, \$50.00, \$75.00
Sophomores	\$8.00, \$16.00, \$32.00	\$9.65, \$19.25, \$28.90
Juniors	\$15.00, \$30.00, \$58.00	\$8.60, \$17.15, \$25.70
Seniors	\$14.00, \$28.00, \$55.00	\$7.50, \$15.00, \$22.50
Graduate/professional, nondegree students	\$9.00, \$18.00, \$35.00	
Special undergraduate students		\$7.50, \$15.00, \$22.50
Technology fee, summer sessions ¹²		
Freshmen	\$25.00, \$50.00	\$25.00, \$37.50
Sophomores	\$8.00, \$16.00	\$9.65, \$14.45
Juniors	\$14.50, \$29.00	\$8.60, \$12.85
Seniors	\$13.75, \$27.50	\$7.50, \$11.25
Graduate/professional, nondegree students	\$8.75, \$17.50	
Special undergraduate students		\$7.50, \$11.25
Transcripts	\$5.25	\$5.25

⁵ Applicable to both in-state and out-of-state students.

⁶ Fee is assessed if deferred billing option is elected.

⁷ Students enrolled in more than 3 credit hours at Bloomington pay a mandatory health service fee. Those enrolled in 3 or fewer credit hours will be charged on a full-cost, fee-for-service basis for services of the IU Health Center.

⁸ After drop/add period (100 percent refund period), students will be assessed \$14.00 in Bloomington and \$15.00 in Indianapolis for each added course, section change, change of arranged hours, or credit/audit change. On the Bloomington campus, students will also be assessed for each dropped course.

⁹ A late registration fee will be assessed any student who does not register during the scheduled registration period. On the Bloomington campus, the fee is \$37.00 for students who register by the last Friday before classes begin and increases by \$10.00 on the Monday of each successive week to a maximum of \$187.00. On the Indianapolis campus, a \$22.00 late registration fee is in effect upon conclusion of registration through the end of the first week of classes, increasing by \$22.00 each successive week to a maximum of \$88.00. In Indianapolis summer sessions, a late registration fee of \$22.00 is assessed the first week, and \$44.00 the second week and thereafter.

¹⁰ On the Bloomington campus, students enrolled in 3 or fewer credit hours during the fall and spring semesters pay a mandatory student activity fee of \$9.75. Students enrolled in more than 3 credit hours pay \$19.55. Summer session students pay a fee per session according to the number of hours they are enrolled: 3 or fewer credit hours, \$4.90; more than 3 credit hours, \$9.75. On the Indianapolis campus, students enrolled in 1 to 8 credit hours pay a mandatory student activity fee of \$15.50 per semester. Students enrolled in 9 or more credit hours pay \$23.00 per semester.

¹¹ A technology fee, based on class standing, will be assessed according to the number of enrolled credit hours as follows: 3 credit hours or fewer; greater than 3 through 6 credit hours; greater than 6 credit hours.

¹² The Indianapolis campus assesses a technology fee, based on class standing, according to the number of enrolled credit hours as follows: 3 or fewer credit hours; greater than 3 credit hours. On the Bloomington campus, a technology fee, based on class standing, will be assessed for each summer session according to the number of credit hours enrolled: 3 credit hours or fewer; more than 3 credit hours.

Fee Refund Schedule

Time of Withdrawal	Refund	Time of Withdrawal	Refund
9 through 16 weeks		1 week or less	
During 1st week of classes or through drop/add period	100%	During 1st day of classes	100%
During 2nd week of classes	75%	During 2nd day of classes	50%
During 3rd week of classes	50%	During 3rd day of classes and thereafter	None
During 4th week of classes	25%	The refund policy applies to credit hour fees and all course-related fees.	
During 5th week of classes and thereafter	None	Procedure	Students must apply to the Office of the Registrar when they withdraw from classes. See the <i>Schedule of Classes</i> for more information.
5 through 8 weeks		Student Financial Assistance	Students can obtain information about financial assistance through the financial aid office, through the student employment office, or through their schools and departments. Contact the Human Resources Administration for information about faculty/staff fee courtesy.
During 1st week of classes or through drop/add period	100%		
During 2nd week of classes	50%		
During 3rd week of classes and thereafter	None		
2 through 4 weeks			
During the 1st and 2nd day of classes or through drop/add period	100%		
During 3rd and 4th day of classes	50%		
During 5th day of classes and thereafter	None		

Veterans Benefits Eligible students will receive veterans benefits according to the following scale, which is based on the number of credit hours in which the student is enrolled.

Undergraduate Benefits	Fall & Spring Semesters	IUPUI ¹ Summer I	Bloomington Summer I	Summer II ¹
full	12 or more	6	4	6
three-quarters	9-11	4-5	3	4-5
one-half	6-8	3	2	3
tuition only	fewer than 6	1-2	1	1-2
Graduate Benefits				
full	8 or more	4	4	4
three-quarters	6-7	3	3	3
one-half	4-5	2	2	2
tuition only	fewer than 4	1	1	1

It is the responsibility of the veteran or veteran dependent to sign up for benefits each semester or summer session of enrollment. It is also the responsibility of the veteran or veteran dependent on the Bloomington campus to notify the Office of Disabled Student Services and Veterans Affairs of any schedule change that may increase or decrease the amount of benefits allowed. Veterans and veteran dependents on the IUPUI campus should notify the Office of the Registrar.

Veterans with service-connected disabilities may qualify for the Veterans Administration Vocational Rehabilitation Program. They should contact their regional Veterans Administration office for eligibility information.

At IUPUI, veterans and veteran dependents must notify their veteran benefit representative on campus in person at the time of registration.

¹ On the IUPUI campus, check with a VA representative for positive verification of your hourly status.

Key to Course Codes

BUS	Business
COMM	Communication and Theatre
CSCI	Computer Science
ECON	Economics
ENG	English
HIST	History
HPSC	History and Philosophy of Science
MATH	Mathematics
PHIL	Philosophy
POLS	Political Science
PSY	Psychology
SOC	Sociology
SPEA	Public and Environmental Affairs
SPV	Supervision

Indiana University Bulletins

You may want to explore other schools of Indiana University. The following is a complete list of our bulletins. Please write directly to the individual unit or campus for its bulletin.

Indiana University Bloomington

College of Arts and Sciences
School of Business¹
School of Continuing Studies²
School of Education³
School of Health, Physical Education, and Recreation
School of Journalism
School of Law—Bloomington⁴
School of Library and Information Science
School of Music
School of Optometry
School of Public and Environmental Affairs³
University Division⁵
University Graduate School

Indiana University—Purdue University Indianapolis

School of Allied Health Sciences
School of Business¹
School of Continuing Studies²
School of Dentistry
School of Education³
School of Engineering and Technology (Purdue University)
Herron School of Art
School of Law—Indianapolis⁴
School of Liberal Arts
School of Medicine
School of Nursing³
School of Optometry
School of Physical Education
School of Public and Environmental Affairs³
School of Science (Purdue University)
School of Social Work
Undergraduate Education Center
University Graduate School

Indiana University East (Richmond)

Indiana University Kokomo

Indiana University Northwest (Gary)

Indiana University South Bend

Indiana University Southeast (New Albany)

Indiana University—Purdue University Fort Wayne

¹ There are two separate bulletins for the Bloomington and Indianapolis undergraduate business programs; please specify which of the two bulletins you need. There is only one bulletin that describes the graduate business programs for both Bloomington and Indianapolis.

² Bulletins on the General Studies Degree Program, Independent Study Program, and Division of Labor Studies are available from this school.

³ Two bulletins are issued: graduate and undergraduate.

⁴ There are two Indiana University schools of law. Be sure to specify whether you want a bulletin of the Bloomington or Indianapolis school.

⁵ Available only to admitted University Division students.

School of Business
Undergraduate Program
801 West Michigan Street
Indiana University-Purdue University Indianapolis
Indianapolis, IN 46202-5151