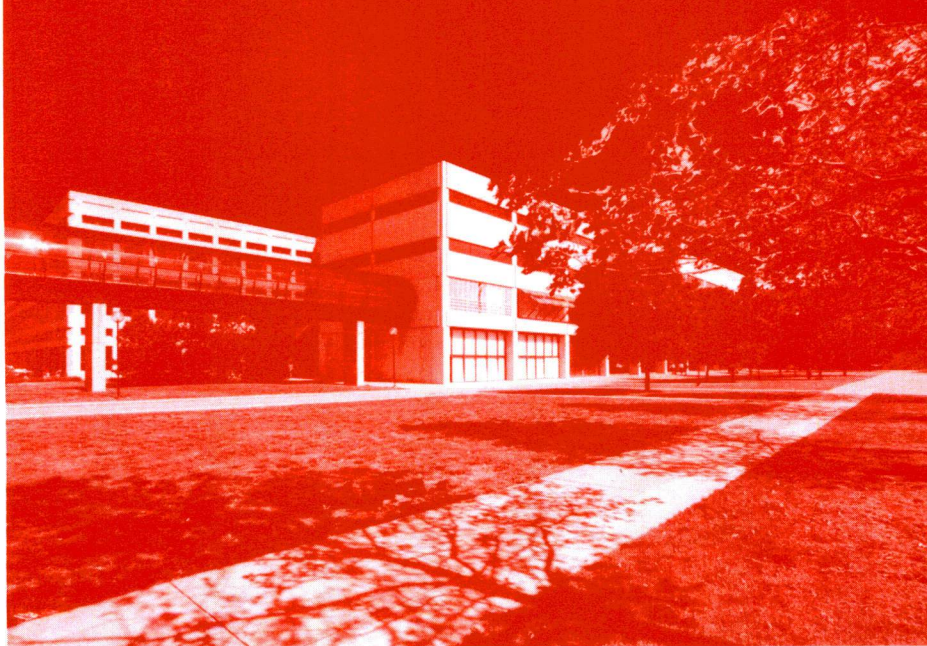


INDIANA UNIVERSITY BULLETIN 1990-1992

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 more than 89,000 students. IU also offers courses through facilities at Columbus, Elkhart, and many other sites.

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Indiana University Bulletin 90/92

School of Business Undergraduate Program

Indianapolis Campus

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Robert Thomas Lenz, Associate Dean for Indianapolis Programs, School of Business

Foreword

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 "core campus" of Indianapolis and Bloomington 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 IUPUI and IU Bloomington permit us to offer outstanding programs in business administration to over 38 percent of Indiana's population.

We call Indiana University-Purdue University at Indianapolis our "Capitol 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 that 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 analysis, business economics and public policy, finance, management and organization, or marketing. 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 Indiana University graduates providing leadership in business organizations around the world.



Robert Thomas Lenz
Associate Dean for Indianapolis Programs

*Jack R. Wentworth, Dean, School of
Business*



School of Business

Purpose of the School

In common with all institutions of higher learning, the Indiana University School of Business has three functions with respect to the information, knowledge, ideas, and insights with which it deals: (1) to communicate them; (2) to order, record, and preserve them; (3) and to originate them or stimulate their production. Because teaching is the primary function of any educational institution, the School of Business seeks to provide, on both the graduate and undergraduate levels, instruction that is rooted in a tradition of scholarship and that encourages the generation of new ideas and knowledge.

The business firm, operating in a dynamic social, political, and economic environment, is studied as the key social institution of our times. In its programs the School of Business seeks to provide a firm base of liberal education consistent with that of any other professional preparation, to strive for adequate breadth within its own curriculum, and to maintain a continuing lively interchange with related fields.

In its Undergraduate and MBA Programs, the school seeks to prepare men and women for positions as executives and specialists in business; thus it serves a career-oriented clientele. The school prizes the opportunity to contribute to the development of more highly proficient, more scientific, and more fully professional business administrators. While the programs of the Graduate School of Business are regarded as fully professional activities, they are weighted, particularly at the master's level, toward a comprehensive understanding of the whole business process and its environment. The doctoral programs emphasize advanced academic studies and research.

It is a particular purpose of the School of Business that its teaching and much of its research activity be future-oriented. The growing, rapidly changing character of the American economy has never been more evident than in recent years. The potentialities for continuing changes in technology, in institutional and organizational patterns, in leisure-time use, and in the relations of the American economy to the rest of the world are enormous. To be of any lasting value, business schools must develop in students the ability to project their thinking and to

shape the future. This purpose permeates all of the school's programs.

To prepare prospective executives for their professional responsibilities, the school orients its instructional and research activities around two themes: (1) people as managers and executives, planners, decision makers, organizers, and controllers of operations in their particular firms; and (2) people as analysts of, and adapters to, the larger economic and political environment in which the firms find themselves. Subject matter and instructional techniques are centered around decision making and implementation.

Through the application of well-chosen case studies, the student is provided the tools for solving the concrete problems of management associated with such functions as finance, personnel, production, accounting, marketing, and related fields. Academic advisers recommend balanced course programs that are adjusted to the particular backgrounds and interests of individual students.

In view of the power wielded by many corporate managements in modern American society, it is important that students leave the School of Business with a salutary sense of their social responsibilities as future executives and with a personal philosophy of business which, while still evolving and flexible, is already reasonably coherent. Students must discover for themselves the beliefs and purposes that can give inner direction to their careers.

Instructional Programs

The school's resources are committed mainly to teaching activities and primarily to the degree programs. However, an adequate summary of the total work of the School of Business must also give attention to the other forms of instruction in which it engages, to activities that serve and support the instruction enterprise, and to research and publication programs.

Degree Programs

Typically, undergraduate students concentrate on the Business Program during the last two years of a four-year business degree program. As already indicated, the Bachelor of Science in Business is a professional degree with an extensive arts, sciences, social sciences, and humanities content.

The Graduate School of Business offers three graduate degree programs—the M.B.A., the D.B.A., and the Ph.D. The Master of Business Administration (M.B.A.) degree offered in Bloomington is a full-time program requiring two academic years. The M.B.A. degree offered in Indianapolis is a part-time, career-integrated program. Both provide professional training primarily for students seeking careers as business executives. For many students, the M.B.A. is a terminal degree. For some students, however, the M.B.A. may be a logical step toward attaining a doctoral degree in business. The school also offers an Executive M.B.A. Program for mid-career executives. This two-year weekend program permits executives to obtain the M.B.A. degree without interrupting their career progress.

The doctoral program offers advanced education in business administration for students contemplating careers in college and university teaching, in research, or in professional staff capacities in business or governmental organizations. If the candidate's progress is successful at all stages, a doctoral degree should require about two calendar years of full-time study beyond the master's level. The typical candidate, however, who does a limited amount of concurrent teaching, research, or other work for the school, must plan a longer period of time to complete degree requirements. Doctoral students in the Graduate School of Business presently choose to work toward the Doctor of Philosophy (Ph.D.) or the Doctor of Business Administration (D.B.A.).

The bachelor's, master's, and doctoral degree programs represent a closely integrated sequence. Many students progress through two of the three levels at Indiana University and a few through all three, although generally, the faculty advises students against earning all three degrees at one institution. With rare exceptions, graduate and undergraduate courses are fully segregated on the principle that mixed graduate/undergraduate classes usually either fail to challenge graduate students sufficiently or do not elicit enough undergraduate participation. Almost as sharp a delineation is maintained between courses at the master's and doctoral levels, partly because of the predominantly different career orientations of the two groups involved.

Two-Year Certificate Program

The School of Business offers a two-year program of study leading to a Certificate in Business Studies. See "Curricular Concentrations."

Other Teaching Activities

The School of Business faculty performs some teaching and counseling services for groups outside of the degree programs when it appears to be in the public interest. These functions are carefully planned so they will not encroach upon basic teaching research programs and do not make unreasonable demands on faculty members' time. We believe these extracurricular projects often deepen faculty development in both university teaching and research. Of special importance is the area of executive education.

Executive Education The director 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 visiting businessmen and businesswomen 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.

Conferences, Institutes, and Community Services There are other special instructional programs conducted under the school's auspices, such as the Indiana University Business Alumni Association, which considers topics of major current interest to the business community.

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 of the University. The School of Business presently supports six research centers. Each has a unique mission and a natural constituency in the business world.

Indiana Business Research Center (IBRC)
Institute for Research on the Management of Information Systems (IRMIS)

Transportation Research Center
 Center for Real Estate Studies
 Center for Entrepreneurship and Innovation
 Indiana Center for Global Business

Publication

The School of Business assists the faculty in preparing the results of research and other writing 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, 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.

Development of the School of Business

Today the IU School of Business operates as one school on two campuses—Indianapolis and Bloomington. Business education at Indiana University began in Bloomington over a century ago. The first *Catalog* of Indiana University, 1830-31, included political economy in the curriculum. From this first course, throughout the remainder of the century, there developed a Department of Political Economy, later referred to as the Department of Economics and Social Science. From early courses in these areas grew what is now referred to as the "core program" of study in the School of Business.

In 1902, several business courses were introduced and listed in the University *Catalog* of that year. A two-year "commercial course," preceded by two years of precommerce work in liberal arts, was established. In 1904, the first 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 throughout the years and currently emphasized in the education of the American businessman and businesswoman. In 1920 a separate School of Commerce and Finance was organized. The school became a member of the American Assembly of Collegiate Schools of Business in 1921, and in 1933 it was renamed the School of Business Administration and placed under the direct control of its own faculty. In 1938 the title of the school was shortened to the School of Business.

The Junior Division (now the University Division) of the University was established for all first-year students in 1942. Since that time, enrollment in the School of Business has not included freshmen. Graduate work in business administration, first authorized in 1936, expanded rapidly after World War II. Programs for the degrees Master of Business Administration and Doctor of Business Administration were instituted in 1947. In 1961 the designation of the area of study formerly referred to as the Graduate Division of the School of Business was changed to the Graduate School of Business. With the reorganization of the University in November 1974, one School of Business began operating at two campuses—Bloomington and Indianapolis.

Although business courses were offered as early as 1916 on the Indianapolis campus, the bachelor's degree in business was not available at the Indianapolis campus until the 1969 merger with Purdue University. Beginning in 1969, divisional structure emerged in Indianapolis with an assistant chairperson at its head. In 1969-70, a complete undergraduate degree program for four major areas in business was offered, as well as three two-year certificate programs.

The terms *Graduate School of Business* and *Undergraduate Program* are used in this bulletin on appropriate occasions to designate the level of study concerned. When the term *School of Business* is used, reference is being made to the entire school, including both the Graduate School of Business and the Undergraduate Program on both campuses.

Organization of the School

The school's resident faculty of more than 185 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 by 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 various other chairs and directors. Administrative support for instructional programs is provided by five organizational units: the School of Business Undergraduate Office (Bloomington and Indianapolis), the M.B.A. Office (Bloomington), the Office for the M.B.A./C.I.P. (Career Integrated Program) and Executive M.B.A. Program (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.

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, each

department is 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.

Student Organizations

The faculty of the School of Business recognizes that student organizations may contribute greatly to the programs of the school. Some of these organizations are honorary in nature and facilitate recognition of outstanding performance. Of primary importance is Beta Gamma Sigma, the national honorary business fraternity. Other organizations enable students to develop their interests in various fields through extracurricular programs. Some of the following organizations have active chapters on the Indianapolis campus.

Accounting Club The IU Accounting Club maintains a close relationship among Indiana accounting students, alumni, accounting faculty, and practicing accountants. Members provide numerous services to the community and University, including free income tax services, tutoring in accounting subjects, auditing of student organizations, and scholarships to accounting students. Members meet for discussions, 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 the upper ten percent, or fewer, of the senior class and the upper five percent, or fewer, 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 students of business, and

further the development of high standards of business ethics.

Finance Club This 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.

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 field 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.

Prizes, Awards, and Scholarships

The following awards are made to IUPUI students in the School of Business: Beta Gamma Sigma Scholarship and Awards; Delta Sigma Pi award; Wall Street Journal Award; John W. Berry Memorial Award; J. Dwight Peterson Key Award; Upperclassman Scholarship; and the Cavanaugh Fund Scholarship. Other awards and scholarships are generally available by contributing companies and corporations such as Amoco Oil Company, DuPont Company, Katz, Sapper and Miller CPA's, George S. Olive and Company C.P.A., and Peat, Marwick, Main and Company C.P.A. In addition, scholarships and awards are generally given to the outstanding students in each area of concentration.

Dean's Honor List All undergraduate students in the School of Business with a semester grade point average of 3.5 or higher are recognized on the Dean's Honor List. In Indianapolis, honor students receive letters

from the dean recognizing their meritorious efforts.

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 ten 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 the cream and crimson *fourragère* at Commencement.

Aid to Veterans Financial aid is available to veterans of military service under the government benefits of Public Laws 894.815, 138, or 358. Dependents of military personnel may qualify for financial aid under Public Laws 634 or 361. For information about these benefits, contact the Veterans Administration Regional Office, 575 North Pennsylvania Street, Indianapolis, Indiana 46204; or call (317) 226-5566.

U. S. Army Military Officer Training. The U.S. Army Reserve Officers' Training Corps (ROTC) Program is available for all students. Four-, three- and two-year scholarships are awarded on a competitive basis. Scholarships will pay for tuition, laboratory, graduation, and educational fees, \$390 annually for out-of-pocket expenses, and a tax-free grant of \$1,000 for each year of scholarship. Students may enroll in the ROTC program on a voluntary or exploratory basis during the first two years. Books and supplies are provided, tuition is free, and elective credit hours are awarded for the freshman and sophomore military science classes. Students do not incur any military commitment until enrollment in the third-year course or upon acceptance of an ROTC scholarship. Advance placement in military science is available for veterans, members of the Army Reserve or National Guard, and students with three to

four years of high school ROTC. Non-scholarship advance course students will receive a tax-free living allowance of \$2,000. Students who are members of the Army Reserve or National Guard can become ROTC cadets and receive the benefits from the two programs. Completion of the program leads to a commission as a second lieutenant in either the Active Army, Army Reserve, or National Guard. For further information, contact ROTC, IUPUI, 630 West New York Street, Indianapolis, Indiana 46202-2887; or call (317) 274-2691.

Campus Resources and Student Services

Student Guidance and Counseling Services

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 "Curricular Concentrations.") Faculty members in each area of concentration are available to help students understand and plan for meeting concentration requirements. Academic advisers are located in the Business/SPEA Building, BS 3020, 801 West Michigan Street; (317) 274-2466. Students may obtain counseling from the Counseling Center, the Office of Career Counseling and Placement, or from the Adult Education Coordinating Center.

Adult Education Coordinating Center

Director: Patricia Boaz, Ph.D. (*State University of Iowa, 1951*) The Adult Education Coordinating Center exists to help returning adult students meet their educational needs. In conjunction with the Office of Women's Research and Resources, the center responds to the unique life-planning needs of women and adult students through its career counseling, vocational testing, career library, and resume and referral services. Those students who do not seek a degree or who have a baccalaureate degree and want to take additional courses may enroll in courses through the Adult Education Coordinating Center. For more information, visit the center in Cavanaugh Hall 001E, 425 University Blvd.; or call (317) 274-2066.

Career and Employment Services

Indianapolis: *Director:* Thomas T. Cook, M.A.I.A. (*The Ohio State University, 1971*) *Counselor:* Sherree Wilson, M.S. (*Indiana University, 1988*)

Bloomington: *Director:* Charles Randall Powell, Ph.D. (*The Ohio State University, 1973*)

The Office of Career and Employment Services is located in the Business/SPEA Building (BS 2010). It 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. Career 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 the Office of Career and Employment Services in Indianapolis at the Business/SPEA Building, BS 2010, 801 West Michigan Street; or call (317) 274-2554. Or, for placement information in Bloomington, visit the Business Placement Office, School of Business, BS P100, Indiana University, Bloomington, Indiana 47405; or call (812) 855-5317.

Co-ops/Internships *Program Coordinator:* Janice Martin, M.S. (*Indiana State University, 1983*)

The Professional Practice Program, which offers the internship program for the School of Business, presents a supervised occupational experience. The program places students who are in advanced stages of their degree programs in paid positions for one-semester placements.

The following policies govern the Professional Practice Program in conjunction with the School of Business for students seeking academic credit for work experience:

1. A student may receive a maximum of 6 credit hours toward minimum degree requirements in the School of Business for participation in a Professional Practice Program work experience.
2. All positions 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's course work (and preferably two semesters) remaining after the experience.
5. Each position must be approved by the department of the School of Business offering the position, 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 not participate in positions at their previous or present place of employment.
7. The Professional Practice Program must prescreen all applicants to determine the career suitability of the experience for each applicant. When an applicant's career objective does not match the experience, the Professional Practice Program should confer both with the applicant and with the department of the student's concentration before recommending the assignment of a student to a position different from the student's major area of study.
8. At the conclusion of the semester spent in the position, the student is required to submit a substantial written report acceptable to the department in the School of Business from which credit is to be received. This written report shall describe the nature of the problems, objectives, organization, and operations of the functional area in the organization in which the position was undertaken.
9. There are no exceptions to the above policies.

For more information, contact the Professional Practice Program in the Business/SPEA Building, BS2010, 801 West Michigan Street; or call (317) 274-2554.

Child Care The IUPUI Child Care Center is located at 525 North Blackford Street. This year-round center 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 in the Mary Cable Building, SI129, 525 North Blackford Street; or call (317) 274-3508.

Computing Services IUPUI Computing Services supports academic computing for instruction and research via IBM and Digital Equipment Corporation (DEC) mainframe computers. In addition, a variety of microcomputers are supported. Public terminal clusters and microcomputer clusters for students and faculty are located on both the Michigan Street and 38th Street campuses.

The mainframe systems provide access to timesharing and batch processing. The system offers compilers, statistical packages, database technology, and graphics capabilities. The mainframe computers support terminal operation and timesharing from remote terminals throughout the IUPUI system. There is access to all of the

computers in the IU Computing Network as well as access to external networks.

Students may become members of the ACCESS Point, a microcomputer facility in Computing Services which has hardware and software available for demonstration to ACCESS members. ACCESS staff will help members with hardware and software consultation and system configuration and acquisition. Students in the School of Business are encouraged to purchase their own personal computers.

For information about IUPUI Computing Services, contact the main office in the Engineering and Technology Building, ET1023, 799 West Michigan Street; or call (317) 274-0707.

Counseling Center The Counseling Center offers testing, individual counseling, and group counseling services for students and other members of the University community at no charge. All counseling, interview, 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 419 North Blackford Street.

Disabled Student Services The University recognizes the needs of disabled students. Support services, such as notetakers, tutors, or readers, are available for those students determined eligible.

For further information on preadmission orientation, please contact the Office of Disabled Students in Cavanaugh Hall, CA131, 425 University Blvd.; or call (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.

Health Care and Insurance The Student-Employee Health Service provides all full-time IUPUI students with medical assistance from physicians, nurses, or specialty consultants and free referral to any of the more than 90 specialty clinics connected with the IU School of Medicine. Part-time students may also visit the clinic for a \$5 office charge. All visits are by appointment. The Health Service is located on the first floor of Coleman Hall, East Wing, 1140 West Michigan Street. Call for appointments at (317) 274-8214. The service is open Monday through Friday, 8:30 a.m. to 5:00 p.m.

The health service does not provide in-patient services. Therefore, all students are

urged to obtain some type of health insurance to cover hospitalization. An insurance plan specifically designed for IUPUI students is available at low cost. This policy has been designed by students at IUPUI, and information is available at the Student-Employee Health Service.

Honors Programs The IUPUI Honors Program provides the opportunity for eligible students to enrich their undergraduate education by challenging their scholastic abilities and realizing their scholastic potential. Entering students who graduated in the top 10 percent of their high school classes and who have a combined SAT score of 1200 or better, and IUPUI or transfer students who have completed 12 credit hours and have earned a minimum grade point average of 3.3 (on a 4.0 scale) are eligible for the Honors Program. A student with a grade point average of lower than 3.3 may be permitted to take honors courses with the permission of the director of the Honors Program. For further information, please contact IUPUI Honors Program, Education-Social Work Building, ES2126B, 902 West New York Street; or call (317) 274-2660. (Also, see "Honors Program, School of Business.")

Housing Residential housing for IUPUI students, located in the University Quarter, is managed by the IUPUI Department of Campus Housing. Approximately 600 accommodations for single students and 137 apartments for married students are available to students from all divisions of IUPUI on a first-come basis. In addition, off-campus housing is available to students throughout Indianapolis. 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, contact the Department of Campus Housing, Ball Residence, BR1226, West Michigan Street; or call (317) 274-7457.

Indiana University Libraries at IUPUI The IUPUI library system is composed of numerous libraries open to all students enrolled at the University. The University Library, 815 West Michigan Street, covers liberal arts, social sciences, business, education, journalism, physical education, and technology and is the general undergraduate library at IUPUI. Since procedures at the libraries vary slightly, students should consult with personnel at the main desk of each library before checking out books and other materials. The clerical staff and librarians of the University are available to assist School of 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. The University Library has access to online databases.

Directory of IUPUI Library System

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

School of Medicine Library, Medical Science
Building, MS122, 635 Barnhill Drive,
(317) 274-7182

Science/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, Indiana 47203
(812) 372-8266

Office of Minority Affairs 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 the office of the director of minority student services, 815 West Michigan Street, LY006F, (317) 274-4239. (Also see "Minorities in Business" under "Student Organizations.")

Parking Facilities and Privileges The University recognizes that students in the city need cars. Therefore, it 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 spaces designated for the physically handicapped and restricted parking will be towed.

Parking registration forms are available at the Parking Services Office, 1004 West Vermont Street (317) 274-4232, and at regular student registration. In accordance with the University's policy on refunding academic fees upon withdrawal from school, a student may receive a parking permit refund upon return of an unexpired permit.

Parking for the Disabled 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; (317) 274-8214.

Regular permit fees will be charged for this special parking. To get a special parking permit, visit the Parking Services Office, 1004 West Vermont Street; or call (317) 274-4232.

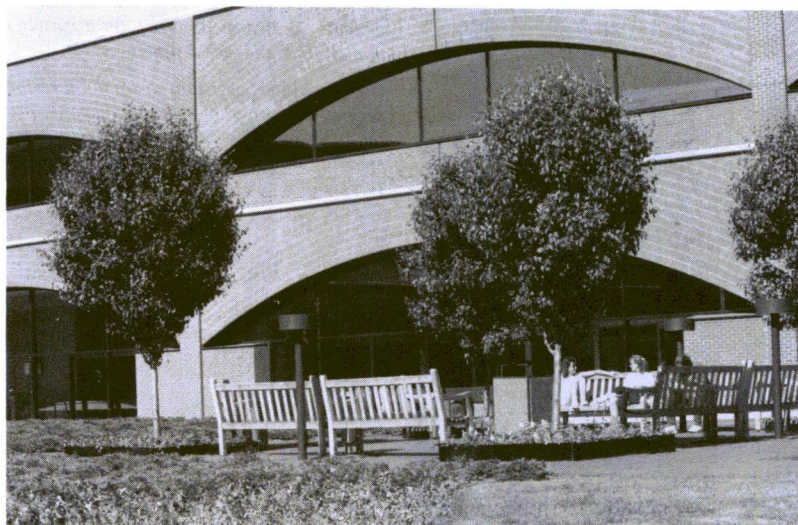
Placement Testing Program The Testing Center, 902 West New York Street, (317) 274-2620, provides a Placement Testing and Orientation Program for all new beginning students and transfer students at IUPUI. Prior to course counseling and registration, students are required to complete English and mathematics tests to assist in academic advising and selection of courses.

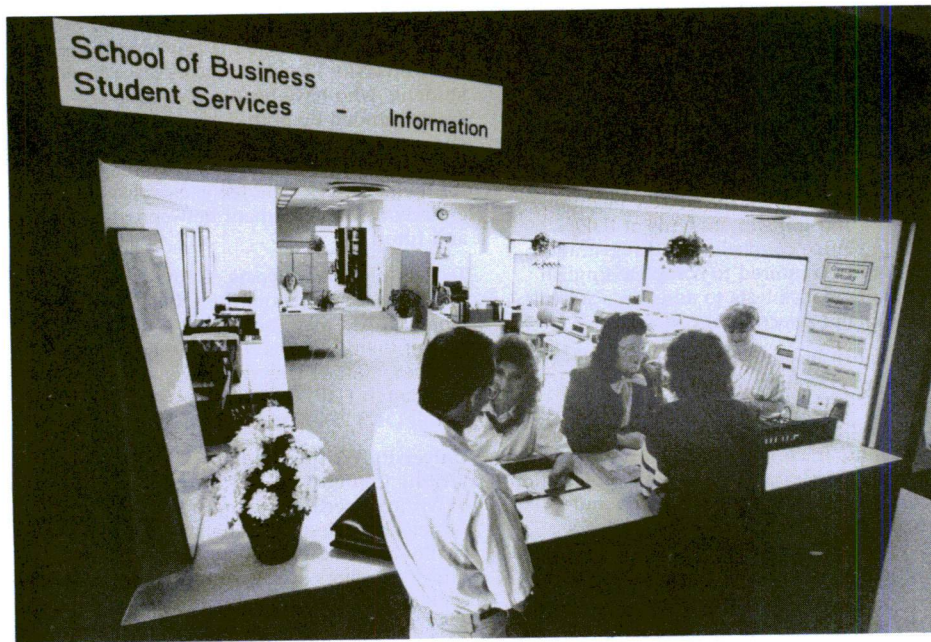
The English test consists of an essay test including grammar, sentence structure, spelling, punctuation, and capitalization. The mathematics test includes whole number operations, fractions, decimals, exponents, algebraic expressions, equation simplification, factoring, geometry, trigonometry, and progression.

Tutoring A tutorial service for IUPUI undergraduate students is provided through the University Division. Tutors are advanced students who have been screened and recommended by both department chairpersons and University Division 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 University Division, Cavanaugh Hall, CA303, 425 University Blvd.; or call (317) 274-3986.

University Writing Center The University Writing Center provides tutoring for all kinds of writing needs as well as a hot line service for telephone inquiries. Its staff consists of faculty and English majors who serve as tutors. Students are encouraged to use the center's services in Cavanaugh Hall, CA427, 425 University Blvd.; or call (317) 274-2049.





Students visit the School of Business information window, located in BS 3020, for a variety of administrative and social functions.

Georgia Miller, assistant dean and director of undergraduate programs for Indianapolis, presents the J. Dwight Peterson Key Award to the outstanding undergraduate business student at IUPUI.

Undergraduate Program

The goal of the Undergraduate Program is to graduate students to understand the dynamic economic, social, and political environment in which they will work and live. Thus, students enter the School of Business in their junior year, after they have a thorough foundation in the liberal arts and sciences. Good communication skills are stressed throughout their education, with speaking and writing proficiency and computer literacy among the requirements. Once in the Undergraduate Program, students complement their basic education with studies in general business theory and practice, followed by more intensive study in their areas of special interest.

Growing enrollments indicate the high esteem in which the School of Business is held. Recent national surveys place the Undergraduate Program among the top three or four in the country, and *Money* magazine lists it as one of the "Big Ten" business schools in the country for undergraduates.

During their junior year, students are immersed in the Integrative Core, an award-winning IU program that has been adopted by universities around the country. The "I-Core" is a one-semester program that integrates theory and applications in the three functional areas of business—finance, marketing, and production. It is based on a series of projects, or "cases," which require students to apply the theories they are studying in class to real-life business problems. The semester culminates with a major case study that involves all business functions. Because many assignments are completed as team projects, the Integrative Core also teaches teamwork and group problem solving, the very skills students will need when they enter the workplace.

While the Integrative Core exposes students to a variety of concepts so they can understand changing conditions and attitudes in the business world, each student also selects an area of concentration for more intensified study. Accounting, finance, management, and marketing are among those most frequently chosen. A growing number of students are also opting for courses in two other areas that are increasing in popularity: international business and entrepreneurship.

In the Undergraduate Program, students can expand their educational experience through the many special programs that have been

established for them, including many professional interest clubs and organizations. Students can also apply for the business school's overseas programs at The University of Limburg in the Netherlands or the National University of Singapore where they spend several months gaining knowledge of business in either Western Europe or Southeast Asia while studying the history and economics of the area.

Such special activities as these offer students an added dimension to their education because they have a chance to interact with faculty members and successful business executives on an informal basis. Students are strongly encouraged to supplement their classroom studies with these opportunities throughout their years in the School of Business.

During their senior year, students prepare for the transition into their careers by taking the course, Business X410, Business Career Planning and Placement. As graduation approaches, they round out their education with Business J401, Administrative Policy, which pulls together the material they have been studying for four years. Finally they are ready to graduate and transfer all that energy they have been pouring into their education to their careers and the organizations they will join.

Program Objectives

The graduates of the Undergraduate Program should possess an education that will serve them throughout their careers in business as well as an entry-level position. Graduates of the Undergraduate Program of the IU 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 the firm's operations;
4. be able to articulate their thoughts orally and in written form and be able to use computers;
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 capability 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.

Admission Requirements

To be eligible for admission to the School of Business Undergraduate Program, students must:

1. have junior status (56 credit hours counting toward graduation at the college level) either at Indiana University or elsewhere and be in good academic standing.
2. successfully complete the following eleven prerequisite courses (or equivalents):

Business A201-A202 Introduction to Accounting I-II
 Business L203 (L201) Commercial Law I
 CSCI 208 (Business K201) The Computer in Business (FORTRAN)
 Economics E201-E202 (E103-E104) Principles of Economics I-II
 Economics E270 (E370) Introduction to Statistical Theory in Economics
 MATH M118 Finite Mathematics
 MATH M119 Brief Survey of Calculus
 Psychology B104 (P102) Psychology as a Social Science
 or
 Psychology B105 (P101) Psychology as a Biological Science
 Sociology R100 (SOC S100) Introduction to Sociology

To be eligible for admission, students must have a minimum grade point average of 2.3 (on a 4.0 scale) in the eleven prerequisites. Grade point averages are computed on the basis of all course enrollments in which grades of A, B, C, D, and F were received. FX grades will be counted as F grades in determining the grade point average. Students who wish to retake one or more of the above eleven courses with the objective of raising their grade point average may do so only with formal written approval of the School of Business. Unauthorized repeats will not be honored.

3. complete the second writing requirement, Business X204 Business Communications or English W231 Professional Writing

Skills, with a minimum grade of C – prior to admission to the School of Business. Effective fall semester 1990, students are required to complete the public speaking course Communication C110 Fundamentals of Speech or substitute, with a minimum grade of C – prior to admission to the School of Business.

For information concerning Bloomington admission requirements, contact Nora Sullivan, Director of Undergraduate Certification, Undergraduate Programs, School of Business, BUS230, Indiana University, Bloomington, Indiana 47405; or call (812) 855-9310.

Business Courses Numbered 301 or Above

Enrollment in business courses numbered 301 or above is limited to:

1. business students;
2. non-business students who are registered for the minor in business;
3. non-business students who are registered for specific programs requiring business courses, such as computer science, health administration, telecommunications, journalism (in the case of journalism, only enrollments in the required business courses will be permitted);
4. other students or categories of students with specific permission of the department offering the course (departments may choose to declare certain courses as "open enrollment" courses).

Transfer Credit Policy Students who transfer to the Undergraduate Program in the School of Business must take the courses appropriate to their programs of study as required by the School of Business if they have not had equivalent courses in the schools from which they transfer. Only credit from institutions accredited by the North Central Association of Colleges (NCA), or its equivalent, will be accepted.

Courses in basic business subjects (freshman, 100 level; sophomore, 200 level) will be accepted for specific equivalency.

Courses in advanced business subjects (junior, 300 level; senior, 400 level) taken in baccalaureate institutions in the junior and senior year will be accepted as equivalent by number if the school is accredited by the American Assembly of Collegiate Schools of Business (AACSB). If the school is not AACSB-accredited, the courses will be accepted as "undistributed" subject to oral or written examinations for equivalency.

Advanced courses taken in the freshman or sophomore year at the four-year institutions will be accepted as "undistributed," subject

to written examination for specific equivalency. Advanced courses taken at two-year institutions will be accepted as "undistributed" and will be counted only as business electives.

Grades are not transferred; only credit in a course is recorded. Evaluation of credit is completed after a student is admitted to the University. Credits earned at technical schools are not accepted in transfer.

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

Transient Students Transient students are those who take IU courses to fulfill requirements for a degree offered at a college or university other than Indiana University. To be eligible to enroll in IU courses, transient students must present a transcript verifying that they received a minimum grade point average of 2.0 (on a 4.0 scale) from the "home institution." They must meet all prerequisite requirements for the IU courses in which they want to enroll. It is the responsibility of the individual as a transient student to determine whether credits earned at IUPUI may be applied toward the degree being sought from that student's "home university."

Veterans' Credit 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 American Council on Education (ACE) "Guide to the Evaluation of Education Experiences in the Armed Services" in granting credit. Credit in business subjects is evaluated as "undistributed" and is subject to oral or written examination for specific equivalency.

Junior and Community College Credits The total of credits earned through junior or community colleges is limited to a maximum of 60 credit hours.

Only credits earned at Indiana University will count toward a student's grade point average. Grades from other universities transfer as credit only, although transfer grades will appear on the Credit Transfer Report.

Policies Governing the Undergraduate Program

Degree Requirements Students in the School of Business are responsible for planning their own programs and for meeting degree requirements. It is their responsibility to understand fully and to

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.

Degree Applications Candidates for the B.S. in Business are expected to file a degree application. Students who expect to graduate in December should file a degree application before October 1. Students who expect to graduate in May, June, or August should file a degree application before February 5.

Credit Hours Requirements The minimum number of credit hours required for the Bachelor of Science in Business is 123 in courses meeting the various requirements stated in this bulletin. Of this number, at least 48 credit hours shall be in business and economics courses and at least 50 credit hours shall be in courses other than business and economics.

Grade Code The official grade code of the University is as follows: A+ or A (highest passing grade), A-, B+, B, B-, C+, C, C-, D+, D, D- (lowest passing grade), F (failed), I (incomplete), S (satisfactory), P (passing), R (deferred), and W (withdrawn).

Quality points are assigned for purposes of determining the cumulative grade point average as follows:

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 I, S, P, R, or W.

Grade Point Average Requirements A minimum cumulative grade point average of 2.0 (C) is required for graduation. Grades of A, B, C, D, and F are included in the grade point average. Transfer students admitted from other institutions with deficiencies in credit points are expected to overcome those deficiencies with Indiana University grades.

Note: The School of Business will count all F grades, including FX and WF grades, in determining an undergraduate's cumulative grade point average.

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.

Semester Load A typical academic load is 12 to 17 credit hours with an average load being approximately 15 credit hours. A student expecting to carry more than 17 credits 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.

Addition of 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 the dean of the school in which the student is registered.

Withdrawals A grade of W 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 general, no withdrawals will be permitted after these periods. Exceptions to this policy will be made only for urgent reasons relating to extended illness or equivalent distress. In order to withdraw from a course after the automatic withdrawal period, the student must petition the Committee on Withdrawals (transmitted through 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.

A student 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 will be permitted during this period. 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).

Incompletes If a student is not in attendance during the last 25 percent of an academic term, the instructor may report a grade of I (indicating that the work completed is satisfactory but that the entire course has not been completed) if the instructor has reason to believe that the absence is beyond the student's control. If not, the instructor shall record a grade of F. It is the instructor's responsibility to specify what work the student must do to remove the Incomplete and the time frame allowed for completion. The registrar will automatically change an I to an F if the Incomplete is not removed within one calendar year of the date of recording the Incomplete. The instructor, however, may require that the Incomplete be removed in any appropriate time frame shorter than one year. A grade of I (incomplete) may be removed if the student completes the work within the time limit or if the dean authorizes the change of the I to W. A student 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. 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, Deferred 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*.

Regional Campuses Four-year degree programs in certain concentration areas may be completed at Indiana University-Purdue University at Fort Wayne, Indiana University at Kokomo, Indiana University Northwest, Indiana University at South Bend, Indiana University Southeast, as well as at the

Bloomington and Indianapolis campuses. Students may complete a substantial portion of the four-year degree program at Indiana University East.

Students wishing to transfer to one of the eight IU campuses are required to meet the School of Business admission requirements of the campus they plan to attend. Admission requirements will vary among campuses.

Senior Residence Requirement The last 30 credit hours of work toward the B.S. in Business must be completed at Indiana University.

Students will be certified for graduation by the campus at which they complete the last two semesters (30 or more credit hours).

Permission to take credit courses during the senior year at another institution or by correspondence study may be procured to a maximum of 6 credits, by petitioning the Director of Undergraduate Programs, 801 West Michigan Street, Indianapolis, Indiana 46202; (317) 274-2466.

Independent Study Credit by

Correspondence Undergraduate students in the School of Business may take no more than two courses (6 credit hours) by correspondence study to count toward the undergraduate degree requirements of the School of Business. Because of their basic importance in the Undergraduate Program, the following courses (or equivalents)¹ may not be taken by correspondence to count toward degree requirements:

Business A201, A202, F301, J401, L203 (L201), M301, P301, Z301, Z302
 Communication C110 (S121) Fundamentals of Speech
 Communication C223 (S223) Business and Professional Communication
 Communication C227 (S228) Argumentation and Debate
 Communication C228 (S229) Discussion and Group Methods
 CSCI 208 (Business K201) The Computer in Business (FORTRAN)
 Economics E201-E202 (E103-E104) Principles of Economics I-II
 Economics E270 Introduction to Statistical Theory in Economics
 MATH M118 Finite Mathematics
 MATH M119 Brief Survey of Calculus
 Psychology B104 (P102) Psychology as a Social Science

¹ Bloomington campus equivalent courses are shown in parentheses.

Psychology B105 (P101) Psychology as a Biological Science
 Sociology R100 (S100) Introduction to Sociology, or their equivalents

Concentration requirements (business and nonbusiness) as well as business electives may not be taken by correspondence. Any exceptions to the above policy must have the approval of the Director, Undergraduate Programs, Indianapolis.

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 take whatever action seems necessary for the student's best interest or for the best interest of the school.

Upon the recommendation of the Committee on Admissions and Probation, 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 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.

Probation 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 on critical probation and may be subject to dismissal whenever their cumulative grade point average is below a 2.0 (C).

Dismissal 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). Students who have been dismissed may petition the Committee for Readmission. In such cases, petitions must be submitted at least 30 days prior to the semester or summer session in which students wish to be readmitted.

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 student handbook. 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.

Placement All undergraduate students are required to register with the Business Placement Office. The course Business X410 Business Career Planning and Placement (1 cr.) should be satisfactorily completed during the fall or spring semester of the academic year in which graduation requirements are completed.

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.

ROTC Courses 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.

Credit by Self-Acquired Competency The School of Business does not award credit on the basis of self-acquired competency. 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 him or her a reasonable chance of passing the examination. To be eligible to take a credit examination, the student must be regularly registered at Indiana University.

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 non-business 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.

Credit Deadline All credit of candidates for degrees, except that for the work of the current semester, must be on record at least one month prior to the conferring of the degrees.

Requirements for a Second Bachelor's Degree The School of Business offers to holders of a bachelor's degree in schools other than business, a second bachelor's degree in business.

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, a student may be admitted to candidacy for a second bachelor's degree. In such cases, the candidate must earn at least 30 additional credit hours in residence and meet the requirements of the School of Business and of the concentration in which he or she is a candidate. The requirements are similar to the requirements for the bachelor's degree in business (see succeeding pages).

The candidate will, of course, be exempt from any of those requirements already fulfilled in acquiring the first bachelor's degree. Students who have been awarded the B.S. in Business at Indiana University may register as special students to meet the requirements of a second concentration but cannot be certified for the Bachelor of Science in Business a second time.

Minors Business students may complete the requirements for a minor through departments offering approved minors. 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.

School of Liberal Arts minors are presently offered in the following areas:

- Afro-American Studies
- American Studies
- Anthropology
- Business and Professional Writing
- Economics
- English
- French Language and Literature
- Geography

German Language Skills
 Germanic Culture
 Health Studies
 History
 International Studies
 Medical Sociology
 Organizational Communication
 Philosophy
 Political Science
 Religious Studies
 Rhetoric and Public Address
 Sociology
 Spanish
 Telecommunications
 Theatre and Drama
 Urban Studies
 Women's Studies
 Writing

School of Science minors are presently offered in the following areas:

Chemistry
 Geology
 Mathematical Sciences
 Psychology

The School of Journalism offers a minor in journalism.

Students must see an adviser in the department offering the minor.

Statute of Limitations Students who are candidates for the degree Bachelor of Science in Business have the right to complete degree requirements specified by the bulletin in effect at the time they matriculated at Indiana University, provided (1) that the necessary courses are available and (2) that no more than eight calendar years have elapsed since matriculation.

Undergraduate Curricula

The Undergraduate Program curricula in the School of Business consist essentially of three parts: (1) general-education courses, (2) basic business administration courses, and (3) professional courses for a concentration in business.

The following listing details the courses and credits that all undergraduate curricula require in each of the first two areas. (See "Curricular Concentrations" for professional courses required for specific concentrations in business.) In certain curricular concentrations, specific general-education courses (or equivalents)¹ are required within the five groups of courses listed.

¹ Bloomington campus equivalent courses are shown in parentheses.

General-Education Requirements (Minimum of 50 cr.)¹

I. Foundation Courses (17-18 cr.)

Communication C110 (S121) Fundamentals of Speech Communication, or substitute (3 cr.)

CSCI 208 (Business K201) The Computer in Business (FORTRAN), or substitute (3 cr.)²

English W131 Basic English Composition, or substitute (3 cr.)

Business X204 Business Communications (3 cr.)²

or

English W231 Professional Writing Skills (3 cr.)³

MATH M118 Finite Mathematics, or substitute (3 cr.)

MATH M119 Brief Survey of Calculus, or substitute (3 cr.)

II. Arts and Humanities (12 cr.)

3 credit hours selected from these American History courses:

H105 American History I (3 cr.)

H106 American History II (3 cr.)

Any history course with an "A" prefix

The remaining 9 credit hours may be completed in the following departments:

History

Philosophy

Religious Studies

English—English literature courses; 200 level or above (with "L" prefix),

Comparative literature courses; 200 level or above (with "C" prefix)

Art—Art history courses; 200 level or above (with "H" prefix)

III. Social Sciences (12 cr.)

Psychology B104 (P102) Psychology as a Social Science (3 cr.), or substitute

or

² CSCI 208 The Computer in Business and Business X204 Business Communications will be recorded as a business elective, not in the general-education subtotal. It will not count toward the required 50 credit hours of general-education course work.

³ Students are required to complete the second writing requirement, Business X204 Business Communications, or English W231 Professional Writing Skills, with a minimum grade of C- prior to admission to the School of Business. Effective fall semester 1990, students are required to complete the public speaking course, Communication C110 (S121) Fundamentals of Speech Communication, or substitute, with a minimum grade of C- prior to admission to the School of Business.

Typical Program for Full-Time Student

A typical School of Business program for a full-time Indianapolis student (minimum total of 123 credit hours) would be as follows¹:

SEMESTER	First Year	Second Year	Third Year	Fourth Year
I	English W131 (3 cr.) Math M118 ² (3 cr.) History (3 cr.) PSY B104/B105 (3 cr.) Elective ³ (3 cr.)	Accounting A201 (3 cr.) Economics E201 (3 cr.) CSCI 208 (3 cr.) Business L203 (3 cr.) Elective ³ (3 cr.)	Business F301 (3 cr.) Business M301 (3 cr.) Business P301 (3 cr.) Concentration Requirements or Electives ³ (6 cr.)	Business X410 (1 cr.) Business J401 (3 cr.) Concentration Requirement or Electives ³ (12 cr.)
SEMESTER	Business X204 or English W231 (3 cr.) Math M119 ² (3 cr.) Communications C110 (3 cr.) Sociology R100 (3 cr.) Elective ³ (3 cr.)	Accounting A202 (3 cr.) Economics E202 (3 cr.) Economics E270 (3 cr.) Electives ³ (8 cr.)	Business Z302 (3 cr.) Concentration Requirements or Electives ³ (12 cr.)	Concentration Requirements or Electives ³ (15 cr.)
II				
Total				
Credits	30 credits	32 credits	30 credits	31 credits

Psychology B105 (P101) Psychology as a Biological Science (3 cr.), or substitute Sociology R100 (S100) Introduction to Sociology (3 cr.)

or

Sociology R234 Social Psychology (3 cr.) or substitute

The remainder of the Social Science requirement may be satisfied by selecting 6 credit hours from *one* of the following departments:

Anthropology
Political Science

Psychology, courses must be 200 level or above

Sociology

¹ We suggest you consult an adviser for individual considerations as time limitations, course restrictions, and academic capabilities. You are responsible for adhering to prerequisite requirements.

² Honors students may wish to substitute Math M163 and M164.

³ Please refer to the "General-Education Requirements" section of this bulletin. Specific requirements must be met to satisfy the arts and humanities, social science, science, and international dimension areas, 50 credit hours minimum in non-business and economics. Specific requirements must also be met in the business and economics area, 48 credit hours minimum.

IV. Science (5-6 cr.)

Courses selected from the following departments:

Astronomy
Biology
Chemistry
Physics

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.

Note: The following courses do not count for any credit toward any degree program in the School of Business: English W001 Fundamentals of English, MATH 001 Remedial Algebra, MATH 111 Algebra, and Mathematics M110 Excursions in Mathematics.

VI. International Dimension Requirements⁴

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

⁴ Students entering Indiana University in the fall semester of 1987 and after are subject to this requirement. School of Business students from other countries will be considered to have fulfilled this requirement.

- A. Language
6 credit hours in courses 200 level or above in a language other than English
- B. International Business and Economics
Two courses selected from the following list:
Business:
D301 The International Business Environment
D302 International Business: Operations of International Enterprise
F494 International Financial Management
G494 Public Policy and the International Economy
Economics:
E430 Introduction to International Economics
E325 Comparative Economic Systems
E333 International Economics
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 the following list:
Anthropology:
E300 Culture Areas and Ethnic Groups (Variable Title)
E455 Anthropology of Religion
Geography:
G210 World Regional Geography
G321 Geography of Europe
G322 Geography of the Soviet Union
G323 Geography of Latin America
G331 Economic Geography
G355 Political Geography
G365 Geography of the Middle East
History:
A345 American Diplomatic History I
A346 American Diplomatic History II
B341 History of Spain and Portugal
B361 Europe in the 20th Century I
B362 Europe in the 20th Century II
B375 France Since 1815 I
B376 France Since 1815 II
B421 Topics in European History (Topics will vary.)
D314 Soviet Social and Cultural History
F341 Latin America: Discovery, Conquest, and Empire
F342 Latin America: Evolution and Revolution Since Independence
F431 19th Century Latin American Intellectual History
F432 20th Century Revolution in Latin America
F444 History of Mexico
G367 History of Japan I
G368 History of Japan II
H108 Perspectives on the Americas
H209 English History: General Course I
H210 English History: General Course II
H421 Topics in African, Asian, or Latin American History (Topics will vary)
Philosophy:
P323 Society and the State in the Modern World
Political Science:
Y217 Introduction to Comparative Politics
Y219 Introduction to International Relations
Y333 Chinese Politics
Y335 Western European Politics
Y337 Latin American Politics
Y338 African Politics
Y339 Middle Eastern Politics
Y341 Authoritarian Regimes
Y343 Developmental Problems of the Third World
Y345 Contemporary Revolutions
Y369 Introduction to East Asian Politics
Y374 International Organization
Y388 Marxist Theory
Religious Studies:
R393 Comparative Religious Ethics
Sociology:
R338 Comparative Social Systems
See the School of Business Undergraduate Program counselor for possible additional international business courses that may apply.
- ### Basic Business Administration Courses
- #### Sophomore Year
- Business A201-A202 Introduction to Accounting I-II (3-3 cr.)
Business L203 (L201) Commercial Law (3 cr.)
CSCI 208 (BUS K201) The Computer in Business (FORTRAN) (3 cr.)
Economics E201-E202 (E103-E104) Principles of Economics I-II (3-3 cr.)
Economics E270 (E370) Introduction to Statistical Theory in Economics (3 cr.)
- #### Junior Year
- Business Courses*
F301 Financial Management (3 cr.)
M301 Introduction to Marketing Management (3 cr.)
P301 Operations Management (3 cr.)

Z302 Managing and Behavior in Organizations (3 cr.)

Senior Year

Business Courses

J401 Administrative Policy (3 cr.)
X410 Business Career Planning and Placement (1 cr.)

The Integrative Core will be taken during the junior year (Business F301, M301, and P301). These eleven prerequisite courses¹ are specifically required prior to taking the I-Core Program:

Business A201-A202 Introduction to Accounting I-II
Business L203 (L201) Commercial Law
CSCI 208 (Business K201) The Computer in Business (FORTRAN)
Economics E201-E202 (E103-E104) Principles of Economics I-II
Economics E270 (E370) Introduction to Statistical Theory in Economics
MATH M118 Finite Mathematics
MATH M119 Brief Survey of Calculus
PSY B104 (P102) Psychology as a Social Science
or
PSY B105 (P101) Psychology as a Biological Science
Sociology R100 (S100) Introduction to Sociology

The general-education requirements (arts and humanities, social sciences, and science) may be taken any year a student chooses.

Curricular Concentrations

The Undergraduate Program curricula outlined on the following pages include (1) specialized curricula and (2) the Honors Program. Students with special interests, such as an interest in a specific industry, may plan programs that vary somewhat from those outlined below with the permission of faculty advisers.

Accounting

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, Indiana 46204, (317) 232-2980. Students planning practice outside Indiana should consult the C.P.A. board in their state of residence.

Internships in business or government are available on a selective basis during the fall, spring, or summer. Fall is the most ideal time to apply for an accounting internship, as the majority of public accounting internships are spring semester positions. The Career and Employment Office (Business/SPEA Building BS 2010) can provide further information about internships. Call (317) 274-2554.

Course Requirements¹

Sophomore Year: Business A201-A202; L203.

Junior Year: Business A311, A312, A325, A328, L303.

Senior Year: Business A422, A424; Communication C223 (S223) or C228 (S229) or C229 (S228). Two accounting electives are required from: Business A335, A337, A339, A340, A380, A423, A425, A433, A434, A437, A439, and A490.

Business Analysis

Business Analysis is essentially a general business program, particularly useful for students planning to pursue further professional study at the graduate level (such as law school or M.B.A. studies). Because in this concentration students do not specialize in a specific functional area, they choose 18 credits from a broad range of courses in five major areas of business decision making: (A) management of human resources, (B) analytical tools, (C) financial systems, (D) business functions, and (E) business policy.

Course Requirements

Junior and Senior Years: Business G300 and one course from each of the following five groups:

Group A—Business W430, Z403; Z440

Group B—Business A325, M303; Economics E471

¹ Bloomington campus equivalent courses are shown in parentheses.

¹ Bloomington campus equivalent courses are shown in parentheses.

Group C—Business F402, F420; Economics E350

Group D—Business D301, N300, R300, M411

Group E—Business G406, J404, L405, M412; Economics E385; or one course from groups A, B, C, D, not otherwise used.

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. Job opportunities consequently have expanded. Firms are particularly interested in the fields of applied economics and forecasting. Enterprises also have become increasingly influenced by governmental rules, regulations, and policies. Specifically regulated industries, such as public utilities, also have need for individuals qualified to deal with the economic and administrative problems that they encounter. The undergraduate concentration in business economics and public policy provides students with training in forecasting techniques, the application of micro- and macroeconomics to problems of business decision making, the effect of governmental policies on the business environment.

The concentration is designed for students who wish to pursue business or government careers that are related to the field 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. A concentration requires specific courses in political science and economics in addition to those in business economics and public policy. Numerous electives are available to permit students to follow a particular interest or to prepare for a particular career.

Course Requirements

Junior and Senior Years:

1. Business G300, G301, G406; Economics E350.
2. One of the following: Political Science Y301, Y302, Y303, Y304, Y306, Y308, Y309.
3. Two of the following: Business G330, G490, R305, M411; Economics E330 or Business F494, E360, E470, E471.

The political science courses listed above may be counted in the social science or general-education electives.

Business Law

The courses in the business law area are planned to give students an understanding of the nature and functions of law and how the legal system operates. They also examine the legal principles applying to social problems that involve and are of particular concern to business. Textual material, including articles from legal and general interest periodicals, court opinions, statutes, and actual and hypothetical problem cases, are used as teaching materials. Students are given practice in close and careful reading, in analyzing fact situations, and in applying legal principles. Considerable knowledge of business practices is gained from the reading and discussion of legal cases.

Business law is primarily a service area, and no concentration in business law is recognized. A major in business administration with appropriate general-education courses is excellent undergraduate preparation for many kinds of careers in law because a large proportion of legal practice requires an understanding of business and business practices. However, it is advisable for a prelaw student to gain a broad background rather than to emphasize undergraduate law courses.

Finance

The undergraduate curriculum, offered by the faculty in the finance area, 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: Business 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.

Students interested in the finance concentration should recognize that a high

degree of flexibility exists, both across the three tracks and within each one of them. For students who are progressing through their curriculum normally, it is possible to make a choice among these three tracks as late as registration time for second semester of the junior year; in many cases there may be little difficulty in making the choice even a semester later. Common requirements for all concentrations are Business A311, A312, F402, and F420.

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.

Additionally, 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.

Course Requirements In addition to the broad requirements described above, the following courses are required:

Junior and/or Senior Years: Business F446, A325; and Economics E350, plus at least one course from among Business F494, N310, N320, R305, R443, any accounting course (other than Business A201, A202, A311, A312, A325), Business G300, G301, G406, W311; Economics E321, E322, E333, E355, E361, E362, E385, or E433.

Insurance

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 elective introductory course at the undergraduate level is aimed at helping 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.

Course Requirements In addition to the concentration-wide requirements above, the following courses are required:

Junior and/or Senior Years: Business N310, N320, and N490 plus at least one course from among Business F446, F494, R305, R443, A325, A328, G300, G301, M426, or W311. (Note: in some semesters, Business N310 and/or N320 will be offered in Bloomington only.)

Real Estate

The undergraduate 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 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 society's well being.

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.

Course Requirements In addition to the concentration-wide requirements described above, the following courses are required:

Junior and/or Senior Years: Business R305, R440, and R443, plus at least one course from

among Business L408, G330, M303, A328, A325, A339; Economics E350, Business F446, N310, N320, F494, W311 or G300.

Management

The Department of Management encompasses the areas of management and organizations, personnel and industrial relations, 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 and organizations or personnel and industrial relations. Graduate study is also offered by the department.

Management and Organizations

Our 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.

Course Requirements¹

Junior and Senior Years: Business W430, Z403, Z440; three courses selected from: Business W311, W406, W408, W494, Z441, Z444, D301, D302; Economics E340, SPEA V432 (E445); Political Science Y302; Psychology B374, (P319), B424, (P320) B370; Sociology R478 (D403), (S315), R317; or any 400-level School of Business course approved by the student's adviser.

¹ Bloomington campus equivalent courses are shown in parentheses.

Personnel and Industrial Relations

The program in personnel and industrial relations 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 encompass 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 personnel 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 personnel and industrial relations 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 personnel 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 personnel management and professional personnel and industrial relations; and to encourage and develop interest in further study and research in the area of personnel development and utilization.

Course Requirements

Junior and Senior Years: Business Z440, Z441, Z444; either Economics E340 or Supervision SPV240; two required from the following: Psychology B424, P325, B356, B370, B424; Sociology R234, R317, R461.

International Business Administration

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 international business administration program.

At the undergraduate level, students may elect two courses dealing with the general problems involved in international business. The student of international business may also participate in overseas programs, which give practical meaning to the course of study. These programs offer an opportunity to see firsthand the problems treated in the course of study, as well as the opportunity to enhance the language facility of the student, which is emphasized in the M.B.A., D.B.A., and Ph.D. programs in this field.

Marketing

The study of marketing concerns itself with all those activities related to the marketing and distribution of goods and services from producers to consumers. It deals, for example, with 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 of marketing with 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.

Course Requirements

Junior Year: Business M303

Junior and Senior Years: Four courses from Business M402, M405, M407, M411, M412, M415, M418, M419, M426, M429, M450

Electives: Marketing majors are urged to consider course work in behavioral science, economics, and quantitative areas.

Marketing/Distribution Management Concentration

The demand for graduates trained in distribution is substantially greater than their supply, with starting salaries often higher than other areas of business school training.

It is unlikely that supply will approach demand in the foreseeable future. The distribution graduate must be trained as both a generalist and a specialist. The major industries of employment are (1) for-hire transportation carrier companies and (2) shipper-consignee firms with full-scale, integrated distribution departments. Primary responsibilities are in the areas of traffic, inventory control, warehousing, and customer service, with eventual progression to higher-level distribution management positions.

Concentration requirements:

Junior year: Business M303

Senior year: Business M411 and M412, plus two courses from Business M402, M407, M426, M450

Overseas Study Programs

The School of Business has three overseas study programs—one at the University of Limburg in The Netherlands, one at the National University of Singapore in Singapore, and one at the University of Ljubljana in Yugoslavia. Undergraduate business students spend one semester at these institutions and take courses in a variety of academic areas, taught in English by local faculty. Students are selected by a committee after submitting an application. Visits to multinational firms and study tours are a part of these programs. A School of Business faculty member serves abroad on these programs (except in Yugoslavia) and is responsible for their local operations. For more information, contact Claire S. Park, M.A., Undergraduate Programs, School of Business, BU 238, Indiana University, Bloomington, Indiana 47405; or call (812) 855-7611.

Honors Program

Honors Counselors (Indianapolis): Virginia Marzke, M.Ed., (*Purdue University, 1984*); Melinda Phillabaum, M.S., (*Indiana University, 1979*)

Honors Counselor (Bloomington): Susan Habbe, M.S. (*Indiana University, 1984*)

Faculty Adviser: Douglas Heerema, Ph.D., (*University of Iowa, 1966*)

The School of Business has developed a highly distinctive Honors Program, designed to enrich the academic experience of selected students.

The enrichment of the academic experience will be accomplished by (1) 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 achievements in the field of business to return something to the society in which they have prospered.

Admission Requirements

Preadmission Status University Division students are eligible for preadmission to the School of Business Honors Program if they have expressed an interest in majoring in business and satisfy certain academic criteria. Freshmen must either have been accepted in the pre-honors program of the University Honors Division or must rank in the top 10 percent of their high school class and have a combined SAT score of at least 1100. Sophomores must have achieved a minimum cumulative grade point average of 3.5 in all college course work. In either case, students must maintain a minimum cumulative grade point average of 3.5 to remain in the preadmission category.

Students in the preadmission category will be counseled by the School of Business honors counselor. However, while in the preadmission category, students will be registered as University Division students and their records will officially remain with the University Division. Acceptance into the preadmission category does not guarantee ultimate admission to the School of Business or the School of Business Honors Program.

Admission Students who are applying to the School of Business and have attained a minimum grade point average of a 3.5 may apply for admission to the School of Business Honors Program. The application deadlines for the Honors Program are October 15 and April 1 of the semester preceding entry into the School of Business. Participation in the preadmission program is recommended but is not a condition for admission to the Honors Program. The size of the Honors Program in Indianapolis is confined to about 25 juniors and seniors. Therefore, students

are advised to apply in the second semester of their sophomore year. For information concerning Honors academic requirements, see the business honors adviser. When considering students for admission to the Honors Program, the school considers the grade point average, an interview, a written exercise, work experience, and such personal qualities as maturity, eagerness, aggressiveness, and leadership. 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 (i.e., taking more than one course per semester) and completing the program within four years of the student's entry into the School of Business.

Honors Program Academic Requirements—Indianapolis

Grade point Average The honors student must maintain a cumulative grade point average of 3.5. If a student's cumulative grade point average falls below the 3.5 GPA requirement, the student will be placed on "honors probation" for the semester immediately following. This probationary period will continue until the student raises the cumulative grade point average to 3.5 or greater. If the student on probation fails to maintain a semester grade point average of 3.5 during the probationary period, the student will be dismissed from the Honors Program. Of those students placed on "honors probation," a few may be able to maintain a semester grade point average of 3.5 during their probationary period but may never achieve sufficient grades to raise their four-year cumulative grade point average to 3.5. In these few cases, the student will enjoy the privileges accorded to all honors students and will be awarded the bachelor's degree upon completion of the program but *not* a degree "with honors."

Mathematics Requirements Because the level of mathematics necessary to do honors work in business administration is greater than that presently demanded of our regular students, all honors students are required to take MATH M118, M119; Economics E270; and Business K504. Honors students are encouraged to opt for the more intensive math sequence of M163 and M164.

Political Philosophy Requirements¹ Honors students are required to take *one* of the following classes for 3 credits:

¹ These credits can be incorporated within the program constraints so that additional credit hours beyond graduation requirements would not be necessary.

Political Science:

Y215 Introduction to Political Theory
 Y217 Introduction to Comparative Politics
 Y381/Y382 History of Political Theory I & II

Philosophy:

P323 Society and the State in the Modern World
 P343 Classics in Social and Political Philosophy
 P345 Problems in Social and Political Philosophy
 Y381/382 History of Political Theory I & II

Ethics Requirement¹ Honors students are required to take *one* of the following classes for 3 credits:

Business:

X490 Independent Study: Business Ethics

Philosophy:

P383 Topics in Philosophy: Problems in Ethical Theory
 P326 Ethical Theory
 P120 Personal and Social Ethics
 P393 Biomedical Ethics

Economics History Requirement Honors students are required to take *one* of the following classes for 3 credits:
 Business G460 Business in its Historical and Social Settings
 Economics E410 Selected Topics in U.S. Economic History
 Economics E420 History of Economic Thought

Business Requirements If they meet specific course admission requirements, students in the Honors Program may elect to take graduate business courses. Honors students are restricted to selecting course work in the first half of the M.B.A. Program. Generally, those courses are Business G500 (in place of G300), Z504 (in place of Z302), S504, and K504 (required).

The maximum number of M.B.A. courses that honors students may take is four, or 12 credit hours. M.B.A. course work taken as an honors student can be applied toward an M.B.A. at Indiana University if admission is granted and all graduate course work is completed within seven years of taking the first M.B.A. course as an undergraduate honors student.

Three (3) credit hours of Business X493 Honors Seminar in Business (1 cr.), the honors writing course, are required for graduation. This 1 credit hour course, offered each semester, will be uniquely developed for that semester. It may consist of writings related to presentations by leaders in the business and government community, presentations on campus, sessions specially

created for the class, or other opportunities for discussions with leaders.

Honors students must complete 3 credit hours of Business X496 Supervised Independent Honors Research in Business. The host firms will be used to enhance this requirement.

A special honors section of Business J401 Administrative Policy will also be required.

Host Firm Concept Each student in the Honors Program will have a host firm. These corporation/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 potential for both Business X493 Honors Seminar in Business and X496 Supervised Independent Honors Research in Business.

Honors students must complete 24 credit hours of M.B.A. and/or honors course work. They will also take Business W494 Herman B Wells Seminar in Leadership, which allows students to deal with broader academic settings, including readings and discussion with a "liberal arts and business" flavor.

Minor in Business

A minor in business has been established with many departments and schools at IUPUI. Students are required to meet course prerequisite and entrance requirements. They are also required to apply for space in the Integrative Core (Business F301, M301, P301) prior to registering for the course work for the minor in business.

Required Courses:¹

CSCI 208 (BUS K201) The Computer in Business (FORTRAN), or substitute
 Economics E201 and E202 (E103 and E104)
 Principles of Economics I-II
 Economics E270 (E370) Introduction to Statistical Theory in Economics, or substitute
 Mathematics M118 Finite Mathematics, or substitute
 Mathematics M119 Brief Survey of Calculus I, or substitute

¹ Bloomington campus equivalent courses are shown in parentheses.

PSY B104 (P102) Psychology as a Social Science, or
 PSY B105 (P101) Psychology as a Biological Science
 Business A201-A202 Introduction to Accounting I-II
Integrative Core—9 credit hours taken together
 Business F301 Financial Management (3 cr.)
 Business M301 Introduction to Marketing Management (3 cr.)
 Business P301 Operations Management (3 cr.)

Recommended Courses

Business L203 (L201) Commercial Law I (3 cr.)
 Business Z302 Managing and Behavior in Organizations (3 cr.)

The above minor requires 18 to 24 credit hours outside of business and 15 to 18 credit hours inside business, for a total of 36 to 39 credit hours required for the minor. In addition to the specific courses listed above, the School of Business would impose essentially the same standards to be enrolled in the Integrative Core (Business F301, M301, and P301) as that required for business majors.

Two-Year Certificate in Business Studies Program

Students may earn a two-year certificate offered by the School of Business in the field of business studies. This program is designed for those students desiring less than a four-year university education but who, upon completion of two years of university work, will possess minimum employment skills.

General Requirements

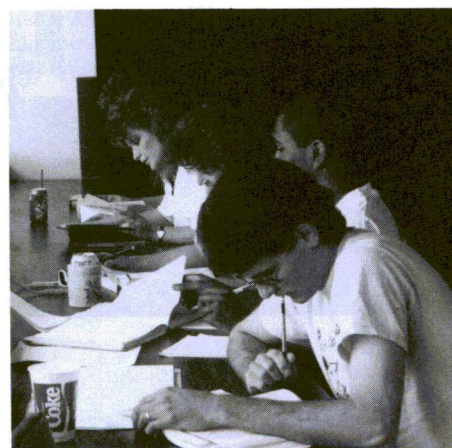
1. Admission as a regular student to Indiana University and completion of all orientation test requirements;
2. Completion of a minimum of 60 credit hours with at least 30 credit hours completed at Indiana University and with at least 15 credit hours at one campus (correspondence study courses do not satisfy these requirements);
3. A minimum cumulative grade point average of 2.0 (C);

Since all courses required in the certificate program are standard University credit courses, students may apply these credits toward an appropriate four-year degree program.

For the Certificate in Business Studies, the following general-education and area concentration courses are required:¹

1. Communications (3 cr.)
 English W131 Basic English Composition (3 cr.)
2. Mathematics (3 cr.)
 MATH M118 Finite Mathematics, or
 MATH M119 Brief Survey of Calculus I (3 cr.)
3. Behavioral Sciences (3 cr.)
 PSY B104 (P102) Psychology as a Social Science (3 cr.)
 or
 PSY B105 (P101) Psychology as a Biological Science (3 cr.)
 or
 Sociology R100 (S100) Introduction to Sociology (3 cr.)
4. Arts and Humanities (See "General-Education Requirements") (6 cr.)
5. Social Science (3 cr.)
6. Science (3 cr.)
7. Electives (sufficient to make total program of 60 credit hours)

For the Certificate in Business Studies, the following, in addition to the general-education courses, will complete the requirements¹: Business A201-A202 Introduction to Accounting I-II, CSCI 208 (K201) (FORTRAN), Business L203 (L201) Commercial Law, Economics E201-E202 (E103-E104) Principles of Economics I-II; Two of the following: Business X100 Business Administration: Introduction, Business 204 Business Communication, Business F260 Personal Finance, Economics E270 (E370) Introduction to Statistical Theory in Economics.



¹ Bloomington campus equivalent courses are shown in parentheses.

Undergraduate Courses 1989-90

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

A201 Introduction to Accounting I (3 cr.)

P: An accumulation of 26 credit hours. Concepts and issues of financial reporting for business entities: analysis and recording of economic transactions.

A202 Introduction to Accounting II (3 cr.)

P: A201. Concepts and issues of management accounting, budgeting, and cost determination and analysis.

A311 Intermediate Accounting Theory and Problems I (3 cr.)

P: 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: 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: 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: A202. Financial management and accounting for non-profit-seeking entities such as municipal and federal government, schools, and hospitals.

A337 Computer-Based Accounting Systems (3 cr.)

P: 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 towards 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: Economics E201-E202 (E103-E104). 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.

G301 Business Conditions and Public Policy (3 cr.) P: Senior standing. Measurement and economic analysis of general business conditions; the role of government in promoting high employment, price stability, and economic growth.

G330 Principles of Urban Economics (3 cr.) P: Economics E201 (E103) 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.

G401 The Business Manager in the Economic Environment: A Policy Perspective (3 cr.) P: Business 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: Senior standing. 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 to affect international competitiveness of domestic industries.

G410 Costs, Demand, and Pricing in Transport (3 cr.) P: Economics E201-E202 (E103-E104). Nature of the cost and demand functions of railroads, motor carriers, pipelines, airlines, and water carriers. Pricing problems. Measurement of company and social costs; their application to transport resources.

G430 Economic Analysis of Urban Problems and Policies (3 cr.) P: G330, Economics E201-E202 (E103-E104), 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: Business F301, M301, 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.) 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 businesspeople. 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: 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: Economics E201-E202 (E103-E104). Development and evolution of the public utility concept; 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: Business 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 (L201 may be accepted with consent of department). 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 upon 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 (L201). 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.

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 Sciences

K201 The Computer in Business (FORTRAN) (Bloomington only) (3 cr.) P: Sophomore standing. Introduction to digital computers and illustrations of their use in business. Stored program concept, types of programming languages, instruction in FORTRAN; utilization of Business Computer Center. Impact of computers upon business management and organization. Student may receive credit for only one of Business K201, Computer Science C201 (Bloomington only) CSCI 208 (Indianapolis Only) (C301) CPT 200, CPT 264 (Indianapolis only).

K320 Decision Making Under Uncertainty (3 cr.) P: MATH M216 or at least one 300-level math course. Fundamentals of probability. Applications to probabilistic models in operations research, including inventory and queuing models. Heavy emphasis on computer simulation, with students writing their own FORTRAN programs of these types of models. Statistical analysis of computer simulation and possible optimization using computer simulation.

K324 Probabilistic Models and Computer Simulation (4 cr.) P: Business K201 (Bloomington only) or Computer Science C201 (Bloomington only), Economics E270, and either MATH M120 or M215. Fundamentals of probability. Applications to probabilistic models in operations research, including inventory and queuing models. Emphasis on computer simulation. Students will write programs in FORTRAN. Note: Decision sciences majors will not receive credit for this course.

K325 Advanced Probabilistic Models and Computer Simulation (4 cr.) P: Open only to decision sciences majors, plus Business K201 or Computer Science C201, Economics 270, and either MATH M216 or at least one 300-level math course. Fundamentals of probability. Applications to probabilistic models in operations research, including inventory and queuing models. Heavy emphasis on computer simulation, with students writing FORTRAN programs of these models. Statistical analysis of computer simulation, and possible optimization using computer simulation. One (1) credit hour of

the course is devoted to teaching intermediate FORTRAN, which students will need to complete the course.

K327 Deterministic Models in Operations Research (3 cr.) P: MATH M216 or at least one 300-level math course. Emphasizes deterministic (nonprobabilistic) models in operations research. Includes introductory material on matrix algebra and solving linear equations, linear programming, integer programming, nonlinear optimization, dynamic programming, and network models. Students use canned computer programs for linear programming and write FORTRAN programs for optimization search procedures.

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 Office of Professional Practice Program. 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.

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 School of Business.

F301 Financial Management (3 cr.) P: A202; CSCI208 (K201) (FORTRAN); L203 (L201); Economics E201-E202 (E103-E104); E270; MATH M118-M119; Psychology B104 (P102) or B105 (P101); Sociology R100 (S100). Conceptual framework of the firm's investment, financing, and dividend decision; includes working capital management, capital budgeting, and capital structure strategies.

F402 Financial Decision-Making (3 cr.) P: F301, A311, and senior standing. 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, and senior standing. 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, and senior standing. 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 office of Professional Practice Program. 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 Office of Professional Practice Programs. Work experience in cooperating firm or agencies. Comprehensive written report. Grades of A, S, or F assigned by faculty.

N490 Independent Study in Insurance (0-3 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: A201 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. (I Sem.)

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 (or W301, Z301). 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 are economic competition, discriminatory practices, manipulation of power,

environmental conservation, and organizational cultures.

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.

W301 Management and Organization Theory (3 cr.) P: F301, M301, P301. Based on a review of the historical development of management theory. Nature of organizations and role of the manager within formal organizations. Introduction to the management process and to current theories of management and organizations, including open system, socio-technical system and contingency approaches to an understanding of the management processes and practices. W301 and Z301 are equivalent to Z302.

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 (or W301, Z301). 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 (or W301, Z301) 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 solution. Students are assigned to small businesses in the local or nearby communities.

W430 Organizations and Organizational Change (3 cr.) P: Z302 (or W301, Z301).

Analysis and development of organizational theories with emphasis on environmental dependencies, socio-technical 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.) Open to seniors in 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.) P: Junior standing; enrollment restricted to nonbusiness students. Nature of human behavior in organizations as a function of the individual, the groups within which he or she interacts, and the organizational setting. Application of behavioral science concepts and findings to individual behavior and organizational performance. Credit given for only one of Z300, Z301, and Z302.

Z301 Organizational Behavior and Leadership (3 cr.) P: F301, M301, P301. Nature of human behavior in organizations as a function of the individual, the groups within which he or she interacts, and the organizational setting. Emphasis on applications of behavioral science concepts and findings to individual behavior and organizational performance. W301 and Z301 are equivalent to Z302.

Z302 Managing and Behavior in Organizations (3 cr.) P: Business majors—Integrative core (F301, M301, P301) or concurrent; Nonbusiness majors—Sociology R100 (S100), Psychology B104 or B105 (P101), and 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. Credit given for only one of Z300, Z301, and Z302.

Z403 Models of Job Motivation: Theories and Applications (3 cr.) P: Z302. Integrates theory and practice of motivating effective human resource performances in organizations by examining relationships among philosophies of human nature, scientific attitudes and methods, and managerial motivation systems and techniques.

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 (or W301, Z301). 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: Z301 or 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 (Nonconcentration area)

D301 The International Business Environment (3 cr.) P: Junior standing, Economics E201-E202 (E103-E104) 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.) 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 (2) credit hours for each three weeks of foreign residence.

Marketing

M300 Introduction to Marketing (3 cr.) P: A201-A202; Economics E201-E202 (E103-E104). For home economics students majoring in fashion merchandising, and journalism and telecommunications students minoring in business. Examination of the market economy and marketing institutions in the U.S. 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: A202, CSCI 208 (K201) (FORTRAN), L203 (L201); Economics E201-E202 (E103-E104), E270; MATH M118, M119; Psychology B104 or B105; Sociology R100 (S100). 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. 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 Business M300 and Psychology B105 (P101)). 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 non-consumer 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—A202 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: M301, M303, or concurrent (or consent of instructor). Nonbusiness students: A202 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 Psychology B104 (P101)). 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

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, and junior or senior standing in major area, and consent of departmental chair. Application filed through Professional Practice Programs 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.

Transportation Management

T315 Urban Transportation and Public Policy (3 cr.) Role of transportation in shaping the modern city; development of urban mobility and passenger transportation problems; development of federal, state, and local policy and programs for the solution of urban transport problems.

T415 Mass Transit Management (3 cr.) Methods of consumer-oriented management of mass transportation: workable objectives, financing, organization structure, accounting and information systems, personnel, maintenance programs, equipment selection, routing and scheduling, communication and control, the marketing program, marketing research, advertising, public information, community relations, fares and fare collection.

Operations and Systems Management

P301 Operations Management (3 cr.) P: A202, CSCI 208 (K201) (FORTRAN), L203 (L201); Economics E201-E202 (E103-E104), E270; MATH M118, M119; Psychology B104 or B105; Sociology R100 (S100). Analysis of planning and control decisions made by the operations manager of any enterprise. Topics include forecasting, production and capacity planning, project planning, operations scheduling, inventory control, work measurement, and productivity improvement.

P410 Purchasing (3 cr.) P: F301, M301, 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 and MATH M120. Design of information, planning, and control systems for allocating resources and scheduling activities in manufacturing firms. Topics include operations information systems, forecasting, aggregate output planning, inventory control, materials requirements planning, and scheduling.

P429 Operations Systems Design and Productivity (3 cr.) P: K324 or K325, P301, MATH M120. Production systems design, productivity improvement, cost reduction, and the role of production in the basic strategy of the firm. Topics include productivity measurement, cost control, methods analysis, product and process design, quality control, maintenance, employee selection and training, working conditions, incentives, and social factors.

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 Programs 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. (Offered at Indianapolis only.)

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

X221 Keyboarding (1 cr.) For students with no previous typewriting experience. Students

develop a basic keyboarding skill, which will enable them to operate a microcomputer to input and retrieve information. (Offered at Indianapolis only.)

X222 Beginning Typewriting (1 cr.) P: C221 or equivalent. Formatting of business and personal problems (letters, memos, manuscripts, tabulations). Students develop keystroking skill between 25 and 40 w.p.m. (Offered at Indianapolis only.)

X305 Management Reports and Communications (3 cr.) P: Junior standing and English 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.

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.

X410 Business Career Planning and Placement (1 cr.) Assists students in obtaining positions consistent with career goals. Career planning, organized employment campaign, job-application methods, interview, initial conduct on job. Includes addresses by prominent businesspeople. Offered first semester only. Also open to seniors of other schools who wish to use Business Placement Office services and facilities.

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 taken twice for credit.

X496 Supervised Independent Honors Research in Business (1-5 cr.) P: Senior standing. For students in School of Business Honors Program. May be taken twice for credit.

Department of Economics

(School of Liberal Arts, Indianapolis, and the College of Arts and Sciences, Bloomington)

NOTE: P—prerequisite; R—recommended; I Sem.—offered first semester; II Sem.—offered second semester; SS—offered in one or more of the summer sessions; (I)—offered at Indianapolis only. Bloomington campus courses are shown in parentheses.

E201 (E103) Principles of Economics I (3 cr.) P: Sophomore standing. A general introduction to microeconomic analysis. Discussed are the method of economics, scarcity of resources, the interaction of consumers and businesses in the marketplace in order to determine price, and how the market system places a value on factors of production.

E202 (E104) Principles of Economics II (3 cr.) An introduction to macroeconomics, which studies the economy as a whole: the levels of output, prices, and employment, how they are measured and how they can be changed; money and banking; international trade; and economic growth.

E270 Introduction to Statistical Theory in Economics (3 cr.) P: MATH M118. Analysis and interpretation of statistical data in business and economics. Discussion of frequency distribution, measures of central tendency and variability, statistical inference, hypothesis testing, correlation, regression, and time series.

E307 Current Economic Issues (3 cr.) P: E201 (E103) or consent of instructor. Current economic issues, problems, and research methods. Designed to explore in depth an economic issue currently before the public or to examine a particular aspect of the methodology of economics. Examples would be a study of the economic aspects of discrimination, a study of urban economic policy, or a study of simplified models in economics.

E321 Theory of Prices and Markets (3 cr.) P: E201-E202 (E103-E104). Theory of demand; theory of production; pricing under different

market conditions; allocation and pricing of resources; partial and general equilibrium theory; and welfare economics. Analysis of current economic problems and technology changes in firms and industries.

E322 Theory of Income and Employment (3 cr.) P: E201-E202 (E103-E104). Theory of income, employment, and price level. Study of countercyclical and other public policy measures. National income accounting.

E323 Urban Economics (3 cr.) P: E201-E202 (E103-E104). Introduction to basic concepts and techniques of urban economic analysis to facilitate understanding of urban problems; urban growth and structure, poverty, housing, transportation, and public provision of urban services.

E325 Comparative Economic Systems (3 cr.) P: E201-E202 (E103-E104). Essential economic theories and features of economic systems, including private enterprise, authoritarian socialism, and liberal socialism.

E326 Applied Research in Urban Economics (3 cr.) P: E201-E202 (E103-E104) or consent of instructor. Field research in urban economics. Topics to be selected by students, covering such areas as human resource problems, transportation and housing surveys, demographic shift, and income distribution issues.

E333 International Economics (3 cr.) P: E201-E202 (E103-E104). Survey of international economics. Basis for and effects of international trade, commercial policy and effects of trade restrictions, balance of payments and exchange rate adjustment, international monetary systems, fixed vs. flexible exchange rates. Students who have taken E430 may not enroll in E333 for credit.

E340 Introduction to Labor Economics (3 cr.) P: E201 (E103). Economic problems of the wage earner in modern society; structure, policies, and problems of labor organizations; employer and governmental labor relations.

E350 Money and Banking (3 cr.) P: E201-E202 (E103-E104). Money and banking system of the United States, including problems of money and the price level, proper organization and functioning of commercial banking and Federal Reserve System, monetary standards, and credit control. Recent monetary and banking trends.

E360 Public Finance: Survey (3 cr.) P: E201-E202 (E103-E104). Analysis of government expenditures and revenue sources, taxation and capital formation, public debt and inflation, growth in government spending, and intergovernmental fiscal relations.

E380 Law and Economics (3 cr.) P: E201 (E103) or E202 (E104) or consent of instructor.

The application of economic method to legal institutions and legal issues. Examples would be the optimum use of resources to prevent crime, the economic value of a human life, the economic consequences of regulating the business firm, the economics of property rights, torts, and contracts.

E385 Economics of Industry (3 cr.) P: E201 (E103) or consent of instructor. A theoretical and empirical analysis of the structure, conduct, and performance of major American industries. Emphasized is the degree of competition in various markets, how markets operate under conditions of competition or monopoly, and competition as a dynamic process over time.

E387 Health Economics (3 cr.) P: E201 (E103). This course applies economic theory to the study of policy issues in health economics. Specific issues included are: determinants of demand for medical services and insurance; training and pricing behavior of physicians; pricing behavior and costs of hospitals; market and regulative approaches.

E406 Undergraduate Seminar in Economics (3 cr.) P: E201-E202 (E103-E104) or consent of instructor. Open to juniors and seniors. Discussion of contemporary economic problems.

E408 Undergraduate Readings in Economics (3 cr. maximum) P: consent of instructor. Individual readings and research.

E410 Selected Topics in U.S. Economic History (3 cr.) Analysis of selected topics, including transportation developments, government intervention, systems of property rights, slavery, economic growth, income distribution, economic stability, technical change, and others.

E420 History of Economic Thought (3 cr.) P: E201-E202 (E103-E104). Examination of main theoretical developments since the beginning of the systematic study of economics. Theoretical propositions and structures of the earlier writers will be interpreted and evaluated in terms of modern economic analysis.

E430 Introduction to International Economics (3 cr.) P: E201-E202 (E103-E104). Forces determining international trade, finance, and commercial policy under changing world conditions; theory of international trade; structure of world trade; tariff and trade control policies; the balance of payments problem; evolution of international economic institutions; and monetary relations.

E447 Economics of the Labor Market (3 cr.) P: E201 (E103). Analysis of the functioning of the U.S. labor market. Labor force concepts, unemployment, mobility, wages, and current

manpower problems and policies. Analysis of wage determination, wage policy, and their interaction with institutional factors.

E470 Introduction to Econometrics (3 cr.)

P: E270, MATH M119. Applications of regression analysis to economic and business data. Estimation and hypothesis testing of classical regression model. Heteroscedasticity, collinearity, errors in observation, functional forms, and autoregressive models. Estimation of simultaneous equation models. Credit will not be given for both E470 and E472.

E472 Econometric Theory and Practice II (3 cr.) P: E471 or consent of instructor.

Emphasis on the matrix formulation and computer estimation methods for single and multiple equation classical regression models using economic and business data. Attention is given to the assumptions required for testing a single coefficient, sets of coefficients, and the complete regression model. Special topics include heteroscedasticity, multicollinearity, errors in variables, autocorrelation, and system identification.

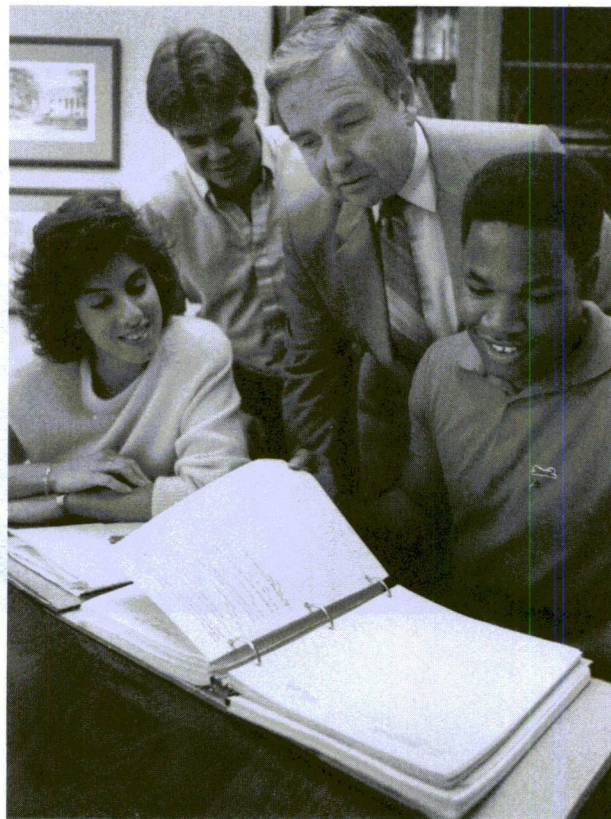
E485 Economic and Social Control of Industry (Antitrust) (3 cr.) P: E201 (E103) or consent of instructor.

This course is a study of the economic reasoning behind and consequences of the application of antitrust laws aimed at altering the structure, conduct, and performance of the American economy. Specific legal cases that have been brought under the Sherman Act, the Clayton Act, as amended, and the Federal Trade Commission Act are analyzed.

E495 Economic Development (3 cr.) P: E201-

E202 (E103-E104) and junior standing or consent of instructor. Characteristics of economically underdeveloped countries. Obstacles to sustained growth; planning and other policies for stimulating growth; examination of development problems and experience in particular countries.





School of Business Faculty Bloomington-Indianapolis

School of Business Faculty Emeriti

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

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

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

Dieterle, D. Lyle, M.S. (University of Illinois, 1931), C.P.A., Professor Emeritus of Accounting

Donnell, John D., D.B.A. (Harvard University, 1966); J.D. (University of Iowa, 1948), Professor Emeritus of Business Administration

Greenleaf, Robert W., D.B.A. (Indiana University, 1961), Professor Emeritus of Finance

Haeberle, William L., D.B.A. (Indiana University, 1952), Professor Emeritus of Management

Hewitt, Charles M., D.B.A. (University of Alabama, 1947), Professor Emeritus of Business Law

Kuntz, Edward J., Ed.D. (Indiana University, 1956), Professor Emeritus of Business Administration

Myers, John H., Ph.D. (Northwestern University, 1943), Professor Emeritus of Accounting

Otteson, Schuyler F., Ph.D. (The Ohio State University, 1948), Professor Emeritus of Business Administration

Pfister, Richard L., Ph.D. (Massachusetts Institute of Technology, 1959), Professor Emeritus of Business Economics and Public Policy

Pinnell, W. George, D.B.A. (Indiana University, 1954), Professor Emeritus of Business Administration and Executive Vice President Emeritus of Indiana University

Porter, John H., D.B.A. (Indiana University, 1956), Professor Emeritus of Business Administration

Raber, Nevin W., M.A.L.S. (Indiana University, 1952), Assistant Professor Emeritus of Business Administration and Librarian Emeritus

Ryan, William G., M.B.A. (Harvard University, 1956), Assistant Professor Emeritus of Business Administration

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

Shaffer, Robert H., Ph.D. (New York University, 1945), Professor Emeritus of Business Administration

Silverstein, Nathan L., Ph.D. (University of Wisconsin, 1936), Professor Emeritus of Finance

Walden, Robert E., Ph.D. (University of Iowa, 1938); C.P.A., Professor Emeritus of Accounting

Waters, L. Leslie, Ph.D. (University of Illinois, 1939), University Professor Emeritus of Transportation and Business History

Wells, Herman B., M.A., LL.D. (Indiana University, 1927, 1962), Chancellor of the University; Professor Emeritus of Business Administration

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

School of Business Faculty

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

Albright, S. Christian, Ph.D. (Stanford University, 1972), Professor of Decision Sciences

Altig, David E., Ph.D. (Brown University, 1986), Assistant Professor of Business Economics and Public Policy

Anderson, P. Ronald, Ed.D. (Indiana University, 1973), Professor of Marketing and AUL Professor of Business Administration

Austrom, Douglas R., Ph.D. (York University, 1981), Assistant Professor of Business Administration

Back, Kerry E., Ph.D. (University of Kentucky, 1983), Associate Professor of Finance (leave)

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

Bamber, E. Michael., Ph.D. (Ohio State University, 1980), Visiting Associate Professor of Accounting

Bateman, J. Fred, Ph.D. (Tulane University of Louisiana, 1965), Professor of Business Economics and Public Policy

Battat, Joseph Y., Ph.D. (Massachusetts Institute of Technology, 1984), Assistant Professor of International Business and Assistant Professor of East Asian Languages and Cultures

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

Besanko, David A., Ph.D. (Northwestern University, 1982), Associate Professor of Business Economics and Public Policy

- Biagioni, Louis F., Ph.D. (*University of Missouri*, 1964), C.P.A., Professor of Accounting
- Bohrnstedt, George W., Ph.D. (*University of Wisconsin*, 1966), Adjunct Professor of Business Administration and Professor of Sociology
- Bonser, Charles F., D.B.A. (*Indiana University*, 1965), Dean and Professor of Business Administration
- Boquist, John, Ph.D. (*Purdue University*, 1973), Director of Executive Education and Associate Professor of Finance
- Bowers, L. Thomas, J.D. (*New York University School of Law*, 1977), Associate Professor of Business Law
- Brown, David P., Ph.D. (*Stanford University*, 1984), Assistant Professor of Finance
- Bunke, Harvey C., Ph.D. (*University of Illinois*, 1951), Professor of Business Administration and of Business Economics and Public Policy, and Editor, *Business Horizons*
- Burke, Lee, M.S.M. (*Purdue University*, 1982), Convertible Lecturer in Business Administration
- Cabot, A. Victor, Jr., Ph.D. (*Northwestern University*, 1968), Professor and Chairperson of Decision Sciences
- 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 of Career Counseling and Placement
- Cosier, Richard A., Ph.D. (*University of Iowa*, 1976), Chairperson, and Associate Professor of Management
- Cox, Anthony D., Ph.D. (*Indiana University*, 1984), Assistant Professor of Marketing
- Cox, Dena S., Ph.D. (*University of Houston*, 1984), Assistant Professor of Marketing
- Curry, Allyn O'Neal, B.S. (*Franciscan University of Steubenville*, 1967), Visiting Research Associate, Business Placement
- Dalrymple, Douglas, D.B.A. (*Michigan State University*, 1964), Associate Professor of Marketing
- Dalton, Dan R., Ph.D. (*University of California, Irvine*, 1979), Associate Professor of Business Administration and Chairperson of Doctoral Programs
- Daniels, John D., Ph.D. (*University of Michigan*, 1969), Professor of International Business
- David, H. Donald, D.B.A. (*Indiana University*, 1959), Director, Academic Support Services, and Associate Professor of Business Education
- Davidson, Lawrence S., Ph.D. (*University of North Carolina*, 1977), Associate Professor of Business Economics and Public Policy
- Davis, Henry H., Ph.D. (*University of North Carolina*, 1984), Assistant Professor of Accounting
- Davis, Joseph G., Ph.D. (*University of Pittsburgh*, 1986), Assistant Professor of Operations and Systems Management
- Day, Ralph L., Ph.D. (*University of North Carolina*, 1961), Distinguished Professor of Business Administration
- DeHayes, Daniel W., Jr., Ph.D. (*The Ohio State University*, 1969), Professor of Operations and Systems Management, and Director, Center for Entrepreneurship and Innovation
- Dollinger, Marc J., Ph.D. (*Lehigh University*, 1983), Assistant Professor of Business Administration
- Dreher, George F., Ph.D. (*University of Houston*, 1977), Associate Professor of Business Administration
- Dvorak, Earl A., Ed.D. (*Indiana University*, 1951), Associate Professor of Business Education (School of Business), Associate Professor of Education (School of Education)
- Dworkin, Terry M., J.D. (*Indiana University*, 1975), Associate Professor of Business Law
- Easton, Anna, M.S. (*Indiana University*, 1976), Lecturer in Administrative Systems and Business Education
- Enz, Cathy A., Ph.D. (*The Ohio State University*, 1985), Assistant Professor of Business Administration
- Fisher, Jeffrey D., Ph.D. (*The Ohio State University*, 1980), Associate Professor of Finance and Real Estate, and Director, Center for Real Estate Studies
- Foster, Vivian J., B.S. (*Indiana University*, 1978), Visiting Lecturer in Accounting
- Fратиanni, Michele, Ph.D. (*The Ohio State University*, 1971), Professor of Business Economics and Public Policy
- Freije, Jennifer R., M.B.A. (*Indiana University*, 1983), Lecturer in Accounting
- Frumer, Samuel, D.B.A. (*Indiana University*, 1960); C.P.A., Professor and Chairperson of Accounting
- Ginger, Laura A., J.D. (*University of Chicago*, 1979), Assistant Professor of Business Law
- Gordon, Paul J., Ph.D. (*Syracuse University*, 1958), Professor of Management
- Gosse, Darrel I., M.A. (*University of Iowa*, 1965), Assistant Professor in Accounting
- Granbois, Donald H., D.B.A. (*Indiana University*, 1963), Professor and Chairperson of Marketing
- Green, R. Jeffery, Ph.D. (*University of Illinois*, 1967), Professor of Business Administration (part-time) and Professor of Economics

- 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 of Business Economics and Public Policy
- Hall, Robert W., D.B.A. (*Indiana University*, 1972), Professor of Operations and Systems Management
- Harnett, Donald L., Ph.D. (*Cornell University*, 1964), Chairperson, M.B.A. Program, and Professor of Decision Sciences
- 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
- 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
- Heintz, James Anthony, D.B.A. (*Washington University*, 1972); C.P.A., Professor of Accounting
- 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 Operations and Systems Management
- Herr, Paul M., Ph.D. (*Indiana University*, 1983), Assistant Professor of Marketing
- Hettenhouse, George W., Ph.D. (*Purdue University*, 1970), Associate Dean for Research and Operations, and Professor of Finance
- Hill, John W., Ph.D. (*University of Iowa*, 1986), Assistant Professor of Accounting
- Hite, Peggy, A., Ph.D. (*University of Colorado*, 1986), Assistant Professor of Accounting
- Hoffer, Jeffrey A., Ph.D. (*Cornell University*, 1975), Associate Professor of Operations and Systems Management
- Houston, Richard W., M.B.A. (*Indiana University*, 1987), Visiting Lecturer of Accounting
- Hughes, Bonnie J., M.S. (*Indiana State University*, 1964), Lecturer in Accounting
- Hustad, Thomas P., Ph.D. (*Purdue University*, 1973), Professor of Marketing
- Jacobs, F. Robert, Ph.D. (*The Ohio State University*, 1979), Associate Professor of Operations and Systems Management
- Jaffee, Bruce L., Ph.D. (*Johns Hopkins University*, 1971), Professor of Business Economics and Public Policy
- Jenkins, A. Milton, Ph.D. (*University of Minnesota*, 1977), Associate Professor of Operations and Systems Management
- 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
- Jones, William P., M.B.A. (*Indiana University*, 1951); J.D. (*Indiana University*, 1958); C.P.A., Assistant Professor of Accounting
- Kamma, Sreenivas, Ph.D. (*University of New York at Buffalo*, 1987), Assistant Professor of Finance
- Kanatas, George, Ph.D. (*Johns Hopkins University*, 1978), Associate Professor of Finance
- Kang, Heejoon, Ph.D. (*University of Washington*, 1980), Associate Professor of Business Economics and Public Policy
- Kelly, Anne S., Ph.D. (*University of Cincinnati*, 1986), Assistant Professor of Accounting
- Klemkosky, Robert C., Ph.D. (*Michigan State University*, 1971), Chairperson and Fred T. Greene Professor of Finance
- Kopel, Roann R., Ph.D. (*University of North Carolina*, 1986), Assistant Professor of Accounting
- Kulsrud, William N., Ph.D. (*University of Texas*, 1980), C.P.A., Associate Professor of Accounting
- Lad, Lawrence J., D.B.A. (*Boston University*, 1985), Assistant Professor of Business Administration
- Langvardt, Arlen W., J.D. (*University of Nebraska*, 1981), Assistant Professor of Business Law
- Larsen, John B., M.B.A. (*University of Texas*, 1983), Convertible Lecturer in Operations and Systems Management
- Leibman, Jordon H., J.D. (*Indiana University*, 1979), Professor of Business Law
- Lentz, George H., M.B.A. (*Indiana University*, 1982), Assistant Professor of Finance and Real Estate
- Lenz, R. Thomas, D.B.A. (*Indiana University*, 1978), Associate Professor of Business Administration, Chairperson and Associate Dean, Indianapolis Programs
- Lindsay, Cindy P., M.O.B. (*Brigham Young University*, 1980), Convertible Lecturer in Business Administration
- Long, John D., D.B.A. (*Indiana University*, 1954); C.L.U., C.P.C.U., Arthur M. Weimer

Professor of Business Administration, and
Professor of Insurance

Loy, Stephen L., Ph.D. (Texas Tech University, 1986), Assistant Professor of Operations and Systems Management (II Sem.)

Mabert, Vincent A., Ph.D. (The Ohio State University, 1973), Chairperson and Professor of Operations and Systems 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), Assistant 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), Associate Professor and Chairperson of Business Law

Marcus, Morton Josiah, A.M. (Washington University, 1963), Lecturer in Business Economics and Public Policy; Director, Indiana Business Research Center; and Codirector, 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, Ph.D. (University of California, Los Angeles, 1955), Professor of Business Economics and Public Policy

Martin, E. W., Jr., Ph.D. (The Ohio State University, 1952), Professor of Business Administration

Mazzeo, Michael A., M.A. (State University of New York at Buffalo, 1978), Assistant Professor of Finance

McClain, Judy F., M.B.A. (Indiana University, 1976), Lecturer in Administrative Systems and Business Education

McQuiston, Daniel H., Ph.D. (The Ohio State University, 1985), Assistant Professor of Marketing

McReynolds, Shirley C., M.S. (Indiana University, 1959), Lecturer in Administrative Systems and Business Education

Medrano, Patricia D., M.S. (Indiana University, 1980), Lecturer in Administrative Systems and Business Education

Metzger, Michael B., J.D. (Indiana University, 1969), Professor of Business Law

Miller, Barbara V., M.S. (Indiana University, 1983), Visiting Lecturer in Administrative Systems and Business Education

Miller, Georgia B., Ed.D. (University of Kentucky, 1975), Assistant Professor of Business Administration (Part-time); Assistant Dean-

Indianapolis; and Director, Undergraduate Program-Indianapolis

Miller, Joseph C., Ph.D. (University of Wisconsin, 1971); J.D. (University of Chicago, 1963), Professor of Marketing

Mohrweis, Lawrence C., Ph.D. (University of Wisconsin, 1986), Assistant Professor of Accounting

Muth, John F., Ph.D. (Carnegie-Mellon University, 1962), Professor of Production Management

Nanisetty, Prasad, Ph.D. (University of Michigan, 1986), Assistant Professor of Finance

Narayanan, Anantharam, Ph.D. (University of Texas, 1987), Assistant Professor of Decision Sciences

Near, Janet P., Ph.D. (State University of New York, Buffalo, 1977), Professor of Administrative and Behavioral Studies

Novit, Mitchell S., Ph.D. (The 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 Public and Environmental Affairs, and Director, Transportation Research Center and Professor of Marketing

Panschar, William G., Ph.D. (Northwestern University, 1956), Professor of Marketing

Parry, Robert W., Jr., Ph.D. (Lehigh University, 1979), Associate Professor of Accounting

Patterson, James H., D.B.A. (Indiana University, 1970), Professor of Operations and Systems Management

Patterson, James M., Ph.D. (Cornell University, 1961), Professor of Marketing

Perkins, William C., D.B.A. (Indiana University, 1966), Professor of Decision Sciences and Professor of Operations and Systems Management

Phillips, Michael J., S.J.D. (George Washington University, 1981), Associate Professor of Business Law

Podsakoff, Philip M., D.B.A. (Indiana University, 1980), Associate Professor of Business Administration

Powell, Charles Randall, Ph.D. (The Ohio State University, 1973), Associate Professor of

- Business Administration (part-time) and Assistant Dean, Company Relations, and Director, Business Placement*
- Powell, Frona M., J.D. (Indiana University, 1976), Assistant Professor of Business Law
- Pruitt, Stephen W., Ph.D. (Florida State University, 1987), Assistant Professor of Finance
- Raymar, Steven B., Ph.D. (Columbia University, 1985), Assistant Professor of Finance
- 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, 1985), Assistant Professor of Operations and Systems Management
- Rogers, Richard L., Ph.D. (The Pennsylvania State University, 1981), C.P.A., Associate Professor of 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
- Schmenner, Roger W., Ph.D. (Yale University, 1973), Associate Professor of Operations and Systems Management
- Schrimer, Richard J., B.S. (Indiana University, 1979), Lecturer in Accounting
- Schwenk, Charles R., D.B.A. (Indiana University, 1980), Associate Professor of Business Administration
- Scott, William E., Jr., Ph.D. (Purdue University, 1963), Professor of Personnel and Organizational Behavior
- Seawell, L. Vann, D.B.A. (Indiana University, 1958); C.P.A., Professor of Accounting
- Sheikh, Aamir M., Ph.D. (University of California, 1987), Assistant Professor of Finance
- Simkowitz, Michael A., Ph.D. (New York University, 1970), Chairperson and Professor of Finance, and Director, Alumni Relations
- Smerk, George M., Jr., D.B.A. (Indiana University, 1963), Professor of Transportation
- Smith, R. Gordon, M.A. (University of Illinois, 1969), Associate Director, Business Placement, and Lecturer in Business Administration (part-time)
- Smith, Robert E., Ph.D. (University of Wisconsin, 1977), Associate Professor of Marketing
- Soni, Ashok K., D.B.A. (Indiana University, 1981), Associate Professor of Decision Sciences
- Spiller, Earl A., Jr., Ph.D. (The University of Michigan, 1960), C.P.A., Professor of Accounting
- Spiro, Rosann L., Ph.D. (University of Georgia, 1976), Associate Professor of Marketing
- Stephenson, P. Ronald, Ph.D. (The Ohio State University, 1966), Professor of Marketing, and Associate Dean for Academics
- Stern, Jerrold J., Ph.D. (Texas A & M University, 1980), Associate Professor of Accounting
- Stockton, R. Stansbury, Ph.D. (The Ohio State University, 1956), Professor of Business Administration
- Suelflow, James, Ph.D. (University of Wisconsin, 1965), Professor of Business Economics and Public Policy
- Summers, John O., Ph.D. (Purdue University, 1968), Professor of Marketing
- Thakor, Anjan V., Ph.D. (Northwestern University, 1979), Professor of Finance
- Thorelli, Hans B., Ph.D. (University of Stockholm, Sweden, 1954); LL.B., E. W. Kelley Professor of Business Administration
- Tiller, Mikel G., D.B.A. (Indiana University, 1980), Associate Professor of Accounting
- Tuttle, Donald L., Ph.D. (University of North Carolina, 1965), Professor of Finance
- Venkataramanan, M.A., Ph.D. (Texas A & M University, 1987), Assistant Professor of Decision Sciences
- von Hagen, Jurgen, Ph.D. (University of Bonn, Federal Republic of Germany, 1986), Assistant Professor of Business Economics and Public Policy
- Waldman, Joseph M., D.B.A. (Indiana University, 1966), Chairperson, Undergraduate Program, and Professor of Business Administration
- Walters, Rockney G., Ph.D. (Purdue University, 1984), Assistant Professor of Marketing
- Wentworth, Jack R., D.B.A. (Indiana University, 1959), Dean, and Professor of Business Administration
- Whybark, D. Clay, Ph.D. (Stanford University, 1967), Professor of Operations and Systems Management
- Wilson, George W., Ph.D. (Cornell University, 1955), Professor of Economics (College of Arts and Sciences, Graduate School), Distinguished Professor of Business Economics and Public Policy (School of Business)
- Winston, Wayne L., Ph.D. (Yale University, 1975), Professor of Decision Sciences
- Wise, Barbara A., M.S. (Indiana University, 1965), Lecturer in Administrative Systems and Business Education
- 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*), Director of the Institute for Research on the Management of Information Systems, and Professor of Operations and Systems Management

Part-Time Lecturers

Able, Stephen L., Ph.D. (*Indiana University, 1979*), Strategic Marketing and Research

Arffa, Elaine S., M.B.A. (*Syracuse University, 1957*), Director of Education, Indianapolis Hebrew Congregation

Ashbrook, Charles W., J.D. (*Indiana University, 1979*), Assistant Patent Counsel, Eli Lilly Corporate Center

Barrick, Peter J., M.B.A. (*Rutgers University, 1981*), Forum Group, Inc.

Brady, Daniel J., B.B.A. (*Notre Dame, 1985*), C.P.A.

Canada, Richard A., M.A. (*Indiana University, 1969*), Xerox Corporation

Cook, Thomas T., M.A. (*Ohio University, 1971*), Director, Career and Employment Services, IUPUI

Dorris, Robert W., B.S. (*University of Missouri, 1957*), V.P. and Trust Officer, Indiana National Bank

Gallo, Allison F., J.D. (*Indiana University, 1985*)

Gray, Michael J., B.A. (*Indiana University, 1975*), Vice President, Gray & Associates, Inc.

Healy, Michael D., M.B.A. (*Indiana University, 1990*)

Indiano, E. Victor, J.D. (*Indiana University, 1982*), Attorney

Johnson, J. Douglas, M.S. (*Northwestern University, 1941*), Consultant

Kelly, Leslie A., M.S. (*Indiana University*), Kelly & Associates

King, Janet M., M.S. (*Indiana University, 1965*)

Lindsey, Valerie B., B.S. (*Indiana University, 1978*), Business Teacher, Franklin Township Community Schools

Luckenbill, Charles W., M.B.A. (*Indiana University*), Executive Education Program, School of Business

Maley, Eugene O., M.B.A. (*Emory University, 1953*); J.D. (*Indiana University, 1963*), Attorney, Smith, Maley & Douglas

Marmaduke, Dale Q., M.B.A. (*Indiana University, 1987*), Senior Program Analyst, Computing Services, IUPUI

McCormick, Matti J., M.B.A. (*Rutgers University, 1977*), President, Resource Marketing Inc.

McKinzie, M. Jane, M.S. (*Indiana University, 1960*)

Michael, M. Sue, J.D. (*Indiana University, 1983*), Assistant Corporation Counsel, City of Indianapolis Legal Division

Miller, Debra L., M.B.A. (*University of Dayton, 1980*)

Owens, Dennis N., J.D. (*Indiana University, 1976*), Associate, Smith, Maley & Douglas

Pankow, Scott D., J.D. (*Indiana University, 1982*), Attorney, Sipe, Pankow, Reddick & Han

Pearson, J. Richard, M.A. (*Butler University, 1984*), Vice President, Human Resource Development

Snell, John C., M.B.A. (*Indiana University, 1977*), Partner, Paul I. Cripe Real Estate Evaluation Group

Tillman, Douglas L., J.D. (*Indiana University, 1977*), Attorney, Eli Lilly & Company

Zeller, Tamien M., M.B.A. (*University of Miami, 1977*)



J. Dwight Peterson presents the Key Award, which is named for him, to an IUPUI recipient.

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 713 degree programs, the University attracts students from all 50 states and around the world. The full-time faculty numbers over 3,500 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 more than 89,000 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, veteran status, or handicap. 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 included in the student handbook, *Ins & Outs*, 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 insure 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 rank in the upper third of the high school graduating class for out-of-state residents.

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

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, transfers 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 pre-enrollment 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.

Residency Status

Prospective students from out of state should be aware that the criteria for establishing in-state residency and thus qualifying for in-state fee rates are very strict. Except under

specific circumstances, persons who have moved to Indiana for the primary purpose of attending a college, university, or other institution of higher education will not be able to qualify for in-state fees during their academic career. Rules for determining residency status are listed below.

Rules Determining Residency

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) 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 administered 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.
 - (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."
 - (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 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.

Fees

Enrollment and administrative fees listed here were approved at the June 1989 meeting of the Indiana University Board of Trustees. 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	\$67/credit hour	\$202.85/credit hour
Graduate and Professional ¹		
Business	\$98.50/credit hour	\$268.50/credit hour
Law	\$95.50/credit hour	\$260.50/credit hour
Optometry	\$102/credit hour	\$283/credit hour
Other	\$88/credit hour	\$251.50/credit hour
Independent Study (Correspondence)	\$58/credit hour	\$58/credit hour
Thesis enrollment (G901) ²	\$100	\$100
Auditing (no credit)	\$20/credit hour	\$20/credit hour
Indianapolis Campus		
Undergraduate ¹	\$65.70/credit hour	\$192.55/credit hour
Graduate and Professional ¹		
Business	\$98.50/credit hour	\$268.50/credit hour
Dentistry	\$5,400/year	\$11,200/year
Law	\$95.50/credit hour	\$260.50/credit hour
Medicine	\$5,400/year	\$12,200/year
Other	\$88/credit hour	\$251.50/credit hour
Thesis enrollment (G901) ²	\$100	\$100
Auditing (no credit)	applicable credit hour rate	

¹ Includes credit courses in the School of Continuing Studies.

² To 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 thesis enrollment.

ADMINISTRATIVE FEES ³	Bloomington Campus	Indianapolis Campus
Application for admission		
United States	\$20	\$20
Foreign	\$35	\$35
Deferred billing charge ⁴	\$15	\$15
Enrollment deposit for entering freshmen	\$50	
Freshman Orientation	\$28	
Health service fee ⁵	\$40/semester \$17/Summer Session I \$23/Summer Session II	optional
Late payment of fees	\$30	not applicable
Late program change ⁶	\$12/course	\$12/course
Late registration ⁷	\$30 to \$60	\$17 to \$69
Student activity fee ⁸	\$6.25 or \$12.45/semester \$3.15 or \$6.25/summer session	\$4 or \$8/semester
Technology fee ⁹	\$6 to \$30	
Transcripts	\$5	\$5

³ Applicable to both in-state and out-of-state students.

⁴ Fee is assessed if deferment option is selected on the schedule confirmation/account statement.

⁵ On the Bloomington campus, students enrolled in more than 3 credit hours pay a mandatory health service fee. Students enrolled in 3 credit hours or less will be charged on a full-cost, fee-for-service basis if they use the services of the IU Health Center. On the Indianapolis campus, the health service fee is optional.

⁶ After drop-and-add week (100 percent refund period), students will be assessed \$12 for each course added, exchanged, or dropped, including a section change, credit hours change, or credit/audit change.

⁷ A late registration processing fee will be assessed any student who does not register during the scheduled registration period. On the Bloomington campus, the fee is \$30 for students who register by the last Friday before classes begin and increases by \$10 on the Monday of each successive week to a maximum of \$60. No registrations will be accepted after the sixth week of the semester without the approval of the dean of students. On the Indianapolis campus, a \$17 late registration fee is in effect upon conclusion of registration through the end of the first week of classes. Late registration after the first week of classes will be assessed as follows: second week, \$34; third week, \$51; fourth week, \$69. No registration will be accepted after the fourth week of classes without the approval of the dean of faculties.

⁸ On the Bloomington campus, students enrolled for more than 3 credit hours during the fall and spring semesters pay a mandatory student activity fee of \$12.45. Students enrolled for 3 or fewer credit hours pay \$6.25. Summer session students enrolled in more than 3 credit hours pay a mandatory fee of \$6.25; students enrolled in 3 or fewer credit hours pay \$3.15. On the Indianapolis campus, part-time students enrolled in 1-8 credit hours pay a mandatory student activity fee of \$4 per semester. Full-time students enrolled in 9 or more credit hours pay \$8 per semester.

⁹ Students on the Bloomington campus must pay a mandatory technology fee of \$6 for 1-3 credit hours, \$12 for 4-6 credit hours, or \$30 for 7 or more credit hours.

Fee Refund Schedule

Time of Withdrawal	Refund
9 through 16 weeks	
During 1st week of classes or through drop/add period	100%
During 2nd week of classes	75%
During 3rd week of classes	50%
During 4th week of classes	25%
During 5th week of classes and thereafter	None
5 through 8 weeks	
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 or through drop/add period	100%
During 3rd and 4th day of classes	50%
During 5th day of classes and thereafter	None
1 week or less	
During 1st day of class	100%
During 2nd day of classes	50%
During 3rd day of classes and thereafter	None

The refund policy applies to credit hour fees and all course-related mandatory fees, wherein the student is required to pay a specific fee.

Procedure Students must apply to the Office of the Registrar and the Office of the Bursar when they withdraw from classes.

Fee Reductions and Financial Aid

Scholarships and Financial Aid Students can find information about loans and part-time employment through the Office of Scholarships and Financial Aids and through their schools or departments.

Fee Courtesy The following statements describe the privilege of fee courtesy extended to full-time or retired University faculty and staff by the trustees. For a full policy statement, please refer to personnel policy No. 18, revised January 1987, available in the personnel office of each campus.

Fees for a full-time employee (100 percent F.T.E.) who is appointed within the first week of a semester or summer sessions and enrolled in 1-6 credit hours will be assessed at one-half the resident credit hour rate at the campus where the employee enrolls, for the actual number of hours taken. Fees for 1-3 credit hours per semester or summer sessions (the latter count as one semester) are

refundable at the end of the semester provided the credit hours are completed with grades of C or higher, R, P, or S. Fees for more than 6 credit hours in a semester or summer sessions will be assessed at full resident rate on that campus.

The spouse of a full-time (100 percent F.T.E.) employee appointed within the first week of a semester or summer sessions will be entitled to a fee courtesy consisting of one-half of the resident undergraduate fee rate at the campus where the spouse enrolls for each credit hour up to the maximum of 3 credit hours per semester or summer sessions. This credit will be applied against the full fees of the student at the appropriate resident or nonresident rate.

Dependent children of full-time faculty and staff appointed within the first week of a semester or summer session will be entitled to a fee courtesy consisting of one-half of the resident undergraduate fee rate at the campus where the child enrolls. Dependent children are defined as all legally dependent children including stepchildren, children who have employees as their legal guardians, children of retired employees eligible for group life insurance benefits, children of disabled employees receiving long-term disability benefits, and children of deceased employees of 20 years or more full-time service.

The fee courtesy for dependent children will be granted only to students registered at Indiana University and only for the number of credit hours required to complete the curriculum in which the student is enrolled (up to 140 credit hours). This fee courtesy does not apply to graduate or post-baccalaureate professional study.

To receive fee courtesy for dependent children, the full-time employee must fill out the application titled Request for Fee Courtesy — Dependent Children, available from the personnel office of each campus, and return the completed form to the personnel office *prior to registration* for verification of employment. If this application has not been approved and processed prior to registration, the student will be required to pay full fees and then will be issued a refund for the portion covered by the fee courtesy when the application is approved.

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

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 to notify the office of Disabled Student Services and Veterans Affairs of any schedule change that may increase or decrease the number of benefits allowed.

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.

Indiana University Bulletins

You may want to explore other schools of Indiana University. The following is a complete list of our bulletins. Please note that bulletins for the divisions of the University marked (*) may be obtained from the Office of Admissions, 814 East Third Street, Indiana University, Bloomington, Indiana 47405.

IUPUI bulletins for Purdue programs, for the IUPUI University Division, and for School of Law-Indianapolis may be obtained by writing directly to those units on the Indianapolis campus.

You may write directly to the individual regional campus for its bulletin.

Indiana University Bloomington

- *College of Arts and Sciences
- *School of Business⁴
- *School of Continuing Studies²
- *School of Education¹
- *Graduate School
- *School of Health, Physical Education, and Recreation
- *School of Law-Bloomington³
- *School of Library and Information Science
- *School of Music
- *School of Optometry
- *School of Public and Environmental Affairs¹
- University Division

Indiana University-Purdue University at Indianapolis

- *School of Business⁴
- School of Continuing Studies²
- *School of Dentistry
- *School of Education¹
- School of Engineering and Technology (Purdue University)
- *Graduate School
- *Herron School of Art
- School of Law-Indianapolis³
- *School of Liberal Arts
- *School of Medicine
- *Division of Allied Health Sciences
- *School of Nursing
- *School of Optometry
- *School of Physical Education
- *School of Public and Environmental Affairs¹
- School of Science (Purdue University)
- *School of Social Work
- IUPUI University Division

The Regional Campuses

- Indiana University East (Richmond)
- Indiana University at Kokomo
- Indiana University Northwest (Gary)
- Indiana University at South Bend
- Indiana University Southeast (New Albany)
- Indiana University-Purdue University at Fort Wayne (IPFW)

¹ Two bulletins are issued: graduate and undergraduate.

² Brochures on the General Studies Degree Program, Independent Study Program, Division of Labor Studies, Division of Professional Development, and Conference Bureau are available from this school.

³ There are two Indiana University schools of law. Be sure to specify whether you want a bulletin of the Bloomington or Indianapolis school.

⁴ 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.

