

# Indiana University Bulletin

---

Bloomington and Indianapolis  
Campuses

School of  
Business  
Undergraduate  
Program

4-3492

---

1 9 8 6 - 1 9 8 8

## **Indiana University Bloomington**

- \*College of Arts and Sciences
- School of Journalism
- \*School of Business<sup>1</sup>
- \*School of Continuing Studies<sup>2</sup>
- \*School of Education<sup>1</sup>
- \*School of Health, Physical Education, and Recreation
- \*School of Law-Bloomington
- \*School of Music
- \*School of Optometry
- \*School of Public and Environmental Affairs
- \*Graduate School
- \*School of Library and Information Science
- \*University Division

## **Indiana University-Purdue University at Indianapolis**

- \*School of Business<sup>1</sup>
- \*School of Continuing Studies<sup>2</sup>
- \*School of Dentistry
- \*School of Education<sup>1</sup>
- School of Engineering and Technology (Purdue University)
- \*Herron School of Art
- \*School of Journalism
- \*School of Law-Indianapolis
- \*School of Liberal Arts
- \*School of Medicine
  - \*Division of Allied Health Sciences
  - \*Division of Continuing Medical Education
- \*School of Nursing
- \*School of Physical Education
- \*School of Public and Environmental Affairs
- School of Science (Purdue University)
- \*School of Social Work
- IUPUI University Division
- IUPUI Columbus (Indiana)

## **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)

---

Bulletins for the divisions of the University marked (\*) above may be obtained from the Office of Admissions, Student Services Building, Indiana University, Bloomington, Indiana 47405. (Please note that there are two Indiana University Schools of Law and be sure to specify whether you want a bulletin of the Bloomington or the Indianapolis School.)

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

Write directly to the individual regional campus for its bulletin.

<sup>1</sup> Two bulletins are issued: graduate and undergraduate.

<sup>2</sup> Brochures on the Independent Study Division, Labor Studies, External Degrees, and Real Estate Certification Program are available from this School (Owen Hall).

# Indiana University Bulletin 86-88

---

## School of Business Undergraduate Program

---

Bloomington and Indianapolis Campuses

While every effort is made to provide accurate and current information, Indiana University reserves the right to change without notice statements in the Bulletin series concerning rules, policies, fees, curricula, courses, or other matters.

**INDIANA UNIVERSITY BULLETIN**  
OFFICIAL SERIES (USPS 262440)

---

Second-class postage paid at Bloomington, Indiana. Published seventeen times a year (one time in February, April, July, August, November, and December; two times in March, May, June, and September; three times in October) by Indiana University from the Office of University Publications, Bloomington, Indiana 47405. POSTMASTER: Send address changes to INDIANA UNIVERSITY BULLETIN MAIL ROOM, 708 N. Indiana, Bloomington, Indiana 47405.

---

Vol. LXXXIV, No. 2

Bloomington, Indiana

March 15, 1986

## Administrative Officers 1985-86

### Indiana University

JOHN W. RYAN, Ph.D., *President of the University*  
HERMAN B. WELLS, A.M., LL.D., *Chancellor of the University*  
W. GEORGE PINNELL, D.B.A., *Executive Vice President of the University*  
KENNETH R.R. GROS LOUIS, Ph.D., *Vice President (Bloomington)*  
GLENN W. IRWIN, JR., M.D., *Vice President (Indianapolis)*  
EDGAR G. WILLIAMS, D.B.A., *Vice President for Administration*  
DANILO ORESCANIN, D.B.A., *Vice President for University Relations*  
JOHN D. MULHOLLAND, M.B.A., *Treasurer of the University*  
EDWIN W. CROOKS, D.B.A., *Chancellor of Indiana University Southeast*  
JOSEPH P. GIUSTI, D.Ed., *Chancellor of Indiana University - Purdue University at Fort Wayne*  
PEGGY G. ELLIOTT, Ed.D., *Acting Chancellor of Indiana University Northwest*  
HUGH L. THOMPSON, Ph.D., *Chancellor of Indiana University at Kokomo*  
GLENN A. GOERKE, Ph.D., *Chancellor of Indiana University East*  
LESTER M. WOLFSON, Ph.D., *Chancellor of Indiana University at South Bend*  
DEBORAH A. HAMILTON, M.S., J.D., *University Director of Affirmative Action*

### Bloomington Campus

KENNETH R.R. GROS LOUIS, Ph.D., *Vice President*  
ANYA PETERSON ROYCE, Ph.D., *Dean of the Faculties*  
WARD B. SCHAAP, Ph.D., *Dean for Budgetary Administration and Planning*  
MORTON LOWENGRUB, Ph.D., *Dean for Research and Graduate Development*  
ELIZABETH M. NUSS, Ph.D., *Dean for Undergraduate Life*  
MICHAEL V.W. GORDON, Ed.D., *Dean of Students*  
DANIEL W. DeHAYES, JR., Ph.D., *Dean and Director of Academic Computing*  
THEODORE R. JONES, A.B., *Business Manager*  
D'ANN CAMPBELL, Ph.D., *Dean for Women's Affairs*  
JOSEPH J. RUSSELL, Ed.D., *Dean for Afro-American Affairs*  
ALBERTO TORCHINSKY, Ph.D., *Dean for Latino Affairs*  
ROBERT S. MAGEE, M.Div., *Director of Admissions*  
R. GERALD PUGH, Ed.D., *Registrar*  
MARCIA V. DONNERSTEIN, Ph.D., *Campus Affirmative Action Officer*

### Indianapolis Campus

GLENN W. IRWIN, JR., M.D., *Vice President*  
ROBERT A. GREENKORN, Ph.D., *Vice President and Associate Provost (Purdue University)*  
HOWARD G. SCHALLER, Ph.D., *Executive Dean and Dean of Faculties*  
PAUL J. NAGY, Ph.D., *Associate Dean of Faculties*  
NEIL E. LANTZ, M.S., *Director of Administrative Affairs*  
WENDELL F. McBURNEY, Ed.D., *Dean for Research and Sponsored Programs*  
GOLAM MANNAN, Ed.D., *Dean for Student Services*  
JOHN C. KRIVACS, M.S., *Director of Admissions*  
RICHARD E. SLOCUM, Ed.D., *Registrar*

### School of Business

JACK R. WENTWORTH, D.B.A., *Dean*  
MICHAEL B. METZGER, J.D., *Associate Dean for Academics*  
GEORGE W. HETTENHOUSE, Ph.D., *Associate Dean for Research and Operations*  
W. HARVEY HEGARTY, Ph.D., *Associate Dean for Professional Programs*  
GEORGIA B. MILLER, Ed.D., *Assistant Dean, Indianapolis*  
C. RANDALL POWELL, Ph.D., *Assistant Dean for Company Relations*  
JOHN A. BOQUIST, Ph.D., *Director of Executive Education*  
JOSEPH M. WALDMAN, D.B.A., *Chairperson of the Undergraduate Program*  
DONALD L. HARNETT, Ph.D., *Chairperson of the Master of Business Administration Program, Bloomington*  
S. CHRISTIAN ALBRIGHT, Ph.D., *Chairperson of the Doctoral Programs*  
R. THOMAS LENZ, D.B.A., *Chairperson of MBA/CIP Program and Executive MBA Program, Indianapolis*

# Contents

## 1 School of Business

- 1 Purpose of the School
- 1 Instructional Programs
  - 1 Degree Programs
  - 2 Two-Year Certificate Program
  - 2 Other Instructional Activities
  - 2 Related Services and Facilities
  - 2 Student Guidance and Counseling
- 3 Internships
- 3 Placement
- 4 Library Services
- 4 Research and Publications
- 5 Development of the School of Business
- 5 Organization of the School
- 6 Departmental and Curricular Structure
- 6 Student Organizations
- 7 Prizes, Awards, and Scholarships

## 10 Undergraduate Program

- 10 Requirements for Admission
- 11 Policies Governing the Undergraduate Program
  - 11 Degree Requirements
  - 11 Degree Application
  - 11 Hours Requirements
  - 12 Grade Code
  - 12 Grade-Point Average Requirements
  - 12 Class Standing
  - 12 Semester Load
  - 12 Addition of Courses
  - 12 Withdrawals
  - 12 Incompletes
  - 13 Pass-Fail Option
  - 13 R Grade, Deferred
  - 13 Regional Campuses
  - 13 Senior Residence Requirement
  - 13 Independent Study Credit by Correspondence
- 13 General Scholarship Rule
- 13 Academic Standing
- 13 Probation
- 14 Dismissal
- 14 Absences
- 14 English Composition
- 14 Placement
- 14 Physical Education Courses
- 14 ROTC Courses
- 15 Credit by Self-Acquired Competency
- 15 Credit Deadline
- 15 Requirements for a Second Bachelor's Degree

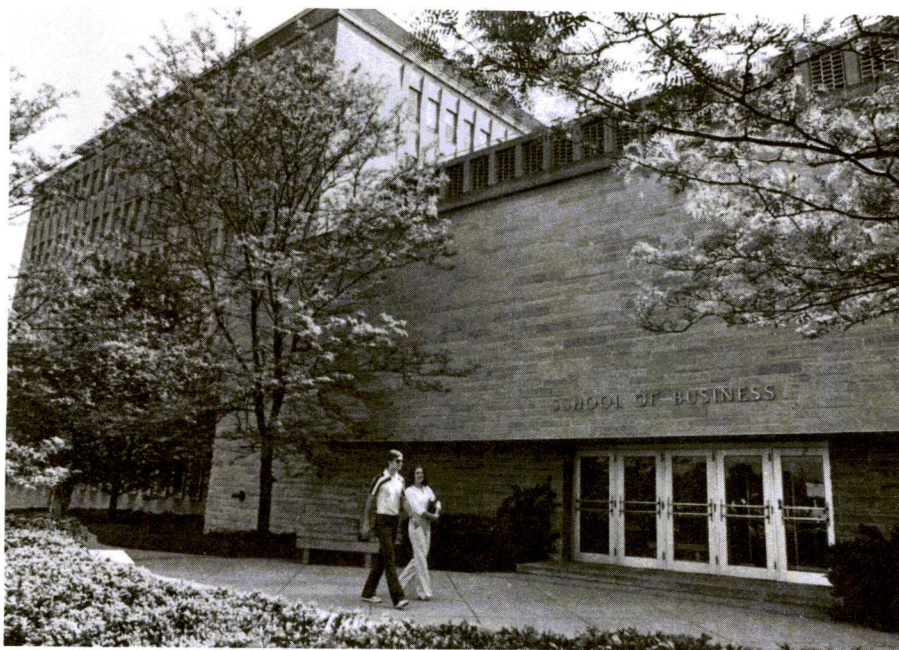
- 15 Arts and Sciences Minor
- 15 Statute of Limitations
- 15 Undergraduate Curricula
- 16 General Education Requirements
- 17 Basic Business Administration Courses
- 17 Typical School of Business Program
- 18 Curricular Concentrations
  - 18 Accounting
  - 18 Business Analysis
  - 19 Business Economics and Public Policy
  - 19 Business Law
  - 19 Decision Sciences
  - 20 Finance
    - 21 Insurance
    - 21 Real Estate
  - 21 Management
    - 22 Management and Organizations (Offered at B and I)
    - 22 Personnel and Industrial Relations (Offered at B & I)
  - 23 International Business
  - 23 Marketing
    - 23 Marketing/Advertising
    - 24 Transportation Management
    - 24 Operations and Systems Management
    - 24 Administrative Systems
  - 24 Overseas Study Program
  - 25 Honors Program
  - 27 Outside Field in Business Administration
  - 27 Two-Year Certificate Programs
  - 28 Business Studies
  - 28 Office Management

## 30 Graduate School of Business

- 30 Master of Business Administration (M.B.A.)
  - 30 Nature of the Program
  - 30 Admission
  - 30 Academic Program
  - 30 Administration
  - 30 Residence and Time Requirements
  - 30 M.B.A. Degree Requirements
  - 31 Further Information
- 31 M.B.A. Career Integrated Program (M.B.A./C.I.P.)
- 31 Executive M.B.A. Program (E.M.B.A.)
- 31 Doctoral Programs
  - 32 Philosophy and Goals
  - 32 Administration
  - 32 Admission Requirements and Procedures

<b>33 Undergraduate Courses</b>	
33 Accounting	42 Administrative Systems
34 Business Economics and Public Policy	42 General and Honors Courses
35 Public Utilities	43 Business Education
35 Business Law	44 Department of Economics (College of Arts and Sciences, Bloomington, and the School of Liberal Arts, Indianapolis)
36 Decision Sciences	
36 Finance	
37 Insurance	
37 Real Estate	<b>49 School of Business Faculty 1985-86</b>
37 Management	<b>49 Bloomington-Indianapolis</b>
39 International Business	
39 Marketing	49 Emeriti Faculty and Faculty
41 Transportation Management	54 Part-time Lecturers
41 Operations & Systems Management	<b>53 Indiana University</b>

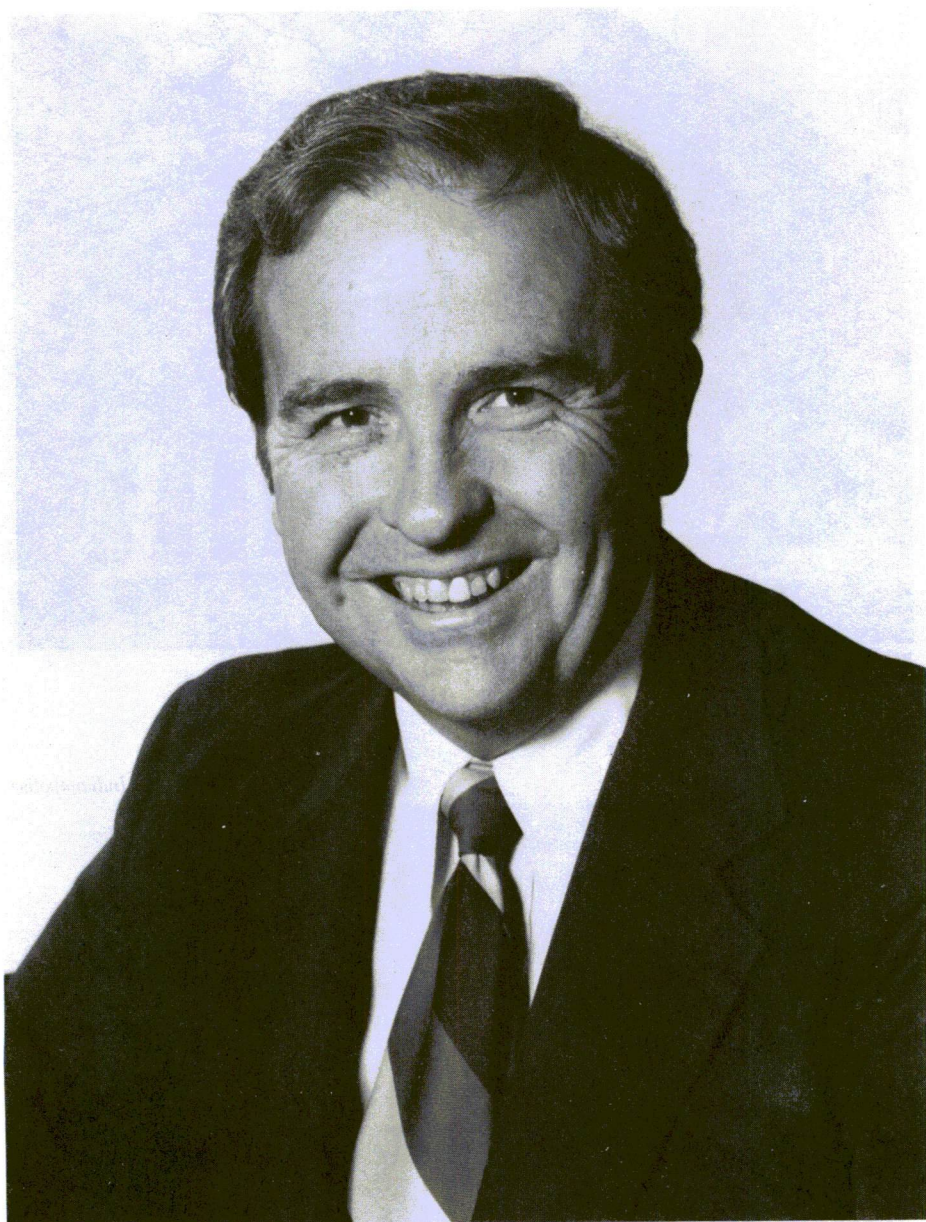




*Bloomington*

*Indianapolis*





*Dean Jack R. Wentworth*

# 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 M.B.A. 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 education must develop in its students abilities to project their thinking and

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

To equip prospective executives for their professional responsibilities, the school seeks to orient its instructional and research activities around two themes—one, the business men and women as managers and executives, planners, decision makers, organizers, and controllers of operations in their particular firms; and the other, the businessmen and women 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. The students must discover for themselves the beliefs and purposes that can give inner direction to their careers.

## Instructional Programs

The great majority of the school's resources is committed directly to instructional activities, 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 service and support the instruction enterprise, and to research and publication programs.

### Degree Programs

Typically, business students concentrate on the Undergraduate Business Program during the last two years of a four-year degree program. As already indicated, this is a professional degree with an extensive arts,

sciences, social sciences, and humanities content.

The Graduate School of Business offers three degree programs—the M.B.A. and the D.B.A. or Ph.D. The Master of Business Administration degree offered in Bloomington is a full-time program requiring two academic years. The Master of Business Administration degree offered in Indianapolis is a part-time, career-integrated program. Both provide professional training primarily for those seeking careers as business executives. For most such students the M.B.A. is a terminal degree. However, it is also a desirable approach to doctoral study for those who are qualified. The school also offers an Executive M.B.A. Program for mid-career executives. This weekend program permits the executives to obtain the two-year 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, 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 are candidates for 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 taking 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 upon successful completion of the program. See Curricular Concentrations.

## **Other Instructional Activities**

The School of Business faculty performs some teaching and counseling services for those who are not degree candidates. These functions are carefully considered and planned so they will not encroach upon basic instructional and research programs. The practice is to provide extracurricular instruction whenever the particular project appears to be in the public interest, either contributes to or does not interfere with the curricular programs or faculty development and research, and does not make unreasonable demands on faculty members' time. 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 Management in Actions Seminar Series, 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 business men and women 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** Other special instructional programs conducted under the school's auspices are as follows:

1. The Indiana University Business Alumni Association, which considers topics of major current interest to the business community
2. Management in Action Seminar Series
3. External programs/management seminars for various trade associations and companies.

## **Related Services and Facilities**

### **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 (e.g., accounting, finance). See Curricular Concentrations. Faculty members in each area of concentration are available to help students understand and plan for meeting concentration requirements. There are academic advisers located in rooms 218 and 220, School of Business (Bloomington), who

help students with general and special problems related to their business programs. Similarly, an academic adviser in business is available in the Business/SPEA Building (BS 3020) in Indianapolis. Students may obtain additional counseling from the Counseling Center, from the Business Placement Office, or from the Office of Career Counseling and Placement.

**Internships** The Professional Practices Program, which is the internship program of the School of Business, offers supervised occupational experience. The program places undergraduates who are in advanced stages of their degree programs in paid internships for one semester. The office is located at 625 N. Jordan (Bloomington) and in the Business/SPEA Building (BS 2010) in Indianapolis.

The following policies govern the Professional Practices Program in the School of Business:

1. A student may receive a maximum of six credit hours toward minimum degree requirements in the School of Business for participation in Professional Practices Program internships.
2. All internships must be full-time employment assignments.
3. The student must have completed the integrative core program.
4. The student must have at least one semester's work (and preferably two semesters) remaining after the internship. The internship program cannot be taken during the last semester in school.
5. Each internship position must be approved by the department of the School of Business offering the internship, and this approval must be established prior to the time applications from students are solicited. Individual departments have specific course and GPA requirements.
6. Students may apply for and participate only in those internships which have been announced in advance of the time applications from students are solicited.
7. Students may not participate in internships at their previous or present place of employment.
8. The department offering an internship must prescreen all applicants to determine the career suitability of the intern experience for each applicant. When an applicant's career objective does not match the internship experience, the department should confer both with the applicant and with the department of the student's major before recommending the assignment of a student to an internship different from the student's major area of study.
9. At the conclusion of an internship, the student intern is required to submit a substantial written report acceptable to the department in the School of Business from which internship 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 internship was undertaken.
10. Exceptions to the above policies for individual cases must be approved by the undergraduate policy committee.

#### Placement

**Bloomington:** Director: Charles Randall Powell, Ph.D. (*The Ohio State University*, 1973)  
Associate Directors: R. Gordon Smith, M.A. (*University of Illinois*, 1969); Mark Case, M.S. (*Miami University, Ohio*, 1980)  
Assistant Directors: John Mayleth, M.A.T. (*Indiana University*, 1976); Teri Crotty, M.S. (*Indiana University*, 1981)

**Indianapolis:** Director: Thomas T. Cook, M.A.I.A. (*The Ohio University*, 1971)  
Assistant Director: Jane E. Ryker, M.S. (*Indiana University*, 1974)  
Counselors: Paul Gabonay, M.S. (*Indiana University*, 1981); Elizabeth Litchin, M.S. (*Indiana University*, 1984); Nancy Oberfell, M.S. (*Indiana University*, 1984); Louise Settles (*Indiana University*)

The Business Placement Office, located in the School of Business Building, Bus P100, (Bloomington) and the Business/SPEA Building (BS2010) (Indianapolis), is a meeting ground for all Indiana University graduates seeking business careers and for business organizations wishing to employ college graduates. All seniors on the Bloomington campus desiring to interview through the Business Placement Office must successfully complete the one credit-hour course Business Career Planning and Placement (Bus X410) during their senior year. For all seniors and alumni of the University interested in business careers, every effort is made to assist in the evaluation of personal career potentials, to determine where individual skills can best be utilized, and to provide help in the organization of job campaigns. Each year several hundred companies send representatives to the School of Business to interview prospective graduates with business career aspirations. Other firms provide information regarding opportunities of interest to both students and alumni. The Business Placement Office coordinates the recruiting programs, makes information

available regarding all job openings brought to its attention, and refers qualified students and interested alumni to companies which do not interview locally. Files of all School of Business alumni are maintained by the Placement Office and kept available for reference at any time after graduation. Placement services are provided at those Indiana University campuses which have four-year programs.

#### Library Services

*Bloomington Librarian:* Michael Parrish, M.A.L.S. (Indiana University, 1959)  
*Assistant Librarian:* Nels Gunderson, M.L.S. (Indiana University, 1977)

The Business/School of Public and Environmental Affairs Library is designed to serve the research and study needs of the faculty and students of the School of Business on the Bloomington campus. A state-of-the-art library founded in 1982, it holds more than 100,000 books, subscribes to nearly 1,000 journals, and through DIALOGUE provides access to numerous on-line data bases. Also available through a dedicated terminal is access to LEXIS, NAARS, and EXCHANGE. On the Indianapolis campus, a core business collection is available in the Blake Street Library and a librarian has been assigned with the specific responsibility for the library needs of business students.

## Research and Publications

An important part of the mission of a research-based university is the creation, discovery, and dissemination of new information and insights. In the School of Business, research is an important component of the intellectual life of the school. Faculty and graduate students are engaged in a wide spectrum of research activities. Some of the research treats highly theoretical subjects; other projects are devoted to more concrete current problems. Some have broad national or international scope; others focus on specific industry or markets, or on problems relating to the management, marketing, accounting, finance, production, or personnel problems of business firms.

The School of Business has been fortunate in obtaining a great deal of its financial support for research activities from foundations, business organizations, government agencies, and individual donors, which enables the school to support individual research projects

and to sponsor research seminars. The results of the faculty's research activities are published in professional journals, books, and monographs. These publications permit the school's research to be disseminated to the community of scholars and practicing business professionals who are interested in the results of such efforts. Research results may also be found in the course content of many of the school's advanced courses at both the graduate and undergraduate levels.

Support for the school's research activities is provided in two ways. General logistical support for faculty and graduate students' research efforts are provided by the director of academic support services, the business computing facility, and the behavioral laboratory. A faculty committee assists the dean of the School of Business in allocating funding for meritorious research projects and for miscellaneous research expenses. The associate dean for research and operations administers the school's research activities.

Additional research activities are conducted by a series of centers and institutes, organized around a particular research objective. The following are examples of such research units:

*Indiana Business Research Center* conducts research projects and analyzes the business and economic environment of the state of Indiana and the Midwest.

*Institute for Research in the Management of Information Systems* is a new unit, initially funded by a \$1 million cash grant from the IBM Corporation, promoting faculty research related to the integration of new information technologies into the management of business enterprises.

*Transportation Research Center* is a cooperative venture between the School of Business and the School of Public and Environmental Affairs that conducts research studies relating to transportation problems in both the private and public sectors.

*Center for Real Estate Studies* focuses on current problems of real estate development and valuation.

#### 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, 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 staff and students and is sent to a national and international audience on a subscription basis.

## Development of the School of Business

The beginnings of business education at Indiana University date back well over a century. 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 business man and woman. 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.

Although business courses were offered as early as 1916 on the Indianapolis campus, a degree was not available until the M.B.A. Program was launched in 1962. The bachelor's degree in business became available at the Indianapolis campus following 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 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 the one School of Business began operating at two campuses—Bloomington and Indianapolis.

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.

## Organization of the School

The school's resident faculty, composed of more than 155 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 various 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 professional 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. 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 departments and 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 either on the Bloomington or Indianapolis campus or both.

**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 Alpha Psi** Graduate and undergraduate accounting majors of high scholastic standing who have demonstrated qualities of integrity and leadership are eligible for membership in Beta Alpha Chapter of Beta Alpha Psi, the national professional accounting fraternity. The purposes of this fraternity are to instill in its members a desire for continuing self-improvement, to foster in the members high moral and ethical standards, to encourage and give recognition to scholastic and professional excellence, to cultivate in its members a sense of responsibility and service, to promote the collegiate study of accounting, and to provide opportunities for association among its members and practicing accountants.

**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 qualify for election. All successful doctoral degree candidates are eligible for membership if not previously admitted.

**Delta Sigma Pi and Alpha Kappa Psi** These national professional fraternities for students enrolled in schools of business foster the study of business in universities, encourage scholarship, promote closer affiliation between the business world and students of

business, and further the development of high standards of business ethics.

**Entrepreneurship Club** Open to all students, this club is for those students who plan to pursue an entrepreneurial or a small business career. Of equal interest are Intrapreneurial skills within the large corporation. Guest speakers and company visits are featured.

**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.

**Insurance Club** This club brings together students interested in any or all fields of insurance, including life, fire, and casualty; makes business contacts for them; and periodically invites persons actively engaged in the profession to be speakers.

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

**Marketing Club** All students majoring 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 Indiana University 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.

**Production Management Club** The purpose of this organization is to develop a better understanding of the field of production management among business students. Membership is open to all students interested in the field. To further its objectives, the club sponsors tours of local manufacturing facilities, formal presentations on various topics pertinent to the field of production management, and informal discussions with business executives active in the field of production management.

**Rho Epsilon** This professional real estate fraternity offers to real estate administration students and others interested in the area an opportunity to participate in a nationwide professional fraternity. The fraternity provides activities designed to foster closer working relations among students, faculty members, and business executives in this field.

**Sigma Iota Epsilon** This organization is the national honorary and professional fraternity for students studying professional business management. Its purposes are to encourage and recognize high scholarship and to advance the professional management movement. Regular professional meetings are held.

**Society for Advancement of Management** S.A.M. is open to all students interested in the science of management. The objective of this national organization, sponsored by the American Management Association, is to promote communication and understanding between academic and practicing managers. This is realized substantially through the help of the A.M.A., which is also an excellent source of contacts within the business community. Among its many activities, S.A.M. organizes an annual trip to the national S.A.M. convention in Chicago.

**Transportation Club** Any and all students interested in transportation may become members. The club provides special programs to foster a working relationship between students and executives of the transport industry, including the various carriers, the ranks of distribution and industrial traffic managers, and the regulatory agencies.

**Women-In-Business** Membership is open to all women at Indiana University, 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 students in the School of Business: Beta Gamma Sigma Scholarship Prizes; William A. Rawles Key Award; Alpha Kappa Psi Medallion Award; Delta Sigma Pi Award; Indiana Association of Certified Public Accountants Award; Dow Chemical Award; the Wall Street Journal Award, and the John H. Porter Award.

**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. Students whose names appear on the Dean's Honor List after either semester or summer session will be honored on Founders Day in the spring semester on the Bloomington campus. In Indianapolis, honor students receive letters from the dean recognizing their meritorious efforts.

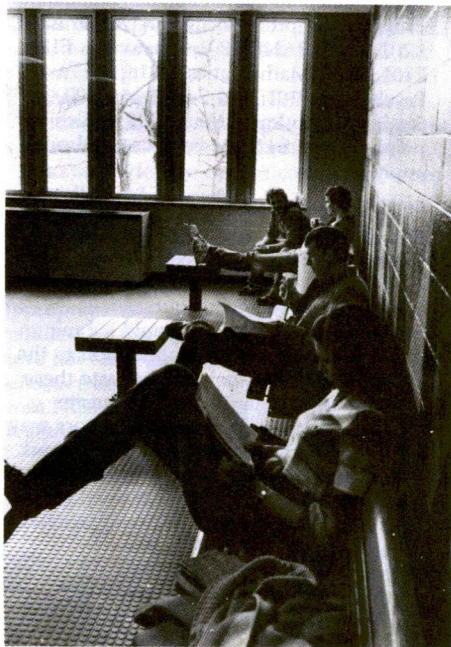
**Academic Distinction** Academic distinction for excellence in scholarship is awarded at Commencement to a limited number of students graduating in business with the degree Bachelor of Science. The number so honored will not exceed ten percent of the graduating class in the school for that year. Graduates whose grade-point averages are in the highest one percent (approximately 3.9 or higher) and who complete at least sixty credits at Indiana University are graduated with "Highest Distinction"; those whose grade-point averages are in the next highest four percent (approximately 3.75 to 3.89) and who complete at least sixty credits at Indiana University are graduated with "High

Distinction"; and the remaining five percent (approximately 3.55 to 3.74) who complete at least sixty credits at Indiana University are graduated with "Distinction." 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. Requests for information about these benefits should be addressed to the Veterans Administration Regional Office, 575 North Pennsylvania Street, Indianapolis, IN 46204.

**Graduate Fellowships and Assistantships** Funds are available for fellowships, teaching associateships, research fellowships, and graduate assistantships in the School of Business. Current details may be obtained from the dean of the School of Business.





requirements stated in this *Bulletin*. Of this number, at least 48 hours shall be in business and economics courses and at least 50 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, A- = 3.7, B+ = 3.3, B = 3.0, B- = 2.7, C+ = 2.3, C = 2.0, C- = 1.7, D+ = 1.3, D = 1.0, D- = 0.7, 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 C (2.0) is required for graduation. Grades of A, B, C, D, and F are included in the grade average. Transfer students admitted from other institutions with deficiencies in credit points are expected to overcome those deficiencies with Indiana University grades.

A student must maintain a minimum cumulative grade-point average of C (2.0) to graduate. *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 total credit hours which count toward minimum degree requirements. Credit hours required are as follows: senior, 86 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 cumulative B (3.0) average or have earned a B (3.0) average in the previous full semester. Underloads are not appropriate unless a student is limited in time because of health or employment reasons. The maximum load is 20 credit hours.

**Addition of Courses** No course may be added after the first two weeks of a regular session (after drop and add day in Indianapolis) or one week in a summer session unless the instructor of the course petitions that an exception be made, and the request is 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 time 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 Office of the Director of Student Affairs on the Bloomington campus or the Office of the Assistant Dean on the Indianapolis campus), 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 his or her current grade in the course. If the petition is not approved, the student has only two options: (1) The student may remain in the course and receive whatever grade is earned, or (2) The student may withdraw with an F grade regardless of his or her 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 was beyond the student's control; if not, the instructor shall record a grade of F. It is the instructor's responsibility to specify the work to be done 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 the recording of the incomplete. The instructor, however, may require the incomplete to 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 re-enroll in a course in which he or she has 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 policy 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 a campus within the IU system 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 semester (12 or more credit hours).

Permission to take credit during the senior year at another institution or by correspondence study may be procured to a maximum of 6 credits, by petitioning the director, office of Student Affairs.

#### **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 may not be taken by correspondence to count toward degree requirements: Mathematics M118, M119; Psychology P101 (B104); Sociology S100 (R100) or their equivalents; Business A201-A202, F301, J401, K201 or C201 (CSCI 208) (FORTRAN), L201 (L203), M301, P301, W301, Z301, Z302; Economics E103-E104 (E201-E202), E270; Speech S121 (C110), S223 (C223), S228 (C228), S229. Concentration requirements (business and non-business) as well as business electives may not be taken by correspondence. Any exceptions to the above policy must have the approval of the undergraduate chairperson.

**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 grade-point average of C (2.0) or higher in both their cumulative and semester records are considered to be in good standing.

**Probation** Students are on probation following any regular semester or summer session in which they failed to attain a C

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

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

**Absences** Illness is usually the only acceptable excuse for absence from class and must be officially confirmed. A student's excessive absence may be reported by the instructor to the Office of the Dean of Students.

A student who misses a final examination and who has a passing grade up to that time is given temporarily a grade of I (incomplete) if the instructor has reason to believe the absence was beyond the student's control. The Committee on Absence of the Office of the Dean of Students reviews excuses for absences from final examinations and notifies instructors of its decisions.

**English Composition** Students must demonstrate their ability to use correct, clear, effective English. Students may satisfy this requirement in *any one* of the following ways:

1. By being exempted with or without credit. A score of 600 or better on the SAT verbal test will be sufficient for exemption. For exemption with credit, students must take both the SAT verbal test and the English Composition Achievement Test and receive 600 or better on both.

Students exempted from composition without credit who completed L202, L203, L204, L205, L206, L208, L220 or L222 with a grade of A or B will be eligible to apply for 2 hours of English composition credit (W198). The 2 hours will be granted in addition to the 3 hours of regular course credit. If the grade is A, the grade for W198 will be A. If a B is earned, students will receive an S for W198. It is the student's responsibility that the Department of English forward this information to the Recorder of Arts and Sciences, Kirkwood Hall, Bloomington.

At the Indianapolis campus, students are administered an English departmental proficiency examination the first week of each semester, covering grammar, sentence structure, punctuation, and

spelling. On the basis of the resulting scores, the department determines which students are prepared to enter W131. Students who show deficiencies must take the noncredit remedial course, W001. A student who does particularly well on the essay required in this proficiency examination will be exempt from W131, and will receive 3 hours of credit without charge; a student exempting after the first year must pay a fee to the Office of the Bursar.

2. By completing English W131, Elementary Composition (3 credits), with a grade of C- or better, or English W131 with a grade of S.
3. By completing English L141-L142, Introduction to Writing and the Study of Literature (4-4 credits), with a grade of C- or better. This option, available in Bloomington, will satisfy both the English composition requirement and 8 hours of the arts and humanities requirement.
4. By completing two semesters of English W143, Introduction to the Interdisciplinary Study of Expository Writing (1-1 credit), with a grade of C- or better. W143 is available in course sections of several departments in Bloomington which combine instruction in composition with an introduction to a specific discipline.
5. By completing either English L141 or L142 and one semester of English W143 with a grade of C- or better.
6. By completing Afro A141-A142, Introduction to Writing and the Study of Black Literature (4-4) credits, with a grade of C- or better.

**Placement** All undergraduate students are required to register with the Business Placement Office. The course Business X410, Business Career Planning and Placement (1 cr.) must be satisfactorily completed during the fall semester of the academic year in which graduation requirements are completed. In order to use the facilities of the Business Placement Office, students in other schools or divisions of the University must also enroll in X410.

**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 Bloomington and Indianapolis. Completion of either

program leads to a commission as a 2nd 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. For additional information, Bloomington students should contact the Military Coordinator at 335-5329; Indianapolis students should contact professor of Military Science (Army ROTC) (317) 264-2691 or professor of Aerospace Studies (Air Force ROTC) (812) 335-4191.

**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 chairperson 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. The requirements are similar to the requirements for the bachelor's degree in business (see succeeding pages).

The candidate will, of course, be exempted from any of those requirements already fulfilled in acquiring the first bachelor's degree.

Normally the holder of a bachelor's degree who wishes to pursue further education is encouraged to become qualified for admission to graduate study. In certain cases, however, a student may be admitted to candidacy for a second bachelor's degree. When such admission is granted, 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. Students who have been awarded the B.S. in business at Indiana University may register as special students to meet the requirements of another concentration but cannot be certified for the degree a second time.

**Arts and Sciences Minor** Business students may complete the requirements for a minor in the College of Arts and Sciences course work 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, IU credit hours, and course requirements. The minor will appear on the student's official transcript. No more than two minors may appear on the transcript.

Information on approved minors is available in the Business Counseling Office, Bloomington/Indianapolis and in the 1986 summer supplement of the *Bulletin for the College of Arts and Sciences* and the *Bulletin for the School of Liberal Arts (IUPUI)*. 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.

In the event that courses are not available or more than eight years have elapsed, students must apply to the chairperson of the Undergraduate Program to update their programs to the *Bulletin* currently in effect.

## Undergraduate Curricula

*Counselors and Advisers:* Claire S. Park, M.A. (*Ball State University* 1969); Nora Sullivan, M.S. (*Indiana University*, 1964); Gerry C. Miller, M.S. (*Indiana University*, 1981); James L. Basore, M.S. (*Indiana University*, 1982);

Rochelle R. Tinsley (Bloomington), M.S. (*Indiana University, 1980*); Virginia Marzke (Indianapolis) M.Ed. (*Purdue University, 1984*)

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

The following listing details the courses and credits which all undergraduate curricula require in each of these areas. In certain curricular concentrations, specific general education courses are required within the seven groups of courses listed.

### **General Education Requirements<sup>1</sup> (50 cr.)**

#### **I. Communications (8-9 cr.)**

Eng. W131 Elementary Composition (W117) (3 cr.)

(See English Composition.)

<sup>2</sup>Spch. S121 Public Speaking (C110) (2-3 cr.)

Eng. W231 Professional Writing Skills (3 cr.)  
or

<sup>3</sup>Bus. C204 Business Communications (3 cr.)

Students are advised to complete the second writing requirement, Bus. X204 or Eng. W231, prior to admission to the School of Business.

#### **II. Mathematics (6 cr.)**

Math. M118 Finite Mathematics (3 cr.)

Math. M119 Brief Survey of Calculus I (3 cr.)  
(Math. M211 Calculus or Math. M215

[MA163] Analytic Geometry and Calculus I accepted instead of M119)

#### **III. Behavioral Science (6 cr.)**

Psy. P101 Introductory Psychology (B104 or B105 or B106) (3 cr.)

(Psy. P106 General Psychology, Honors accepted instead of P101)

Soc. S100 Sociological Analysis of Society (R100) (3 cr.), or

Soc. S210 Social Organization, (3 cr.), or

Soc. S230 Social Psychology (R234) (3 cr.) or

Soc. S215 Social Change (3 cr.)

#### **IV. Arts and Humanities (12 cr.)**

OPTION 1: A minimum of 12 (see note below) credit hours selected from among the following departments:

<sup>1</sup> Indianapolis campus course equivalents are shown in parentheses.

<sup>2</sup> For students with acceptable background in high school speech, Spch. S223, S228, or S229 may be taken instead of S121.

<sup>3</sup> Bus. X204 will be recorded as a business elective, not in the general education subtotal. It will not count toward the required 50 hours of general education.

Afro-American Studies (AFRO)

American Studies (AMST)

Comparative Literature (CMLT)

English (excluding the courses counted in section I) (ENG)

Fine Arts (FINA)

Folklore (FOLK)

History (HIST)

History and Philosophy of Science (HPSC)

Medieval Studies Institute (MEST)

Music History and Literature (MUS), and

Literature and Structure of Music (MUS)

(Music courses prefixed M or I)

Philosophy (PHIL)

Religious Studies (REL)

Speech Communication (excluding course counted in section I) (SPCH)

Theatre and Drama (THTR)

Second-, third-, and fourth-year courses in the following departments:

(first-year languages are counted under general education electives. See section VIII).

Classical Studies (CLAS) (also CLAS C101 and C102 will count)

East Asian Languages and Cultures (EALC) (also E100 will count)

French and Italian (FRIT)

Germanic Languages (GER) (G163 only)

Near Eastern Languages and Cultures (NELL)

Slavic Languages and Literatures (SLAV)

Spanish and Portuguese (HISP)

Uralic and Altaic Studies (URAL) (also U190 will count)

Twelve (12) credit hours must be selected regardless of the number of courses involved. No sequencing is necessary, this requirement may be scrambled. Second-, third-, or fourth-year courses in the languages are identified as those courses numbered in 200, 300, or 400 series. First-year language courses, those numbered in the 100 series or lower, except as noted above, will count in section VIII general education electives, but not section IV. See Option 2 below.

Note: Eng. L141-L142 and Afro A141-A142 will count as 8 hours of Arts and Humanities. If a C- or better is earned in each course, the student will be exempted from Eng. W131.

Note: For students entering IU for the first time in 1978-79, 79-80, or 80-81, the arts and humanities requirement is 9 hours. For students who entered IU prior to 1978-79 the humanities requirement is 12 hours and the communications requirement is 5 hours—Eng W131 and Spch S121.

OPTION 2: *Bloomington*: Meet the foreign language requirement of the College of Arts

and Sciences—14 hours in one language, including 100-level courses (not including linguistics).

*Indianapolis:* Students may meet the arts and humanities requirement by completing four courses in a single foreign language. Courses taken below the 200 level will count toward the arts and humanities requirement only if the four-course sequence is completed.

#### V. Social Sciences (6 cr.)

*A minimum of 6 credit hours selected from among the following departments:*

Anthropology (ANTH)  
Geography (GEOG)  
Germanic Studies (GER) (V400 only)  
Journalism courses prefixed C (JOUR)  
Latin American Studies (LTAM)  
Linguistics (LING) (no credit for L100)  
Political Science (POLS)  
Psychology (excluding the course counted in section III) (PSY)  
Russian and East European Institute (REEI)  
Sociology (excluding the course counted in section II) (SOC)  
Telecommunications courses prefixed C (TEL)  
West European Studies (WEUR)  
Women's Studies (WOST)

#### VI. Science (5 cr.)

*A minimum of 5 credit hours selected from among the following departments:*

Anatomy and Physiology (ANAT) (PHIL)  
Astronomy (AST)  
Biology (including Microbiology, Plant Science, and Zoology) (BIOL)  
Chemistry (CHEM)  
Geology (GEOL)  
Physics (PHYS)

#### VII. Work-in-Depth

Students are required to pursue one academic area in depth through one of the following options:

1. Two arts and humanities or social science courses (minimum of 3 credit hours each) taken in one department at the 300 or 400 level OR
2. One or two science courses (minimum of 5 credit hours total) taken in one department at the 200 level or above.

Courses used to meet the work-in-depth requirement can also be used in sections IV, V, or VI above.

#### VIII. General Education Electives (6-10 cr.)

General education courses are chosen from throughout the University, excluding School of Business courses and Department of Economics courses. The number of hours in this category depends upon the manner in which the above requirements are met.

### Basic Business Administration Courses

#### Sophomore Year:

Bus. A201-A202 Introduction to Accounting I-II (3-3 cr.)  
Econ. E103 (E201) Introduction to Microeconomics (3 cr.)  
Econ. E104 (E202) Introduction to Macroeconomics (3 cr.)  
Bus. L201 (L203) Legal Environment of Business (3 cr.)  
Bus. K201 (CSCI 208) The Computer in Business (FORTRAN) (3 cr.)  
Econ. E270 Statistical Theory in Economics and Business (3 cr.)

#### Junior Year:

Bus. F301 Financial Management (3 cr.)  
Bus. M301 Introduction to Marketing Management (3 cr.)  
Bus. P301 Operations Management (3 cr.)  
Bus. Z302 Managing and Behavior in Organizations (3 cr.)

#### Senior Year:

Bus. J401 Administrative Policy (3 cr.) or  
Bus. G401 The Business Manager in the Economic Environment: A Policy Perspective (3 cr.)  
Bus. X410 Business Career Planning and Placement (1 cr.)

### Typical School of Business Program

A typical four-year program would include the following:

#### Freshman Year

Eng. W131—Elementary Composition I (3 cr.)  
Spch. S121 (C110)—Public Speaking (2 cr.)  
Psy. P101 (B104)—Introductory Psychology (3 cr.)  
Soc. S100 (R100)—Sociological Analysis of Society (3 cr.)  
<sup>1</sup>Math. M118—Finite Mathematics (3 cr.)  
<sup>1</sup>Math. M119—A Brief Survey of Calculus (3 cr.)  
Electives (14 cr.)

**Total 31 cr.**

#### Sophomore Year

Econ. E103 (E201)—Introduction to Microeconomics (3 cr.)  
Econ. E104 (E202)—Introduction to Macroeconomics (3 cr.)  
<sup>2</sup>Bus. A201-A202—Introduction to Accounting I-II (6 cr.)

<sup>1</sup> School of Business honors students substitute Math. M301, M215 (MA163), and M216 (MA164) (honors sections) when possible.

<sup>2</sup> Accounting majors should substitute Bus. L203 for Bus. L201. School of Business honors students are urged to take Bus. A201 (honors section) when possible.

Bus. K201 (CSCI208)—The Computer in Business (FORTRAN) (3 cr.)  
 Bus. L201 (L203)—Legal Environment of Business (3 cr.)  
 Econ. E270—Statistical Theory in Economics and Business (3 cr.)  
 Eng. W231 Professional Writing Skills  
 or  
 Bus. X204 Business Communications (3 cr.)  
 Electives (7 cr.)  
**Total 31 cr.**

#### Junior Year

Bus. F301—Financial Management (3 cr.)  
 Bus. M301—Introduction to Marketing Management (3 cr.)  
 Bus. P301—Operations Management (3 cr.)  
 Bus. Z302 Managing and Behavior in Organizations (3 cr.)  
 Concentration Requirements, or Electives (18 cr.)  
**Total 30 cr.**

#### Senior Year

Bus. X410—(First semester only)—Business Career Planning and Placement (1 cr.)  
 Bus. J401—Administrative Policy (3 cr.)  
 or  
 Bus. G401—The Business Manager in the Economic Environment: A Policy Perspective (3 cr.)  
 Electives and Concentration Requirements (27 cr.)  
**Total 31 cr.**

The integrative core will be taken during the junior year (F301, M301, and P301). These courses are specifically required prior to the integrative core: Psy. P101 (B104), Soc. S100 (R100), Math. M118-M119, Econ. E103-E104 (E201-E202), E270, Bus. A201-A202, K201 (FORTRAN) (CSCI208), and L201 (L203).

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

## Curricular Concentrations

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

<sup>1</sup> Accounting majors should substitute Bus. L203 for Bus. L201. School of Business honors students are urged to take Bus. A201 (honors section) when possible.

## Accounting

(Offered at Bloomington and Indianapolis)

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. 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 summer following the junior year and during winter seasons. Interested students should contact Professor Groomer during the second semester of their sophomore year so that a proper course of study can be arranged.

#### Course Requirements

**Sophomore Year:** Bus. A201-A202; L203.

**Junior Year:** Bus. A311, A312, A325, A328, L303.

**Senior Year:** Bus. A422, A424, Spch. S223 (C223) or S228 or S229. Two accounting electives are required from: A335, A337, A339, A340, A423, A425, A433, A434, A437, A439, and A490.

## Business Analysis

(Offered at Bloomington and Indianapolis)

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 MBA studies. Because in this concentration students do not specialize in a specific functional area, they choose 18 credits from any part of the University, plus a broad range of courses from five major areas of business decision making: (1) management of human resources, (2) analytical tools, (3) financial systems, (4) business functions, and (5) business policy.

#### Course Requirements

**Junior and Senior Years:** Bus. G300 and one course from each of the following five groups:

Group A—Bus. W430, Z403, Z440;

Group B—Bus. A325, K320, K325, K327, M303, Econ. E471;

Group C—Bus. F302, F420, Econ. E350;

Group D—Bus. C300, D300, N300, R300, T300, U300;

Group E—Bus. A325, G406, J404, L405, T405, Econ. E385, or one course from groups A, B, C, D Not otherwise used.

Free electives: 18 credits chosen from any part of the University./

### **Business Economics and Public Policy**

**(Offered at Bloomington and Indianapolis)**

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 the application of micro- and macroeconomics to problems of business decision making, the effect of governmental policies on the business environment, and in forecasting techniques.

The concentration is designed for students who wish to pursue business or government careers that are related to the 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) Bus. G300, G301, G406; Econ. E350. (2) One of the following: Polit. Sci. Y301, Y302, Y303, Y304,

Y306, Y308, Y309. (3) Two of the following: Bus. G330, G430, G450, G460, G490, R300, T300, U300; Econ. E330 or Bus. F494, E360, 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 which 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.

### **Decision Sciences**

**(Offered at Bloomington)**

The concentration in decision sciences (DS) involves the use of mathematical and statistical techniques, along with the concepts from systems analysis, to solve business problems. Because these problems are usually solved with the aid of computers, a significant part of the DS curriculum involves learning how to program and interact with the computer. It is important to realize that DS majors do not usually acquire all of the theoretical knowledge of mathematics required of mathematics majors, nor do they acquire all of the technical computer knowledge required of computer science majors. However, DS majors do learn a blend of applied mathematical skills, applied computer skills, and, of course, general business knowledge. This blend makes them valuable assets in today's quantitative and computerized business world.

The DS curriculum is built upon a strong background in mathematics, especially

courses in differential and integral calculus. Students then use this background to learn the fundamentals of statistical inference, decision making under uncertainty, and mathematical models of business problems. This latter area, often called operations research or management science, includes such topics as linear programming, inventory analysis, and queuing analysis. In some cases, operations research is too complicated to be solved by analytical means, so students are taught how to use their programming knowledge in order to simulate these models on a computer.

Although all DS majors are required to learn the fundamentals of computer programming and computer simulation, many realize that they will have more options in the job market if they acquire more than a minimal knowledge of computers. Therefore, a majority of DS majors go on to take several courses from the Department of Computer Science. This additional computer knowledge, plus the knowledge obtained within the business school, enables them to obtain jobs as systems analysts after graduating. Although the majority of DS people do go on to become computer programmers or systems analysts, other jobs are available to people interested in working as statisticians and operations research analysts, to name just two areas.

Students who are presently concentrating in DS, or are planning to do so, may pick up from the DS office an "advising guide," which further describes the concentration.

#### **Course Requirements**

**Freshman or Sophomore Year:** One of the following options: (1) Math. M215-M216 (M119-M216 may be substituted); (2) Math. M217; or (3) Math. M119-M120 plus two other mathematics (M) courses 300-level or above (which cannot be used to satisfy the requirement below).

**Junior and Senior Years:** Bus. K325, K327, and either Econ. E471 or Bus. G450 must be taken. These must be supplemented by 9 hours of approved quantitative electives, including CSCI C251, Econ. E471, Bus. K320, M303, P421, and P429, and any 300- and 400-level mathematics (M) and computer science (C) courses. Also C203 (COBOL) can count as 1 credit hour toward this 9-hour requirement. The 9 credit hours being elected should be approved by the DS department.

#### **Finance**

##### **(Offered at Bloomington and Indianapolis)**

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 three courses: A311, F420, and E350. These three courses, which should be taken in the junior year, provide a base of understanding of the financial accounting systems, the capital and money markets, and the structure of the banking system. 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 between 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 tracks: Bus. A311, F420, and E350.

##### **Finance (Offered at Bloomington and Indianapolis)**

The undergraduate curriculum in the finance track 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 provide 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 Year:** Bus. A312 or A325.

**Junior and/or Senior Years:** Bus. F302, plus at least one course from among F446, F494,

N310, N320, R305, R440, or R443. In addition if selecting only one from the above list, the student must select one from the following: Any accounting course (other than A201, A202, A206, A311, A325), Bus. G300, G301, G406, G450, K324, K327, L420, W311; Econ. E321, E322, E330, E355, E361, E362, E375, E385, E430, or E471.

#### **Insurance (Offered at Bloomington and Indianapolis)**

Business management has to be undertaken without knowledge of what the future holds. Students of insurance learn to make allowances for untoward events. 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:** N310 and N320, plus at least one course from among N490, F302, F446, F494, R305, R440, or R443. In addition, if selecting only one from the above list, the student must select one from the following: Bus. A312, A325, A328, G300, G301, K320, K324, M426, W311. (Note: in some semesters N310 and/or N320 will be offered in Bloomington only.)

#### **Real Estate (Offered at Bloomington and Indianapolis)**

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:** Bus. R305 and R443, plus at least one course from among R440, L408, F302, F446, F494, N310, or N320. In addition, if selecting only one from the above list, the student must select one from the following: Bus. A328, A312, G330, or W311.

#### **Management**

**(Offered at Bloomington and Indianapolis)**

The Department of Management encompasses the areas of management and organizations, personnel and industrial relations, organizational behavior, business policy, 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 (Offered at Bloomington and Indianapolis)**

Our society recognizes the importance of understanding both management and the complex nature of the organizations under which managers operate: 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 the preparation for entry into corporate management training positions, the application of behavioral science to management, the personnel function in both line and staff capacities, and managing the small business.

**Course Requirements** (Indianapolis courses are shown in parentheses.)

**Junior and Senior Years:** W430, Z403, Z440; three courses selected from: Bus. W311, W406, W408, W494, Z441, Z444, D300, D419; Econ. E340, E445 (SPEA V432); Pols Y302; Psy. (B374), P319, (B424), P320 (B370); Soc. S302, (R478), S315, (R317); or any 400-level School of Business course approved by the student's adviser.

Within the above concentration there is a special track in entrepreneurship and small business (offered at Bloomington).

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

The Indiana University School of Business, recognizing the contributions of entrepreneurs and the interest shown by students in creating and entering small businesses, has developed an entrepreneurship and small business track within the management and organizations concentration. This track deviates from the normal requirements of an individual concentrating in management and organizations for some of the courses required in the concentration are specified rather than the student selecting from a list of alternative courses.

#### **Course Requirements**

**Junior and Senior Years:** In addition to the three courses required in the management and organizations concentration, this track may be satisfied in one of two ways: (1) Bus. W311, W406 and an approved elective from the list of electives under the management and organizations program above; or (2) Bus. W311 and two approved electives from the lists of electives under the management and organizations program above.

#### **Personnel and Industrial Relations (Offered at Bloomington and Indianapolis)**

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 which do not have a personnel specialist reporting directly to the company's highest level. This practice reflects the awareness that its human resources are an organization's 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 modern, professional personnel and industrial relations, and personnel management; 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:** Bus. Z440, Z441, Z444; either Econ. E340 or E445 (SPV 240); one required from the following: Psy. P319 (B424), P325 (B344), P327; Soc. S230 (R234), S315 (R317), S335 (R461), S410, S431.

### **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**

**(Offered at Bloomington and Indianapolis)**

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 (Offered at Bloomington)**

**Junior Year:** Bus. M303

**Junior and Senior Years:** Three courses from Bus. M329, M402, M405, M407, M415, M419, M426, M450, T405

One course from: D419, G330, G406, G450, T405; Anth. E303; Econ. E321, E385, E483; Geog. G320, Math. M360; Pols. Y315; Psyc. P335, P327, P430; Soc. S305, S316; Jour. J420; Tel. R304. (Note: Any course taken from the above list that is used to meet the marketing concentration requirements cannot be used to meet the School of Business behavioral science or social science requirements.)

**Course Requirements (Offered at Indianapolis)**

**Junior Year:** Bus. M303

**Junior and Senior Years:** Four courses from Bus. M329, M402, M405, M407, M415, M419, M426, M450, T405

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

**Marketing/Advertising (Offered at Bloomington)**

The marketing/advertising curriculum provides a modest degree of specialization for marketing students interested in careers in which advertising management plays a major role. This area of specialization focuses on the skills needed to plan, implement, and evaluate an organization's advertising program as opposed to focusing on specific skills such as advertising copywriting, design, or production.

Careers for which this curriculum is particularly appropriate include account service, media planning and research in advertising agencies; product management in firms which place strong emphasis on advertising; space or time sales for advertising media; project management and sales for advertising research firms; and advertising management for manufacturing, distributing and retailing firms. Because matriculation in this concentration is limited yearly to only about fifty, students are encouraged to indicate interest to advisers and counselors as early as possible during the junior year.

**Course Requirements**

**Junior Year:** Bus. M303.

**Junior or Senior Years:** Bus. M405 and M415; one course from: Bus. M402, M407, M419, M426 and M450; one course from Eng. W203, FINA F100, F101, and F102; and one course from Jour. J320, J438, Tel. R304, R404.

**Senior Year:** Bus. M417 and M418.

**Electives:** Students following the marketing advertising curriculum are urged to choose some of their free electives from schools and

departments outside of the School of Business. Broad interests and diverse educational experiences are desirable not only for the study of advertising but also for the practice of the profession.

#### **Transportation Management (Offered at Bloomington)**

Approximately 20 percent of the GNP has been devoted to transportation. Continued operation of transportation systems demands specially skilled and educated persons.

Courses in transportation are offered in the School of Business at Indiana University to assure leadership in management for railroads, airlines, pipelines, water carriers, trucklines, bus lines, and related fields. Completion of the curriculum also prepares students for responsible positions in industrial traffic management and the rapidly expanding field of physical distribution management. Efforts are made to help find summer internships in carrier management and distribution management.

Students interested in urban transportation may take advantage of a special program in mass transit management. Courses are offered in transportation (T310, T315, T415) and geography that are useful in transit management careers. For practical experience during the school year students may be employed by the Institute for Urban Transportation; efforts are also made to help students secure summer employment in the transit industry.

#### **Course Requirements**

**Junior Year:** Bus. T300

**Junior and Senior Years:** Bus. T405 plus three courses from Bus. T315, T410, T413, and T415.

#### **Operations and Systems Management**

##### **Operations Management (Offered at Bloomington)**

The program in operations management is designed to prepare students for administration of the production of goods and services and for entry-level positions in production control, quality control, industrial engineering, supervision, or information systems. Students in this field should have an interest in the technological and managerial aspects of a business enterprise and should find an intellectual challenge in applying quantitative methods of analysis to problems in business operations.

The course of study includes operations planning and control and the design and

improvement of production systems. The required courses assume a background in mathematical and computer methods in business decision making.

#### **Course Requirements**

**Freshman or Sophomore Year:** Math. M120 or M216.

**Junior Year:** Bus. K324 or K325.

**Senior Year:** Bus. P421, P429, plus two of the following courses: Bus. G300, K327, T405, Z440; CSCI C307; Econ. E340, E445, E471.

#### **Administrative Systems (Offered at Bloomington)**

The basic concentration in administrative systems prepares students for careers in systems analysis, information services, office administration, data processing, management support services, records management, and other positions providing assistance and service to management.

Students interested in pursuing careers as data systems managers, administrative assistants, or executive secretaries may deviate somewhat from the basic administrative systems concentration outlined below. Courses in computer science, business report writing, word processing, and decision sciences would in some instances be substituted for or added to the basic concentration on approval of departmental advisers.

#### **Course Requirements**

**Sophomore Year:** Bus. X204

**Junior Year:** C300, C301

**Senior Year:** C400, C402

## **Overseas Study Programs**

The School of Business has two overseas study programs—one at Tilburg University in The Netherlands and another at the National University of Singapore in Singapore. 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 each of these programs and is responsible for their local operations.

## **Honors Program**

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

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

The School of Business Honors program is a separate, carefully articulated, combined undergraduate-graduate program that may lead to the MBA at the end of five years of study. It retains the option to terminate the program at the end of four years when requirements for the B.S. degree have been completed.

The emphasis of the program is on special curricula, elective freedom, independent study, recognition of outstanding performance, accelerated progress, and, above all, on the individualized treatment that is necessary to fully develop those students who possess the capacity and motivation to excel.

The program provides a structure whereby the School of Business can systematically adjust its educational offering to reflect differences in individual student capabilities and motivation. It allows the superior students to accelerate their professional education for business efficiently and without loss of content or quality. It also provides an excellent experience for those students who plan to enter graduate programs.

### Admission Requirements

**Pre-admission Status** University Division students are eligible for pre-admission 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 (Bloomington) or must rank in the top 10 percent of their high school class and have a combined SAT score of at least 1,100. Sophomores must have achieved a minimum of a 3.5 cumulative grade-point average in all college work. In either case, students must maintain at least a 3.5 cumulative grade-point average to remain in the pre-admit category.

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

**Admission** Students who are applying to the School of Business and have attained a minimum of a 3.5 grade-point average may apply for admission to the School of Business Honors Program. Applicants for admission must be accepted into the Honors Program

prior to the end of the second semester of their sophomore year, the semester they complete the eleven prerequisites for acceptance into the School of Business. Participation in the pre-admission program is recommended but is not a condition for admission to the Honors Program. The size of the Honors Program is limited to one-eighth of the size of the MBA Program at each location. At the present time, the MBA Program contains 600 full-time students at Bloomington and 200 "full-time equivalent" students at Indianapolis. Therefore, the Honors Program is restricted to 75 juniors and seniors at Bloomington and 25 juniors and seniors at Indianapolis. New students are selected so that these totals are not exceeded. Therefore, students are advised to apply *early* in the second semester of their sophomore year.

### Honors Academic Requirements

Honors students must satisfy *five* requirements in order to be awarded the Bachelor of Science in business with "honors."

**Grade-point Average** The honors student must maintain at least a 3.5 cumulative grade-point average. If a student's cumulative grade-point average falls below the 3.5 requirement, the student will be placed on "honors probation" for the semester immediately following a sub-3.5 performance. The student will continue to have probationary standing until his or her cumulative grade-point average is 3.5 or greater. If the student on probation fails to maintain a 3.5 grade-point average during the probationary period, the student will be dismissed from the Honors Program. Of those students placed on "honors probation" it is likely that a few will be able to maintain a 3.5 during their probational period but never achieve sufficient grades to raise their four-year cumulative grade-point average to 3.5. In these few cases, the student will have continued to enjoy the privileges accorded to all honor 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 (3 cr.), M215 (5 cr.), and M216 (5 cr.). Honors sections are recommended when offered. For students who have taken M118 and M119 before applying to the Honors Program, the mathematics requirement will read M118,

M119, and 6 additional credit hours in quantitative courses approved by the honors adviser. Math. M120 is strongly recommended for three of the six additional hours; suitable quantitative courses are: Bus. K324, K504, M408; Math. M360, M347; Econ. E471.

Indianapolis honors students should take M118 (3 cr.), M163 (5 cr.), and M164 (5 cr.). For students who have taken M118 and M119, 6 additional credit hours in quantitative courses will be recommended by the honors adviser.

**Behavioral Science Requirements** For their behavioral science requirement, honors students have two options. Students may take Psy. P106 (4 cr.) and Soc. S100 (3 cr.) or Psy. P101 (3 cr.), Soc. S100 (3 cr.), and at least 3 credit hours of any advanced anthropology, psychology, or sociology course. (Psy. P106 General Psychology (Honors) combines material from P101 and P102.) Indianapolis students take Psy. B104 (3 cr.), Soc. R100 (3 cr.), and at least 3 credit hours of any advanced undergraduate courses in anthropology, psychology, or sociology.

**Independent Research Project** All honors students must complete 6 credit hours of independent research, X496, in an area of their choice before graduation. The honors student does independent research under the direction of a faculty member in any of the departments of the School of Business. The independent study project can take any form mutually acceptable to the student, the professor, and the Honors Committee. A grade (A, B, C, D, or F), will be assigned by the professor. Both the professor and the student are required to make a short progress report to the Honors Committee during the course of the project and upon its completion. A possible alternative is for the honors student to be assigned as a research associate to a D.B.A. candidate during one or both semesters of the latter's dissertation year. The purpose and procedure involved in such assignment shall be subject to approval by the Honors Committee.

There are two constraints, however, concerning the number of credit hours the student may receive for independent study in the Honors Program. The honors student may enroll in no more than 15 credit hours of independent study and no more than 6 credit hours in any one department.

**Minimum 24 Hours of Honors Plus M.B.A. Courses** Honors students are required to complete a minimum of 24 hours of Honors

and/or M.B.A. courses in order to graduate with "honors."

Honors students may participate in special honors courses and honors sections of regular undergraduate courses offered throughout the University. Included among the selection of honors courses are Psy. P106 (4 cr.), Econ. S103 (3 cr.), and S104 (3 cr.) (these substitute for Psy. P101, Econ. E103, and E104 respectively). Within the School of Business, honors sections of K201 are frequently offered as well as senior honors course, W494, Herman B Wells Seminar in Leadership. The required honors independent research project, X496, also counts as honors credit.

Students may take any combination of M.B.A. and honors courses to satisfy the 24 credit hours requirement. (However, a student may take no more than 26 credit hours of M.B.A. courses while an undergraduate.) The choice of courses will depend on the academic and career goals of the individual student. In this way the Honors Program can provide an individualized format to accommodate the needs of its superior students.

At the end of the senior year, all honors students who meet the requirements will receive the degree B.S. in business with "honors." Those students wishing to terminate the Honors Program in order to enter law school or a doctoral program, or other reason, can do so at this point.

### Five-year M.B.A. Option

One option of the Honors Program is the opportunity to complete a Master of Business Administration degree in five, rather than the usual six, years. While undergraduates, honors students may accumulate up to 26 graduate credit hours, which will count toward the M.B.A. degree should the student be admitted to the M.B.A. Program. Honors students desiring admission to the M.B.A. Program are required to apply formally to the M.B.A. Program and to take the GMAT (Graduate Management Admissions Test) at the appropriate time during their senior year. Honors students must complete their undergraduate degrees before beginning the fifth year of M.B.A. course work. All honors students who continue with the M.B.A. Program are required to complete a minimum of 48 hours of M.B.A. credit; this may include up to 26 hours of graduate credit taken prior to completion of the B.S. degree requirements. M.B.A. courses taken while an undergraduate will count toward the M.B.A. degree only if the student completes the

requirements for the B.S. degree with "honors."

## Outside Field in Business Administration

(Offered at Bloomington and Indianapolis)

Students in the College of Arts and Sciences (Bloomington) and the School of Liberal Arts (Indianapolis) may combine formal study in business administration with their stated major in the College by concurrently completing an outside field in business administration.

### Requirements:

College of Arts and Sciences/School of Liberal Arts

Econ. E103-E104 (E201-E202)

Econ. E270

Soc. S100 or S210 or S230 (R100 or R234) or S215

Psy. P101 (B104 or B105 or B106)

Math. M118, M119 (or M215 for M119)

CSCI C201 (CSCI 208 or Bus. K201), (FORTRAN)

School of Business

A201-A202 Introduction to Accounting I-II (3-3 cr.)

L201 (L203) Legal Environment of Business (3 cr.)

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.)

J401 Administrative Policy (3 cr.) or G401 The Business Manager in the Economic Environment: A Policy Perspective (3 cr.)

X410 Business Career Planning and Placement (1 cr.)

Students who do not plan to complete the outside field in business administration but who wish to supplement their major in the College with a small number of business courses in a single business area—such as accounting, finance, marketing, or other specialized study—should consult with an adviser from the appropriate department of the School of Business.

## Two-Year Certificate Programs

(Offered at Bloomington and Indianapolis)

Two programs for which students may earn two-year certificates are offered by the School

of Business in the fields of business studies and office management. These programs are 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 employable skills in the areas mentioned.

The general requirements for all certificate programs include: (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 cumulative grade-point average of C (2.0) or higher. Since all courses required in each certificate program are standard University credit courses, students may apply these credits toward an appropriate four-year degree program.

For both School of Business certificates, the following general education and area concentration courses are required:

1. Communications (Eng. W131) (3 cr.)
2. Mathematics (3-7 cr.)  
Math. M014, or two years of high school Algebra *or* three semesters of high school Algebra and one semester of high school Trigonometry (0-4 cr.)  
Math. M118 Finite Mathematics, or Math. M119 Brief Survey of Calculus I (3 cr.)
3. Behavioral Sciences (3 cr.)  
Psy P101 (B104) Introductory Psychology *or* Soc. S100 (R100) Sociological Analysis of Society
4. Arts and Humanities (any course from Group IV, See General Education Requirements) (6 cr.)
5. Social Science (any course from Group V) (3 cr.)
6. Science (any course from Group VI) (3 cr.)
7. Electives (sufficient to make total program of 60 credit hours)

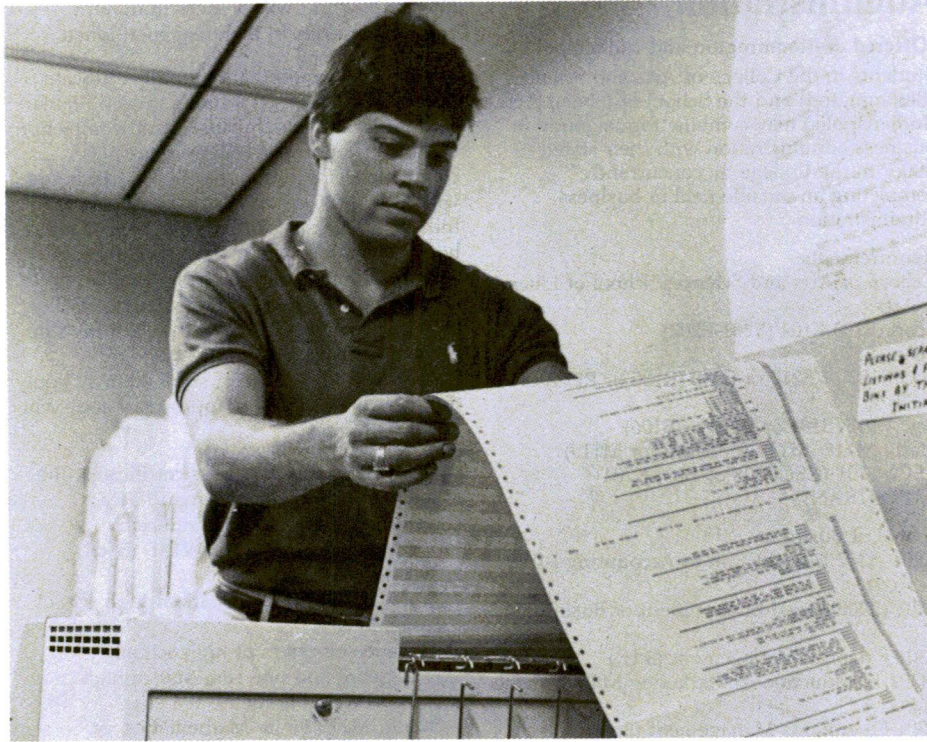
### Business Studies

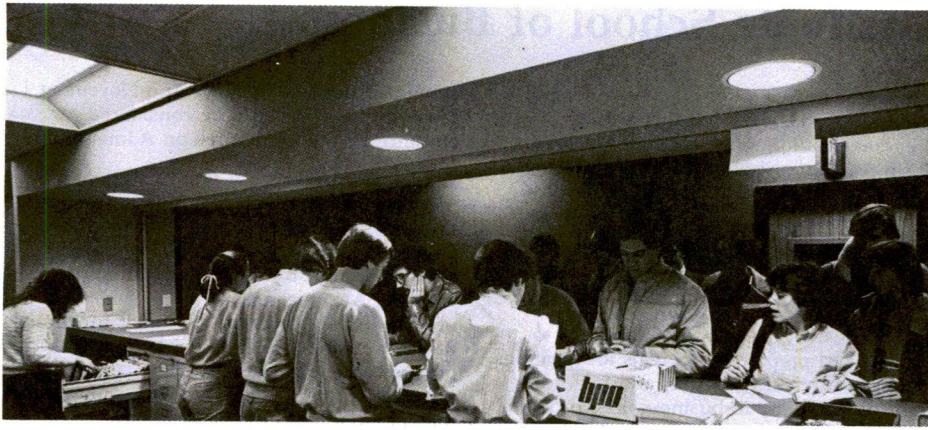
For the Certificate in Business Studies, the following, in addition to the general education courses, will complete the requirements: Bus. A201, A202, K201 (CSCI208) (FORTRAN), L201 (L203), X100, Econ. E103-E104 (E201-E202); one of Bus. X204, C290, F260, Econ. E270.

**Office Management**

For the Certificate in Office Management, the following, in addition to the general education courses, will complete the

requirements: Bus. A201-A202, X204, C290, K201 (CSCI 208) (FORTRAN); Econ. E103-E104 (E201-E202); Spch. S122 (C180).





# Graduate School of Business

The Graduate School of Business offers, at the professional level, advanced study programs leading to the degrees Master of Business Administration, Doctor of Business Administration, and Doctor of Philosophy.

## Master of Business Administration (M.B.A.)

The purpose of the M.B.A. Program is to educate and prepare individuals for positions of administrative, executive, and high-level staff responsibility in business. The program is designed to provide the foundation for the transformation of carefully selected candidates into effective business leaders.

**Nature of the Program** The M.B.A. Program focuses on the individual business firm in a framework of business as a total system: its internal operations, its external environment, the behavior of individuals and groups in the business setting, its qualitative and quantitative analysis, and the interaction between business and a dynamic changing domestic and international society.

In focusing on the above considerations, a basic program is designed for each candidate that takes into account his or her undergraduate academic background and area of interest in the M.B.A. Program, with the faculty adviser playing a critical advisory role.

**Admission** Admission to the Graduate School of Business is based on standards designed to permit selection of only those candidates who can successfully complete a rigorous and highly competitive academic program. Such standards include test scores from the Graduate Management Admission Test; undergraduate grades (normally a B average or above); recommendations of instructors, employers, or others; and related elements. Admission is determined by qualifications of the applicants rather than by their undergraduate courses of study. Qualified graduates from a wide variety of undergraduate preparations are encouraged to prepare for a professional business career. In fact, a high proportion of the successful applicants have backgrounds in engineering, the sciences, humanities, arts, and many other fields.

Candidates may enter the M.B.A. Program in Bloomington or Indianapolis in either August or January. Application materials must be

submitted prior to April 15, and November 1, respectively, in order to be considered for entrance by the Committee on Admissions.

**Academic Programs** A typical student's program includes preparation in a number of fundamental analytical areas; among these are economics, accounting, behavioral science, administration, and quantitative analysis. Also included is the business operations area covering the major functional fields of business such as marketing, finance, manpower, and production. The latter part of a typical program is focused especially on the integration of all these elements in administering the business firm.

Although the M.B.A. curriculum is thus primarily one of breadth, a moderate degree of specialization is a normal characteristic of most programs. Within the structure of the basic programs, candidates may choose one area of professional concentration.

**Administration** Although enrollment in the program is large, a faculty M.B.A. Committee under the guidance of the dean of the School of Business develops policies to insure admission of the best-qualified candidates. Careful attention is given to each candidate's needs during his or her study in the M.B.A. Program. Instruction in the program involves the candidates in a variety of close teaching-learning situations, including seminars, case studies, conferences, laboratories, and work projects, as well as traditional lectures and discussions.

**Residence and Time Requirements** The academic year is divided into two semesters of sixteen weeks each, plus summer sessions. Two summer sessions are the equivalent of one semester. Twelve semester hours of credit are considered to be a full-time semester class load. After satisfactorily completing one semester in residence, candidates whose performance and potential are outstanding, and who request to do so, may take as many as 15 semester hours of study in succeeding semesters. The program must be completed within seven calendar years.

**M.B.A. Degree Requirements** Each candidate is required to complete four semesters of full-time graduate study. Normally, a minimum of 48 semester hours must be completed in residence. A grade-point average of 2.75 or higher in all work taken for graduate credit must be earned as a

prerequisite to continuation in good standing and for graduation. (Only 6 credit hours may be transferred from another institution toward this requirement.)

**Further Information** Detailed information of the M.B.A. Program structure and content is contained in the *Bulletin for the School of Business Graduate Programs*, which is available from the Administrative Director, M.B.A. Program, Graduate School of Business, Indiana University, Bloomington, Indiana 47405.

## M.B.A./Career Integrated Program (M.B.A./C.I.P.)

(Offered at Indianapolis)

The curriculum of the M.B.A./C.I.P. Program is identical to the full-time program leading to the Master of Business Administration. Because the M.B.A./C.I.P. Program is designed for men and women who have already started their careers, classes are offered in the evenings and most students study on a part-time basis.

Normally, evening classes meet one night a week for two and one-half hours. The average course load for M.B.A./C.I.P. students is two 3-credit hours courses a semester. All requirements are identical to those of the full-time M.B.A. Program. M.B.A./C.I.P. students may take daytime classes in Bloomington or become full-time students as long as they are in good academic standing and provide notification to the Graduate Office in advance of registration.

Candidates may select majors in finance, management of information systems, marketing, accounting, and production/operations management. For further information pertaining to the M.B.A./C.I.P. Program, write to Director, Graduate Student Services, Indiana University, Graduate School of Business, P.O. Box 647, 801 W. Michigan Street, Indianapolis, Indiana 46223

## Executive M.B.A. Program (E.M.B.A.)

The Executive M.B.A. Program is specifically designed to meet the needs of mid-career executives who are or will be in the near future in important positions of leadership. The program offers participants the opportunity to earn an M.B.A. degree in two

years while maintaining an executive position; to extend knowledge of modern business techniques and sophisticated quantitative tools; to sharpen their managerial skills for designing organizational structures, systems and processes that will make their firm more efficient and effective; to develop a perspective of managing the "whole enterprise," taking into consideration the dynamics among the various systems that collectively give the firm its vitality; and to exchange views with business executives from diverse backgrounds.

Typical Executive M.B.A. participants will have a minimum of ten years of managerial experience, a track record of steady career advancement, strong support from their sponsoring organizations, the time and willingness to make a two-year commitment to the program, and the academic ability required for a graduate-level education program.

Each semester begins with an intensive one-week live-in session on the Bloomington campus. During this session, participants are introduced to the program and faculty and to the range of issues, topics, and analytical skills to be explored. Small study groups are formed to work on group assignments and projects. Following the intensive session, and for the remainder of the term, classes meet each weekend on alternating Fridays and Saturdays on the Indianapolis campus.

Applications and requests for information should be directed to: Chairperson, Executive M.B.A. Program, Indiana University, Graduate School of Business, P.O. Box 647, 801 W. Michigan Street, Indianapolis, IN 46223.

## Doctoral Programs

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

Both programs are administered by the Office of Doctoral Programs in the School of Business. Students may select either degree designation at the time of application. It is possible to change from one degree to another provided all the requirements of the new degree are met. While the objectives and

requirements for both degrees are quite similar, there are some differences. Applicants should decide which degree best fits their career and intellectual objectives.

### **Philosophy and Goals**

The objective of the doctoral programs in business is to train research scholars in the various fields of business. The programs attempt to attract outstanding students who desire to be familiar with and make a contribution to advanced business research and thinking. In order to achieve these goals, students must understand the structure of current managerial practices, the underlying concepts and theory, and the research techniques necessary to develop and test advanced theories.

The Ph.D. or D.B.A. degree is awarded in recognition of a candidate's knowledge of a broad field of learning and his or her distinguished accomplishment in that field through an original contribution of meaningful knowledge and ideas. The candidate's research must reveal high critical ability and powers of imagination and synthesis.

### **Administration**

Under the direction of the chairperson of the Doctoral Programs in Business, the Administrative Committee formulates the policies of the programs and supervises their operation. Since study programs at the doctoral level are highly individualized, both an advisory committee and a dissertation committee are appointed to advise each candidate during his or her course of study. In addition, programs of Ph.D. candidates are also reviewed by the dean of the University's Graduate School.

### **Admission Requirements and Procedures**

To apply for admission to the doctoral programs, the applicant must:

1. Submit a formal application (forms are available from the chairperson of the Doctoral Programs in Business);
2. Arrange for at least three letters of recommendation to be sent from persons most qualified to judge the academic potential of the applicant;
3. Arrange to take (or have already taken) either the Graduate Management Admissions Test (GMAT) or the general test portion of the Graduate Record Examinations (GRE). These tests are prepared by the Educational Testing Service and are administered at numerous locations throughout the United States approximately four times each year and at less frequent intervals in many foreign countries;
4. Submit official transcripts of all previous college work.

All the above documents should be sent to: Chairperson of the Doctoral Programs, Graduate School of Business, Indiana University, Bloomington, Indiana 47405

**Program Requirements:** The formal program requirements are explained in the *Bulletin of the School of Business Graduate Programs*.

## Undergraduate Courses 1985-86

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.

### 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; cost determination and analysis. Accounting majors must take Bus. A211-A212; A202 does not count toward requirements for accounting majors.

**A206 Uses of Financial Accounting Data (3 cr.) P:** A202. Problems, principles, and concepts underlying preparation and presentation of accounting data; financial statements, with emphasis on problems of valuation and classification. Techniques and uses of analysis, with emphasis on factors of liquidity, profitability, stability, and prospects of the firm. Credit will not be given for both A206 and A211. A206 will not substitute for A311 as a prerequisite to advanced accounting courses.

**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.

**A323 Advanced Financial Accounting II (3 cr.) P:** A322. Generally accepted accounting principles as applied to branches, consolidations, foreign operations, corporate combinations, fiduciary arrangements, and insurance.

**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 nonprofit-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; 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 situation of corporations.

**A380 Professional Practice in Accounting (3-6 cr.) P:** Junior or senior standing in major area and approval of department chairperson. Application filed through Professional Practice Program Office. Work experience in cooperating firm or agencies. Comprehensive written report.

**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 given to 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 as professional public, industrial, or governmental accountant. 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: Permission of departmental chairperson and consent of instructor. Supervised individual study and research in student's special field of interest. The student will propose the investigation desired and, in conjunction with the instructor, develop the scope of work to be completed. Written report required.

## **Business Economics and Public Policy**

**G300 Introduction to Managerial Economics (3 cr.)** P: Econ. E103-E104 (E201-E202). Microeconomic analysis and its applications to business decision making. Includes topics of demand and consumer behavior, production and costs, theory of firms and public policy towards business.

Focuses on the applied aspects of microeconomics.

**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: Econ. E103 (E201) or consent of instructor. Introduction to basic concepts and techniques of urban economic analysis to facilitate understanding of current urban problems; urban growth and structure, public provisions of urban services, housing, employment, transportation, relationships between public and private sectors.

**G401 The Business Manager in the Economic Environment: A Policy Perspective (3 cr.)** P: Bus. 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 American business-government relationships; emergence of specific industry promotion, regulation and public ownership; government promotion of competition and policing of market practice.

**G430 Economic Analysis of Urban Problems and Policies (3 cr.)** P: G330, Econ. E103-E104 (E201-E202) or consent of instructor. Advanced analysis of selected urban problems and policies. Focuses on behavior of households, businesses, and government as they relate to current problems and policies; financing urban government, housing markets and housing policies, employment, transportation, and urban environment.

**G450 Managerial Forecasting (3 cr.)** P: Bus. F301, M301, P301, or permission 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 business people. Emphasis on development of narrative and research skills.

**G490 Independent Study in Business Economics and Public Policy (1-3 cr.)** P: Permission of departmental chairperson and consent of 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.

#### Public Utilities

**U300 Principles of Public Utilities (3 cr.)** P: Econ. E103-E104 (E201-E202). 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: 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: Permission of departmental chairperson and consent of 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: for example, 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 permission 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: 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: Permission of departmental chairperson and consent of 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) (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 K201, Computer Science C201 (CSCI 208) and C301 (CIS200) (CIS264).

**K320 Decision Making Under Uncertainty (3 cr.)** P: Math. M216 or 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: K201 or C201, Econ. 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 K201 or C201, Econ. 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 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 approval of departmental chairperson. 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: Permission of departmental chairperson and consent of 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, K201 (CS208) (FORTRAN); L201 (L302); Econ. E103-E104 (E201-E202), E270; Math. M118-M119; Psy. P101 (B104); Soc. S100 (R100). Conceptual framework of the firm's investment, financing, and dividend decision; includes working capital management, capital budgeting, and capital structure strategies.

**F302 Financial Decision-Making (3 cr.)** P: F301. Application of financial theory and techniques of analysis in the search for optimal solutions to financial management problems.

**F420 Investment (3 cr.)** P: F301. 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. 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 approval of departmental chairperson. 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: Permission of departmental chairperson and consent of 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 F302 or permission 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.

**N302 Insurance-Related Fringe Benefits (3 cr.)**

P: A201, A202, L201 (L203). Study of principal types of pensions and profit-sharing plans as well as life, medical, disability income, and other insurance used as supplemental compensation for employees; the group insurance mechanism; federal tax treatment of employer and employee contributions and of proceeds; managerial considerations in establishing and operating fringe benefit programs.

**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 approval of departmental chairperson. Application filed through the Office of Professional Practice Program. 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: Permission of departmental chairperson and consent of 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.

**R305 Introduction to Real Estate Analysis (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. 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: Permission of departmental chairperson and consent of 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 are investigated.

**J490 Independent Study in Personnel Management and Organizational Behavior (1-3 cr.)** P: Permission of departmental chairperson and consent of 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 permission 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: Permission of departmental chairperson and consent of 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—Soc. S100 (R100), Psy. P101 (B104), 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. 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: Permission of departmental chairperson and consent of 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)**

**D300 Introduction to International Business (3 cr.)** P: Junior standing, Econ. E103-E104 (201-202) 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.

**D419 Environmental Analysis for International Business (3 cr.)** P: D300 or consent of instructor. Economic and political philosophies around the world; patterns of government-business relationships. Economic development and business activities in differing political and cultural and cultural environments. Analytical framework for decision making in a multinational concept.

**D490 Independent Study in International Business (1-3 cr.)** P: Permission of departmental chairperson and consent of 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: Econ. E103-E104 (E201-E202). 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, K201 (CSCI 208) (FORTRAN), L201 (L203); Econ. E103-E104 (E201-E202), E270; Math. M118, M119; Psy. P101 (B104); Soc. S100 (R100). 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.

**M303 Marketing Decision Making (3 cr.)** P: M301 (or consent of instructor). Methods of decision making for marketing management. Development and functioning of managerial systems; formal tools of decision making. Collection and analysis of marketing data viewed in context of a management

information system. Provides common analytical framework for later courses treating specialized marketing aspects.

**M325 Selling (3 cr.)** P: M301 (or consent of instructor). The role of selling in the economy, in the organization, and in marketing management. Selling as a profession. The dynamics of salesperson-customer interaction. Skills, techniques, and strategies of selling.

**M329 Consumer Policy in Marketing (3 cr.)** P: M301 (or M300 and consent of instructor). Analysis of consumer issues and policies. Examination of the laws and regulations affecting both consumers and marketers and of their effect on the marketplace.

**M402 Marketing Systems (3 cr.)** P: Business students—M301, M303 or concurrent (or consent of instructor); Non-business students—A202 and M300. Analysis of marketing systems. Focuses on institutional structure, relationships, and functions. Marketing channels analyzed in terms of development and as organized behavior systems. Comparative and international marketing. The social role of marketing.

**M405 Buyer Behavior (3 cr.)** P: Business students—M303 (or consent of instructor); Non-business students—M300 and Psy. P101. Buyer behavior relevant to marketing decisions. Logic of marketing segmentation, recognizing customer heterogeneity. Buyer behavior. Specific attention given to consumer behavior in retail markets and to procurement behavior in industrial markets.

**M407 Industrial Marketing (3 cr.)** P: Business students—M301, M303, or concurrent (or consent of instructor); Non-business students—A202 and M300. Problems, activities and decision methods involved in the marketing of goods and services to non-consumer markets. Estimation of demand, pricing, promotion distribution systems and roles on non-consumer buyers.

**M408 Quantitative Methods for Marketing Management (3 cr.)** P: M303 (or consent of instructor). 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.

**M415 Advertising and Promotion Management (3 cr.)** P: Business students—M303 (or consent of instructor); Non-business students—M300 and Psy. 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.)** P: 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. 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: Business students—M301, M303, or concurrent (or permission of instructor); Non-business students—A202 and M300. 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: Business students—M301, M303 or concurrent (or consent of instructor); Non-business students—A202 and M300. 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.

**M450 Marketing Strategy and Policy (3 cr.)** P: M303, one advanced marketing course, and senior standing; restricted to students in the marketing concentration. Ideally taken in student's last semester. Elective capstone course for marketing majors. Draws on and integrates materials previously taken. Focuses on decision problems in marketing strategy and policy design and application of analytical tools for marketing and decision making.

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

**M490 Independent Study in Marketing (1-3 cr.)** P: Permission of departmental chairperson and consent of 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**

**T300 Principles of Transportation (3 cr.)** P: Econ. E103 (E201). Broad-gauge coverage of the singular role of transportation in the American economy and society. Development of transportation institutions and the growth of public regulation of carriers. Rate theory, pricing, location of economic activity; public policy toward transportation, physical distribution management, metropolitan transportation, and transport in other countries.

**T310 Seminar in Urban Mass Transportation (1 cr.)** Provides an opportunity to discuss mass transportation with practitioners. Topics include transit management; transit planning, federal, state and local mass transportation policy; history; analysis of transportation alternatives; profiles of given transit systems. May be taken three times for credit.

**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.

**T380 Professional Practice in Transportation (3-6 cr.)** P: Junior or senior standing in major area and approval of departmental chairperson. Application filed through Professional Practice Program Office. Work experience in cooperating firm or agencies. Comprehensive written report. Grades of A, S, or F assigned by faculty.

**T405 Physical Distribution Management (3 cr.)** P: Econ. E103-E104 (E201-E202). Management of product distribution systems within an organization. Constraints on the system such as transport carrier performance and facility location. Traffic, inventory control, order processing, and other operating activities are analyzed for improvement and related to overall systems performance.

**T410 Costs, Demand, and Pricing in Transport (3 cr.)** P: Econ. E103-E104 (E201-E202). Nature of the cost and demand functions of railroads, motor carriers, pipelines, airlines, and water carriers. Pricing problems. Measurement of company and

social costs; their application to transport resources.

**T413 Transport Management: Cases and Problems (3 cr.)** P: Econ. E103-E104 (E201-E202). Administrative policy and procedures of transportation companies. Internal problems, intermodal and intramodal competition, cases before administrative tribunals.

**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.

**T490 Independent Study in Transportation (1-3 cr.)** P: Permission of departmental chairperson and consent of instructor. Supervised individual study and research in student's special field of interest. The student will propose the investigation desired and, in conjunction with the instructor, develop the scope of work to be completed. Written report required.

#### **Operations and Systems Management**

**P301 Operations Management (3 cr.)** P: A202, K201 (CSCI 208) (FORTRAN), L201 (L203); Econ. E103-E104 (E201-E202), E270; Math. M118, M119; Psy. P101 (B104); Soc. S100 (R100). 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: K324 or K325, P301, 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 approval of departmental chairperson. Application filed through Professional Practice Program Office. Work experience in cooperating firm or agencies. Comprehensive written report. Grades of A, S, or F assigned by faculty.

**P490 Independent Study in Operations Management (1-3 cr.)** P: Permission of departmental chairperson and consent of 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.

#### **Administrative Systems**

**C290 Office Organization and Management (3 cr.)** The office as an executive support center; office environment; administration and supervision of office services and activities (communication, word processing, reprographics, data storage and retrieval, data preparation and data entry, ancillary services); selection, placement, and training of office employees; personnel supervision responsibilities; data collection and documentation; problems in office management.

**C300 Administrative Systems (3 cr.)** Introduction to the study of management support systems. Emphasis directed to examination of information processing at the systems level; considerable discussion involves organization for and management of fundamental executive support activities including communications, reprographics, records management, data processing, word processing, etc.

**C301 Management of Administrative Services (3 cr.)** P: Bus. C300. Principles of administrative systems management, including personnel selection, salary administration, and labor-management techniques. Primary emphasis directed toward management techniques and principles; additional discussion centers on

telecommunications, word processing, and micrographic technology.

**C380 Professional Practice in Administrative Systems (3-6 cr.)** P: Junior or senior standing in major area and approval of departmental chairperson. Application filed through Professional Practice Program Office. Work experience in cooperating firm or agencies. Comprehensive written report. Grades of A, S, or F assigned by faculty.

**C400 Management of Data Systems (3 cr.)** P: Bus. C300, C301. Organization and administration of office systems work; systems analysis techniques; simplification and standardization of procedures; office equipment and systems design; procedure writing, forms design; standards and controls. Applications of systems analysis and work measurement techniques.

**C402 Administrative Systems Applications (3 cr.)** P: Bus. C300, C301, and C400. Integrative experiences in the design, implementation, and evaluation of selected administrative systems and services. Emphasis upon case study and field investigation when appropriate.

**C413 Methods of Employee training (3 cr.)** Open to graduate students by permission of departmental chairperson. Methods of instruction, development of instructional materials, program planning, and evaluation of training activities. Types and philosophy of training programs; organization and administration; nature and extent of staff assistance.

**C490 Independent Study in Administrative Systems (1-3 cr.)** P: Permission of departmental chairperson and consent of 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 standpoint of manager of a business firm operating in the contemporary economic, political, and social environment. No credit for School of Business students when taken concurrently with or after the integrative core.

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

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

and Eng. W131 or equivalent. Application of communication principles to current business conditions. Emphasis on report writing, including data collection, organization, and interpretation. Some oral reporting.

**X293 Honors Seminar in Business (1-3 cr.)**

For students in School of Business Honors Program. May be taken twice for credit.

**X393 Honors Seminar in Business (1-3 cr.)**

For students in School of Business Honors Program.

**X400 Integration of International Business Study (1 cr.)** P: Admission to School of Business Overseas Study Program. Seminar to integrate curriculum in Overseas Business 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 business people. 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 non-profit 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 (1-3 cr.)** For students in School of Business Honors Program. May be taken twice for credit.

**X496 Supervised Independent Honors Research in Business (1-6 cr.)** P: Senior standing. For students in School of Business Honors Program. May be taken twice for credit.

## **Business Education**

(Offered in Bloomington only)

**B460 Principles and Practices in Business Education (2 cr.)** A terminal integrating

course for secondary business teachers. Review of business principles and economic concepts. Demonstration of, and participation in, various methods of instruction including the bookkeeping-accounting and basic business-economic subjects. Will be offered for the last time in the fall 1986-87.

## **B490 Independent Study in Business**

**Education (1-3 cr.)** P: Permission of departmental chairperson. 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. Consent of instructor and written report required. Will be offered for the last time in the fall 1986-87.

(Offered in Indianapolis only)

**C221<sup>1</sup> Keyboarding (1 cr.)** For students with no previous typewriting experience. Develop a basic keyboarding skill which will enable one to operate a microcomputer to input and retrieve information.

**C222<sup>1</sup> Beginning Typewriting (1 cr.)** P: C221 or equivalent. Formatting of business and personal problems (letters, memos, manuscripts, tabulations). Develop keystroking skill between 25 and 40 w.p.m.

**C225<sup>1</sup> Intermediate Typewriting (2 cr.)** P: C222 or equivalent with a grade of C or higher. For advanced beginners having stroking speeds between 25 and 40 w.p.m. Intensive skill building and comprehensive problem coverage; builds techniques and competencies essential for higher-level training.

**C230<sup>1</sup> Advanced Typewriting (2 cr.)** P: C225 or equivalent with a grade of C or higher. For students preparing for high-level office employment and business teaching. Intensive skill building; basic office typing problems; fundamentals needed in production typing.

## **Department of Economics (COAS)**

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

NOTE: P—prerequisite; R—recommended; I Sem.—offered First Semester; II Sem.—offered Second Semester; SS—offered in one

<sup>1</sup> Enrollment in keyboarding and typewriting sections will be determined by members of the faculty in terms of the student's prior experience and/or results of placements tests.

or more of the Summer Sessions; (I)—offered at Indianapolis only. Indianapolis campus courses are shown in parentheses.

**E103 (E201) Introduction to Microeconomics (3 cr.)** Scarcity, opportunity cost, competitive market pricing, and interdependence as an analytical core. Individual sections apply this core to a variety of current economic policy problems such as poverty, pollution, excise taxes, rent controls, and farm subsidies. Major emphases for each section appear in the *Schedule of Classes*. I Sem., II Sem., SS.

**E104 (E202) Introduction to Macroeconomics (3 cr.)** P: E103. Measuring and explaining total economic performance, money, and monetary and fiscal policy as an analytical core. Individual sections apply this core to a variety of current economic policy problems such as inflation, unemployment, economic growth, and underdeveloped countries. Major emphases for each section appear in the *Schedule of Classes*. I Sem., II Sem., SS.

**S103 Introduction to Microeconomics: Honors (3 cr.)** Designed for freshmen of superior ability. Covers same core material as E103 (E201). Small sections, I Sem.

**S104 Introduction to Macroeconomics: Honors (3 cr.)** Designed for freshmen of superior ability. Covers same core material as E104 (E202). Small sections. II Sem.

**E270 Introduction to Statistical Theory in Economics and Business (3 cr.)** P: Mathematics M118; P or concurrent: M119. Review of basic probability concepts. Sampling, inference, and testing statistical hypotheses. Applications of regression and correlation theory, analysis of variance, and elementary decision theory. Credit given for only one of the following: E270, E370, K300, K310, S250. I Sem., II Sem., SS.

**E300 Principles of Economics (5 cr.)** P: Junior standing. Covers essentially the same subject matter as E103-E104 (E201-E202). Credit not given for E300 and E301 or E300 and E103 or E104 (E201-E202).

**E306 Undergraduate Seminar in Economics (3 cr.)** Discussion and analysis of contemporary economic problems. Different topics offered each semester. May be repeated twice for credit. Papers and written assignments ordinarily required. I Sem., II Sem.

**E311 Modern Asian Economic History (3 cr.)** P: Junior standing. Survey of economic, political, and social evolution in Asia since the mid-19th century; the economic consequences of World War II; postwar development of the major centrally planned and free-market economies; the current world status of the Asian economies.

**E321 Theory of Prices and Markets (3 cr.)** P: E103 (E201) and Mathematics M119. Microeconomics: the theory of demand; theory of production; pricing under conditions of competition and monopoly; allocation and pricing of resources; partial and general equilibrium theory; welfare economics. Credit given for only one: E321, E421, G300. I Sem., II Sem.

**E322 Theory of Income and Employment (3 cr.)** P: E104 (E202). Macroeconomics; national income accounting; theory of income, employment, and price level. Countercyclical and other public policy measures. Credit given for only one: E322, E422, G301 and G409. I Sem., II Sem.

**E324 (History and Philosophy of Science X324) The History and Philosophy of Social Science (3 cr.)** Review of the historical development of social science, especially since the eighteenth century. Examination of the philosophical problems involved in obtaining knowledge about social phenomena and in devising social policy.

**E325 Comparative Economic Systems (3 cr.)** P: E103-E104 (E201-E202). Comparative study of economic problems under different economic systems including orthodox and Marxian perspectives. Functions of markets vs. planning and prices vs. quantities in allocation of resources. Comparison of capitalist and socialist countries.

**E330 International Finance (3 cr.)** Theory and determination of foreign exchange rates, mechanisms of adjustment to balance of payments disturbance, fixed vs. flexible exchange rates. Monetary aspects of the adjustment mechanism. International mobility of short-term capital. The international reserve supply mechanism and proposals for reform of the international monetary system. II Sem.

**E340 Introduction to Labor Economics (3 cr.)** P: E104 (E202) or junior standing. Economic problems of the wage earner in modern society; structure, policies, and problems of labor organizations; employer and governmental labor relations. I Sem., II Sem.

**E341 Economics of Labor Markets (3 cr.)** P: E103 (E201) or equivalent. Analysis of the functioning of labor markets with theoretical, empirical, and policy applications in determination of employment and wages in the U.S. economy.

**E345 Social Welfare Policy (3 cr.)** Economic and institutional aspects of welfare policy emphasizing distribution of income, social security, fair employment legislation, poverty, income guarantees, welfare, and related social issues.

**E347 Women and the Economy (3 cr.)** P: E103 (E201). Description and analysis of the position of women in the U.S. economy. Emphasis is placed on using microeconomic theories to explain women's labor force behavior; sex differentials in earnings and occupation; discrimination; economic issues related to marriage, divorce, fertility and morality; institutional and governmental policies that affect women's economic behavior.

**E348 Economics of Human Resources (3 cr.)** P: E103-E104 (E201-E202). Economic, demographic, and socio-cultural factors involved in the development of an industrial labor force, with special emphasis on economics of education.

**E350 Money and Banking (3 cr.)** P: E103-E104 (E201-E202). Monetary and banking systems of the United States. The supply and control of money. The impact of money on the U.S. economy. Topics in the application of Federal Reserve monetary policy. Analytical treatment of the Federal Reserve system and the commercial banking industry. I Sem., II Sem.

**E355 Monetary Economics (3 cr.)** P: E322 or E350. Supply and demand functions for money in the context of models of the U.S. economy. Formulation of Federal Reserve policy decisions and effects on interest rates, prices, output, and employment. Current problems in monetary policy and theory.

**E360 Public Finance: Survey (3 cr.)** P: E103-E104 (E201-E202). Major elements of taxation and public expenditures. Not recommended for economics majors. Credit not given for E360 and either E361 or E362.

**E361 Public Finance: Government Spending (3 cr.)** P: E321 or consent of instructor. Theory of public goods and externalities. Cost-benefit analysis. Public choice theory. Analysis of specific expenditure, transfer, and regulatory programs. Credit not given for both E361 and E360. II Sem.

**E362 Public Finance: Taxation (3 cr.)** P: E321 or consent of instructor. U.S. tax structure, income redistribution effects and efficiency in resource allocation. Use of welfare theory and microeconomic models to evaluate particular issues. Credit not given for both E362 and E360. II Sem.

**E375 Introduction to Mathematical Economics (3 cr.)** P: E321, M215-M216, M301 or M303, or consent of instructor. Applications of mathematical concepts to equilibrium and optimization. Applications of matrix theory to input-output analysis, activity analysis, and models of capital accumulation.

**E385 Economics of Industry (3 cr.)** P: E103 (E201). Empirical analysis of market structure and behavior. Location, technology, economies of scale, vertical integration, conglomerates, barriers to entry, and competitive practices. Economic assessment of product performance, and environmental impact. I Sem.

**E399 Honors Seminar (3 cr.)** P: Approval of departmental honors adviser. Readings and discussion of selected problems. Research paper ordinarily required. Several topics offered each semester. May be repeated twice for credit. I Sem., II Sem.

**E408 Undergraduate Readings in Economics (1-6 cr.)** P: Senior standing, consent of instructor. Individual readings and research. Restricted to majors in economics. I Sem., II Sem.

**E409 Economic History of the U.S. (3 cr.)** Economic development and institutional change in the U.S. from colonial times to the present. Timing, pace, and sources of economic growth; structural change; economic activity; industrialization; government intervention; and income distribution.

**E410 Selected Topics in U.S. Economic History (3 cr.)** Analysis of selected topics, including transportation development, 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: E103-E104 (E201-E202) and junior standing. Survey of main ideas of mercantilism, physiocracy, Adam Smith, Ricardo, Mill, Marx, neoclassical economics, Keynes. Connection of economic ideas with contemporary economic problems and policies.

**E421 Microeconomic Analysis (3 cr.)** P: E103-E104 (E201-E202), M215. Neoclassical microeconomic theory; constrained utility maximization, theory of demand; optimal production decisions and profit maximization under perfect and imperfect competition; resource allocation in product and factor markets; partial and general equilibrium. Undergraduate credit given for only one of the following: E321, G301, G409.

**E422 Macroeconomic Analysis (3 cr.)** P: E103-E104 (E201-E202), M215. Theory of income, employment, and price level determination. Consumption theory; theory of investment; liquidity preference and portfolio balance. Disequilibrium and dynamic analysis of macroeconomic models. Undergraduate credit

given for only one of the following: E322, E422, G301, G409.

**E423 History of Economic Analysis (3 cr.)** P: E321. Development of the classical analytical models of Ricardo and Marx, and the neoclassical models of general and partial equilibrium. Survey of special topics: population, international economics, unemployment, capital theory, etc.

**E429 Marshall and Keynes (3 cr.)** P: E321, E322. Marshall's and Keynes' original economic models and their development; their views on scientific methodology; their social philosophies and contributions to public discussion and policy. Seminar restricted to 15 students.

**E430 International Economics (3 cr.)** P: E321. Gains from trade, relation between factor rentals and goods prices, distributional effects of trade, tariff policy and quantitative interferences, trade problems of developing countries, discrimination and customs unions, balance-of-payments adjustment via prices and incomes, exchange rate policy, role of international reserves. I Sem.

**E445 Collective Bargaining: Practice and Problems (3 cr.)** P: E340 or consent of instructor. Collective bargaining in contemporary economy; economic, social, and legal problems involved in negotiating; administration of collective bargaining agreement through grievance procedure and arbitration. I Sem.

**E446 Public Policy in Labor Relations (3 cr.)** P: E340 or consent of instructor. Current labor relations law as contained in Taft-Hartley and Landrum-Griffin Acts. NLRB and court decisions. II Sem.

**E463 Environment and Resource Economics (3 cr.)** P: E321 or E360 or SPEA V517. Basic theory of common property resources applied to environment and resource conservation problems. Topics include economic efficiency, equity, measurement problems, and policy formulation.

**E471 Econometric Theory and Practice I (3 cr.)** P: C201 or K201, E270, and M215-M216 or consent of instructor. Emphasis on the classical linear regression model and the role that probability and statistical theory play in its formulation and use. Special topics include point and interval estimation, hypothesis testing, extensions to multiple regression, and computer calculation of least squares estimators and test statistics.

**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.

**E483 Population Change and Development (3 cr.)** Demographic factors interrelated with socio-economic-political objectives and processes of development. Long-term demographic and development trends, current patterns and main emerging prospects. An array of models of demographic development interactions, starting with Malthus and Marx.

**E485 Social Control of Industry (3 cr.)** P: E103-E104 (E201-E202). The Corporate Economy; concentrated market power and conglomerate enterprises. The political economy of institutionalized reforms; corporate restructuring and anti-trust; corporate disclosure and accountability; consumer and environmental protection. Voluntary associations; Ralph Nader and other public interest activists; for-profit class-action law firms, and responsible professionals.

**E495 Economic Development (3 cr.)** P: E103-E104 (E201-E202), and junior standing. 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.

**E496 Foreign Study in Economics (3-8 cr.; once only)** P: Consent of chairperson. Course involves planning of research project during year preceding summer abroad. Time spent in research abroad must amount to at least one week for each credit hour granted. Research must be presented by end of semester following foreign study.

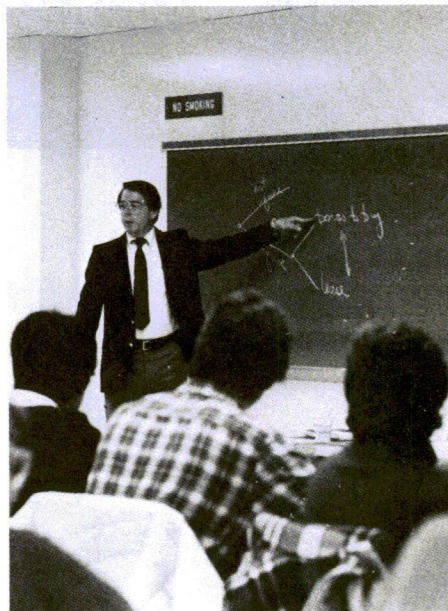
**E497 Soviet-Type Economics (3 cr.)** Economic institutions, resource allocation mechanisms, and economic decision making under Soviet-style management and planning; analysis of growth strategy and experience; economic reforms in socialist countries and emergence of divergent forms of control and planning in the socialist world. I Sem.

**E499 Reading and Research for Honors (3-6 cr.)** P: Approval of departmental honors adviser. Research and preparation of senior honors thesis. I Sem., II Sem.

**Y398 Internship in Professional Practice (S/F Grading) (1-6 cr.)** P: Junior standing; approval of major department and Office of Professional Practice Programs. Designed to

provide opportunities for students to receive credit for selected, career-related full-time work. Evaluation by employer and faculty sponsor. Credit may not be included in 25 hours required for major. Does not count toward divisional distribution requirements.





## School of Business Faculty 1985-86 Bloomington-Indianapolis

### School of Business Emeriti Faculty

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

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

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

Haring, Albert, Ph.D. (Yale University, 1925), Professor Emeritus of Marketing

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

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

Sauvain, Harry C., D.C.S. (New York University, 1935), University Professor Emeritus of Finance

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

Weimer, Arthur M., Ph.D. (University of Chicago, 1934), Savings Association Professor Emeritus of Real Estate and Land Economics

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

### School of Business Faculty

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

Albright, S. Christian, Ph.D. (Stanford University, 1972), Professor of Quantitative Business Analysis and Chairperson of the Doctoral Programs

Allen, Barbara A., Ph.D. (Indiana University, 1981), Visiting Assistant Professor of Management

Altig, David E., M.A. (Brown University, 1982), Convertible Lecturer in Business Economics and Public Policy

Anderson, Ronald D., Ed.D. (Indiana University, 1973), Professor of Marketing

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

Barkey, Patrick M., M.S.W. (University of Michigan, 1980), Convertible Lecturer in Business Economics and Public Policy

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

Battat, Joseph Y., M.Sc. (University of DeGrenable, France, 1968), Convertible Lecturer in International Business

Becker, Karen C., M.S., (Purdue University, 1982), Convertible Lecturer in Business Administration

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), Assistant Professor of Business Economics and Public Policy

Biagioni, Louis F., Ph.D. (University of Missouri, 1964), C.P.A., Associate Dean for Administration, and Professor of Accounting

Birnbaum, Philip H., Ph.D. (University of Washington, 1975), Associate Professor of Business Administration

Black, Michael W., M.B.A. (Indiana University, 1981), Lecturer in Accounting

Bonser, Charles F., D.B.A. (Indiana University, 1965), Dean and Professor of Public and Environmental Affairs, and Professor of Business Administration

Boquist, John, Ph.D. (Purdue University, 1973), Director of Executive Education and Associate Professor of Finance

Bostrom, Robert P., Ph.D. (University of Minnesota, 1978), Assistant Professor of Operations and Systems Management, and Systems Consultant, Information and Computer Sciences

- Bowers, L. Thomas, J.D. (*New York University School of Law*, 1977), Associate Professor of Business Law
- Brady, Eugene A., Ph.D. (*University of California, Berkeley*, 1961), Professor of Business Economics and Public Policy
- Brown, David P., B.A. (*University of Washington*, 1977), Convertible Lecturer in Finance
- Bunke, Harvey C., Ph.D. (*University of Illinois*, 1951), Professor of Business Administration and of Business Economics and Public Policy, and Chief Operating Officer of the Indiana University Foundation
- Burns, Jane O., Ph.D. (*The Pennsylvania State University*, 1976); C.P.A., Professor of Accounting
- Cabot, A. Victor, Jr., Ph.D. (*Northwestern University*, 1968), Professor and Chairperson of Decision Sciences
- Case, Mark A., M.S. (*Miami University*, 1980), Lecturer in Business Administration (part-time) and Associate Director, Business Placement
- Chiang, Pei-Rong, Ph.D. (*University of South Carolina*, 1984), Visiting Lecturer in Finance
- 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
- Craig, Carolyn J., M.B.A. (*Indiana University*, 1979), Visiting Lecturer in Accounting
- Crawford, T. James, Ph.D. (*University of Pittsburgh*, 1956), Professor of Business Education (School of Business), Professor of Education (School of Education)
- 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 Administrative and Behavioral Studies
- 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., M.B.A. (*East Carolina University*, 1984), Assistant Professor of Accounting
- Davis, Joseph G., M.B.A. (*Indian Institute of Management*, 1975), Convertible Lecturer in Operations and Systems Management
- Day, Ralph L., Ph.D. (*University of North Carolina*, 1961), Distinguished Professor of Business Administration
- Decker, Robert J., M.A. (*Indiana University*, 1981), Convertible Lecturer in Quantitative Business Analysis
- DeHayes, Daniel W., Jr., Ph.D. (*The Ohio State University*, 1969), Associate Dean and Director, Academic Computing, and Professor of Business Logistics
- Dortch, Carl, M.A. (*University of Cincinnati*, 1938), Adjunct Professor of Business and Public and Environmental Affairs, and Special Assistant to the Vice President (IUPUI)
- 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
- Emery, Gary W., Ph.D. (*University of Kansas, Lawrence*, 1978), Associate Professor of Finance
- Enz, Cathy A., Ph.D. (*The Ohio State University*, 1985), Assistant Professor of Business Administration
- Farmer, Richard N., Ph.D. (*University of California, Berkeley*, 1957), Professor of International Business Administration
- Ferratt, Thomas W., Ph.D. (*The Ohio State University*, 1974), Visiting Associate Professor of Operations and Systems Management
- Fisher, Jeffrey D., Ph.D. (*The Ohio State University*, 1980), Assistant Professor of Real Estate
- Fox, Marianne B., M.B.A. (*Indiana University*, 1980); C.P.A., 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 of Accounting
- Gift, Michael J., Ph.D. (*University of Florida*, 1983), Assistant Professor 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
- Gotlob, David, Ph.D. (*University of Illinois*, 1985), Assistant Professor of Accounting
- Granbois, Donald H., D.B.A. (*Indiana University*, 1963), Professor of Marketing

- Green, R. Jeffery, Ph.D. (*University of Illinois*, 1967), Professor of Business Administration (part-time) and Professor of Economics
- Greene, Charles N., Ph.D. (*The Ohio State University*, 1969), Professor of Personnel and Organizational Behavior
- Greenleaf, Robert W., D.B.A. (*Indiana University*, 1961), Professor of Finance
- Groomer, S. Michael, Ph.D. (*University of Missouri*, 1975); C.P.A., Associate Professor of Accounting
- Grossack, Irvin M., Ph.D. (*Columbia University*, 1962), Professor of Business Economics and Public Policy
- Grover, Richard A., Ph.D. (*The Ohio State University*, 1984), Assistant Professor of Business Administration
- 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
- Harris, Ellie G., M.M. (*Northwestern University*, 1980), Convertible Lecturer in Finance
- Hartley, Joseph R., D.B.A. (*Indiana University*, 1957), Professor of Business Administration, and Editor, *Business Horizons*
- Haug, Peter, M.Phil. (*University of Edinburgh*, 1981), Convertible Lecturer in Operations and Systems Management
- 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, and Associate Dean for Professional Programs
- 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., A.L. Prickett Professor of Accounting and Chairperson, Accounting
- 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
- Hewitt, Charles M., D.B.A. (*Indiana University*, 1955); J.D. (*University of Alabama*, 1947), Professor of Business Law
- Hill, John W., M.B.A. (*Berry College*, 1982), Convertible Lecturer in Accounting
- Hill, Ned C., Ph.D. (*Cornell University*, 1976), Associate Professor of Finance
- Hoffer, Jeffrey A., Ph.D. (*Cornell University*, 1975), Associate Professor of Operations and Systems Management
- Howard, Peter W., Ph.D. (*University of Pennsylvania*, 1983), Convertible Lecturer in Administrative and Behavioral Studies
- 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), Assistant Professor of Operations and Systems Management
- Jaffee, Bruce L., Ph.D. (*Johns Hopkins University*, 1971), Associate Professor of Business Economics and Public Policy
- Jelassi, M. Tawfik, Ph.D. (*New York University*, 1985), Assistant Professor of Operations and Systems Management
- 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
- John, C. Gregory, Ph.D. (*Pennsylvania State University*, 1985), Assistant Professor of Decision Sciences
- Jones, William P., M.B.A. (*Indiana University*, 1951); J.D. (*Indiana University*, 1958); C.P.A., Assistant Professor of Accounting
- Kamma, Sreenivas, M.B.A. (*State University of New York*, 1982), Convertible Lecturer in Finance (II Sem)
- Kang, Heejoon, Ph.D. (*University of Washington*, 1980), Assistant Professor of Business Economics and Public Policy
- Keller, Howard, M.B.A. (*Indiana University*, 1978), C.P.A., Lecturer in Accounting
- Kelly, Anne S., M.B.A. (*University of Cincinnati*, 1981), Convertible Lecturer in Accounting
- King, Maryon F., M.B.A. (*Indiana University*, 1981), Visiting Lecturer in Marketing
- Klemkosky, Robert C., Ph.D. (*Michigan State University*, 1971), Fred T. Greene Professor of Finance
- Kopel, Roann R., M.B.A. (*North Carolina State University*, 1981), Convertible Lecturer in Accounting
- Kozar, Kenneth A., Ph.D. (*University of Minnesota*, 1972), Assistant Professor of Operations and Systems Management

- Kulsrud, William N., Ph.D. (University of Texas, 1980), C.P.A., Associate Professor of Accounting
- Kuntz, Edward J., Ed.D. (Indiana University, 1956), Professor of Business Administration, and Director, Alumni Relations
- 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
- Lee, Hanjoon, Ph.D. (Indiana University, 1984), Visiting Assistant Professor of Marketing
- Leibman, Jordan H., J.D. (Indiana University, 1979), Associate 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, and Chairperson, Executive MBA & MBA/CIP Programs
- 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
- Luckenbill, Charles W., M.B.A. (Indiana University, 1980), Visiting Lecturer in Management
- Mabert, Vincent A., Ph.D. (The Ohio State University, 1973), 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), Convertible Lecturer in Marketing
- Mallor, Jane A., J.D. (Indiana University, 1976), Associate Professor of Business Law
- Marcus, Morton Josiah, A.M. (Washington University, 1963), Lecturer in Business Economics and Public Policy, and Director, Indiana Business Research Center
- 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 and Acting Director, Institute for Research on the Management of Information Systems
- 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
- Merrill, James R., Ph.D. (University of Kansas, 1981), Assistant Professor of Marketing
- Metzger, Michael B., J.D. (Indiana University, 1969), Professor of Business Law and Associate Dean for Academics
- 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 Dean, Indianapolis and Assistant Professor of Business Administration (part-time)
- Miller, Joseph C., Ph.D. (University of Wisconsin, 1971); J.D. (University of Chicago, 1963), Professor of Marketing
- Mohrweis, Lawrence C., M.B.A. (Washington State University, 1976), Convertible Lecturer in Accounting (II Sem)
- Moldt, Edward M., M.B.A. (Indiana University, 1959), Visiting Lecturer in Business Administration
- Moore, William T., Ph.D. (Virginia Polytechnic Institute, 1982), Assistant Professor of Finance
- Muth, John F., Ph.D. (Carnegie-Mellon University, 1962), Professor of Production Management
- Nanisetty, Prasad, M.S. (Bowling Green State University, 1979), Convertible Lecturer in Finance
- Near, Janet P., Ph.D. (State University of New York, Buffalo, 1977), Associate 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
- Organ, Dennis Wayne, Ph.D. (University of North Carolina, 1970), Professor of Personnel and Organizational Behavior
- 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), *Chairperson, Operations and Systems Management, and Professor of Decision Sciences*
- Pfister, Richard L., Ph.D. (*Massachusetts Institute of Technology*, 1959), *Professor of Business Economics and Public Policy*
- Phillips, Michael J., S.J.D. (*George Washington University*, 1981), *Associate Professor and Chairperson of Business Law*
- Pinnell, W. George, D.B.A. (*Indiana University*, 1954), *Executive Vice-President of the University, President of the Indiana University Foundation, and Professor of Business Administration*
- Podsakoff, Philip M., D.B.A. (*Indiana University*, 1980), *Associate Professor of Business Administration*
- Powell, Charles Randall, Ph.D. (*The Ohio State University*, 1973), *Assistant Professor of Business Administration (part-time) and Assistant Dean, Company Relations*
- Raymar, Steven B., M.Phil. (*Columbia University*, 1982), *Convertible Lecturer in 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., Assistant Professor of Accounting*
- Ryan, William G., M.B.A. (*Harvard University*, 1956), *Assistant Professor of Business Administration*
- Sarachan, Robert A., M.B.A. (*Indiana University*, 1982), *J.D. (Indiana University, 1982), Visiting Lecturer in Accounting*
- Sartoris, William L., Ph.D. (*Purdue University*, 1970), *Associate Professor of Finance*
- Schaller, Howard G., Ph.D. (*Duke University*, 1953), *Executive Dean and Dean of Faculties IUPUI, and Professor of Business Economics and Public Policy*
- Schrimper, Richard J., B.S. (*Indiana University*, 1979), *Lecturer in Accounting*
- 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*
- Sheffet, Mary Jane, Ph.D. (*University of California, Los Angeles*, 1979), *Assistant Professor of Marketing*
- Simkowitz, Michael A., Ph.D. (*New York University*, 1970), *Chairperson and Professor of Finance*
- Siwinski, Wlodzimierz, Ph.D. (*Warsaw University*, 1968), *Visiting Professor of International Business and Associate Director, Polish Studies Center*
- 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), *Assistant 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*
- Srinivasan, Ananth, Ph.D. (*University of Pittsburgh*, 1983), *Assistant Professor of Operations and Systems Management*
- Stephenson, P. Ronald, Ph.D. (*The Ohio State University*, 1966), *Professor and Chairperson of Marketing*
- Stern, Jerrold J., Ph.D. (*Texas A. & M.*, 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*
- Swamidass, Paul M., Ph.D. (*University of Washington*, 1983), *Visiting Assistant Professor of Operations and Systems Management*
- Thakor, Anjan V., Ph.D. (*Northwestern University*, 1979), *Associate 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), *Visiting Associate Professor of Accounting*
- Tuttle, Donald L., Ph.D. (*University of North Carolina*, 1965), *Professor of Finance*
- Velasquez, Enrico P., M.B.A. (*University of Pennsylvania*, 1980), *Lecturer in Accounting*

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

Weiss, Andrew R., Ph.D. (Northwestern University, 1982), Assistant Professor of Business Administration

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

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

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), Associate 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), Chairperson, Administrative Systems and Business Education, and Associate Professor of Business Education (School of Business), Associate Professor of Education (School of Education)

### Part-time Lecturers

Arffa, Elaine S., M.B.A. (Syracuse University, 1957), Teacher-Coordinator, Indianapolis Public Schools

Buehler, James C., A.B. (Indiana University, 1977); J.D. (Indiana University, 1980); Associate, Lewis, Bowman, St. Clair & Wagner

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

Cole, Lee A., B.S. (Indiana University, 1976), CPA

Dorris, Robert W., B.S. (University of Missouri, 1957), Trust Investment Officer, Indiana National Bank

Garling, Elaine C., M.S. (Indiana University, 1972), Business Teacher, Wayne Township

Goddin, Jeffrey K., M.A. (Indiana University, 1974), Associate Faculty, Indiana University, Columbus

Gray, David W., J.D. (Indiana University, 1975), Attorney, Price & Gray

Hatchett, John T., B.S. (Indiana University, 1947); C.P.A., Vice-President, Indiana Vocational Technical College

Ippolito, Mark E., M.B.A. (Seton Hall University, 1976), RCA

Jackson, George E., M.B.A. (Indiana University, 1957)

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

Johnson, W. Sidney, III, M.S. (Purdue University, 1972); J.D. (Indiana University Law School, 1979), Associate Dean, Research & Sponsored Programs, Indiana University-Purdue University at Indianapolis

Kelly, Michael E., M.B.A. (Indiana University, 1967), Methods and Facilities Planning, Eli Lilly & Co.

Lewis, George M., A.B. (DePauw University, 1936); C.P.C.U., Retired, Travelers Insurance Co.

Lewis, Lincoln V., M.B.A. (Cornell University, 1966), Affirmative Action Officer, Indiana University-Purdue University at Indianapolis

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

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

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

Moulton, Dean R., M.B.A. (Indiana University, 1980); Assistant Director, American Legion

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

Snell, John C., M.B.A. (Indiana University, 1977), Mortgage Loan Analyst, Indianapolis Life Insurance Co.

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

Todd, David L., C.L.U. (American College of Life Underwriters, 1967), 509 State Office Building

Wattjes, Joni C., M.B.A. (Indiana University, 1980)

Watts, George R., J.D. (Indiana University, 1978), Judge

Weber, Gregory J., M.B.A. (Butler University, 1975); Vice President, Indiana National Bank

Willman, Dale A., M.A. (Indiana University, 1974); Systems Designer, Merrell Dow Pharmaceuticals

Wright, Donald J., B.S. (Indiana University, 1983), Programmer, RCA

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

## 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. The University attracts students from all 50 states and around the world. The full-time faculty numbers over 3,000 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 of the state-supported universities. It serves over 80,000 students on eight campuses. The residential campus at Bloomington and the urban center at Indianapolis form the core of the University system. Regional 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.

### The Bloomington Campus

The environment and facilities of the Bloomington campus make it a dynamic place to live and study. Over 33,000 students pursue undergraduate and graduate degrees at Bloomington.

The academic resources of the campus provide both opportunity and challenge. The University Library ranks in the top ten academic libraries in the United States and the Lilly Library is internationally known for its collection of rare books and manuscripts. The libraries support the work of faculties in areas such as the humanities, foreign languages, and the social sciences who are renowned for their scholarship and research. Laboratories in departments such as biology, chemistry, and physics are engaged in work at the frontiers of knowledge. Particularly notable is the 200 million volt variable particle cyclotron, which attracts scientists from around the world. The Schools of Business and Public and Environmental Affairs enjoy high prestige with business and government leaders. Programs of distinction are offered in the Schools of Law and Optometry, the School of Library and Information Science, and the School of Health, Physical Education, and Recreation. The School of Music is ranked first among all

such schools in the nation and the School of Education ranks third. An extraordinary variety of lectures and seminars complement classroom and laboratory inquiry. The University Theatre, the Art Museum, and the large Musical Arts Center serve as major resources for the University's programs in the performing and fine arts.

Housing is provided on the Bloomington campus in residence halls, sororities, and fraternities. For married students and their families the University offers apartments and trailers. Students also rent off-campus housing in Bloomington.

The Bloomington campus provides many services for its students. The University Division gives special support and counseling to incoming freshmen, helping them to plan and carry through a sound academic program. The Student Health Center, the Career and Placement Support Services, and job placement services, Student Legal Services, the Psychological Clinic, the Optometry Clinic, and services for the handicapped, minority students, women, and veterans are described in the student handbook, which is available from the Dean of Students Office.

Indiana University Bloomington is a member of the Big Ten Conference. Men's and women's varsity teams participate in 13 sports. A large intramural sports program provides recreation for all students. Tennis and squash courts, swimming pools, sports fields, running tracks, basketball courts, and an 18-hole golf course are available for individual use. Within a few miles of Bloomington are several thousand acres of state forest, wilderness trails, and lakes for swimming, boating, and fishing.

### The Indianapolis Campus

Indiana University-Purdue University at Indianapolis is an innovative urban campus. IU and Purdue programs and facilities merged at Indianapolis in 1969, and the campus continues to grow in both the range of academic offerings and the physical facilities. IUPUI also offers programs at Columbus, Indiana.

The IUPUI library system consists of six libraries serving the special interests of individual schools. In addition, the entire Indiana University system library is readily available through the interlibrary loan system.

Significant research in the medical sciences is carried out in 11 specialized centers within the medical school. Research projects are conducted in numerous other fields, some in cooperation with city and government and private industry.

Schools at IUPUI are deeply involved in service to citizens, working closely with public and private agencies, government, business, and industry in providing expertise to solve problems. Such service projects enable students to enrich their education with practical experience.

Lectures, theatre presentations, and other special events are available on campus, and the city provides many locations and programs for the arts, sports, and entertainment. IUPUI is a member of the National Association of Intercollegiate Athletics and the National Collegiate Athletics Association. Men's and women's varsity teams participate in six sports, and an intramural sports program offers recreation for all students.

IUPUI provides on-campus housing for a limited number of students. The Housing Office maintains a list of apartments available off campus in the Indianapolis area.

Services for students are described in the student handbook, available from the Dean for Student Services. They include special services for the handicapped, veterans, women, and foreign students; a day care center; personal counseling; career counseling and job placement; financial aid; and the Student/Employee Health Center.

## Policies of the University

**Nondiscrimination policy** Indiana University provides its services without regard to sex, age, race, religion, ethnic origin, veteran status, or handicap. An Affirmative Action Office on each campus

monitors the University's policies and assists individuals who have questions or problems related to discrimination.

**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** Rights and responsibilities of students are included in the Student Handbook and provide for 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.

## 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 are listed at the end of this section.

## Fees

Credit hour fees listed here were approved at the May 1985 meeting of the Trustees of Indiana University. Credit hour and special fees are subject to change by action of the Trustees. See the campus *Schedule of Classes* for the most recent fees.

<b>BLOOMINGTON CAMPUS</b>	<b>Indiana resident</b>	<b>Nonresident</b>
Undergraduate <sup>1</sup>	\$53.25/credit hour	\$150.50/credit hour
Graduate <sup>1</sup>	\$69.50/credit hour	\$190.25/credit hour
Professional:		
School of Law	\$69.50/credit hour	\$190.25/credit hour
School of Optometry	\$69.50/credit hour	\$190.25/credit hour
Medical (combined degree)	\$69.50/credit hour	\$190.25/credit hour
Medical (flat fee)	\$3900/annual rate	\$9000/annual rate

<sup>1</sup> Includes credit courses in the School of Continuing Studies.

Thesis enrollment	\$69.50/semester	\$190.25/semester
Auditing (no credit)	\$20/credit hour	\$20/credit hour
<b>Special fees (in addition to basic fees)</b>		
Application for admission		
United States	\$20	
Foreign	\$30 (\$35 effective Fall 1986)	
Student activity fee <sup>2</sup>	\$4.85 or \$9.70/semester	
	\$2.50 or \$4.85/summer session	
Applied music (majors) <sup>3</sup>	\$90/semester	
Applied music (nonmajors) <sup>3</sup>	\$90/course	
Education early experience <sup>4</sup>	\$21/course	
Education placement service	\$8	
Business placement service	\$35	
Education practicum <sup>5</sup>	\$40/course	
Education student teaching <sup>6</sup>	\$75/course	
Late enrollment or re-enrollment <sup>7</sup>	\$30 to \$60	
Late program change <sup>8</sup>	\$10/course	
Deferred billing charge <sup>9</sup>	\$15	
Special exam	\$7.50 to \$17.50	
Telecommunications studio <sup>10</sup>	\$90/course	

<sup>2</sup> Students enrolled in 4 or more credit hours during the semester will be assessed a mandatory fee of \$9.70. Students enrolled in 3 or fewer credit hours during the semester will be assessed a mandatory fee of \$4.85. Students enrolled in 4 or more credit hours per summer session will be assessed a mandatory fee of \$4.85. Students enrolled in 3 or fewer credit hours per summer session will be assessed a mandatory fee of \$2.50.

<sup>3</sup> Persons desiring applied music who are not regularly working toward a degree will be charged \$320 per applied music course.

<sup>4</sup> Students enrolled in any of the following education courses will be assessed a \$21 fee per course:

Elementary Licenses

Early Childhood: P249, E335, E337, E338, E339

Kindergarten/Primary: P249, E339, E325, E341, E343

Elementary: P251, E339, E325, E341, E343

Junior High/Middle School: P252, M312, M461

Secondary: P253, M313 or M130, M462

All Grades: P254, M313 or M130 or M336, M462, M463

Special Education: E339, E343, K495

Special Endorsements and Minors

Kindergarten: E337

Junior/Middle: M461

Bilingual/bicultural: L441

Ethnic/cultural: T410

Coaching: HPER P450

Special Education: K495

Family Life: HMEC H453

Driver and Traffic Safety: HPER S456

Reading: X401

<sup>5</sup> Students enrolled in EDUC M470 Practicum and/or EDUC M550 Practicum (variable title courses) will be assessed a \$40 fee per course. The practicum fee of \$40 is also assessed for the following courses: G524, G624, K595, P310, P311, P410, P411, P518, P519, P596, P692, P694, P699, R473, V580, V680, W410, X425.

<sup>6</sup> Students enrolled in education courses M423, M424, M425, M451, M480, M482, M486 and/or M363, K488 will be assessed \$75 per course.

<sup>7</sup> A late registration fee is assessed to all students registering for classes after the scheduled registration periods. This fee is \$30 for nonregistered students who register on the last Friday before classes begin and will increase by \$10 on Monday of each successive week thereafter to a maximum of \$60.

<sup>8</sup> A fee of \$10 for each course will be assessed after the scheduled Drop and Add week, including a course added during an even exchange or a net drop in credit hours, section change, credit hours changed, or credit/audit change.

<sup>9</sup> Charge due on date unpaid balance is due for students who defer up to half on current semester charges.

<sup>10</sup> Students enrolled in telecommunications courses R208, R309, R407, R408, and/or R409 will be assessed \$90 per course.

Laboratory <sup>11</sup>	\$18/course	
Recital fee (music) <sup>12</sup>	\$20 to \$50	
Health service fee <sup>13</sup>	\$21.50/semester	
Nursing clinical <sup>14</sup>	\$8/contact hour	
HPER courses: billiards, bowling, golf, tennis, and horsemanship	(Payment made to billiard parlor, bowling alley, golf course, tennis courts, or academy for use of facilities)	
Microscope fee (medical science courses only)	\$30/semester	
Deposits (to cover loss or damage):		
Band	\$10	
Singing Hoosiers	\$10	
Chemistry (for G343, C344, S343, and S344 courses only)	\$25	
Music instrument	\$32/semester or prorated at \$7.50/month for short-time use	
Practice room (limit to 1 hour per day; not charged if applied music fee is paid)	\$16/semester	
Independent Study (Correspondence)		
Undergraduate courses (residents and nonresidents)	\$45/credit hour	
High school level courses	\$37/half unit course	
Special Credit and Credit by Examination: Regular credit hour fees apply, except the fee is waived for University Division freshmen during the first two regular semesters following their matriculation at Indiana University, and is reduced to \$10 per credit hour for undergraduate transfer students during the first regular semester following their matriculation at Indiana University.		
Transcripts (active students)	\$3	
Transcripts (inactive, past students)	\$5	
<b>INDIANAPOLIS CAMPUS</b>	<b>Indiana resident</b>	<b>Nonresident</b>
Undergraduate	\$50/credit hour	\$133/credit hour
Graduate and professional	\$69.50/credit hour	\$190.25/credit hour
Medical (flat fee)	\$3900/annual rate	\$9000/annual rate
Dentistry (flat fee)	\$3700/annual rate	\$7800/annual rate
Thesis enrollment	\$65.75/semester	\$180.25/semester
Auditing (no credit)	applicable credit hour rate	

<sup>11</sup> Students who are enrolled in the following laboratory courses will be assessed a laboratory fee of \$18 per course:

Afro-American Studies (Performance): A100, A110, A120  
 Biology: (effective Semester II, 1985-86) L100, L111, L112, L465, L474, B205, B352, B364, B369, B372, M215, M315, M435, M465, M485, Q201, S303, S304, S305, S306, S307, S309, Z218, Z450 (L105, first semester only)  
 Business: K201, K502  
 Chemistry: C121, C122, C125, C126, C313, C315, C316, C335, C343, C344, C409, C445, S125, S126, S343, S344  
 Home Economics: H203, H207, H275, H303, H313, H366, H407, H465, H466, H598, H599  
 HPER (Nutrition): N120, N230, N432  
 Medical Sciences: A215, P215  
 Optometry: V111, V121, V131, V151, V153, V154, V155, V201, V210, V211, V221, V226, V227, V232, V251, V252, V254, V255, V256, V321, V322, V412, V414, V416, V417, V431, V432, V443, V453, V454, V467, V468, V513, V533, V550, V554, V555, V556, V557, V558, V655, V657, V658, V699  
 Physics: P101, P106, P201, P202, P221, P222, P302, P309, P360, P430, P431, P432, P451, P452, Q202  
 SPEA: E461, E475, E528, E537, E548, H465

<sup>12</sup> Recital fee in music for one-page program is \$20, for two-page program \$30. The fee for recording the recital is an additional \$20.

<sup>13</sup> Students enrolled for more than 3 credit hours will pay a mandatory health service fee of \$21.50 per semester, \$8 for Summer Session I, and \$13.50 for Summer Session II. Students enrolled for 3 credit hours or less will be charged on a full-cost, fee-for-service basis if they use the services of the Student Health Center.

<sup>14</sup> Includes NURS B302, J350, J351, J352, P353.

**Special fees (in addition to basic fees)**

Application for admission	
United States	\$20
Foreign	\$30 (\$35 effective Fall 1986)
Laboratory	\$8/contact hour
Nursing clinical	\$8/contact hour
Late program change <sup>8</sup>	\$10/course
Activity	\$2.50/semester
Late enrollment or re-enrollment <sup>15</sup>	\$15 to \$60
Deferred fee service charge	\$10
HELP Programs <sup>16</sup>	\$25 to \$139.50/course

**Fee Refund Schedule**

Time of Withdrawal	Refund
<b>9 through 16 weeks</b>	
During 1st week of classes or through Drop/Add Day	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
<b>5 through 8 weeks</b>	
During 1st week of classes or through Drop/Add Day	100%
During 2nd week of classes	50%
During 3rd week of classes and thereafter	None
<b>2 through 4 weeks</b>	
During the 1st and 2nd day or through Drop/Add Day	100%
During 3rd and 4th day of classes	50%
During 5th day of classes and thereafter	None
<b>1 week or less</b>	
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.

**Employment** The Office of Financial Aids on each campus lists openings for part-time jobs in various offices and organizations of the University.

**Fee Courtesy** The following statements describe the privilege of fee courtesy extended to full-time University faculty and staff by the trustees. For a full policy statement, please refer to personnel policy No. D-21, revised May 7, 1982, available in the personnel office of each campus.

Fees for a full-time appointed employee (100% 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 credit hours in excess of six (6) in a semester or summer sessions will be assessed at full resident rate on that campus.

The spouse of a full-time appointed (100% F.T.E.) employee appointed within the first week of a semester or summer sessions will be entitled to a fee courtesy consisting of a credit 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 three (3) credit hours per

<sup>8</sup> A fee of \$10 for each course will be assessed after the scheduled Drop and Add week, including a course added during an even exchange or a net drop in credit hours, section change, credit hours changed, or credit audit/change.

<sup>15</sup> A \$15 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, \$30; third week, \$45; fourth week, \$60. No registrations will be accepted after the fourth week of classes without the approval of the Dean of Faculties.

<sup>16</sup> Courses X011, X012, X013, and X014 are \$25. Course X022 is \$139.50.

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 appointed faculty and staff employees appointed within the first week of a semester or summer session will be entitled to a fee courtesy (effective with the fall term 1982) consisting of a credit on one-half of the resident undergraduate fee rate at the campus where the child enrolls. Dependent children shall be defined as all legally dependent children of employees including stepchildren, children who have employees as their legal guardians, and children of retired employees eligible for group life insurance benefits and of disabled employees receiving long-term disability benefits.

The fee courtesy for dependent children will

be granted only to students registered at Indiana University in a curriculum leading to a first baccalaureate or associate degree, and only for the number of semester hours required to complete the curriculum in which the student is enrolled. This fee courtesy shall not apply for graduate or post-baccalaureate professional study.

To receive fee courtesy for dependent children, the full-time employee will 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 if the application is approved.

**Veteran benefits** Students who are eligible for veteran benefits may enroll according to the following scales:

<b>Undergraduate Benefits</b>	<b>Fall &amp; Spring Semesters</b>	<b>Summer I</b>	<b>IUPUI Summer II</b>	<b>Bloomington Summer II</b>
full	12 or more	4	4	6
$\frac{3}{4}$	9-11	3	3	4-5
$\frac{1}{2}$	6-8	2	2	3
tuition only	fewer than 6	1	1	1-2
<b>Graduate Benefits</b>				
full	9 or more	4	4	5
$\frac{3}{4}$	7-8	3	3	4
$\frac{1}{2}$	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 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 V.A. Vocational Rehabilitation Program. They should contact their regional V.A. office for eligibility information.

## Transfer to Other Indiana University Campuses

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

Each year many Indiana University students transfer from one campus of the University to another to continue their studies toward a degree. These transfers are often necessitated by financial difficulties, illness, or other personal problems, but just as often they are a matter of personal preference. Few of the other multi-campus universities are organized to facilitate this volume of student migration.

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 wish 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.

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

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

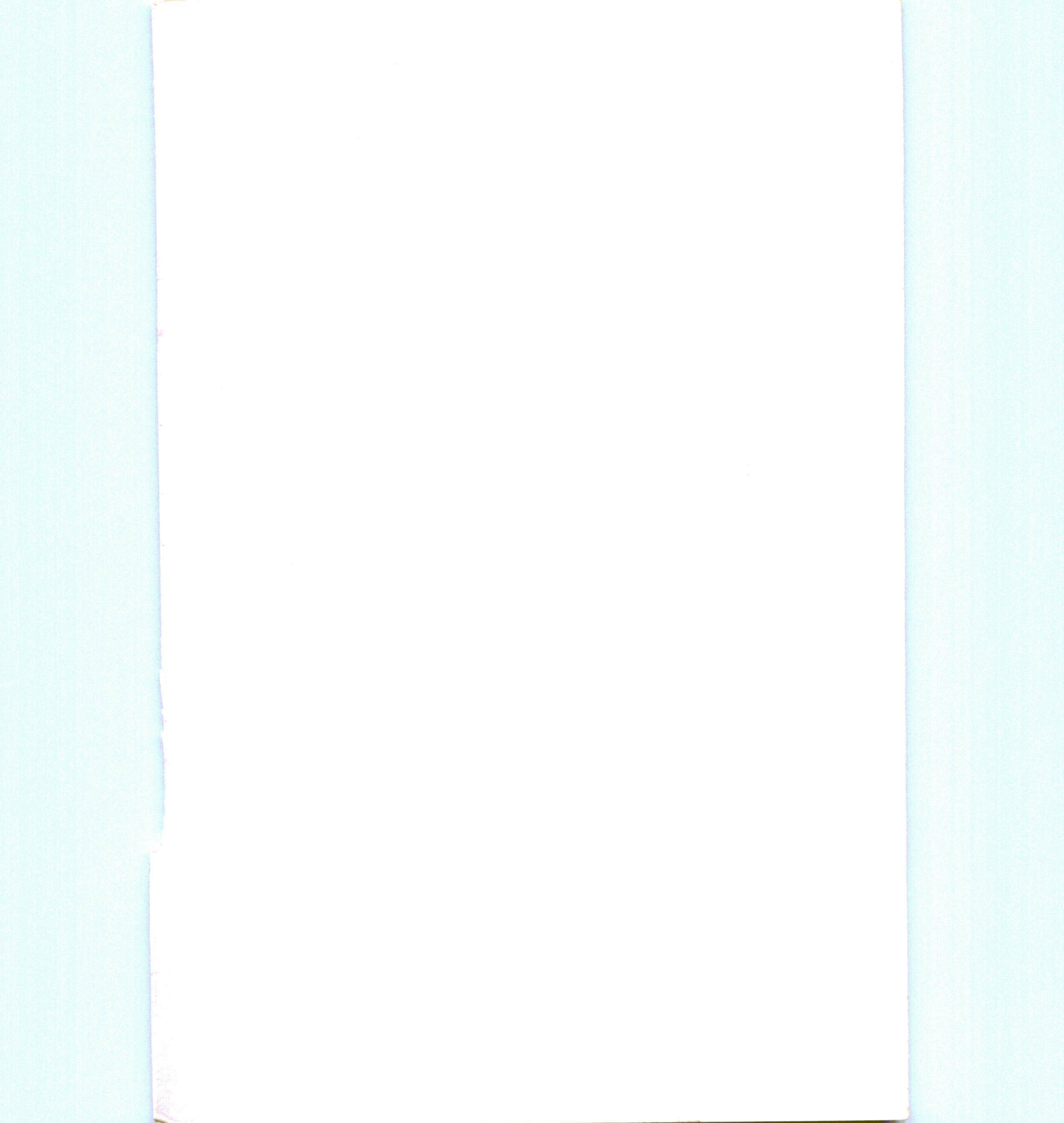
These Rules shall take effect February 1, 1974; provided, that no person properly classified as a resident student before February 1, 1974, shall be adversely affected by these Rules, if he or she attended the University before that date and while he or she remains continuously enrolled in the University.

1. "Residence" as the term, or any of its variations (e.g., "resided"), as used in the context of these Rules, means the place where an individual has his or her permanent home, at which he or she remains when not called elsewhere for labor, studies, or other special or temporary purposes, and to which he or she returns in seasons of repose. It is the place a person has voluntarily fixed as a permanent habitation for himself or herself with an intent to remain in such place for an indefinite period. A person at any one time has but one residence, and a residence cannot be lost until another is gained.
  - (a) A person entering the state from another state or country does not at that time acquire residence for the purpose of these Rules, but except as provided in Rule 2(c), such person must be a resident for twelve (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 twelve (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 twelve (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 twelve (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 twelve (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 twelve (12) months from the Residence Qualifying Date, i.e., the date upon which the student commenced the twelve (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 (2)

- 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.





INDIANA UNIVERSITY  
Bloomington, Indiana 47401

University Bulletin—Entered at the Post Office at  
Bloomington, Indiana

Return Postage Guaranteed

SECOND CLASS POSTAGE PAID  
AT BLOOMINGTON, INDIANA

96 U.S. POSTAL REGULATIONS REQUIRE  
BULLETIN MUST BE MAILED BY  
OFFICE OF ADMISSIONS BULLETIN ROOM  
FOR SECOND CLASS POSTAGE