

Direct Freshman Admission

Each year, qualified high school seniors are offered the opportunity to enter the Kelley School as freshmen. To be eligible for [Freshman Direct Admission](#), students must:

1. Be admitted, as freshmen, to IU Bloomington for the Fall semester.
2. List any business major as the intended major on the IU Bloomington application.
3. Have a minimum SAT score of 1270 (Critical Reading and Math combined) or a minimum ACT composite score of 30. For each exam, Kelley accepts the highest score for the section from different test dates.
4. Show a 3.7 high school GPA (on a 4.0 scale). If provided, the weighted GPA will be utilized.
5. All applicants whose native language is not English must demonstrate English language proficiency (see the [Kelley Undergraduate Admission website](#) for details).

Direct Admission offers are sent to students who meet the above criteria approximately one month following admission to IU Bloomington.

Admission

- Direct Freshman Admission
- Standard Admission
- Transfer Admission
- Financial Aid & Scholarships
- Second Bachelor's Degree

Financial Aid & Scholarships

Scholarships available through the Kelley School are based primarily on academic achievement and/or financial need. Eligible candidates must be certified as students in the Kelley School. A student transferring from another institution must complete at least one semester of full-time study at Indiana University before being admitted to the Kelley School and considered for scholarships. For further information, please contact the Undergraduate Program Office in the Kelley School or visit www.kelley.iu.edu/ugrad.

Eligibility for need-based scholarships and federal financial aid is determined by the IU Student Central on Union office. To apply for most types of financial aid, students should complete a Free Application for Federal Student Aid (FAFSA). It is available from high school guidance counselors or at the FAFSA home page: www.fafsa.ed.gov. Students should remember to list IU's federal school code of 001809 as one of the college choices, and be sure to file the FAFSA as soon after January 1 as possible (and definitely before March 10). Information about financial aid procedures is available at <http://studentcentral.indiana.edu/financial-aid/>, or at the Student Central on Union office at (812) 855-6500.

Second Bachelor's Degree

Second bachelor's degrees are not offered at the Kelley School in Bloomington. While it is possible to obtain admission to the Kelley School at IUPUI to pursue a second bachelor's degree, students are advised to consider other options such as graduate work or other skill-oriented offerings. Further, students who have

already earned a bachelor's degree in business are not eligible to earn a second business degree (at either campus), regardless of their credentials. Students who have completed a Kelley School bachelor's degree cannot be certified for a business degree a second time or add a major to the transcript.

Standard Admission

[Standard Admission](#) to the Kelley School is selective. To be eligible to apply for Standard Admission during fall 2014 or spring 2015, students must:

1. Be admitted to IU Bloomington and enrolled on the Bloomington campus for at least one semester.
2. Complete at least 26 hours of college coursework. For most students, this will require two semesters on the IU Bloomington campus.
3. Maintain "B" performance across all courses. Please note that a "B-" does not meet this requirement. The admissions committee reviews grades in all courses, not just business courses. The grades for college level coursework completed in high school or prior to matriculation at IU Bloomington will be factored into a student's application review. However, the most important grades will be those received at IU Bloomington.
4. Demonstrate commitment to course load. Students with no withdrawals (W) have stronger applications.
5. Take all courses for letter grades: Graded courses that are taken for pass/fail weaken an applicant's application. The Kelley Admissions Committee considers any graded course that is taken pass/fail as a grade of B- or lower.
6. Complete **at least 12 credit hours, on the IU Bloomington campus using courses from lists A, B, and C below, following the guidelines about the number of courses that need to be taken from each list.** For each course, students may take the listed course, the Honors version, or [an approved substitute](#).

List A: Take at least ONE of these choices at IU Bloomington:

- BUS-K 201
- BUS-K 303

List B: Take at least ONE of these choices at IU Bloomington:

- ENG-W 131
- BUS-C 104
- BUS-C 204
- BUS-L 201
- BUS-G 202 **AND** BUS-D 270

List C: Take at least TWO of these choices at IU Bloomington:

- BUS-A 201
- BUS-A 202
- ECON-E 201
- ECON-E 202
- MATH-M 118
- MATH-M 119
- ECON-E 370
- BUS-A 100 **AND** BUS-G 202

7. All applicants whose native language is not English must demonstrate English language proficiency (see [Kelley Undergraduate Admission website](#) for details).
8. All applicants whose native language is not English must also complete all SLST-T 101 courses recommended as a result of scores on the Indiana English Proficiency Exam.
9. Submit an online application at <http://kelley.iu.edu/ugrad/admissions/index.cfm?x=1> by the required deadline.
10. Application deadlines are April 1 for June admission and November 1 for January admission. Grades for all coursework required for admission must be recorded on the student's IU Bloomington transcript by the end of the semester in which the student applies.

Applications for standard admission are accepted in both the fall and spring semesters. Most students apply during the second semester (spring) of their freshman year and receive notification about their admission in June. Admission decisions are made only after official grades are posted at the end of the application semester.

Transfer Admission

Transfer students must be admitted to Indiana University and enroll through the University Division for at least the first semester on campus. They are then eligible to apply using Standard Admission. Transfer students are encouraged to apply for Kelley School admission and be admitted during their first two terms on the IU Bloomington campus.

Transfer students are not guaranteed the availability of needed courses during their first term and it is likely that transfer students will need more than a total of four years in order to complete the degree. Overall, the Kelley School recommends that students transfer as soon as possible so that they prepare for upper level business courses by taking the prerequisites on the IU Bloomington campus. The Undergraduate Program admission team can assist students in evaluating which courses are best taken at IU Bloomington and which ones are appropriate to take at other schools. The Kelley School does not recommend transfer after the first two semesters of undergraduate work.

Additional Required Courses

For students taking Standard I-Core:

- **ECON-E 202 Macroeconomics or ECON-S 202 (3 cr.)** P: ECON-E 201 or ECON-S 201. This course may be taken at any time after ECON-E 201 and is required prior to graduation. It is also required prior to participating in a summer or semester-long Kelley study abroad program.
- **BUS-J 375 Strategic Management (3 cr.)** P: I-Core. A cross-functional survey of business management. This course is concerned with the roles and tasks of firm's top managers (i.e., strategic decision makers). Designed to provide an appreciation for the total firm perspective and the means by which firms create and sustain competitive advantage in today's increasingly challenging and complex business environment (domestic and global). Strategic management of the firm

involves diagnosing the firm's current situation and developing realistic solutions to the strategic and organizational problems that confront top managers. A desired outcome of this course is an enhanced appreciation for the complexities of managing a formal organization. The primary objective is to help develop analytical skills for identifying key strategic issues and formulating appropriate strategies given a firm's situation. Credit not given for both J375 and (J370, J304, or J306).

- **BUS-L 375 Ethics and the 21st Century Business Leader (2 cr.)** P or C: I-Core. This course is a graduation requirement for all Kelley majors. The course is designed to enhance students' awareness of the ethical dimensions of business decisions and their ability to make reasoned judgments about them. It provides students with basic tools of ethical reasoning and the opportunity to practice these skills and reflect on their responses to ethical dilemmas. Credit not given for both L375 and L376 or L312.

For students taking Honors I-Core:

- **ECON-E 202 Macroeconomics or ECON-S 202 (3 cr.)** P: ECON-E 201 or ECON-S 201. This course may be taken at any time after ECON-E 201 and is required prior to graduation. It is also required prior to participating in a summer or semester-long Kelley study abroad program.
- **BUS-Z 304 Managing & Behavior in Organizations: Honors (3 cr.)** P: Junior standing. Integration of behavior and organizational theories. Application of concepts and theories toward improving individual, group, and organizational performance. Builds from a behavioral foundation toward an understanding of managerial processes. Credit not given for both Z304 and (Z370 or Z302).
- **BUS-L 376 Ethics and the 21st Century Business Leader: Honors (2 cr.)** P or C: I-Core and admission to the Hutton Honors College or the Business Honors Program. L376 substitutes for L375, a graduation requirement for all Kelley majors. The course is designed to enhance students' awareness of the ethical dimensions of business decisions and their ability to make reasoned judgments about them. It provides students with basic tools of ethical reasoning and the opportunity to practice these skills and reflect on their responses to ethical dilemmas. Credit not given for both L376 and L375 or L312.

Communication, Professional, and Computer Skills

Communication Skills

- **BUS-C 104 Business Presentations (3 cr.)** Students are introduced to oral communication in business contexts. The course focus is on theory-based skill development that will enable students to deliver audience-centered messages, work in teams, and analyze and develop oral arguments. Students may not receive credit for both C104 and (X104, C106, or X106). NOTE: Students, who are required to take SLST-T 101 courses, must complete those courses before taking C104.
- **BUS-C 106 Business Presentations: Honors (3 cr.)** P: Students must be admitted to the

Hutton Honors College or the Business Honors Program. Students are introduced to oral communication in business contexts. The course focus is on theory-based skill development that will enable students to deliver audience-centered messages, work in teams, and analyze and develop oral arguments. Students are given an additional opportunity to engage in a social or political communication exercise. Students cannot receive credit for both C106 and (X106, C104 or X104). NOTE: Students, who are required to take SLST-T 101 courses, must complete those courses before taking C106.

- **BUS-C 204 Business Communication (3 cr.)**
P: ENG-W 131 or equivalent with a grade of C or better and at least two full semesters of course work on a college campus. Business Communication prepares each student to write strategic, effective, and ethical messages and to collaborate in global business environments. Students learn to: apply the complex communication process model to specific contexts; construct and critically analyze arguments; write clear, concise, and audience-centered business documents; collaborate within team environments to deliver effective messages. C204 satisfies the criteria for the Shared Goal of Intensive Writing in the Indiana University General Education curriculum. Students may not receive credit for both C204 and (X204, C205, or X205). NOTE: Students, who are required to take SLST-T 101 courses, must complete those courses before taking C204.
- **BUS-C 205 Business Communication: Honors (3 cr.)** P: ENG-W 131 or equivalent with a grade of C or better, admission to the Hutton Honors College or the Business Honors Program, and at least two full semesters of coursework on a college campus. The overall goal of this course is to develop an awareness of the complexity involved in the communication process in order to communicate effectively both verbally (orally and in writing) and nonverbally in a business setting. The C205 capstone experience is participation in a team case competition. C205 satisfies the criteria for the Shared Goal of Intensive Writing in the Indiana University General Education curriculum. Students may not receive credit for both C205 and (X205, C204, or X204). NOTE: Students, who are required to take SLST-T 101 courses, must complete those courses before taking C205.
- **BUS-C 271 Global Business Analysis - Business Communications (1.5 cr.)** P: BUS-D 270 with grade of C or better. C271 extends the knowledge gained in D270, Global Business Environment. This class concentrates directly on the management of multinational firms. Students are placed in the role of the decision-makers responsible for solving the myriad of practical problems resulting from a globalized and highly interconnected business environment.
 - **BUS-C 271 Sample Topic: Doing Business in Greece**
- **BUS-C 272 Global Business Immersion - Business Communications (3 cr.)** P: BUS-D 270 with grade of C or better. The Global Business

Immersion course includes international travel. It extends the knowledge gained in Global Business Environment, D270 and concentrates directly on the management of multinational firms.

- **BUS-C 301 Communication for Accountants (1 cr.)** P: declared Accounting major. Required for all Accounting majors. Students are introduced to effective written and oral communication skills, specifically for use in an accounting career. The course approach is to view accounting-related interactions (accounting interviews with clients, preparing audit reports, and so on) from a communication perspective. Students may not receive credit for both C301 and X301.
- **BUS-C 330 International Communication Strategies (3 cr.)** This course explores communication strategies useful for dealing with the demands of doing business in a foreign culture. Students learn about the similarities and differences of verbal and nonverbal communication styles between multiple cultures and countries. Students may not receive credit for both C330 and X330.
- **BUS-C 255 Business Writing for English Language Learners** is a one-credit hour, online course for Kelley School of Business students and prospective students who have been identified by Kelley faculty as needing additional language support to succeed in the Kelley curriculum. Students enrolling in C255 do not speak English as their native/first language. This course focuses on written grammar, sentence structure, word choice, and language use skills as they apply in a business context. This course may be taken prior to or concurrent with C204 or C205 (Business Communication); the assignments are designed to develop, reinforce and provide extra practice for similar business writing skills. C255 may be taken for credit or Pass/Fail.

Professional Skills

- **BUS-T 175 Kelley Compass I: The Individual (1.5 cr.)** Kelley Compass 1 focuses on the development of individual self-awareness that helps students make thoughtful, deliberate, and rewarding decisions about academic and professional goals. Compass 1 guides the student through an academically rigorous process of self-discover and helps build and articulate a professional skill set uniquely grounded in the student's own talents and interests. Each student builds his own unique company (YOU.inc). The course takes YOU.inc through Research and Development, Branding, Going to Market, and Strategic Planning.
- **BUS-T 275 Kelley Compass II: The Team (1.5 cr.)** P: T175 with C and at least two full semesters of coursework on a college campus. Team.Inc. is a solid immersion into the world of teamwork, this course focuses on critical thinking, cross cultural competence, and team building skills. It is organized around four stages of team development: Forming, Storming, Norming, and Performing. Working with people from diverse backgrounds in local and virtual teams, students learn to: manage first impressions; create effective teams; problem-solve in teams; organize and lead meetings; prepare for (and

debrief) mock interviews; research and produce a product in a team.

- **BUS–T 375 Kelley Compass III: The Business Professional (1 cr.)** P: T175 and T275 with a C and at least four full semesters of coursework on a college campus and completed all I-Core prerequisites. Lead, Inc. is the capstone course for the Compass series. It is a companion course for I-Core that helps students develop a core skill-set grounded in emotional intelligence theory. Upon completion of the course, the student will be able to articulate 1) his/her current leadership approach, 2) the leader he/she would like to become, and 3) a specific action plan for leadership growth.

Professional Skills: required for Kelley Living Learning Center students

- **BUS–T 134 Kelley LLC Community Development (1 cr.)** P. KLLC member. The Kelley LLC Community Development Seminar is a discussion-based graduate student-led course that gives first-year students an opportunity to set personal, academic and professional goals while gaining the confidence and interpersonal skills necessary to connect with peers, professors and business professionals. It supports the Kelley LLC's aim to accelerate students' transitions from being high school seniors to becoming informed, engaged emerging business professionals. This course focuses directly on tying together three aspects of a student's development (personal, academic, and professional) under the guidance of a caring, focused, and accomplished graduate student instructor.
- **BUS–T 144 Kelley LLC Hot Topics (1 cr.)** P: KLLC member and T134. Kelley LLC Hot Topics is a one-credit hour course, taught by Communication faculty from CPCS, that provides students the opportunity to explore the connection between some outside interest and business. It supports the Kelley LLC's mission to engage young students in creative thinking and encourages students to explore their interests. The course is offered in the spring semester after students have completed Kelley LLC Community Development, T134.

Computer Skills

- **BUS–K 201 The Computer in Business (3 cr.)** K201 is an I-Core prerequisite that is required of all business majors. Students must enroll in both the lecture and the lab. It provides an introduction to the role of computers and other information technologies in business. It provides instruction in both functional and conceptual computer literacy. Conceptual computer literacy is the focus of the weekly lecture. After introducing the basic concepts of computer use, these lectures devote special attention to current technological innovation in social and business environments. Topics include technology and organizational change, telecommunications, privacy in the information age, and business security on the Internet. Functional computer literacy is the focus of the weekly discussion section, which meets twice a week in a computer lab. This part of the course presents an introduction to two of the most widely used database

and spreadsheet packages: Microsoft Access and Microsoft Excel. Students learn, via hands-on examples, many of the powerful tools contained in these two packages, with emphasis on how to analyze a variety of business problems with Access and Excel. The goal is not to teach these packages in an abstract sense, but rather to show how they can be applied to real business problems to help make important decisions.

- **BUS–K 204 The Computer in Business: Honors (3 cr.)** Students must be admitted to the Hutton Honors College or the Business Honors Program to register for this course. K204 is the Honors version of K201, an I-Core prerequisite that is required for all business majors. It shares the same basic course content as K201, however, this is a service-learning course and incorporates challenging real-life projects for clients (usually non-profits). The course provides an introduction to the role of computers and other information technologies in business. It provides instruction in both functional and conceptual computer literacy. Classes meet twice weekly for 75 minutes, and concepts and practical skills are taught together in a lab setting. Students become skilled at solving problems with widely used database and spreadsheet packages, Microsoft Access and Microsoft Excel. Students in K204 also learn database theory and design. Conceptual topics include the importance of information systems in business, technology and organizational change, telecommunications, privacy in the information age, and business security on the Internet. Functional computer literacy in concert with conceptual literacy is emphasized through a service learning component. Students learn, via hands-on examples, many of the powerful tools contained in the software with emphasis on how to analyze a variety of business problems with Access and Excel. The goal is not to teach these packages in an abstract sense, but rather to show how they can be applied to real business problems to help make important business decisions. Students in K204 immediately apply their knowledge to help a real organization with their IT needs.

Globalization and Overseas Studies Global Foundations Core

All Kelley undergraduate students take the three courses of the Global Foundations Core in the sophomore year: BUS-D 270, BUS-X 271 or X272, and BUS-G 202. These courses are I-Core prerequisites and must be completed with grades of C or better. Although D270 is the prerequisite for X271/X272, the Global Core courses do not need to be completed in the same semester. The G-Core courses are designed to help students understand the global nature of business and to learn how to analyze the implications for doing business in other countries.

- **BUS–D 270 The Global Business Environment (1.5 cr., 8 wks)** P: sophomore standing. The objective of this course is to familiarize students with the environments facing managers and corporations who are operating in the global economy. Thus, participants should acquire awareness of, and an appreciation for, the diversity and complexity of the

global environment. More specifically, the successful completion of this course should enable participants to understand and analyze how global forces shape corporate strategy. This course should be of interest to all business students; as citizens, consumers, workers, and as future business leaders they must take account of domestic and global dimensions when making decisions.

- **BUS-X 271 Global Business Analysis (1.5 cr.)** P: D270 with C. This set of 8-week course options follows D270 and provides an opportunity to dig deeper into country analysis from the perspective of a business discipline. Students may select any course on the BUS-X 271 list (A271, D271, F271, G271, M271, P271, etc.). These courses capitalize on the increasing diversity and expertise of faculty from all departments. Topics could include such things as: contemporary issues like the Great Recession; geographic regions or trading markets; environmental and economic development issues; challenges of global sourcing; labor markets; or legal and regulatory issues.
- **BUS-X 272 Global Business Immersion (3 cr.)** P: D270 with C. These courses are alternates to the X271 options and similar in topics, except that they are 3 credits and include a travel component. After 8 weeks in the classroom, students travel - as a group - to the country or region emphasized in the course. In that location, they participate in relevant site visits while completing the academic parts of the course. As with X271, students may select any course from BUS-X 272 list (A271, D271, F271, G271, M271, P271, etc.).
- **BUS-G 202 Business, Government and Society (2 cr.)** P: ECON-E 201 or ECON-S 201 with a grade of C or better. This course is intended to make you aware of the broad range of ways in which the non-market environment—especially government policy—affects business, and give you an understanding of the process through which businesses and other special interest groups create and change the rules of the game under which they function. In today's economy, successful business strategy entails more than outmaneuvering rival companies; managers must also devise strategies to cope with the global, non-market forces that confront businesses and other forms of organization. Managers need to understand how public policy is made and how special interest groups, including their own businesses, can affect the policy process. This is true both for the CEO of a multinational corporation dealing with multiple governments and the administrator for a local partnership trying to deal with city officials.

Study Abroad

- **BUS-X 480 Professional Practice Abroad (3 cr.)** P: Departmental authorization and enrollment in a Kelley School of Business overseas study internship program. Students will receive credit for an internship completed abroad with required completion of academic deliverables. Counts as an international business elective.

Schoolwide Courses

- Additional Required Courses
- Communication, Professional, and Computer Skills
- Integrative-Core
- Internship
- Globalization and Overseas Studies

The Integrative Core (I-Core)

I-Core prerequisites (all with grades of C or better):

- BUS-A 100
- BUS-A 201/BUS-A 205
- BUS-A 202/BUS-A 207
- BUS-C 104/BUS-C 106
- BUS-C 204/BUS-C 205
- BUS-G 202
- BUS-K 201/BUS-K 204
- BUS-L 201/BUS-L 293
- BUS-T 175
- BUS-T 275
- BUS-D 270
- BUS-X 271 (or equivalent) or BUS-X 272 (or equivalent)
- BUS-K 303/BUS-K 304
- ECON-E 201/ECON-S 201
- ECON-E 370/STAT-S 301/MATH-K 310/STAT-K 310/MATH-M 365
- ENG-W 131 or equivalent
- MATH-M 118/MATH-S 118
- MATH-M 119/MATH-M 211 or equivalent

Standard I-Core

Students must apply online to take standard I-Core:

<http://kelley.iu.edu/Ugrad/Academics/Requirements/page39725.html>

- Applications for Fall or Summer I-Core are accepted February 15-March 15
- Applications for Spring I-Core are accepted September 15-October 15

After receiving approval, students register using BUS-BE 375

- **BUS-F 370 Integrated Business Core—Finance Component (3 cr.)** Cross-functional survey of business management. The finance component provides an introduction into basic principles and perspectives of financial thought. Covered topics include the time value of money, risk and return, interest rates and debt risk, capital budgeting, security pricing, and portfolio concepts. Includes a cross-functional case done in teams. Students may not receive credit for both F370 and (F304 or F301 or F300).
- **BUS-M 370 Integrated Business Core—Marketing Component (3 cr.)** Cross-functional survey of business management. The marketing component covers marketing planning and decision making examined from firm and consumer points of view. Topics include the marketing concept and its company-wide implications, the integration of marketing with other functions, and the role that product, price, promotion, and distribution play in

marketing strategy and implementation. Includes a cross-functional case done in teams. Students may not receive credit for both M370 and (M304 or M301 or M300).

- **BUS-P 370 Integrated Business Core— Operations Component (3 cr.)** Cross-functional survey of business management. The operations component is concerned with the production and distribution of goods and services. Topics include inventory management, demand forecasting, aggregate production planning, shop scheduling, project management, quality control, and layout and process design. Includes a cross-functional case done in teams. Students may not receive credit for both P370 and (P304 or P301 or P300).
- **BUS-Z 370 Integrated Business Core— Leadership Component (3 cr.)** Cross-functional survey of business management. The class introduces the concept of employees as a human resource and theories of how leaders can best mobilize those resources to achieve the firm's goals. Students focus on leadership in the context of an organization, learning ways in which performance management systems shape employee behavior. Topics covered include the focused development of human resources through needs assessment, selection, compensation, and enterprise-wide planning. Students may not receive credit for both Z370 and (Z302 or Z304).

*BUS-BE 375 includes BUS-T 375 Compass III, a course that is taken concurrently with I-Core.

Honors I-Core

All Business Honors students take Honors I-Core in the Fall of the junior year. Students preparing for Honors I-Core should confirm their intention and eligibility with their Honors Academic Advisors so they can be given permission to enroll.

- **BUS-F 304 Financial Management: Honors (3 cr.)** Part of Honors I-Core. Broad survey of finance for all honors business students. Provides a conceptual framework for a firm's investment, financing, and dividend decisions; includes working capital management, capital budgeting, and capital structure strategies. Students may not receive credit for both F304 and (F370 or F301 or F300).
- **BUS-M 304 Introduction to Marketing Management: Honors (3 cr.)** Part of Honors I-Core. Examines marketing concepts, strategic planning, marketing research, and information systems. Covers consumer and organizational buying behavior, forecasting sales, and market segmentation and position. Also focuses on new product development process; product lines and brands; pricing strategies; distribution-channel management; advertising; personal selling; and organizing, evaluating, and controlling marketing. Students may not receive credit for both M304 and (M370 or M301 or M300).
- **BUS-P 304 Operations Management: Honors (3 cr.)** Part of Honors I-Core. A survey course concerned with the activity associated with the production of goods and services. Topics include quality management, process design, capacity management, materials management (including materials requirements planning and the just-in-time inventory system), and project management. Students may not receive credit for both P304 and (P370 or P301 or P300).
- **BUS-J 304 Strategic Management: Honors (3 cr.)** Part of Honors I-Core. Strategic Management is concerned with the roles and tasks of firms' top managers (i.e., strategic decision makers). This course is designed to provide an appreciation for the total firm perspective and the means by which firms create and sustain competitive advantage in today's increasingly challenging and complex business environment (domestic and global). Strategic management of a firm involves diagnosing the firm's current situation and developing realistic solutions to the strategic and organizational problems that confront top managers. A desired outcome of this course is an enhanced appreciation for the complexities of managing a formal organization. The primary objective of the course is to help develop analytical skills for identifying key strategic issues and formulating appropriate strategies given a firm's situation. Students may not receive credit for both J304 and J375.

Internship

BUS-W 499 Co-op/Intern Work Assignment Off-Campus (0 cr.) This course is the Kelley School of Business designation for off-campus COOP/Internship participation. Registration in BUS-W 499 is listed on a student's transcript during the semester(s) that the student is participating in an internship. W499 registration provides documentation of an off-campus internship experience only and does not grant any credits or additional privileges. Students request "enrollment" in W499 by completing the online W499 registration form located on Kelley Connect through the Undergraduate Career Services Office (UCSO) website at <http://kelley.iu.edu/ucso/>

BUS-X 498 Credit for Internship Course (2 cr.) P: Junior standing or permission of the instructor and approval of the internship by the UCSO. This course is designed to deepen the overall learning gained from an internship. By completing structured assignments that relate both to the internship work and to elements of the broad-based business curriculum at the Kelley School, the value of the internship may be markedly increased. To earn credit for an internship, a student must complete all X498 coursework while participating in an internship that:

- Is supervised; the student must be based on the company premises and meet in person with a supervisor at least once a week to discuss progress, receive feedback and discuss goals. Note: Self-employment situations cannot be approved for x498.
- Is at least nine weeks in length and 35–40 hours per week; exceptions can be presented and evaluated for approval on an individual basis through the UCSO
- Involves learning and developing skills which are related to the student's degree of study and promotes further understanding of the career field
- Includes project-oriented work, the student should have responsibility for a relevant business

project from start to finish; or have structured work assignments which can be evaluated by a supervisor upon completion

- Increases employability in the student's major field of interest

To enroll, students must submit the online application form through Kelley Connect on the UCSO website at: <https://kelley.iu.edu/ucso> prior to beginning the internship position and before the applicable application deadlines. For more information about X498 and to view a sample syllabus, refer to the Resources tab in Kelley Connect.

Accounting

- BUS–A 100 Basic Accounting Skills (1 cr.)** A100 is an I-Core prerequisite and required of all business majors. Introduces students to the accounting and financial information environment of the firm. Presents information including (1) financial accounting, (2) auditing and assurance, (3) management accounting, and (4) tax accounting. Includes current real-world examples taken from the popular business press. Provides students with the foundation necessary for higher-level accounting courses.
- BUS–A 200 Foundations of Accounting (Non-majors) (3 cr.)** Only for non-business majors. This course addresses the role of accounting in society and business, with a special emphasis on fundamental concepts and the basic design of accounting systems. For non-business majors who are interested in learning about how accounting affects their lives and businesses. Not open to business majors. No credit toward a degree in business. Credit not given for both A200 and (A201 or A202).
- BUS–A 201 Introduction to Financial Accounting (3 cr.)** P: A100. A201 is an I-Core prerequisite and required of all business majors. Provides balanced coverage of the mechanics, measurement theory, and economic context of financial accounting. Strikes a balance between a preparer's and a user's orientation, emphasizing that students must understand both how transactions lead to financial statements (preparer's orientation) and how one can infer transactions given a set of financial statements (user's orientation). Relies on current, real-world examples taken from the popular business press. First part of the course introduces students to the financial accounting environment, financial statements, the accounting cycle, and the theoretical framework of accounting measurement. Second part of the course covers the elements of financial statements, emphasizing mechanics, measurement theory, and the economic environment. Credit not given for both A201 and (A205 or A200).
- BUS–A 202 Introduction to Managerial Accounting (3 cr.)** P: A100. A202 is an I-Core prerequisite and required of all business majors. Concepts and issues associated with the accounting and management of business; particular emphasis is given to understanding the role of accounting in product costing, strategic decisions, costing for quality, cost-justifying investment decisions, and performance evaluation and control of human behavior. Credit not given for both A202 and (A207 or A200).
- BUS–A 205 Honors Introduction to Financial Accounting (3 cr.)** P: A100 and students must be admitted to the Hutton Honors College or the Business Honors Program. A205 substitutes for A201, an I-Core prerequisite that is required of all business majors. Concepts and issues associated with corporate financial reporting; particular emphasis is placed on understanding the role of financial accounting in the economy, how different accounting methods affect financial statements, and developing a basis for lifelong learning. Credit not given for both A205 and (A201 or A200).
- BUS–A 207 Honors Introduction to Managerial Accounting (3 cr.)** P: A100 and students must be admitted to the Hutton Honors College or the Business Honors Program. A207 substitutes for A202, an I-Core prerequisite that is required of all business majors. This course is about developing and using measurement systems to support firms' internal decision making. The course shows students how accounting information fits into the dynamics of managing a complex entity and provides students with a conceptual framework for using managerial accounting practices to solve economic problems. Credit not given for both A207 and (A202 or A200).
- BUS-A 271 Global Business Analysis – Accounting (1.5 cr.)** P: D270 with a grade of C or better. Provides students with an understanding of the major dimensions of global accounting, the factors affecting preparers and users of global accounting, and the relative impact of various dimensions on countries, companies, and stakeholders.
- BUS-A 272- Global Business Immersion – Accounting (3 cr.)** P: D270 with a grade of C or better. Provides students with an understanding of the major dimensions of global accounting, the factors affecting preparers and users of global accounting, and the relative impact of various dimensions on countries, companies, and stakeholders. Includes an overseas trip to Geneva, Switzerland to visit businesses, governmental, and non-profit organizational to learn first-hand the impact of global accounting.
- BUS–A 310 Management Decisions and Financial Reporting (3 cr.)** P: (A201 or A205) and (A202 or A207), each course with a grade of C or better. Accounting majors must take A311 and A312 (not A310). Provides students with a thorough understanding of the theoretical foundations underlying financial reporting, the rules used by accountants to measure the effects of business decisions and to report the effects to external parties, the use of judgment in financial reporting, and the transformation of cash flow decisions into accrual-based and cash-based financial statements. Students are expected to develop technical, analytical, and interpretive skills related to economic transactions and accrual-based financial statements. Credit not given for both A310 and (A311 or A312).
- BUS–A 311 Intermediate Accounting (3 cr.)** P: (A201 or A205) and (A202 or A207), each course with a grade of C or better. Provides students with a thorough understanding of the

- theoretical foundations and mechanics underlying financial reporting. This rigorous course is suitable for students seeking a career in accounting or finance. The course's primary objective is to give students the tools necessary to understand and execute appropriate accounting procedures, with an appreciation of the broader context in which accounting information is produced and utilized. A311 provides an overview of the financial statements and then focuses in more detail on revenue recognition, current assets, long-term assets, and accounting for investments. Credit not given for both A311 and A310.
- **BUS–A 312 Intermediate Accounting II (3 cr.)** P: A311 with a grade of C or better. Provides students with a thorough understanding of accounting for long-term liabilities and debt investment, stockholders' equity, and preparation of cash flow statements. Course's first objective is to give students the tools necessary to understand and execute appropriate accounting procedures. Course's second objective is to help students understand the process through which accounting standards are determined and to evaluate the outcomes of that process from the perspectives of managers, shareholders, auditors, and others. Students will learn to assess competing accounting theories and methods from multiple perspectives. Credit not given for both A312 and A310.
 - **BUS–A 324 Cost Management (1.5 cr.)** P: (A201 or A205) and (A202 or A207), each course with a grade of C or better. Accounting majors must take A325 (not A324). Product costing and strategic cost management. Covers several accounting systems and techniques that ascribe costs to products, services, and other activities, and the costing systems' potential effects on business decisions in light of a firm's strategic, technological, and environmental position. Particular emphasis is placed on interpretation of the numbers and analyses generated by various accounting systems. Credit not given for both A324 and A325.
 - **BUS–A 325 Cost Accounting (3 cr.)** P: (A201 or A205) and (A202 or A207), each course with a grade of C or better. Enables the student to prepare, use, and critically evaluate management accounting information for purposes of strategic decision making, planning and control, product costing, and performance measurement and evaluation. Particular emphasis is placed on interpretation of the numbers and analyses generated by various accounting systems in order to make effective managerial decisions. Credit not given for both A325 and A324.
 - **BUS–A 327 Tax Analysis (1.5 cr.)** P: (A201 or A205) and (A202 or A207), each course with a grade of C or better. Accounting majors must take A329 (not A327). Provides a business framework for tax planning and decision making. Applications include selection of savings vehicles for individuals, comparison of business entities, compensation tax planning, and international tax planning. Credit not given for both A327 and A329.
 - **BUS–A 329 Taxes and Decision Making (3 cr.)** P: (A201 or A205) and (A202 or A207) each course with a grade of C or better. Provides a business framework for tax planning and decision making based on discounted, after-tax cash flows. Technical tax topics are covered within the context of the framework. Credit not given for both A329 and A327.
 - **BUS–A 337 Accounting Information Systems (3 cr.)** P: I-Core with a grade of C or better. The core of every organization's Information Systems, are accounting applications which record, control, report, and augment decision making. Both the future Accountant or Business Technologist needs to understand the importance and interconnected nature of this software. This course introduces or expands understanding of ERP software as it applies to Modern Accounting Information systems at an Enterprise level. Topics include: the SDLC, databases, fraud, internal controls (COSO and COBIT frameworks), analytics, reporting, and software project management. Students typically gain hands-on experience with leading ERP accounting software such as: SAP R/3, NetSuite, or Microsoft Dynamics. Students will draw from lecture, texts, case studies, and team projects. Course content is updated frequently to cover emerging topics and current events in this dynamic field. Taught concurrently with BUS-S 400; Accounting majors should enroll in A337 to meet state CPA educational requirements. Credit not given for both A337 and S400.
 - **BUS–A 422 Advanced Financial Accounting I (3 cr.)** P: A312 or A 310 with a grade of C or better. Generally accepted accounting principles as applied to partnership accounting, business combinations, financial reporting for combined entities, foreign-currency and hedging issues, derivatives, segment reporting and goodwill allocation/impairment. Particular emphasis is given to consolidated financial statements.
 - **BUS–A 424 Auditing & Assurance Services (3 cr.)** P: A312 with a grade of C or better. Objectives of course are to provide students with an understanding of: (1) the auditing environment and professional ethics; (2) audit reports and the conditions under which alternatives are used; (3) basic auditing concepts; (4) audit evidence and documentation; (5) analytical reviews; (6) the audit risk model; (7) review and documentation of internal controls; (8) audits of cycles; (9) statistical sampling; and (10) audit objectives and audit procedures for mechanized systems. Emphasis is on the conceptual development of the subject matter, the nature of professional practice, and the technology of auditing.
 - **BUS–A 437 Advanced Management Accounting (3 cr.)** P: A325 with a grade of C or better. Objective of course is to provide students with advanced managerial accounting knowledge and skills. Emphasis is on strategic decision making and management control systems. Students will provide case analyses and presentations.
 - **BUS–A 440 Applied Professional and Empirical Research in Accounting and Auditing (3 cr.)** Pre- or Co-requisite: A424. Students will identify accounting and auditing research issues; access and use authoritative literature, professional databases and support software; develop supportable conclusions and communicate the results of their

research in a professional manner. Students will also learn about empirical social-scientific research methods as applied to accounting and auditing topics.

- **BUS–A 455 Topics in Accounting (1-3 cr.)** Variable topic, variable credit course in Accounting.
- **BUS–A 490 Independent Study in Accounting (1–3 cr.)** P: Consent of department chairperson and of instructor. Supervised individual study and research in student's special field of interest. Student will propose the investigation desired and, in conjunction with the instructor, develop the scope of work to be completed. Comprehensive written report required.
- **BUS–C 301 Communication for Accountants (1 cr.)** P: Declared Accounting major. Required for all Accounting majors. Students are introduced to effective written and oral communication skills, specifically for use in an accounting career. The course approach is to view accounting-related interactions (accounting interviews with clients, preparing audit reports, and so on) from a communication perspective. Students may not receive credit for both C301 and X301.

Business Economics and Public Policy

- **BUS–G 100 Business in the Information Age (3 cr.)** This course is designed to provide students with an introductory survey of business practices, public policy, and economic information. Major topics include understanding the U.S. economic system, wealth creation, business structures, business ethics, entrepreneurship, key business disciplines, the role of government and the current economic environment both domestic and global.
- **BUS–G 202 Business, Government and Society (2 cr.)** P: ECON-E 201 or ECON-S 201 with a grade of C or better. G202 is an I-Core prerequisite that is required of all business majors. It is also part of the sophomore Global Foundations Core. This course is intended to make students aware of the broad range of ways in which the non-market environment—especially government policy—affects business, and gain an understanding of the process through which businesses and other special interest groups create and change the rules of the game under which they function. In today's economy, successful business strategy entails more than outmaneuvering rival companies; managers must also devise strategies to cope with the global, non-market forces that confront businesses and other forms of organization. Managers need to understand how public policy is made and how special interest groups, including their own businesses, can affect the policy process. This is true both for the CEO of a multinational corporation dealing with multiple governments and the administrator for a local partnership trying to deal with city officials.
- **BUS-G 271 Global Business Analysis (1.5 cr., 8 wks)** P: D270 with C. Students apply the country analysis skills, learned in BUS-D 270 Global Business Foundations, to a specific country or region. Many Kelley departments offer versions of this course. This means that, while all versions focus on business analysis, each could emphasize a different field of business and/or region of the world. **Sample Topic for G271: An Introduction to European Economic Integration.** For the last twenty years, the European Union (E.U.) has been the most developed model of regional integration. Despite the recent setbacks caused by the Eurozone crisis, the European Union remains a vibrant and evolving economic and political entity. This course offers insights into various aspects of the European Union. The first part of the course provides a brief overview of the origins and evolution of the E.U. and some of its most important institutions. The second part introduces some of the most important micro- and macro-economic policies that continue to shape the integration process. The class requires students to prepare and present a report (using the knowledge acquired in BUS-D270) that focuses on the impact of various common policies on certain businesses or economic sectors.
- **BUS–G 300 Introduction to Managerial Economics and Strategy (3 cr.)** Only for non-business majors. Managerial Economics is a course which illustrates how economic principles can be applied to making effective and profitable management decisions for a company. Within the course, students also learn how to think strategically and apply the fundamentals of game theory when they are making business decisions. The goal, then, of this course is to expose the student to effective managerial decision making. For a student interested in any management type position, this course will provide a fundamental basis for further study. Managerial economics is also a course that will serve the student throughout daily life. Not open to business majors. No credit toward a degree in business. Students may not receive credit for both G300 and G304.
- **BUS–G 303 Game Theory for Business Strategy (3 cr.)** P: (ECON-E 201 or ECON-S 201) with grade of C or better. Game theory, a traditional tool for academic economists, has become increasingly popular in the business world and is an essential tool of economic consultants. A major in Business Economics and Public Policy must have more than a rudimentary knowledge of Game Theory. Managerial decisions are not static and cannot be made in isolation. A manager must take into account and react to the “moves” of rival firms, government, and his or her subordinates and superiors within the company. Game theory is designed for the study of these types of interactions. The ultimate aim of the course is to strengthen your ability to think strategically in business situations, rather than to teach you facts or theories. To achieve this aim, we iterate between theory and practice. We use both formal case studies and real world examples to sharpen our strategic thinking skills.
- **BUS-G 316 Sustainable Enterprise (3 cr.)** A sustainable enterprise is defined as any human endeavor with integrity in three interrelated dimensions – environmental, cultural/social, and economic—and whose collective actions meet the needs of the enterprise and its stakeholders today without compromising the ability of future generations to meet their needs. The purpose

- of this course is to investigate the challenges of implementing sustainability in a variety of contexts and under often divergent perspectives. This course is designed to give students the tools to be able to identify and explain how sustainability creates new opportunities for, and constraints on, enterprise value creation. Students will first focus on short term strategies (low-hanging fruit) that will then create momentum for more long term organizational change for sustainability (game changers).
- **BUS-G 345 Money, Banking, and Capital Markets (3 cr.)** P: (ECON-E 201 or ECON-S 201) and (ECON-E 202 or ECON-S 202) with grades of C or better. This course is designed to give students a broad introduction to the operation and structure of the U.S. financial system. It provides an analysis of the structure and functions of contemporary financial institutions and markets, together with an analysis of the prices that are determined in these markets. Contemporary macroeconomic and financial developments are emphasized and current phenomena and policy proposals and their implications are discussed.
 - **BUS-G 350 Business Econometrics (3 cr.)** P: (ECON-E 370 or equivalent) with grade of C or better. The objective of the course is to understand various econometric, statistical, and forecasting tools for making informed business decisions. Econometric theories will be studied in order to understand the proper use of various methods in applied work. Computer exercises and applications to the real world problems will be emphasized. Topics include linear regression, binary dependent variable, simultaneous equations models, two-stage least squares, regressions with time series data and panel data methods.
 - **BUS-G 400 Capstone in Economic Consulting (3 cr.)** P: (BUS-G 304). This capstone course intends to develop or sharpen those skills that are associated with a successful consultant. A good economic consultant must be able to ask the right questions, possess a strong analytical background, and be able to communicate findings and recommendations effectively to his or her client. By analytical background, we mean: familiarity with sound economic thinking; ability to create or use financial, econometric, statistical, or other types of modeling; effective command of spreadsheets, statistical software, and databases. In addition to all of the foregoing, a successful consultant must demonstrate a professional attitude, good judgment, the ability to work well both individually and as part of a team, and the ability to work under pressure without compromising on work quality. The student who takes this course is expected to be highly motivated and have basic diagnostic, analytical, and communication skills. A capstone experience signals a highly interactive structure between faculty and students.
 - **BUS-G 406 Business Enterprise and Public Policy (3 cr.)** P: (ECON-E 201). This course is about areas of government regulation that affect business, including Antitrust Laws, Consumer Protection, Natural Monopoly, the Politics of Regulation, and Pollution. A business's ability to deal with such regulations is often the single most important determination of its profitability.
 - **BUS-G 456 Non-Market Risk Consulting (3 cr.)** Firms traditionally focus on outcomes: product quality, delivery time, cost and pricing. Less attention has been given to process: environmental impacts, worker conditions and governance. With the reduction in communication and coordination costs non-market players such as activists, legislators and regulators, and society as a whole, have become more effective in pressuring firms to focus on these process issues. Failure to do so leads to non-market risks: boycotts, negative information campaigns, legislation etc., that damages profitability. Non-market risk management is aimed at spotting, mitigating, or eliminating these risks. This course focuses on non-market risk consulting strategies and how they may be aligned with market strategies to drive long-run business value.
 - **BUS-G 490 Independent Study in Business Economics and Public Policy (1-3 cr.)**P: Consent of department chairperson and of instructor. Supervised individual study and research in the student's special field of interest. The student proposes the investigation desired and, in conjunction with the instructor, develops the scope of work to be completed. Written report required. In conjunction with the Economic Consulting major, a student may select to work with an economic consulting firm in the summer following the junior year. Upon returning to campus, the student then writes a detailed report on the internship activities. An alternative is for the student to work on an actual consulting job under the guidance of a faculty member.
 - **BUS-G 492 Data Analysis using Economics Modeling (3 cr.)** P or C: BUS-G 350. In this course, students develop the analytical tools and hands-on experience with data and economic models to optimally utilize information in decision-making, often in the context of economic consulting. We cover data management and descriptive statistics, along with advanced analysis including policy evaluation and endogeneity control. We discuss these topics in the context of classic economic and business questions, and we also discuss several accessible, pertinent research papers to highlight key concepts. In addition, students develop presentation and communication skills, particularly with regard to quantitative outputs, and learn valuable, targeted computer programming skills. Finally, students learn the basics of identification in order to better understand which data is most useful to collect when answering a given empirical question.
 - **BUS-G 304 Managerial Economics (3 cr.)** P: ECON-E 201 or ECON-S 201 with a grade of C or better. Only for business majors; non-majors should take G300. The main theme in the course is the application of formal analysis to managerial decisions in a variety of settings. We begin by using optimization theory to analyze the classical supply and demand model of large markets, in which firms make production decisions based on a market price that they cannot affect. Then, we move on to markets with fewer firms, using game-theoretic tools to study managerial decisions

in an environment where those decisions impact the market as a whole. Lastly, we consider the firm as a unit, focusing on more advanced pricing strategies and contracting. This latter part of the course relies heavily on recent work in information economics. Credit not given for both G300 and G304.

- **BUS-G 494 Public Policy and the International Economy (3 cr.)** P: I-Core with grade of C or better. The goal of this class is to help students develop a sound understanding of the basic elements of international trade and finance and the effects of various international economic policies on domestic and world welfare. Topics on international trade will include the potential gains and losses from free trade agreements, the inclusion of labor standard in international trade agreements, globalization and its consequences on income distribution, and the global business practices within the bounds of anti-corruption laws. International agreements on regional trade liberalization (such as EU and NAFTA) and on multilateral trade liberalization (e.g., WTO) will be highlighted. Topics on international finance will include foreign investment, capital control, balance of trade, debt management, determination of foreign exchange rates, and international monetary system.

Business Law and Ethics

- **BUS-L 100 Personal Law (3 cr.)** Effects of law on everyday lives. Topics may include family law, criminal offenses and traffic violations, personal injury and property damage claims, employee rights, landlord-tenant law, consumer rights, debt collection, selected real and personal property issues, wills and estates, selected contract law issues, and forms of business organization (partnership, proprietorship, and corporation).
- **BUS-L 201 Legal Environment of Business (3 cr.)** P: Sophomore standing or Hutton Honors College freshman. L201 is an I-Core prerequisite that is required of all business majors. Emphasis on understanding the nature of law through examining a few areas of general interest, such as the duty to avoid harming others (torts), the duty to keep promises (contracts), and government regulation of business. Credit not given for both L201 and L293.
- **BUS-L 250 Law and the Arts (3 cr.)** Examines legal issues of importance to visual or performing artists and persons involved in arts-related businesses. Subject areas may include copyright and trademark law; First Amendment concerns; the right of publicity; advertising law; and selected issues of tort, contract, personal property, and agency law. Legal aspects of organizing a business may also be addressed.
- **BUS-L 255 Topics in Business Law & Ethics (1-3 cr.)** Variable topics course dealing with current legal issues and trends in Business Law and Ethics.
- **BUS-L 271 Global Business Analysis (1.5 cr, 8 wks)** P: D270 with C. Students apply the country analysis skills, learned in BUS-D 270 Global Business Foundations, to a specific country or region. Many Kelley departments offer versions of this course. This means that, while all versions focus on business analysis, each could emphasize a different field of business and/or region of the world.
- **BUS-L 272 Global Business Immersion (3 cr, 8 wks plus travel)** P: D270 with C. Students begin this course with eight weeks on campus, studying similar topics as those in Global Business Analysis. In addition, after completing this on-campus work, students spend approximately 10 days – with the class – in the country they have studied. There, they participate in cultural and business site visits while completing their assigned research.
 - **Sample Topic for L272: Business and Human Rights in South Africa** P: D270 with C. Students examine businesses' role in protecting human rights and remedying abuses, and learn to analyze a human rights crisis and recommend a course of action.
- **BUS-L 293 Honors Legal Environment of Business (3 cr.)** P: Sophomore standing or Hutton Honors College freshman. L293 satisfies the L201 prerequisite for I-Core that is required of all business majors. Emphasis on understanding the nature of law through examining a few areas of general interest, such as the duty to avoid harming others (torts), the duty to keep promises (contracts), and government regulation of business. Credit not given for both L293 and L201.
- **BUS-L 302 Sustainability Law & Policy (3 cr.)** The primary aim of the course is to provide students with a basic working knowledge of sustainability generally and environmental law and policy in particular, focusing on the United States but put in a global perspective. The course is designed to give students a deeper sense of the important relationship between law, ethics, business, and the natural environment and to encourage them to think critically about how best to manage these relationships. Core course content includes U.S. statutes, regulations, and international treaties dealing with managing waste, air and water pollution, public lands, and global environmental resources. Alternative ways of addressing environmental problems, such as market-based incentives, information disclosure requirements, and voluntary programs will also be considered.
- **BUS-L 304 Critical Thinking, Decision Making, and Advocacy (1.5)** This course will improve students' ability to understand and evaluate their own and others' reasoning, which will develop their capacity to construct, advocate, and defend strong arguments in the business context.
- **BUS-L 305: Business Planning and Corporate Law (1.5 cr.)** P: L201 or L293. This course examines the law governing business organizations--partnerships, corporations, limited liability companies, and others--and the social policy underlying the law. The primary focus is on corporations, including such topics as fundamental corporate transactions and the role, rights, powers and duties of the various corporate actors.
- **BUS-L 307 Forms of Business & Commercial Finance Law (3 cr.)** P: L201 or L293 with C or higher. This course explores legal concepts crucial to the operation of businesses, including selecting the appropriate form of business, operating

- partnerships, and managing corporations. It also focuses on payment mechanisms, the law of ownership, and the use of secured transactions to protect creditors.
- **BUS–L 311 Law for Entrepreneurs (3 cr.) P:** Completion of BUS-L 201 suggested, though not required. Focuses on legal issues affecting new and growing businesses. Topics include choosing a legal form for the business; financing-related legal issues; avoiding employment-related liability; contracts and sales; marketing and intellectual property laws; and legal issues concerning business sales, mergers, acquisitions, and liquidations.
 - **BUS–L 312 The Ethical Responsibilities of Business (3 cr.)** This course is designed to help students develop their abilities to identify and address real world ethical dilemmas. The course is case-based, with discussions focusing primarily on ethical situations that confront individuals engaged in business. Topics covered include honesty, privacy, diversity/ discrimination, harassment, free speech, whistle-blowing, intellectual property rights, ethics in finance, ethics in marketing, corporate social responsibility, globalization, and ethics in international business. L312 satisfied the L375 graduation requirement. Credit not given for both L312 and L375 or L376.
 - **BUS-L 314 International Business Law (3 cr.)** Covers the law and practice of international trade, licensing, and investment. Subjects include the legal risks of international business, international public law, international organizations, and private dispute settlement procedures. Also discussed are the risks associated with importing and exporting, foreign licensing and franchising, and foreign investment.
 - **BUS–L 315 The Business and Law of Entertainment and Sports (3 cr.)** L315 explores the legal and practical problems facing executives managing for-profit enterprises in or related to the entertainment and sports industry. Focusing primarily on legal issues, yet necessarily addressing collateral business issues, L315 considers the law affecting the decisions of executives in entertainment companies, including motion picture studios, television broadcasters, and music companies. It also covers the law affecting decisions of executives in sports franchises, leagues, and associations. More importantly, L315 studies the law affecting transactions between businesses with contractual or other relationships with athletes, entertainers, sports franchises, leagues, athletic associations, and entertainment companies, including especially corporate sponsors, manufacturers of licensed apparel, and equipment manufacturers, in addition to owners of stadiums and arenas. The law of intellectual property (including copyright, trademark, and right of publicity), government regulation, labor and employment law, financing alternatives, antitrust, and business ethics are emphasized.
 - **BUS–L 350 Online Law (3 cr.)** Focuses on the management of legal problems that arise from the use of the Internet and other interactive computer networks. The goals of the course are to increase students' awareness of the legal issues that arise in a variety of online contexts, familiarize students with the legal frameworks that are evolving in the U.S. and other legal systems to resolve those issues, and guide students in strategies for managing the legal risks inherent in communicating and doing business online.
 - **BUS–L 355 Topics in Business Law & Ethics (1-3 cr.)** Variable topics course dealing with current legal issues and trends in Business Law and Ethics.
 - **Sample Topic for L355: Law, Ethics & Professional Responsibility in the Financial Markets (3 cr.)** This course is designed to provide a legal foundation for students who are interested in investments and/or plan to pursue careers in the financial markets or corporate finance. Specifically, it is designed to familiarize them with basic principles of law and ethics applicable to (i) the securities markets (including types of securities and their respective attributes, registration and issuance of securities, reporting requirements, and market abuses), (ii) corporate governance, (iii) mergers and acquisitions and other battles for corporate control, (iv) bankruptcy reorganization and liquidation, and (v) trade regulation and antitrust. It also will address the law, ethics, and professional responsibilities of financial advisors.
 - **BUS-L 356 Intellectual Property Law & Strategy in a Global Environment (3 cr.)** The course introduces students to the concept of intellectual property (trade secrets, patents, copyrights, trademarks), which accounts for more than two-thirds of the value of large U.S. businesses. It explores the basic framework of legal protection for intellectual property under U.S. and international law, as well as free competition and free speech doctrines that limit the protection of intellectual property and define the boundary between fair and unfair competition.
 - **BUS-L 360 Topics in Business Ethics (1.5-3 cr.)** P: L375/L376 or L312. This course provides an in-depth exploration of a particular dimension or issue in business ethics. The focus of the course will vary from semester to semester. Students may repeat BUS-L 360 for credit so long as the topics differ.
 - **BUS–L 375 Ethics and the 21st Century Business Leader (2 cr.)** P or C: I-Core. This course is a graduation requirement for all Kelley majors. The course is designed to enhance students' awareness of the ethical dimensions of business decisions and their ability to make reasoned judgments about them. It provides students with basic tools of ethical reasoning and the opportunity to practice these skills and reflect on their responses to ethical dilemmas. Credit not given for both L375 and L376 or L312.
 - **BUS–L 376 Ethics and the 21st Century Business Leader: Honors (2 cr.)** P or C: I-Core and admission to the Hutton Honors College or the Business Honors Program. L376 substitutes for L375, a graduation requirement for all Kelley majors. The course is designed to enhance students' awareness of the ethical dimensions of business decisions and their ability to make reasoned judgments about them. It provides students with basic tools of ethical reasoning and the opportunity

to practice these skills and reflect on their responses to ethical dilemmas. Credit not given for both L376 and L375 or L312.

- **BUS-L 405 The Corporation In America Today (3 cr.)** The law applicable to business corporations and their directors, officers and employees in the light of current conditions, giving special attention to proposals for protecting interests of stockholders and the public.
- **BUS-L 406 Employment Problems and the Law (3 cr.)** Examines current legal problems in the area of employment. Topics include race and sex discrimination, harassment, the Americans with Disabilities Act, employment at will, privacy issues such as drug testing, and limits on monitoring and testing.
- **BUS-L 408 Real Estate Law (3 cr.)** P: L201 or L293 with a grade of C or better. Legal problems related 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).
- **BUS-L413 Applied Dispute Resolution (1.5 cr.)** P: L201/L293, L304, L305, or consent of department chair. This Law, Ethics & Decision Making capstone course builds upon the argumentation and persuasion skills and the legal and ethical frameworks gained in previous coursework. Through a series of applied exercises, it develops and hones students' skills in legal research, negotiation, written and oral advocacy, and dispute resolution.
- **BUS-M 429 Legal Aspects of Marketing (3 cr.)** P: M303. Analysis of statutes, regulations, and legal doctrines applicable to marketing practices. Examination of legal issues encountered by marketers in dealing with consumers, competitors, and other marketplace participants.
- **BUS-L 455 Topics in Business Law & Ethics (1-3 cr.)** Variable topics course dealing with current legal issues and trends in Business Law and Ethics.
- **BUS-L 470 Research in Business Law and Public Policy (3 cr.)** P: L100, L201, L293, V377, Y304, or permission of instructor. This class is designed to build on the analytical skills that students have acquired in earlier law courses by allowing each student to delve deeply into a legal issue of interest to him or her. Students will learn to frame a research question, navigate legal databases, analyze and cite sources, and hone their writing skills through the production of a meaningful research paper.
- **BUS-L 490 Independent Study in Business Law (1-3 cr.)** P: Consent of department chairperson and of the 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. Comprehensive written report required.

Finance and Real Estate

Finance

- **BUS-F 228 Introduction to Investment Banking (1.5 cr.)** Elective credit only. This is a careers-based course that broadly covers the securities industry and institutional finance as a whole, including venture capital, private equity, mezzanine investing, and the public equity and debt markets. Specific to this learning is the role of the investment banking firm within institutional finance including corporate advisory, capital markets, research, sales and trading, and private wealth management. Although many topics of corporate finance are integrated into the course, the focus is conceptual, not on the applications emphasized in 300-level and 400-level finance courses. Serves as a foundation for F428 Investment Banking I, F429 Investment Banking II, and F390 Excellence in Investment Banking Seminar.
- **BUS-F 260 Personal Finance (3 cr.)** Financial problems encountered in managing individual affairs: family budgeting, installment purchase, insurance, and home ownership. No credit for juniors and seniors in the Kelley School.
- **BUS-F 262 Financial Markets (3 cr.)** P: A200, K201, and F260. This course provides an overview of financial markets, including stock markets, bond markets, derivative markets, and active management markets. Specifically, it examines portfolio diversification, risk and return, mutual fund performance, market efficiency, bonds, options, and futures. No credit for juniors and seniors in the Kelley School.
- **BUS-F 271 Global Business Analysis (1.5 cr., 8 wks)** P: D270 with C. Students apply the country analysis skills, learned in BUS-D 270 Global Business Foundations, to a specific country or region. Many Kelley departments offer versions of this course. This means that, while all versions focus on business analysis, each could emphasize a different field of business and/or region of the world.
- **BUS-F 272 Global Business Immersion (3 cr., 8 wks plus travel)** P: D270 with C. Students begin this course with eight weeks on campus, studying similar topics as those in Global Business Analysis. In addition, after completing this on-campus work, students spend approximately 10 days – with the class – in the country they have studied. There, they participate in cultural and business site visits while completing their assigned research.
- **BUS-F 300 Introduction to Financial Management (3 cr.)** P: A200 or A201 or A202. Only for non-business majors. Broad survey of finance for non-Kelley School students. Topics include the determinants of interest rates and the time value of money; the sources and uses of financial information; the structure, role, and regulation of financial markets; monetary policy; the pricing of risk in financial markets; goals of investors; and how firms manage their financial affairs, including planning, budgeting, and decision making. Not open to business majors. No credit toward a degree in business. Credit not given for both F300 and (F370, F304, or F301).

- **BUS-F 303 Intermediate Investments (3 cr.)** P: F370 or F304 with a grade of C or better. Part of the finance major core. Rigorous treatment of the core concepts of investments for finance majors. Covers portfolio optimization; examines the pricing of equity, fixed income, and derivatives; and analyzes the degree of market efficiency. Makes extensive use of spreadsheet modeling to implement financial models. Serves as a foundation for all 400-level finance electives. Minimum grade of C- required to proceed to 400-level electives.
- **BUS-F 304 Financial Management: Honors (3 cr.)** P: A100, A201, A202, T175, T275, D270, X271 or X272, G202, K201, L201, C104, C204, K303, ECON-E 201, ECON-E 370, ENG-W 131, MATH-M 118, MATH-M 119 (all with grades of C or better) and admission to the Business Honors Program. C: J304, M304, P304, and I304. Part of Honors I-Core; students are administratively enrolled. Broad survey of finance for all honors business students. Provides a conceptual framework for a firm's investment, financing, and dividend decisions; includes working capital management, capital budgeting, and capital structure strategies. Credit not given for both F304 and (F370 or F301 or F300).
- **BUS-F 305 Intermediate Corporate Finance (3 cr.)** P: F370 or F304 with a grade of C or better. Part of the finance major core. Rigorous treatment of the core concepts of corporate finance for finance majors. Covers capital budgeting, the valuation of firms, and capital structure and payout policies. Makes extensive use of spreadsheet modeling to implement financial models. Serves as a foundation for all 400-level finance electives. Minimum grade of C- required to proceed to 400-level electives.
- **BUS-F 307 Working Capital Management (3 cr.)** P: F370 or F304 with a grade of C or better. Emphasizes the set of decisions and problems that financial managers face in determining short-term financial policy, financial diagnostics, and operations of the company. Major topics include identifying working capital elements and their relationships to company operations, financial analysis, cash forecasting, banking relations, cash-flow systems, and short-term investment and borrowing strategies.
- **BUS-F 317 Venture Capital and Entrepreneurial Finance (3 cr.)** P: F370 or F304 with a grade of C or better. Covers the private equity and private debt markets that service smaller entrepreneurial firms. Specific topics include: (1) the financial contracting associated with the provision of external finance to a small informationally opaque firm, (2) angel finance and the formal venture capital market, (3) commercial banks and commercial finance companies, and (4) the financial issues associated with a leveraged buyout.
- **BUS-F 335 Security Trading and Market Making (3 cr.)** P: F370 or F304 with a grade of C or better. Theory and practice of securities trading at exchanges around the world; how trading and the design of markets affect liquidity, informativeness, transparency, volatility, and fairness. Analyzes alternative trading strategies and the cost of trading. Examines innovations in security exchanges and regulatory policy, and provides hands-on trading experience using realistic trading simulations.
- **BUS-F 370 Integrated Business Core—Finance Component (3 cr.)** P: A100, A201, A202, T175, T275, D270, X271 or X272, G202, K201, L201, C104, C204, K303, ECON-E 201, ECON-E 370, ENG-W 131, MATH-M 118, MATH-M 119 (all with grades of C or better). C: M370, P370, Z370, and T375. Students must apply online <http://kelley.iu.edu/Ugrad/Academics/Requirements/page39725.html> to take I-Core and, after getting permission, enroll using BUS-BE 371. Cross-functional survey of business management. The finance component provides an introduction into basic principles and perspectives of financial thought. Covered topics include the time value of money, risk and return, interest rates and debt risk, capital budgeting, security pricing, and portfolio concepts. Includes a cross-functional case done in teams. Students may not receive credit for both F370 and (F304 or F301 or F300).
- **BUS-F 390 Topics in Finance (1.5–3 cr.)** P: F370 or F304. Course content varies. A common topic is Excellence in Investment Banking Seminar (EIBS) - an alternative to The Investment Banking Workshop (F428-429) without the stringent application procedure for F428-429.
- **BUS-F 402 Corporate Financial Strategy and Governance (3 cr.)** P: F303 and F305 with grades of C- or better. Advanced treatment of corporate financial management. Covers all major areas of corporate financial decisions: capital budgeting, dividends, capital structure, cash-flow projections, mergers, and acquisitions.
- **BUS-F 408 Real Options and Strategic Capital Investment (3 cr.)** P: F303 and F305 with grades of C- or better. Covers how companies should evaluate projects and business relationships when they are faced with conditions of uncertainty but yet have the potential to learn and adapt as the project or relationship unfolds and uncertainty is resolved. This topic has been traditionally addressed through the use of decision-tree models and discounted cash flow analysis. It is now being reshaped by the innovative use of options methodology. The course also provides an increased understanding and proficiency in the use of spreadsheet modeling and simulation programs.
- **BUS-F419 Behavioral Finance (3 cr.)** P: F303 and F305 with grades of C- or better. How human psychology influences the decisions of investors, markets, and managers. Learn how to avoid systematic investment errors, critically evaluate evidence of apparent anomalies in financial markets, and how to escape decision traps that afflict corporate managers.
- **BUS-F 420 Equity and Fixed Income Investments (3 cr.)** P: F303 and F305 with grades of C- or better. A detailed examination of the management of equity and fixed income investments. Covers analysis of individual securities, formation of these securities into portfolios, and use of derivative securities to modify the return/risk profiles of more traditional stock and bond portfolios.

- **BUS-F 421 Derivative Securities and Corporate Risk Management (3 cr.)** P: F303 and F305 with grades of C- or better. Advanced treatment of options, futures, and other derivative securities. Detailed description of the entire spectrum of derivative products. Theoretical and numerical valuation of derivative securities. How corporate risk managers use derivatives to hedge exchange rate risk, interest rate risk, commodity risk, credit risk, etc.
- **BUS-F 428 Investment Banking (1.5 cr.)** P: Consent of instructor. This course first introduces students to the history and structure of the investment banking industry. The remainder of the semester is spent developing the skills necessary to fill the basic responsibility that a summer intern faces at an investment banking firm. Specifically, these are spreadsheet skills focusing on pro-forma statement preparation of new issues and pro-forma statements of merged firms. In addition, students are introduced to tax implications of mergers and the due diligence requirements in assessing new issues. No credit toward finance major requirements.
- **BUS-F 429 Investment Banking II (1.5 cr.)** P: F428 or consent of instructor. This course continues the development of students' spreadsheet skills and their knowledge base of deal structures. There is an emphasis on developing presentation and writing skills. The major part of the course involves the students developing a complete oral and written presentation of a deal: a merger, a new issue, a complex refinancing, a solution to a complex hedging problem, or a portfolio structure for a wealthy client. No credit toward finance major requirements.
- **BUS-F 446 Banking and Financial Intermediation (3 cr.)** P: F303 and F305 with grades of C- or better. The main topics are: (1) the economic role of financial intermediaries, with an emphasis on commercial banks; (2) the evolution of markets in which banks and other financial intermediaries operate; and (3) the regulation of commercial banks and other financial institutions.
- **BUS-F 470 Current Topics in Finance (3 cr.)** P: F303 and F305 with grades of C- or better. Course content varies. Course is offered only occasionally.
- **BUS-F 490 Independent Study in Finance (1-3 cr.)** P: Consent of department chairperson and of instructor. Supervised individual study and research in student's special field of interest. The student proposes the investigation desired and, in conjunction with the instructor, develops the scope of work to be completed. Comprehensive written report required.
- **BUS-F 494 International Finance (3 cr.)** P: F303 and F 305 with grades of C- or better. Covers the international dimension of both investments and corporate finance. Develops strategies for investing internationally, including hedging exchange rate risk, adjusting to client preferences and home currencies, evaluating performance, estimating a corporation's exposure to real exchange rate risk, strategies to hedge risk or to dynamically adjust to shocks, and reasons for a corporation to hedge. Also covers

international capital budgeting, multinational transfer pricing, and international cash management.

Real Estate

- **BUS-R 300 Principles of Real Estate (3 cr.)** For students who plan to take only one course in the area of real estate. Topics include real estate law, brokerage, property management, appraising, mortgage finance, and investment analysis. No credit for juniors or seniors in the Kelley School.
- **BUS-R 305 Introduction to Real Estate Analysis (3 cr.)** P: Econ-E 201 and Kelley School admission. For students who want to take additional real estate courses. Topics include real estate law, brokerage, property management, appraising, mortgage finance, and investment analysis. Emphasis is on the analytic techniques applicable to real estate.
- **BUS-R 440 Real Estate Appraisals (3 cr.)** P: (F370 or F304) and R305. Offered in fall semester only. Techniques and methods of appraising real property, with an emphasis on income property. Covers concepts and analytic techniques used to estimate the market value of real estate. Course content is similar to that which a professional appraiser must learn.
- **BUS-R 443 Real Estate Finance and Investment Analysis (3 cr.)** P: (F370 or F304) and R305. Offered in spring semester only. Application of financial concepts and techniques to the analysis of real estate financing and investment alternatives. Computer analysis and case studies are used.
- **BUS-R 490 Independent Study in Real Estate and Land Economics (1-3 cr.)** P: Consent of department chairperson and of instructor. Supervised individual study and research in student's special field of interest. The student proposes the investigation desired and, in conjunction with the instructor, develops the scope of work to be completed. Comprehensive written report required.

Management & Entrepreneurship Management

- **BUS-J 304 Honors Integrated Business Core —Strategic Management (3 cr.)** P: A100, A201, A202, T175, T275, D270, X271 or X272, G202, K201, L201, C104, C204, K303, ECON-E 201, ECON-E 370, ENG-W 131, MATH-M 118, MATH-M 119 (all with grades of C or better) and admission to the Business Honors Program. C: F304, M304, P304, and I304. Part of Honors I-Core; students should contact their Business Honors Program academic advisor to gain permission to enroll. A cross-functional survey of business management. This course is concerned with the roles and tasks of firm's top managers (i.e., strategic decision makers). Designed to provide an appreciation for the total firm perspective and the means by which firms create and sustain competitive advantage in today's increasingly challenging and complex business environment (domestic and global). Strategic management of the firm involves diagnosing the firm's current situation and developing realistic solutions to the strategic and

- organizational problems that confront top managers. A desired outcome of this course is an enhanced appreciation for the complexities of managing a formal organization. The primary objective is to help develop analytical skills for identifying key strategic issues and formulating appropriate strategies given a firm's situation. Credit not given for both J304 and (J370 or J375)
- **BUS–J 306 Strategic Management and Leadership (3 cr.)** P: Junior standing. For non-business majors. Concerned with the roles and tasks of a firm's top managers. This course is designed to provide an appreciation for the total firm perspective, the role of the general manager, and the means by which firms create and sustain competitive advantage. Strategic management of a firm involves diagnosing the firm's current competitive situation and effectively responding to complex, real-world organizational problems. This course focuses on multiple organizational contexts, spanning a range from the entrepreneurial firm to the large, established organization. No credit toward a degree in business. Credits not given for both J306 and (J375, J304, Z302, or Z304).
 - **BUS–J 375 Strategic Management (3 cr.)** P: I-Core. A cross-functional survey of business management. This course is concerned with the roles and tasks of firm's top managers (i.e., strategic decision makers). Designed to provide an appreciation for the total firm perspective and the means by which firms create and sustain competitive advantage in today's increasingly challenging and complex business environment (domestic and global). Strategic management of the firm involves diagnosing the firm's current situation and developing realistic solutions to the strategic and organizational problems that confront top managers. A desired outcome of this course is an enhanced appreciation for the complexities of managing a formal organization. The primary objective is to help develop analytical skills for identifying key strategic issues and formulating appropriate strategies given a firm's situation. Credit not given for both J375 and (J370, J304, or J306).
 - **BUS–J 411 Analysis of Business Decisions (1.5 cr.)** P: I-Core. This course adds to the knowledge and skills gained in the strategy management course, J375. It explores various strategic modes, concepts, and frameworks essential in analyzing complex, business problems. Students will learn how to use external and internal analyses as inputs into the strategic formulation and implementation processes. J411/J420 - register for this pair of classes using BUS-BE 411.
 - **BUS–J 420 Advanced Case Analysis and Effective Consulting Presentations (1.5 cr.)** P: I-Core. This course builds on students' prior and contemporaneous exposure to strategic tools and concepts (e.g., J375 or J411), with particular focus on developing skills in strategic analysis, teamwork, and presentation. Students will augment their knowledge base through in-class lecture/discussion and apply this knowledge through case discussions and team-based presentations. J411/J420 - register for this pair of classes using BUS-BE 411.
 - **BUS–J 490 Independent Study in Policy (1–3 cr.)** P: Consent of department chairperson and instructor. Supervised 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. Comprehensive written report required.
 - **BUS–X 100 Introduction to Business (3 cr.)** IUB GenEd S&H. Business dynamics from the standpoint of a leader of a business firm operating in the contemporary economic, political, and social environment. No credit for juniors or seniors in the Kelley School.
 - **BUS–X 333 Managing Business Functions (3 cr.)** Open to juniors in the Liberal Arts and Management Program only. Offering a variety of real-world and simulated projects that wrestle with the complex opportunities and problems facing business managers in a variety of settings, this course emphasizes the development of strategic focus and decision-making skills under conditions of ambiguity, change, and uncertainty. No credit toward a degree in business.
 - **BUS–X 403 Management Consulting (1.5 cr.)** P: 3.5 GPA or better (or faculty sponsorship), junior standing, I-Core, and admitted to the Consulting Workshop. Note that this course is an exclusive class for Consulting Workshop students. This course is designed to familiarize students with the consulting field. It combines research on specific firms with a trip to Chicago to meet with consulting firms to learn more about their practices, cultures, and working environments.
 - **BUS–X 404 Effective Case Interviewing and Interpersonal Interaction (1.5 cr.)** P: 3.5 GPA or better (or faculty sponsorship), junior standing, I-Core, and admitted to the Consulting Workshop. Note that this course is an exclusive class for Consulting Workshop students. This course focuses on building student skill in two areas: (i) the structured thinking that underlies management consulting, and (ii) the interpersonal skills that are important to success in the field. Specific topics covered include working with clients, change management, consulting in a cross-cultural environment, and ethics in consulting.
 - **BUS-X 418 Life Science Global Events and Trends (1.5 cr.)** This course is part of a 2 course program leading to a Certificate in the Business of Life Sciences. For more information on the certificate program, please visit: <http://kelley.iu.edu/CBLS/students/page16560.html>. The course exposes students to a variety of trends driving change within the life sciences industry. Topics to be reviewed include increasing worldwide cost pressures, shifts in population demographics, regulatory compliance and approvals, privacy and data protection, emerging market opportunities and ethical issues currently being faced. Discussions will include how different companies are responding to these trends. The course is organized by George Telthorst and taught by guest speaker who are subject matter experts drawn from different parts of the industry. In addition to looking at "the big picture," student teams will work on a "real world" project focusing on at least one specific part of the

value chain. The course grade will be based on attendance, class participation and the team project.

- **BUS-X 419 The Life Sciences Industry from Research to Patient (1.5 cr.)** This course is part of a 2 course program leading to a Certificate in the Business of Life Sciences. For more information on the certificate program, please visit: <http://kelley.iu.edu/CBLS/students/page16560.html>. The course introduces students to the different parts of the life sciences industry and highlights some of the challenges and opportunities currently being faced. Sections of the industry included are basic science, medical devices, pharmaceuticals/generic/biologics, distributors, health care providers, insurers, contract services and specialized suppliers. The business of life sciences is made more successful when those involved in the industry recognize and understand the value added at each stage. A Kelley student interested in a life science career will benefit from a deeper understanding of how the whole value chain/network functions. The course is organized by George Telthorst and taught by guest speakers who are subject matter experts drawn from different parts of the industry. In addition to looking at “the big picture”, student teams will work on a “real world” project focusing on at least one specific part of the value chain. The course grade will be based on attendance, class participation and the team project.
- **BUS-Z 302 Managing & Behavior in Organizations (3 cr.)** P: Junior standing. Integration of behavior and organizational theories. Application of concepts and theories toward improving individual, group, and organizational performance. Builds from a behavioral foundation toward an understanding of managerial processes. For non-majors. Credit not given for both Z302 and (Z370 or Z304).
- **BUS-Z 304 Managing & Behavior in Organizations: Honors (3 cr.)** P: Junior standing. Integration of behavior and organizational theories. Application of concepts and theories toward improving individual, group, and organizational performance. Builds from a behavioral foundation toward an understanding of managerial processes. Credit not given for both Z304 and (Z370 or Z302).
- **BUS-Z 340 Introduction to Human Resources (3 cr.)** P: Sophomore standing and admission to the Kelley School of Business. Covers the nature of human resource development and utilization in American society and organizations; government programs and policies, labor force statistics, organizational personnel department, personnel planning, forecasting, selection, training, development, and integration of government and organizational human resource programs.
- **BUS-Z 370 Integrated Business Core—Leadership.** P: A100, A201, A202, T175, T275, D270, X271 or X272, G202, K201, L201, C104, C204, K303, ECON-E 201, ECON-E 370, ENG-W 131, MATH-M 118, MATH-M 119 (all with grades of C or better). C: F370, M370, P370, and T375. Students must apply online (<http://kelley.iu.edu/Ugrad/Academics/Requirements/page39725.html>) to take I-Core and, after getting permission, enroll using BUS-BE 371. Cross-functional survey of business management. The first part of the class introduces the concept of employees as a human resource and theories of how leaders can combine the personalities, knowledge, skills, and abilities of individual workers to achieve the firm’s goals. Then, students learn principles of peer-to-peer feedback and tools to analyze team effectiveness. With instructor guidance, they practice peer coaching and explore strategies for creating a culture conducive to the coaching and development of both individuals and teams. Finally, students focus on leadership in the environment of an organization, learning ways in which performance management systems shape behavior. By the end of the class, they will be able to: diagnose sources of conflict and prescribe/enact behaviors to resolve it; analyze and develop influence strategies within an organizational context; and implement strategies through which individuals and groups can attain innovative and creative outcomes. Students may not receive credit for both Z370 and (Z302 or Z304).
- **BUS-Z 404 Effective Negotiations (3 cr.)** P: Z302, Z370 or Z304. Provides exposure to the concepts of negotiations in both the national and international environments, including negotiation strategies and tactics, influence, third-party intervention, audience effects, nonverbal communication, and ethical and cultural aspects. Case studies, simulations, and guest speakers are used throughout the course.
- **BUS-Z 447 Leadership, Teamwork, and Diversity (3 cr.)** P: Z302, Z370 or Z304. In this course, students develop a “tool kit” of leadership behaviors to use in a variety of situations when those working with and/or for them need to be motivated toward a common good, particularly when that work involves the use of teams made up of diverse individuals.
- **BUS-Z 490 Independent Student in Personnel Management and Organizational Behavior (1–3 cr.)** P: Consent of department chairperson and of the 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. Comprehensive written report required.
- **BUS-Z 494 Herman B Wells Seminar in Leadership (3 cr.)** Open to seniors in the Business Honors Program. Topics may include leadership, globalization, and e-commerce.

Entrepreneurship

- **BUS-W 212 Exploring Entrepreneurship (3 cr.)** This course provides a survey of the basic concepts of starting a business. The course covers the personal origins for motivation for entrepreneurship and the skills, knowledge, and abilities of the entrepreneur. The course includes guests who have successfully started their own businesses and who speak with students about their experiences. The course concludes with students assessing their own potential and developing an idea for a new business.
- **BUS-W 232 Venture Ideas (1.5 cr.)** P: Admission to the Kelley School of Business and sophomore standing. This is an experiential course that explores the student’s creativity and skills to generate

business ideas and concepts. Once ideas are developed, the class works on strengthening the ideas and concepts and developing these into prospects for start-ups. Finally, a venture screening filter is introduced and the field is narrowed to high potential businesses. An Idea Competition may be held within this course. W232/W233 – register for this pair of classes using BUS-BE232.

- **BUS–W 233 Venture Models (1.5 cr.)** P: W232. A venture model is the story of a new business. This course explores various business models for new ventures and covers entry modes and franchise systems. Ideas developed, strengthened, and filtered from Venture Ideas are used to design model businesses and alternative modes of entry are examined. A Best Business Model competition may be held within this course. W232/W233 – register for this pair of classes using BUS-BE232.
 - **BUS–W 300 New Venture Management (3 cr.)** For non-business majors only. This course provides an exploration into the fundamentals of effective small business management. Covers such diverse activities as management, marketing, finance, and operations. Topics such as growth, advertising, financial analysis, budgeting, purchasing, inventory management, and financial control are also covered. Explore some of the special issues facing small business owners and managers: technology, crime, risk management, family business, ethics, and the global marketplace. No credit toward a degree in business.
 - **BUS–W 313 New Venture Planning (3 cr.)** P: W232 and W233. This course focuses on the research, planning, and strategies that are key parts in the process of creating a new venture. The outcome for this class should be a complete business plan ready for outside review. Plans may be entered in the Johnson Center for Entrepreneurship & Innovation (JCEI) business plan competition.
 - **BUS–W 316 Sustainable Business Reports (3 cr.)** By the end of the semester students should be able to solve a business-related sustainability problem as presented by an assigned client (community partner). Specifically, they should be able to articulate measurable means by which a given business can brand itself as sustainable.
 - **BUS–W 406 Venture Growth Management (3 cr.)** P: I-Core. For students interested in a growth-oriented business. Covers such areas as negotiation, acquisition, ethics and succession.
 - **BUS–W 409 Practicum in Entrepreneurship (3 cr.)** P: W313 and permission of the instructor. This course works on real world problems and issues of entrepreneurs. Projects are generated from the Johnson Center for Entrepreneurship & Innovation (JCEI) and other sources and students are assigned to work on these projects “as if” they were either consultants to the business or actual entrepreneurs.
 - **BUS–W 420 Corporate Venturing (3 cr.)** P: I-Core. This course takes the corporate perspective on entrepreneurship and examines the issues and challenges of starting a venture within an existing organization.
 - **BUS–W 430 Organizations and Organizational Change (3 cr.)** P: I-Core. Analysis and development of organization design and change in order to increase organizational effectiveness.
 - **BUS–W 490 Independent Study in Business Administration (1–3 cr.)** P: Consent of the department chairperson and of the 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. Comprehensive written report required.
- ### International Business
- **BUS–D 270 The Global Business Environment (1.5 cr., 8 wks)** P: sophomore standing. This course is part of the sophomore Global Foundations Core and an I-Core prerequisite. The objective of this course is to familiarize students with the environments facing managers and corporations who are operating in the global economy. Thus, participants should acquire awareness of, and an appreciation for, the diversity and complexity of the global environment. More specifically, the successful completion of this course should enable participants to understand and analyze how global forces shape corporate strategy. This course should be of interest to all business students; as citizens, consumers, workers, and as future business leaders they must take account of domestic and global dimensions when making decisions.
 - **BUS–D 271 Global Business Analysis (1.5 cr.)** P: D270 with C. Students apply the country analysis skills, learned in BUS-D 270 Global Business Foundations, to a specific country or region. Many Kelley departments offer versions of this course. This means that, while all versions focus on business analysis, each could emphasize a different field of business and/or region of the world.
 - Sample Topics for D271: Identifying Optimal Markets for Global Growth; Global Business Analysis: Doing Business in Latin America; Global Business Analysis: Doing Business in China
 - **BUS–D 272 Global Business Immersion (3 cr., 8 wks plus travel)** P: D270 with C. Students begin this course with eight weeks on campus, studying similar topics as those in Global Business Analysis. In addition, after completing this on-campus work, students spend approximately 10 days – with the class – in the country they have studied. There, they participate in cultural and business site visits while completing their assigned research
 - Sample Topics for D272: Doing Business In Peru; Global Business Immersion: Social Entrepreneurship and Economic Development in Costa Rica
 - **BUS–D 311 Global Management (3 cr.)** P: D270 and BUS-D271 or A271 or C271 or F271 or G271 or L271 or M271 or BUS-D 272 or A272 or C272 or F272 or G272 or L272 or M272 or D301. This course focuses on the management of multinational firms and the role of the global manager. Students are placed in the role of the decision-makers

responsible for solving the myriad of practical problems resulting from a globalized and highly interconnected business environment.

- **BUS–D 312 Building Managerial Cross Cultural Competencies (3 cr.)** P: D270 and BUS-D271 or A271 or C271 or F271 or G271 or L271 or M271 or BUS-D 272 or A272 or C272 or F272 or G272 or L272 or M272 or D301. This course focuses on the development of global leadership skills. It will help students to: understand the major trends affecting work; have a sense of cultural diversity and the interconnectedness of the world; foster effective communication; build teams quickly across multiple cultural environments; proactively manage their career progress.
- **BUS-D 365 Cross Cultural Management (3.0 cr.)** This course is taught at Jesus College in Oxford in July of each year. This course is taught by a Kelley faculty member and with guest lectures by Oxford faculty. This course will help you develop a cross-cultural sensitivity and strengthen your cross-cultural knowledge and skills. Through your assignments, guest speakers, and company visits, you will examine the implications of national culture on business practices, leadership approaches, communication, and interpersonal relations in various international settings. For more information about this course please go to <http://kelley.iu.edu/Ugrad/Academics/Abroad/page39657.html>.
- **BUS–D 411 International Competitive Strategy (3 cr.)** This course is designed to provide an understanding of the interplay between the Multinational Corporation (MNC), the countries in which it does business, and the competitive environments in which it operates. The course takes a top management-level perspective on the design and implementation of MNC strategy.
- **BUS–D 488 Current International Topics (3 cr.)** P: Departmental authorization and current/previous enrollment in an overseas study program or significant international experience (including experience of international students enrolled at IU). Online course. Lectures and discussion on current topics relating to the international environment of business, as well as to the cultural aspects of the area in which an overseas study program is located. (Formerly X488).
- **BUS–D 490 Independent Study in International Business (1-3 cr.)** P: Consent of department chairperson and 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. Comprehensive written report required.
- **BUS–D 496 Foreign Study in Business (2-6 cr.)** P: Consent of instructor. Work in, or visits to, business firms; discussions with business executives and government officials. Prior background reading, orientation work, and approval of project required. Two credit hours for each three weeks of foreign residence.

Marketing

- **BUS–M 255 Topics in Marketing—Marketing in our World Today (3 cr.)** P: Admission to the Kelley School and sophomore standing. This course provides an introduction to the field of marketing and a discussion of key marketing decisions, including market segmentation, branding and brand differentiation, pricing, product management, promotion, channel selection and customer service. It also focuses on recent trends in marketing, including online marketing, buzz marketing, and CRM. The course is open to Kelley sophomores and above. Note that M255 counts as an elective toward the marketing degree, but only if taken before I-Core.
- **BUS–M 300 Introduction to Marketing (3 cr.)** P: A200, A201, or A202. Only for non-business majors. Offered for students pursuing a minor in business while majoring in a non-business major on campus, including apparel merchandising and interior design, journalism, telecommunications, or sports marketing and management. Examination of the market economy and marketing institutions in the United States. Decision making and planning from the manager's point of view and impact of marketing actions from consumer's point of view. Not open to business majors. No credit toward a degree in business. Students may not receive credit for both M300 and (M370 or M304 or M301).
- **BUS–M 303 Marketing Research (3 cr.)** P: I-Core. Focuses on the role of research in marketing decision making. Topics include defining research objectives, syndicated and secondary data sources of marketing information, exploratory research methods, survey research design, observational research techniques, experimental design, sampling procedures, data collection and analysis, and communicating research findings.
- **BUS–M 304 Honors Marketing Management (3 cr.)** P: A100, A201, A202, T175, T275, D270, X271 or X272, G202, K201, L201, C104, C204, K303, ECON-E 201, ECON-E 370, ENG-W 131, MATH-M 118, MATH-M 119 (all with grades of C or better) and admission to the Business Honors Program. C: F304, P304, Z304, and I304. Part of Honors I-Core; students are administratively enrolled. Examines marketing concepts, strategic planning, marketing research, and information systems. Covers consumer and organizational buying behavior, forecasting sales, and market segmentation and position. Also focuses on new product development process; product lines and brands; pricing strategies; distribution-channel management; advertising; personal selling; and organizing, evaluating, and controlling marketing. Students may not receive credit for both M304 and (M370 or M301 or M300).
- **BUS-M 306 Global Sales Workshop I (1.5 cr.)** Instructor approval required. P or Co: M330 or M426. Global Sales Workshop I is an interactive and intensive education program designed for students with a strong desire to pursue a career in sales. The primary focus will be on advanced development of the skills necessary to be successful in a professional selling position.
- **BUS–M 311 Introduction to Marketing Communications (3 cr.)** P: M300. Only for non-business majors. This course is designed to introduce non-business majors to the field of advertising and promotion. Focuses on examining

- the factors impacting consumers' receptivity to marketing messages and purchase behavior. Developing competitive marketing strategies, persuasive messages, and appropriate media vehicles for delivering them are covered. Emphasis on practical application of these concepts through course-long development and presentation of an Integrated Marketing Communications Plan. Not open to business majors. No credit toward a degree in business.
- **BUS-M 312 Retail Marketing Management (3 cr.)** P: M300. Only for non-business majors. This course is designed specifically for the non-business major interested in retailing. The course objective is to critically analyze the marketing processes and strategic decisions made by major retail firms directly or indirectly associated with the retailing industry. The course examines business challenges related to driving shareholder value through merchandising practices, inventory management, advertising and promotional techniques, and multichannel opportunities. Not open to business majors. No credit toward a degree in business.
 - **BUS-M 330 Consultative Selling (3 cr.)** P: Admission to Kelley and sophomore standing. This course is designed to provide insights into the sales and consulting professions by examining the role of persuasive communication and customer relationship management behaviors, principles, strategies, and actions. It will provide students an opportunity to plan, practice, and review those verbal behaviors associated with sales call success in order to persuade others to think differently regarding ideas, opinions, products, and services.
 - **BUS-M 344 Creativity and Communication (3 cr.)** P: I-Core. Develops various creativity and communication skills necessary for marketing careers. Topics include models of and barriers to creativity and various techniques for stimulating personal and professional creative skills. In addition, interpersonal, professional, visual design, and computer skills are developed. Sample assignments include producing various marketing materials, such as brochures, advertisements, and elaborate communication packages. In-class activities and examples stimulate interest through hands-on experience. Unique concluding activities require students to integrate skills acquired into one final project and/or presentation.
 - **BUS-M 346 Analysis of Marketing Data (3 cr.)** P: I-Core. Develops skills needed to manage, evaluate, analyze, and display marketing data. Topics include data coding, data analysis using statistical software, attitude measurement and scaling, graphic display of data, data-driven market segmentation, and competitor analysis. Database topics include nature and sources of scanner data, micro-merchandising systems, CRM systems, and analysis tools for databases.
 - **BUS-M 360 Sales for Social Impact (3 cr.)** P: Sophomore standing and Kelley Admission. Students will be engaged in a multi-discipline, multi-country collaboration to develop sustainable solutions and business models for challenging global social issues. These solutions will involve the delivery of a product or service that addresses the needs of individuals in local communities for a better, healthier life. The solutions will be detailed in a business plan, which will be the final product of the course. The students will travel to the country for which the business plan is being developed in order to better understand the needs of the market, and the local infra-structure. This travel will take place over Spring Break. This class is open to seniors, juniors and sophomores, by application. Refer to Kelley Undergraduate Study Abroad Programs.
 - **BUS-M 370 Integrated Business Core—Marketing Component (3 cr.)** P: A100, A201, A202, T175, T275, D270, X271 or X272, G202, K201, L201, C104, C204, K303, ECON-E 201, ECON-E 370, ENG-W 131, MATH-M 118, MATH-M 119 (all with grades of C or better). C: F370, P370, Z370, and T375. Students must apply online (<http://kelley.iu.edu/Ugrad/Academics/Requirements/page39725.html>) to take I-Core and, after getting permission, enroll using BUS-BE 375. Cross-functional survey of business management. The marketing component covers marketing planning and decision making examined from firm and consumer points of view. Topics include the marketing concept and its company-wide implications, the integration of marketing with other functions, and the role that product, price, promotion, and distribution play in marketing strategy and implementation. Includes a cross-functional case done in teams. Students may not receive credit for both M370 and (M304 or M301 or M300).
 - **BUS-M 401 International Marketing (3 cr.)** P: M303. This course is designed to enhance student understanding and appreciation of the importance and relevance of international marketing in today's global economy. This course focuses on marketing in emerging markets and teams will focus on either India or China. Every student will have substantial learning about marketing in China as this is the largest emerging nation and provides substantial examples. The instructor has spent time with students in China to enhance courses.
 - **BUS-M 402 Marketing Channels (3 cr.)** P: M303. Marketing channels are analyzed as organized behavioral systems. Focus is on the institutional structures, relationships, and functions of channels of distribution as part of the marketing process. Franchising, vertical integration, and vertical channel agreements are also emphasized.
 - **BUS-M 406 Global Sales Workshop II (1.5 cr.)** Instructor Approval Required; P or Co: M330 and M426. Global Sales Workshop II is an interactive and intensive education program designed for students with a strong desire to pursue a career in sales. The primary focus will be on advanced development of the skills necessary to be successful in a professional selling position. This course is a continuation of M306.
 - **BUS-M 419 Retail Strategy (3 cr.)** P: M303. The course objective is to critically analyze the key marketing processes and strategic decisions made by major retail companies within the U.S.

retailing industry. The course examines business challenges and opportunities related to driving and sustaining retailer's shareholder value. Topics include financial requirements for publicly held retail firms, sustaining store-as-brand identity, developing and refining merchandising plans, pricing tactics, in-store execution, and customer's experience management.

- **BUS–M 431 Brand Management (1.5 cr.)** P: I-Core. Brand management is a central function in many consumer firms. This course will provide an overview of brand management and its role in fostering growth within firms. We will develop the notion that brands are assets that need to be developed and nurtured to fulfill the organization's financial goals. While the value of brands has been informally acknowledged for many years, brand management frameworks are relatively new. We will use various frameworks and tools to examine how to assess a brand's value and how to leverage this value in various brand decisions. This course will help students: Develop a framework for structuring brand management decisions; Be able to use different approaches to assessing brand equity; Know how to leverage brand assets through extensions, co-branding and other methods, and assess the impact of these actions; and Understand the concept of brand architecture and be able to explain the conditions under which one type of architecture is more appropriate than another.
- **BUS–M 432 Digital Marketing (3 cr.)** P: I-Core. From social networks to consumer content and mobile applications, marketing in the digital age is markedly different than in the past. Students in this course will get hands on experience with many of today's cutting edge social and digital marketing tools, learn to critique and create digital marketing strategies, and participate in exploratory assignments to test out the theories that make these tools work. Students will read about the functional theories related to social media including network theory, game theory, and collective intelligence and will then engage in experiencing these theories in action first hand, building to a campaign of their own design. This course includes a full survey of digital marketing approaches from email to augmented reality with an emphasis on matching technology to specific marketing goals. Students in the course must be willing to create accounts on various social media tools.
- **BUS–M 450 Marketing Strategy (3 cr.)** P: Senior standing, M303, M346 (M342/343), and M344. Focuses on marketing's role in gaining a sustainable competitive advantage. Emphasis is on the application of key concepts through the use of case studies and/or computer game simulation.
- **BUS–M 455 Topics in Marketing—New Product Development (1.5 cr.)** P: I-Core, M346, and declaration of marketing major. For most companies, effectively developing and managing new products generates the necessary growth for long-term performance. This course will provide an overview of new product development and its role in fostering performance and growth within companies. We will look at the new product development process to understand some of the common reasons why new products fail, and we will leverage various frameworks and tools for more effective new product development.
- **BUS–M 405 Consumer Behavior (3 cr.)** P: Admission to Kelley and sophomore standing. This course provides a detailed understanding of how marketers create value for customers, what motivates shoppers to buy, how consumers process information and make decisions, persuasion techniques, cross-cultural influences on consumer behavior, and the impact of sustainable business practices on consumer choice.
- **BUS–M 407 Business-to-Business Marketing (3 cr.)** P: M303; BUS-M 300 for non-business majors. This course focuses on the unique techniques required to successfully market products and services to an organizational buyer rather than individual consumers or households. Organizational customers can include "for profit" businesses, governmental bodies and "not-for-profit" institutions. The major components of the course include: organizational buyer behavior, designing and managing profitable distribution channels, value based pricing, negotiation strategies, integrated marketing communication tactics and sales resource management.
- **BUS–M 415 Advertising & Integrated Marketing Communications (IMC) (3 cr.)** P: M303. 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.
- **BUS–M 426 Sales Management (3 cr.)** P or C: M370 or M304. Students will engage in an interactive exploration of the strategic and tactical issues important to managing a professional sales organization. Key topics will include organizing a sales force, recruiting, training, compensation, motivation, forecasting, territory design, evaluation, and control. Lectures and case studies.
- **BUS–M 429 Legal Aspects of Marketing (3 cr.)** P: M370 or M304. Analysis of statutes, regulations, and law doctrines applicable to marketing practices. Examination of legal issues encountered by marketers in dealing with consumers, competitors, and other marketplace participants.
- **BUS–M 455 Topics in Marketing—Pricing (1.5 cr.)** P: I-Core and declaration of marketing major. Pricing is a fundamental component of the marketing function in an organization. Firms must gain value from customers for the products and services provided to them. The pricing course will provide you with concepts and practical, easy-to-use tools to help you set prices for new products and services and modify prices for existing solutions. The course will employ actual pricing data from firms along with cases and articles from the business press to help you generate solutions to real pricing problems experienced by firms. The course will also integrate pricing with the other elements of the marketing mix

to show how a coordinated solution is necessary for success in the marketplace.

- **BUS-M 455 Topics in Marketing-Advanced Professional Sales Practicum (3 cr.)** P or Co: declaration of professional sales major, junior in standing, M330 and M426. Advanced Topics in Professional Sales is an interactive and intensive education course designed for students pursuing a major in professional sales. The primary objective is to refine skills in the individual and team consultative sales process. Topics covered include the sales process, social selling styles, marketing math, team selling, technology in sales, and other contemporary sales issues. Additionally, students are required to participate in the Kelley intra sales competition.
- **BUS-M 455 Topics in Marketing- Retail Analytics (1.5 cr.)** P: I-Core. As retail corporate partners have grown the digital side of their business relative to the traditional brick and mortar component, an unmet need has developed for entry-level college graduates with a more than basic understanding of ecommerce and evolving strategic opportunities within retail. Retail Analytics offers students a single course focused on retail marketing strategy that incorporates key areas of retail strategy in brand, product and inventory merchandising and planning. This course is not designed to cover digital analytics.
- **BUS-M 490 Independent Study in Marketing (1–3 cr.)** P: Consent of department chairperson and 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. Comprehensive written report required.

Operations and Decision Technologies

Information Systems and Technology Management

- **BUS-K 303 Technology and Business Analysis (3 cr.)** P: K201 or K204 (honors) with a grade of C or better. An introduction to the ways that technology enables and empowers business decision making. In this introductory analytics course you will learn how companies apply technology tools to prepare, analyze, model and display the information used to manage their business. You will apply these same techniques using spreadsheet modeling and other tools. Credit not given for both K303 and (K304 or X201 or X202).
- **BUS-K 304 Honors (3 cr.)** P: K201 or K204 (honors) with a grade of C or better and admission to the Hutton Honors College or the Business Honors Program. This course provides an introduction to the decision making process, including both the relevant thought processes and the analytical decision-making tools used by companies to solve a variety of problems. Credit not given for both K304 and (K303 or X201 or X202).
- **BUS-K 315 Business Process Management (3 cr.)** P: BUS-K303 or BUS-K304 (honors) with a grade of C or better. This course serves as an introduction to Business Process Management (BPM). BPM is the discipline of modeling, automating, managing and optimizing a business process, through its lifecycle, to reach a business goal. In particular, the focus is on enabling technologies of Enterprise Application Integration (EAI) and workflow. The sub-topic of automating introduces students to the numerous XML languages, such as BPML and BPEL, associated with business process management systems. Techniques in process measurement such as 6# and process simulation are also covered.
- **BUS-K 317 Collaboration and Workflow (3 cr.)** P: I-Core and K315 with a grade of C or better. This class provides an introduction to enterprise business processing with particular emphasis on enterprise software systems applied to global processes. Workflow systems integrate people, processes, and technology, commonly known as organizational structure, business processes, and business objects. The course covers an in-depth exploration of SAP's Webflow technology, which provides an introduction to organizational systems, the role of people and organizational structures, as well as the role of regulatory constraints on enterprise systems. It will also cover SAP's BPM architecture known as NetWeaver, and map processes with Intalio's BPMS, which lays over SAP's NetWeaver to demonstrate how global organizations perform business process management over traditional ERP systems.
- **BUS-K 327 Deterministic Models in Operations Research (3 cr.)** P: K303 or K304. This course provides a strong focus on thinking skills used to enhance the business decision making process. The class process will include breaking down a problem to its core, assembling a plan of action, and then implementing that plan with analytical tools. Analytic analysis is not simply about the quantitative methods; rather, it must have the qualitative component to be effective – you must be able to properly define the problem. K327 delivers a strong emphasis on both components. The qualitative component includes critical thinking, troubleshooting, problem solving, decision making, teamwork and collaboration and process flow. The quantitative component emphasizes analytics. In this class, we will use Excel as the technology of choice to convert data into information. Data analysis topics include data manipulation, retrieval and calculation. An additional component of the class will be modeling the decision making process with flow charts and Excel form controls. Class examples will be derived from actual business cases and analysis.
- **BUS-K 353 Business Analytics & Modeling (3cr.)** P: BUS-K303 or BUS-K304 with a grade of C or better. Compared to traditional statistics, which often provide hindsight, the field of predictive analytics seeks to find patterns and classifications that look toward the future. By finding patterns previously not seen, predictive analytics not only provides a more complete understanding of data but also is the basis for models that predict, thus, enabling managers to make better decisions. This course is an introduction to data mining and predictive analytics. Topics include the use of learning algorithms to find patterns of relationships between data elements in large and noisy data sets,

- which can lead to actions that accrue organizational benefits.
- **BUS-S 302 Management Information Systems (3 cr.)** P: BUS-K303 or BUS-K304 with a C or better. This course is an overview of information systems (IS) within a business context—from information technology (IT) operations to strategy. The focus is on two broad areas; how organizations should manage their IT functions and how IT enables business processes. Some of the topics covered include: enterprise architecture, IT management frameworks, technology case analysis, emerging technologies, IT implementation processes, and enterprise systems
 - **BUS-S 305 Technology Infrastructure (3 cr.)** P: BUS-K303 or BUS-K304 with a grade of C or better. Introduces students to a wide range of telecommunications technologies, including local area networks, wide area networks, and the Internet, as well as to the uses of these technologies in the organization.
 - **BUS-S 307 Data Management (3 cr.)** P: BUS-K303 or BUS-K304 with a grade of C or better. The course is designed to improve the understanding of – and develop skills in – the design and implementation of business databases using database management systems (DBMS). Emphasis is on the practical aspects of database design and development. Topics include conceptual design of database systems using the entity-relationship (ER) model, logical design and normalization, physical design, and the relational database model with SQL as a language for creating and manipulating database objects. There is a significant hands-on use of DBMS technology and its use in systems design and implementation.
 - **BUS-S 308 Business Application Development (3 cr.)** P: (BUS-K 303 or BUS-K 304) and BUS-S 302 all with a grade of C or better. Students are introduced to the concepts of programming and software development. A modern programming language such as Visual Basic.Net or C++ is used to illustrate the concepts. Weekly lecture content is supplemented with lab sessions that provide a hands-on exposition of various programming language constructs and software development strategies. Foundational concepts in object-orientation are also introduced.
 - **BUS-S 310 Systems Analysis and Project Management (3 cr.)** P: (BUS-K 303 or BUS-K 304) and BUS-S 302 all with a grade of C or better. Analysis of an organization and the subsequent design of solutions to meet business requirements are at the heart of the information systems field. This course follows a structured process called the systems development life cycle that companies use to identify and solve business problems. Alternative methodologies are also covered. Students learn tools and techniques for conducting projects, including: how to gather system requirements; how to construct models of business processes using data flow diagrams; and how to implement a new solution. While S310 emphasizes the system analyst role, all business students can benefit from the ability to analyze the processes, data, and computer systems that they will encounter in their work. This knowledge will also benefit them when working with the system analyst to define strategic business solutions.
 - **BUS-S 326 Web and Social Media Analytics (3 cr.)** P: BUS-K303 or BUS-K304 with a grade of C or better. This course explores issues related to social media and digital business. Useful tools for leveraging network resources and operating business in a networked world will be introduced. This is a hands-on class where students analyze large data sets and have real life experience of social network analysis, sentiment analysis, web analytics, and so on.
 - **BUS-S 355 Introduction to IT Consulting (1.5)** Department permission required. This course offers a comprehensive overview of technology topics and trends combined with work on practical exercises that will help students to analyze business cases and present solutions in a professional manner. The course is offered as an intensive seminar comprised of videos, lectures and targeted coaching to get you ready for interviews.
 - **BUS-S 400 Integration of Systems and the Business (3 cr.)** P: I-Core with a grade of C or better. The core of every organization's Information Systems, are accounting applications which record, control, report, and augment decision making. Both the future Accountant or Business Technologist needs to understand the importance and interconnected nature of this software. This course introduces or expands understanding of ERP software as it applies to Modern Accounting Information systems at an Enterprise level. Topics include: the SDLC, databases, fraud, internal controls (COSO and COBIT frameworks), analytics, reporting, and software project management. Students typically gain hands-on experience with leading ERP accounting software such as: SAP R/3, NetSuite, or Microsoft Dynamics. Students will draw from lecture, texts, case studies, and team projects. Course content is updated frequently to cover emerging topics and current events in this dynamic field. Taught concurrently with BUS-A 337; ODT majors may use either course.
 - **BUS-S 428 Advanced Application Development (3 cr.)** P: I-Core and BUS-S 302 and BUS-S 308 all with grades of C or better. Introduces students to advanced concepts of programming relevant to the development of business applications. The emphasis will be on the concepts of object-orientation. A modern programming language such as Java will be used to illustrate the programming concepts. UML will be used to illustrate the design concepts.
 - **BUS-S 433 Information Systems Security (3 cr.)** P: I-Core and BUS-S302 with a grade of C or better. This course is designed to be an introduction to the field of information security. Students will learn about 1) telecommunications and network security, 2) applications security, 3) data security, 4) server and client security, 5) access control and identity management, 6) threats, vulnerabilities and controls, 7) security testing and 8) organizational security policies and procedures. The focus of the course will be on protecting information.
 - **BUS-S 455 Technology Consulting Essentials (1.5 cr.)** Department permission required. The

objective of this course is to prepare students for careers in technology consulting. Not only is technology consulting one of the largest knowledge industries in the world, it one of the most challenging. The process of merging business consulting with technology for an external client is one of the most challenging and rewarding professions you can choose. Technology consultants are highly sought after and compensated, but technology consulting is not for everyone. The course will present the inner workings of the technology consulting industry. Our primary learning objectives are to better understand the basics of the industry such as size, players, dynamics and history; how firms organize and manage activities and strategies; and the lifecycle of a technology consulting engagement. Other topics include selling and proposing technology consulting services, the ethical dilemmas one encounters in technology consulting, and tips for your success in consulting.

Supply Chain Management and Operations Management

- **BUS-P 271: Global Business Analysis (1.5 cr.)** P: D-270 with a grade of C or better. Students apply the country analysis skills, learned in BUS-D 270 Global Business Foundations, to a specific country or region. Many Kelley departments offer versions of this course. This means that, while all versions focus on business analysis, each could emphasize a different field of business and/or region of the world.

 - Sample Topic for P271: Supply Chain Management: ODT versions of P271 will also introduce the global sourcing of services, specifically IT Outsourcing. Most Fortune 1000 companies use Global Sourcing as an operational strategy to become and/or remain 'better, faster, or cheaper.' Common business processes (known as Business Process Outsourcing or "BPO"), include manufacturing, data processing, call centers, HR/resourcing (known as Resource Process Outsourcing or "RPO"), finance/accounting, and IT (known as IT Outsourcing or "ITO"). The IT research firm Gartner recently predicted that through 2015, IT hiring in major Western markets will come predominantly from Asian-headquartered companies enjoying double-digit growth. Global Sourcing is a fundamental subset of Globalization -- It is here to stay.
- **BUS-P 272 Global Business Immersion (3 cr, 8 wks plus travel)** P: D270 with a grade of C or better. Students begin this course with eight weeks on campus, studying similar topics as those in Global Business Analysis. In addition, after completing this on-campus work, students spend approximately 10 days – with the class – in the country they have studied. There, they participate in cultural and business site visits while completing their assigned research.
- **BUS-P 300 Introduction to Operations Management (3 cr.)** P: A200 or A201 or A202. Only for non-business majors. The operations function is concerned with the activity associated with the production of goods and services. Provides an overview of operating decisions and practices in both manufacturing- and service-oriented firms. While no attempt is made to cover any particular area in depth, standard terms and concepts required to communicate effectively with operating personnel are introduced. No credit toward a degree in business. Students may not receive credit for both P300 and (P370, P304, or P301).
- **BUS-P 304 Operations Management: Honors (3 cr.)** P: A100, A201, A202, T175, T275, D270, X271 or X272, G202, K201, L201, C104, C204, K303, ECON-E 201, ECON-E 370, ENG-W 131, MATH-M 118, MATH-M 119 (all with grades of C or better) and admission to the Business Honors Program. C: M304, P304, Z304, T375. Part of Honors I-Core; students are administratively enrolled. This class is part of the honors integrative core, along with F304, M304, and J304. A survey of operations and supply chain management (OSCM), this course involves the design, planning, execution, and control of the processes which deliver the products of a firm. Topics include inventory management, demand forecasting, aggregate productions planning, shop scheduling, project management, quality control, and layout and process design. The primary focus for integration is a case problem at the end of the semester. Students may not receive credit for both P304 and (P370 or P301 or P300).
- **BUS-P 316 Sustainable Operations (3cr.)** We study business sustainability from an operations perspective, and its toolkits. Tools and topics include lean, take-back legislation, environmental management systems and ISO 14001, green buildings and LEED, life cycle assessment, carbon footprint, remanufacturing, recycling, reuse, leasing and servitization, design for environment, ecolabels and sustainability in the supply chain.
- **BUS-P 320 Supply Chain Management: Global Sourcing (3 cr.)** P: BUS-X201 or BUS-X202 or BUS-K303 or BUS-K304 with a grade of C or better. As many firms move from a Make-to-Buy sourcing strategy, this course examines the critical role of the Procurement function within the organization. The objective is to provide students with a fundamental understanding of the purchasing/sourcing function, key issues and developments in purchasing and supply management within the context of SCM, and to identify ways that purchasing can make a positive contribution to the competitiveness of the firm. The course examines the purchase process in firms and our personal lives. Topics include an intro to the field/role in SCM; developing global sourcing strategies using commodity/channel/category management; make-or-buy decisions; supplier identification and selection; contract and pricing practices; negotiation; spend analytics including value analysis for services; lean plant evaluation; contract performance monitoring; traditional verse collaborative supplier development; cross-functional relationship management, and ethics.
- **BUS-P 356 Lean Six Sigma (3 cr.)** P: K303 or K304 with a grade of C or better. Introduce undergraduate business students to the Lean Six

Sigma methodology and related statistical tools at the green belt level of competency, and to equip those students to become significant contributors on lean six sigma projects in the future.

- **BUS-P 370 Integrated Business Core—Operations Component (3 cr.)** P: A100, A201, A202, T175, T275, D270, X271 or X272, G202, K201, L201, C104, C204, K303, ECON-E 201, ECON-E 370, ENG-W 131, MATH-M 118, MATH-M 119 (all with grades of C or better). C: M370, P370, Z370, and T375. Students must apply online (<http://kelley.iu.edu/Ugrad/Academics/Requirements/page39725.html>) to take I-Core and, after getting permission, enroll using BUS-BE 375. Cross-functional survey of business management. This course examines the processes of organizations that are used to transform the resources employed by a firm into products or services desired by customers. This includes the processes that move product and information through the various stages of the organization. The emphasis is on the cross-functional nature of the topic within the organization. Topics include sourcing; Inventory management; Demand forecasting; Aggregate production planning; Logistics; Project management; Six sigma quality; and Layout and process design. Includes a cross-functional case done in teams. Students may not receive credit for both P370 and (P304 or P301 or P300).
- **BUS-P 421 Supply Chain Management (3 cr.)** P: I-Core with a grade of C or better. This course focuses on the strategic design of supply chains with a particular focus on understanding customer value. Supply chain strategy examines how companies can use the supply chain to gain a competitive advantage. Students develop the ability to conceptualize, design, and implement supply chains aligned with product, market, and customer characteristics. The course approaches supply chain management from a managerial perspective and introduces concepts in a format useful for management decision making including using case analysis, team-based learning and business presentations. Topics include: Supply chain mapping; Supply chains and new products; Customer relationship management; Sustainability and SCM; Performance metrics; Collaboration; Customer service; and Supply chain risk management.
- **BUS-P 429 Operations Processes (3 cr.)** P: I-Core with a grade of C or better. This course focuses on the study of the processes by which products are created and delivered to customers. The course emphasizes the process flow method using three measures of process achievement: throughput (the rate of product delivery), flowtime (the time it takes to deliver that product), and inventory. Computational analysis using simulation is emphasized. Since changes are usually done within the context of a project, skills in the management of projects are also developed in the course. Value chain and lean management concepts related to reductions in process variability, time, and waste will be emphasized in the course. Topics include: Little's Law; the uses of inventory; the importance of time-based competition; Bottleneck analysis; Process

design principles; Static process analysis; Value chain analysis; Process variability and quality; and managing the change process.

- **BUS-P 431 Supply Chain Management: Logistics and Distribution (3 cr.)** P: I-Core with a grade of C or better. This course is designed to equip students with a comprehensive understanding of the logistics function within a world economy. SCM coordinates both information and material. Logistics is the combination of transport, storage and control of material from the raw material supplier, through all facilities, to the end customer and includes the collection of returns and recyclable material. The course encompasses both the qualitative and quantitative aspect of logistics management. It describes existing logistical practices in a global economy and examines ways and means to apply logistics principles to achieve competitive advantage. Topics include: Transportation modes; Carrier selection; Transportation costing; Developing lean logistics strategies that integrate services; Design and management of the warehouse/distribution network; Transportation planning and execution (domestic and international); IT systems in logistics including RFID; Material handling and packaging systems; and Reverse logistics.
- **BUS-P 481 Supply Chain Planning and Analytics (3 cr.)** P: I-Core. This course focuses on planning tools for managing demand and supply in a supply chain. A fundamental concern for many supply chain managers is to maintain sufficient levels of inventory so that customer demand can be met in a timely fashion. To achieve this goal, supply chain managers lead or participate in several activities that span a wide spectrum from demand planning to production planning. This course introduces models and tools to assist managerial decision-making in the context of such activities. The course puts emphasis on building quantitative models and analyzing those models through spreadsheets.

Courses

The courses listed in this bulletin represent the Kelley School's complete undergraduate offerings at the time of publication.

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

The abbreviation "P" refers to the course prerequisite or prerequisites; the abbreviation "C" refers to the course co-requisite or co-requisites.

Some of the courses listed are offered infrequently. Students are advised to check with the departments to determine when a course will be offered.

Current Faculty

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

their contributions to the strength of the faculty and the school.

- Acito, Franklin, Ph.D. (State University of New York at Buffalo, 1976), Professor of Marketing, Director of the Kelley Institute for Business Analytics, and Max Barney Distinguished Teaching Fellow
- Aguinis, Herman, Ph.D. (SUNY-Albany, 1993), Professor of Organization Behavior and Human Resources and John F. Mee Chair of Management
- Akaiwa, Frank, M.B.A. (Indiana University, 1994), Senior Lecturer of Operations and Decision Technologies and X201 Course Coordinator
- Andrews, Jonlee, Ph.D. (University of Wisconsin—Madison, 1992), Clinical Professor of Marketing, Chair of Full-time MBA Program, Nestle Faculty Fellow, and Director of the Center for Brand Leadership
- Arif, Salman, Ph.D. (Stanford University, 2012), Assistant Professor of Accounting
- Astill, Andrea, Lecturer of Accounting
- Aydin, Goker, Ph.D. (Stanford University, 2003), Associate Professor of Operations and Decision Technologies
- Bailey-Hughes, Brenda, M.A. (Ball State University, 1991), Senior Lecturer of Communication, Professional and Computer Skills
- Bakker, Rene, Ph.D. (Tilburg University, 2011), Assistant Professor of Management and Entrepreneurship
- Bala, Hillol, Ph.D. (University of Arkansas, 2008), Associate Professor of Operations and Decision Technologies and Whirlpool Corporation Faculty Fellow
- Baldwin, Timothy T., Ph.D. (Michigan State University, 1987), Chair of Management and Entrepreneurship, Professor of Business Administration, Eveleigh Professor of Business Leadership, and Faculty Liaison of Executive Degree Programs
- Ball, George, Assistant Professor of Operations and Decision Technologies
- Banks, Karen, M.S. (Indiana University, 1995), Senior Lecturer of Communication, Professional and Computer Skills
- Barwick, M. Clark, Lecturer of Communication, Professional and Computer Skills
- Bastianelli, Ann L., M.B.A. (Indiana University, 1982), Senior Lecturer of Marketing
- Baye, Michael R., Ph.D. (Purdue University, 1983), Bert Elwert Professor of Business and Professor of Business Economics and Public Policy
- Beneish, Messod Daniel, Ph.D. (University of Chicago, 1987), Sam Frumer Professor of Accounting
- Ben-Rephael, Azi, Ph.D. (Tel Avi University), Assistant Professor of Finance
- Biagioni, Diane, Lecturer of Accounting
- Bhattacharya, Utpal, Ph.D. (Columbia University, 1990), Associate Professor of Finance
- Billett, Matthew, Ph.D. (University of Florida), Professor of Finance and Richard E. Jacobs Chair in Finance
- Blocher, James D., Ph.D. (Purdue University, 1991), Chair of Operations & Decision Technologies, Professor of Operations & Decision Technologies, and Weimer Faculty Fellow
- Beer, Ana, Assistant Professor of Business Economics and Public Policy
- Bongard, Victor, J.D. (Duke University) Lecturer of Business Law & Ethics
- Bretthauer, Kurt M., Ph.D. (Indiana University, 1990), Professor of Operations & Decision Technologies and W Michael & William D Wells Life Science Faculty Fellow
- Briggs, Carl M., Ph.D. (Indiana University, 1992), Clinical Assistant Professor of Operations and Decision Technologies
- Brimm, David, J.D. (Indiana University, 2003), Lecturer of Communication, Professional and Computer Skills
- Brown, Jason, Ph.D. (University of Pittsburgh, 2010), Assistant Professor of Accounting and Dean's Council Faculty Fellow
- Buchholz, Laura, M.B.A. (Indiana University, 1992), Senior Lecturer of Marketing
- Burke, Raymond R., Ph.D. (University of Florida, 1985), E. W. Kelley Chair of Business Administration and Professor of Marketing
- Butler, Terry, Visiting Lecturer of Accounting
- Butters, Robert, Assistant Professor of Bloomington Economics and Public Policy
- Cady, John F., Ph.D. (University at Buffalo, State University of New York, 1975), Executive Director of Kelley Executive Education Foundation and Clinical Professor of Marketing
- Cakirer, Kerem, Ph.D. (University of Texas at Austin, 2007), Lecturer of Business Economics and Public Policy
- Campbell, Terry, Ph.D. (Indiana University, 1979), Clinical Professor of Accounting
- Canada, Richard B., M.S. (Indiana University, 1969), Senior Lecturer of Marketing and Executive Director, Center for Global Sales Leadership
- Carroll, Dan, Lecturer of Operations and Decision Technologies
- Cattani, Kyle, Ph.D. (Stanford University, 1997), Associate Professor of Operations Management and W.W. Grainger, Inc. Faculty Fellow
- Che, Hai, Ph.D. (Washington University), Associate Professor of Marketing
- Chin, Mun Kyun, Assistant Professor of Management and Entrepreneurship
- Clark, Paige, M.A. (Ball State University, 2006), Lecturer of Communication, Professional and Computer Skills
- Colon, Carlos, Ph.D. (Indiana University, 2004), Senior Lecturer of Communication, Professional and Computer Skills
- Cook, Christopher, M.B.A. (Indiana University, 1998), Lecturer of Accounting
- Coulis, Paul, Lecturer of Management and Entrepreneurship
- Covin, Jeffrey G., Ph.D. (University of Pittsburgh, 1985), Samuel and Pauline Glaubinger Professor of Entrepreneurship, and Professor of Strategic Management

- Craig, Byron, (Indiana University, 2002), Senior Lecturer of Communication, Professional and Computer Skills
- Crawley, Michael, Ph.D. (University of Texas, 2010), Assistant Professor of Accounting
- Cui, Ruomeng, Assistant Professor of Operations and Technology Decisions
- Cummins, Bob, Visiting Professor of Management and Entrepreneurship
- Cutshall, Rex, M.B.A. (University of Evansville, 1988), Senior Lecturer of Operations and Decision Technologies and I-Core Coordinator
- Danielova, Anna, Visiting Associate Professor of Finance
- Dayton, Keith, M.B.A. (Indiana Wesleyan, 1983), Senior Lecturer of Communication, Professional and Computer Skills and Full-time MBA and Information Systems Graduate Program Core Coordinator
- De Los Santos, Babur, Ph.D. (University of Chicago, 2008), Assistant Professor of Business Economics and Public Policy
- Demmer, Matthias, Visiting Scholar of Accounting
- Denekamp, Johannes, Ph.D. (Ohio State University, 1988), Senior Lecturer of Management
- Dennis, Alan, Ph.D. (University of Arizona, 1991), John T. Chambers Chair of Internet Systems and Professor of Information Systems
- Dingman, Di, M.B.A. (Webster University, 1999), Lecturer of Marketing and Director of the Center for Global Sales Leadership
- Dobos, Scott, M.B.A. (University of Connecticut, 1996), Senior Lecturer of Operations and Decision Technologies
- Dollinger, Marc J., Ph.D. (Lehigh University, 1983), Professor of Management and Editor of Business Horizons
- Donaldson, Jason, Assistant Professor of Finance
- Duhachek, Adam, Ph.D. (Northwestern University, 2004), Professor of Marketing and Nestle-Hustad Professor
- Ellul, Andrew, Ph.D. (London School of Economics, 2001), Professor of Finance and Fred T. Greene Chair
- Eskew, Kelly, J.D. (Indiana University, 2001), Clinical Associate of BLE
- Esmer, Burcu, Ph.D. (University of Iowa, 2011), Visiting Assistant Professor of Finance
- Fisher, Greg, MBA (University of Pretoria, 2004), Assistant professor of Management and Entrepreneurship and Fred T. Greene Chair
- Fisher, Joseph G., Ph.D. (Ohio State University, 1987), Professor of Accounting and Harry C. Sauvain Chair
- Fletcher, Kathy J., Ph.D. (Indiana University, 1986), Senior Lecturer of Communication, Professional and Computer Skills
- Ford, Justin, Lecturer of Communication, Professional and Computer Skills
- Fort, Tim, Professor of Business Law and Eveleigh Professorship in Business Ethics
- Gao, Janet, Ph.D. (Cornell University, 2015), Assistant Professor of Finance
- Garcia, P. Roberto, Ph.D. (University of Michigan, 1996), Clinical Professor of International Business
- Gerth, Anthony, M.B.A. (Ashland College, 1983), Visiting Clinical Assistant Professor of Operations and Decision Technologies
- Glass, Kathrine, M.B.A. (Indiana University, 1984), Senior Lecturer of Accounting
- Goddin, Jeffrey K., M.A. (Indiana University, 1974), Senior Lecturer of Communication, Professional and Computer Skills
- Goerner, Carolyn, M.A. (Indiana University, 1998), Clinical Professor of Management
- Goldman, Eitan, Ph.D. (University of Pennsylvania at Wharton, 2000), Associate Professor of Finance and FedEx Faculty Fellow
- Gonzalez-Mule, Erik, Ph.D. (University of Iowa, 2015), Assistant Professor of Management and Entrepreneurship
- Grandorf, James N., M.B.A. (Indiana University, 1964), Clinical Professor of Accounting
- Greene, David E., J.D. (Indiana University, 1974), Clinical Professor of Accounting
- Greiner, Daniel, M.S. (Virginia Polytechnic Institute and State University, 1986), Clinical Associate Professor of Finance
- Grimes, Matthew, Ph.D. (Vanderbilt University, 2012), Assistant Professor of M&E
- Gupta, Nandini, Ph.D. (University of Pittsburgh, 2000), Associate Professor of Finance and Koenig Faculty Fellow
- Gupta, Sudip, Visiting Assistant Professor of Finance
- Hacamo, Isaac, Assistant Professor of Finance
- Haeberle, David, M.B.A., J.D. (Indiana University, 1986), Clinical Professor of Finance, J. Dwight Peterson Faculty Fellow, and Peterson Faculty Fellow in Investment Banking
- Harbaugh, Richmond, Ph.D. (University of Pittsburgh, 1997), Associate Professor of Business Economics and Public Policy, Weimer Faculty Fellow, and Robert James Waller Professor in Economics and Personal Freedom
- Harrison, David, Visiting Lecturer of Management and Entrepreneurship
- Haugh, Todd, Assistant Professor of Business Law and Ethics
- Hauskrecht, Andreas, Ph.D. (Freie University, 1995), Clinical Associate Professor of Business Economics and Public Policy
- Hayford, Stephen L., J.D. (Indiana University, 1987), Professor of Business Law and Ethics
- Hays, Gerry, J.D. (Indiana University, 1997), Senior Lecturer of Finance
- Head, Julie S., B.S. (Indiana University, 1982), Senior Lecturer of Accounting and Dow Chemical Company Distinguished Lecturer
- Heidwald, Jeanette, L., M.A.T. (Indiana University, 1998), Senior Lecturer of Communication, Professional and Computer Skills
- Helm, Jonathan, MSE, (University of Michigan, 2009) Assistant Professor of Operations and Decision Technologies
- Heltsley, April, M.A. (Indiana University, 1990), Senior Lecturer of Communication, Professional and Computer Skills
- Herd, Kelly, Ph.D. (University of Colorado), Assistant Professor of Marketing and 3M Faculty Fellow

- Hill, John, Clinical Assistant Professor of Operations and Decision Technologies
- Hillier, Janet, Ph.D. (Indiana University, 1990), Clinical Assistant Professor of Management Consulting
- Hite, Peggy A., Ph.D. (University of Colorado, 1986), Professor of Accounting and Monroe Shine & Co. Faculty Fellow
- Hodder, Leslie Davis, Ph.D. (University of Texas at Austin, 2001), Associate Professor of Accounting and Ernst & Young Faculty Fellow
- Holden, Craig W., Ph.D. (University of California, Los Angeles, 1990), Professor of Finance, Boquist-Meyer Faculty Fellow, and Barney Faculty Fellow
- Hopkins, Patrick E., Ph.D. (University of Texas, 1995), Chair of Graduate Accounting Programs, Professor of Accounting and SungKyunKwan Professor
- Hu, Xinxin, Ph.D. (University of Michigan), Adjunct Lecturer of Operation & Decision Technologies
- Israelsen, Ryan, Ph.D. (University of Michigan, 2009), Assistant Professor of Finance
- Jennings, Robert H., Ph.D. (University of Texas at Austin, 1981), Professor of Finance and Gregg T. & Judith Summerville Chair
- Jensen, Anna, M.B.A. (Ball State University, 2000), Lecturer in Accounting
- Jewell, Joyce, J.D. (Indiana University), Visiting Lecturer of Communication, Professional and Computer Skills
- Jindal, Niket, Assistant Professor of Marketing
- Johnson, Kari, B.M. (Belmont University, 1997), Senior Lecturer of Communication, Professional and Computer Skills
- Kamma, Sreenivas, Ph.D. (State University of New York at Buffalo, 1987), Chair and Associate Professor of Finance
- Kanning, Myron, M.B.A. (Xavier University, 1975), Senior Lecturer of Management
- Kesner, Idalene, Ph.D. (Indiana University, 1983), Dean, Professor of Management and Frank P. Popoff Chair of Strategic Management
- Khatri, Vijay, Ph.D. (University of Arizona, 2002), Associate Professor of Information Systems, Weimer Faculty Fellow, and Director of the Kelley Institute for Business Analytics
- Kinser, Amy, J.D. (Indiana University, 2001), Senior Lecturer and Co-director of Communication, Professional and Computer Skills
- Kinser, J. Eric, (Indiana University, 2001), Senior Lecturer of Communication, Professional and Computer Skills
- Kitzmiller, Greg, M.B.A. (Indiana University, 1981), Senior Lecturer of Marketing
- Kleiner, Kristoph, Assistant Professor of Finance
- Kolovou, Tatiana, B.S. (Indiana University, 1989), Senior Lecturer of Communication, Professional and Computer Skills
- Koon, Walter, Adjunct Lecturer of Finance
- Kreft, Steven Francis, Ph.D. (West Virginia University, 2003), Clinical Associate Professor of Business Economics and Public Policy
- Krishnan, H. Shanker, Ph.D. (University of Arizona, 1991), Chair and Professor of Marketing and Whirlpool Corporation Faculty Fellow
- Kuratko, Donald F., D.B.A. (Southeastern Nova University, 1984), Executive Director of Johnson Center for Entrepreneurship and Innovation, Jack M. Gill Chair in Entrepreneurship, and Professor of Entrepreneurship
- Kutza, Dawn, Ph.D. (University of Florida), Visiting Lecturer of Communication, Professional, and Computer Skills
- Lalwani, Ashok, Associate Professor of Marketing
- Langvardt, Arlen W., J.D. (University of Nebraska, 1981), Professor of Business Law and Ethics and Eveleigh Professor of Business Ethics
- Lemper, Timothy, J.D. (Harvard University, 2001), Clinical Professor of Business Law and Ethics
- Li, Dan, Ph.D. (Texas A&M University, 2005), Associate Professor of International Business
- Li, Hongshuang (Alice), Assistant Professor of Marketing
- Li, Shibo, Ph.D. (Carnegie Mellon, 2003), Associate Professor of Marketing and Weimer Faculty Fellow
- Lin, Haizhen, Ph.D. (Boston University, 2008), Associate Professor of Business Economics and Public Policy
- Long, Mark, M.S. (Florida State University, 1982), Senior Lecturer of Management and Entrepreneurship
- Lopes, Alexandre, Clinical Associate Professor of Operations & Decision Technologies
- Lopez, Arthur, Clinical Professor of Business Law and Ethics
- Loucks, Susan, Lecturer of Communication, Professional and Computer Skills
- Lovelace, Daisy, Ph.D. (University of Virginia), Lecturer of Communication, Professional, and Computer Skills
- Lubensky, Dmitry, Ph.D. (University of Michigan), Assistant Professor of Business Economics & Public Policy
- Lummus, Rhonda, Ph.D. (University of Iowa, 1992), Clinical Professor of Operations and Decision Technologies
- MacKenzie, Scott B., Ph.D. (University of California, Los Angeles, 1983), Professor of Marketing and Neal Gilliatt Chair
- Mafi-Kreft, Elham, Ph.D. (West Virginia University, 2003), Clinical Assistant Professor of Business Economics and Public Policy
- Magjuka, Richard, Ph.D. (University of Chicago, 1988), Chair of Executive Degree Programs, Associate Professor of Business Administration, and Fred G. Steingraber Chair
- Maines, Lauren A., Ph.D. (University of Chicago, 1990), Executive Associate Dean of Faculty and Research, Professor of Accounting and KPMG Professor
- Mallapragada, Girish, Assistant Professor of Marketing
- Mallor, Jane P., J.D. (Indiana University, 1976), Professor of Business Law and Ethics

- Marchionne, Francesco, Ph.D. (University of Ancona, 2006), Lecturer of Business Economics and Public Policy
- Martin, Patrick, Acting Assistant Professor of Accounting
- Massey, Anne P., Ph.D. (Rensselaer Polytechnic Institute, 1991), Professor of Information Systems and Dean's Research Professor
- Masson, Dubos, Ph.D. (Indiana University, 1983), Clinical Associate Professor of Finance
- Maxwell, John W., Ph.D. (Queen's University, 1993), Chair and Professor of Business Economics and Public Policy and W. George Pinnell Professor
- McCoy, Doug, M.B.A. (Indiana University, 1988), Senior Lecturer of Finance and Director, Benecki Center for Real Estate
- McCrory, Martin A., J.D. (Indiana University, 1983), Associate Professor of Business Law
- McDougall, Patricia P., Ph.D. (University of South Carolina, 1987), Professor of Strategic Management, William L. Haerberle Professor of Entrepreneurship, and Director of the Institute for International Business
- McMullen, Jeff, Ph.D. (University of Colorado, 2003), Associate Professor of Management and Entrepreneurship
- McMullin, Jeff, Assistant Professor of Accounting
- McNellen, Brenda, Visiting Lecturer of Communication, Professional, and Computer Skills
- Metz, Katie, Lecturer of Communication, Professional, and Computer Skills
- Meunier, John, M.S. (Indiana University, 1998), Lecturer of Communication, Professional and Computer Skills
- Miller, Barbara, M.S. (Indiana University, 1983), Visiting Senior Lecturer of Communication, Professional, and Computer Skills
- Miller, Brian, Ph.D. (Penn State University, 2008), Associate Professor of Accounting and Weimer Faculty Fellow
- Mills, Alex, Ph.D. (University of North Carolina at Chapel Hill), Assistant Professor of ODT
- Monaco, Susan, Ph.D. (Duke University, 1995), Senior Lecturer of Finance
- Mora, Juliane, Masters (CSU Sacramento, 2005), Lecturer of Communication, Professional and Computer Skills
- Morgan, Neil A., Ph.D. (University of Wales, 1996), Professor of Marketing and PETsMART, Inc. Distinguished Chair in Marketing
- Moriarity, Brant, B.A. (Indiana University, 2002), Senior Lecturer of Communication, Professional and Computer Skills
- Morrone, Michael, J.D. (Southern Methodist University, 1993), Senior Lecturer of Communication, Professional and Computer Skills
- Neal, Carter, Lecturer of Communication, Professional, and Computer Skills
- Near, Janet P., Ph.D. (State University of New York at Buffalo, 1977), Dale M. Coleman Chair and Professor of Management
- Neher, Darryl R., Ph.D. (Indiana University, 1998), Senior Lecturer of Communication, Professional and Computer Skills
- Newquist, Jay D., M.B.A. (Indiana University, 1997), Senior Lecturer of Operations and Decision Technologies
- Oakes, Michael, Senior Lecturer of Finance
- O'Brien, Dan, Visiting Professor of Business Economics and Public Policy
- Owen, Sandra H., M.B.A. (University of Kentucky, 1986), Senior Lecturer of Accounting
- Pacelli, Joe, Assistant Professor of Accounting
- Palmer, Paul, Jr., M.B.A. (Indiana University, 1996), Lecturer of Marketing
- Patterson, Richard, Ph.D. (Michigan State University, 1995), Lecturer of Finance
- Peck, Thomas, Adjunct Lecturer of Finance
- Pedraza Martinez, Ph.D. (INSEAD), Assistant Professor of Operations & Decision Technologies
- Perry, Aaron, M.S. (Indiana University, 2008), Senior Lecturer in Operations and Decision Technologies
- Perry, Angela, Visiting Lecturer of Communication, Professional, and Computer Skills
- Perry, Josh, J.D. (Vanderbilt University, 2002), Associate Professor of Business Law and Ethics
- Petrovic, William, DBA (Indiana University), Adjunct Lecturer of Finance
- Pool, Veronika Krepely, Ph.D. (Vanderbilt University, 2006), Associate Professor of Finance
- Powell, Philip, Ph.D. (Vanderbilt University, 1995), Chair of Kelley Direct and Clinical Associate Professor of Business Economics and Public Policy
- Prabhakar, Bipin, Ph.D. (Mississippi State University, 1999), Clinical Associate Professor of Information Systems, and Chair of the Information Systems Graduate Program
- Pratt, Jamie H., J.D. (Indiana University, 1977), Professor of Accounting and Alva L. Prickett Chair
- Prenkert, Jamie Darin, J.D. (Harvard Law School, 1998), Chair of Business Law and Ethics, Associate Professor of Business Law and Weimer Faculty Fellow, AACSB Faculty Qualifications Coordinator
- Prince, Jeff, Ph.D. (Miami University, 1998), Associate Professor of Business Economics and Public Policy
- Rasmusen, Eric B., Ph.D. (Massachusetts Institute of Technology, 1984), Professor of Business Economics and Public Policy and Dalton Professorship
- Rauh, Michael, Ph.D. (Johns Hopkins University, 1997), Associate Professor of Business Economics and Public Policy
- Raymond, Angie, Assistant Professor of Business Law & Ethics
- Rearick, Thomas R., B.A. (Indiana University, 1987), Senior Lecturer of Accounting
- Rego, Lopo, Associate Professor of Marketing
- Rego, Sonja, Associate Professor of Accounting and Dean's Faculty Fellow
- Richards, Eric L., J.D. (Indiana University, 1976), Professor of Business Law and Ethics and Chair of East Asian Initiatives
- Ridlon, Robert, Ph.D. (Indiana University, 2008) Visiting Assistant Professor of Business Economics and Public Policy

- Robbins, Christopher, M.S.I.S. (Indiana University, 2010), Lecturer of Operations and Decision Technologies and Kimball International Distinguished Lecturer
- Roedel, Fred W., M.B.A. (Indiana University, 1995), Clinical Associate Professor of Marketing
- Rothenberg, Naomi, Ph.D. (Ohio State University, 2001), Visiting Assistant Professor of Accounting
- Rubin, Joel D., M.B.A. (University of Chicago, 1996), Clinical Associate Professor of Business Law and Ethics
- Rubenstein, David, Ph.D. (Texas A&M University, 1986), Clinical Associate Professor of Management
- Ryan, Katherine, Ph.D. (Indiana University, 1996), Senior Lecturer of Communication, Professional and Computer Skills
- Sacks, Dan, Assistant Professor of Business Economics and Public Policy
- Schlegel, Fred, Lecturer of Management & Entrepreneurship
- Schrimper, Richard J., M.B.A. (Indiana University, 1985), Senior Lecturer of Accounting
- Schroeder, Amanda, Adjunct Lecturer of Accounting
- Schroeder, Joe, Assistant Professor of Accounting
- Schultz, Benjamin, M.A. (University of Akron, 1976), Senior Lecturer of Marketing
- Sellers, April, J.D. (Indiana University, 1998), Clinical Associate Professor of Business Law
- Sera, Gipsi L., B.A. (Indiana University, 1989), Senior Lecturer of Communication, Professional and Computer Skills
- Serex, Paul, M.B.A. (Indiana University, 1997), Senior Lecturer of Operations and Decision Technologies
- Serpa, Juan, Ph.D. (University of British Columbia, 2015), Assistant Professor of Operations and Decision Technologies
- Sevilir, Merih, Ph.D. (INSEAD, 2003), Associate Professor of Finance
- Shackelford, Scott, J.D. (Stanford University, 2009), Assistant Professor of Business Law
- Shefchik, Lori, Assistant Professor of Accounting
- Shepardson, Marcy, Ph.D. (UT Austin), 2012, Assistant Professor of Accounting
- Shepherd, Dean A., Ph.D. (Bond University [Australia], 1997), Professor of Entrepreneurship and David H. Jacobs Chair of Strategic Entrepreneurship
- Shockley, Richard, Ph.D. (Indiana University, 1992), Associate Professor of Finance and CenterPoint Faculty Fellow
- Sklar, Pamela, Visiting Lecturer of Communication, Professional, and Computer Skills
- Slotegraaf, Rebecca J., Ph.D. (University of Wisconsin—Madison, 2000), Chair of Doctoral Programs, Professor of Marketing and Whirlpool Corporation Faculty Fellow
- Smart, Scott B., Ph.D. (Stanford University, 1990), Associate Chair of Full-time MBA Program, Clinical Professor of Finance, and Whirlpool Corporation Faculty Fellow
- Smith, Daniel C., Ph.D. (University of Pittsburgh, 1988), Clare W. Barker Chair in Marketing, and Professor of Marketing
- Soni, Ashok K., D.B.A. (Indiana University, 1981), Executive Associate Dean of Academic Programs, Professor of Operations and Decision Technologies, and John & Esther Reese Professor
- Souza, Gilvan, Ph.D. (University of North Carolina-Chapel Hill, 2000), Professor of Operations and Decision Technologies
- Sprinkle, Geoffrey B., Ph.D. (University of Iowa, 1996), Professor of Accounting and Whirlpool Corporation Faculty Fellow
- Sremanak, Jessica, Visiting Lecturer of Communication, Professional, and Computer Skills
- Steiner-Williams, Judy F., M.S. (Indiana University, 1976), Senior Lecturer in Communication, Professional and Computer Skills
- Stemler, Abbey, J.D. (Indiana University), Assistant Professor of Business Law and Ethics
- Stern, Jerrold J., Ph.D. (Texas A&M University, 1979), Professor of Accounting
- Stoffman, Noah, Ph.D. (University of Michigan, 2008), Associate Professor of Finance
- Stone, Cynthia, M.S. (Indiana University, 1980), Senior Lecturer of Communication, Professional and Computer Skills
- Storey, James, Masters (University of Kansas, 2008), Lecturer of Communication, Professional and Computer Skills
- Sweeny, Adam, Adjunct Lecturer of Communication, Professional, and Computer Skills
- Talbott, John, Masters (University of Tennessee at Chattanooga, 1987), Senior Lecturer of Marketing and Associate Director of the Center for Education and Research in Retail
- Taylor, David, Clinical Assistant Professor of Management and Entrepreneurship
- Telthorst, George, M.B.A. (University of Chicago, 1984), Faculty Senior Lecturer of Communication, Professional and Computer Skills and Director of the Center for the Business of Life Sciences
- Terjesen, Siri, Ph.D. (Cranfield University, UK, 2006), Assistant Professor of Strategic Management
- Threlkeld, J. Shannon, B.A. (Indiana University, 1995), Senior Lecturer of Marketing
- Tian, Xuan, Ph.D. (Boston College, 2008), Assistant Professor of Finance and Mary Jane Geyer Cain Faculty Fellow
- Tiller, Mikel G., D.B.A. (Indiana University, 1980), Associate Professor of Accounting
- Trzcinka, Charles, Ph.D. (Purdue University, 1980), Professor of Finance and James and Virginia E. Cozad Chair
- Tseng, Yang-Fang, Assistant Professor of Accounting
- Twedt, Brady, Assistant Professor of Accounting
- Udell, Gregory F., Ph.D. (Indiana University, 1983), Chase Chair of Banking and Finance and Professor of Finance
- Vargo, Sue, Ph.D. (Indiana University, 1994), Co-director and Senior Lecturer of Communication, Professional and Computer Skills
- Venkataraman, Ramesh, Ph.D. (University of Arizona, 1995), Chair of the Undergraduate Program and Lawrence D. Glaubinger Professor of Business Administration and Professor of Decision Sciences

- Venkataramanan, Munirpallam A., Ph.D. (Texas A&M University, 1987), Vice President for Strategic Initiatives, Professor of Operations and Decision Technologies and Jack R. Wentworth Professor
- Von Hagen, Juergen, Adjunct Lecturer of Business Economics & Public Policy
- Wahlen, James M., Ph.D. (University of Michigan, 1991), Professor of Accounting and James R. Hodge Chair of Accounting
- Walters, Rockney G., Ph.D. (Purdue University, 1984), Professor of Marketing and Ford Marketing Faculty Fellow
- Wang, Cuicui (Stephanie), Assistant Professor of Management and Entrepreneurship
- Wang, Wenyu, Ph.D. (University of Wisconsin), Assistant Professor of Finance
- Wang, Zhenyu, Ph.D. (University of Minnesota), Professor of Finance
- Weakley, Ken, Visiting Lecturer of Finance
- Wells, Rebecca, Adjunct Lecturer of Finance
- Wentworth, Martha, Adjunct Lecturer of Accounting
- Wheeler, Bradley C., Ph.D. (Indiana University, 1993), Professor of Information Systems, Vice President for Information Technology (Indiana University) and Chief Information Officer (Indiana University)
- Whiting, Steve, Ph.D. (Indiana University, 2006), Assistant Professor of Organizational Behavior and Human Resources
- Wildenbeest, Matthijs, Ph.D. (ERASMUS University, 2007), Associate Professor of Business Economics and Public Policy
- Williams, Brian, Assistant Professor of Accounting
- Williams, Nichole, Visiting Lecturer of Communication, Professional, and Computer Skills
- Williams, Theresa D., Ph.D. (University of Tennessee, 1994), Clinical Associate Professor of Marketing and Director of the Center of Education and Research in Retailing
- Wimbush, James C., Ph.D. (Virginia Polytechnic Institute and State University, 1991), Professor of Business Administration
- Wingerter, Bob, Adjunct Lecturer of Accounting
- Winston, Vivian, Masters (Indiana University, 1991), Visiting Lecturer of Accounting
- Wisher, Dawn, Masters (Ball State University, 2006), Senior Lecturer of Communication, Professional and Computer Skills
- Wisneski, John, Masters (University of Notre Dame, 2003), Senior Lecturer of Management and Entrepreneurship
- Woody, Karen, J.D. (American University, 2005), Professor of Business Law
- Wu, Owen, Associate Professor of Operations and Decision Technologies
- Yaggi, Miranda, Visiting Lecturer of Communication, Professional, and Computer Skills
- Yan, Lucy, M.S. (San Diego State University, 2005) Assistant Professor of Operations and Decision Technologies
- Yang, Jun, Ph.D. (Washington University, 2004), Associate Professor of Finance
- Yang, Wei, Ph.D. (Stanford University), Assistant Professor of Finance
- Yoder, Shelli, Visiting Lecturer of Communication, Professional, and Computer Skills
- Yohn, Teri, Ph.D. (Indiana University, 1991), Professor of Accounting and PricewaterhouseCoopers Faculty Fellow
- Yu, Ching (Diana), Lecturer of Operations and Decisions Technologies
- Yu, Qiping, Assistant Professor of Operations and Decision Technologies
- Yu, Xiaoyun, Ph.D. (University of Minnesota, 2001), Associate Professor of Finance and Weimer Faculty Fellow
- Zhang, Jingjing, M.S. (Temple University, 2007), Assistant Professor of Operations and Decision Technologies
- Zhao, Yanfei (Eric), Assistant Professor of Management and Entrepreneurship

Faculty Emeriti

- Albright, S. Christian. Ph.D. (Stanford University, 1972), Professor Emeritus of Operations and Decision Technologies
- Belth, Joseph M., Ph.D. (University of Pennsylvania, 1961), C.L.U., C.P.C.U., Professor Emeritus of Insurance
- Biagioni, Louis F., Ph.D. (University of Missouri, 1964), Professor Emeritus of Accounting and Information Systems
- Bonser, Charles F., D.B.A. (Indiana University, 1965), Professor Emeritus of Public and Environmental Affairs (School of Public and Environmental Affairs), Dean Emeritus of Public and Environmental Affairs, and Professor Emeritus of Business Administration (Kelley School of Business)
- Boquist, John A., Ph.D. (Purdue University, 1973), Professor Emeritus of Finance
- Bowers, Thomas, J.D. (New York University, 1977), Associate Professor of Business Law
- Byrer, Joyce Kay, Ph.D. (Indiana University, 1991), Senior Lecturer Emeritus of Operations and Decision Technologies
- Childers, Victor E., D.B.A. (Indiana University, 1967), Associate Professor Emeritus of International Business
- Dalrymple, Douglas J., D.B.A. (Michigan State University, 1964), Professor Emeritus of Marketing
- Dalton, Dan R., Ph.D. (University of California, Irvine, 1979), Professor Emeritus of Management
- Davidson, Lawrence S., Ph.D. (University of North Carolina, 1976), Professor Emeritus of Business Economics and Public Policy
- DeHayes, Daniel W., Jr., Ph.D. (Ohio State University, 1968), Professor Emeritus of Business Administration
- Donnell, John D., D.B.A. (Harvard University, 1966), Professor Emeritus of Business Administration
- Dreher, George F., Ph.D. (University of Houston, 1977), Professor Emeritus of Business Administration
- Dvorak, Earl A., Ed.D. (Indiana University, 1951), Associate Professor Emeritus of Business Education

- (Kelley School of Business) and Associate Professor Emeritus of Education (School of Education)
- Dworkin, Terry M., J.D. (Indiana University, 1974), Professor Emeritus of Business Law
 - Easton, Anna L., M.S. (Indiana University, 1976), Senior Lecturer Emeritus of Communication, Professional and Computer Skills
 - Fisher, Jeffrey D., Ph.D. (Ohio State University, 1980), Professor Emeritus of Finance and Real Estate
 - Fratianni, Michele, Ph.D. (Ohio State University, 1971), Professor Emerita of Business Economics and Public Policy
 - Frisbie, Gil, M.B.A. (Indiana University, 1969), Clinical Associate Professor Emeritus of Marketing
 - Ginger, Laura A., J.D. (University of Chicago, 1979), Associate Professor Emeritus of Business Law
 - Granbois, Donald H., D.B.A. (Indiana University, 1963), Professor Emeritus of Marketing
 - Green, R. Jeffery, Ph.D. (University of Illinois, 1967), Professor Emeritus of Business Economics and Public Policy; Co-Director, Indiana Center for Econometric Model Research
 - Greenleaf, Robert W., D.B.A. (Indiana University, 1961), Professor Emeritus of Finance
 - Haeberle, William L., D.B.A. (Indiana University, 1952), Professor Emeritus of Management
 - Hall, Robert W., D.B.A. (Indiana University, 1972), Professor Emeritus of Operations Management
 - Hegarty, W. Harvey, Ph.D. (University of North Carolina, 1972), Professor Emeritus of Business Administration
 - Heitger, Lester E., Ph.D. (Michigan State University, 1971), C.P.A., Professor Emeritus of Accounting
 - Helmkamp, John G., D.B.A. (Indiana University, 1968), Professor Emeritus of Accounting
 - Hettenhouse, George W., Ph.D. (Purdue University, 1970), Professor Emeritus of Finance
 - Hill, John W., Ph.D. (University of Iowa, 1986), Professor Emeritus of Accounting
 - Hustad, Thomas P., Ph.D. (Purdue University, 1973), Professor Emeritus of Marketing
 - Jacobs, F. Robert, Ph.D. (Ohio State University, 1979), Professor Emeritus of Operations and Decision Technologies, Chase Faculty Fellow, and Honors I-Core Faculty Lead
 - Jaffee, Bruce L., Ph.D. (Johns Hopkins University, 1971), Professor Emeritus of Business Economics and Public Policy
 - Kang, Heejoon, Ph.D. (University of Washington, 1980), Professor Emeritus of Business Economics and Public Policy
 - Kennedy, Thomas G., J.D. (Indiana University, 1971), Clinical Associate Emeritus of Accounting
 - Klemkosky, Robert C., Ph.D. (Michigan State University, 1971), Professor Emeritus of Finance
 - Leibman, Jordan H., J.D. (Indiana University, 1979), Professor Emeritus of Business Law
 - Lenz, R. Thomas, D.B.A. (Indiana University, 1978), Professor Emeritus of Business Administration
 - Mabert, Vincent A., Ph.D. (Ohio State University, 1973), Professor Emeritus of Operations Management and John and Esther Reese Professorship
 - MacKay, David B., Ph.D. (Northwestern University, 1971), Professor Emeritus of Marketing and Adjunct Professor of Geography (College of Arts and Sciences)
 - Mallor, Jane P., J.D. (Indiana University, 1976), Professor of Business Law and Ethics
 - Marer, Paul, Ph.D. (University of Pennsylvania, 1968), Professor Emeritus of International Business (Kelley School of Business) and Professor of Central Eurasian Studies (College of Arts and Sciences)
 - Martin, E. Wainright, Jr., Ph.D. (Ohio State University, 1952), Professor Emeritus of Business Administration
 - Metzger, Michael B., J.D. (Indiana University, 1969), Professor Emeritus of Business Law
 - Miller, Joseph C., Ph.D. (University of Wisconsin, 1971), J.D. (University of Chicago, 1963), Professor Emeritus of Marketing
 - Moore, Joseph C., M.S. (University of Dayton, 1975), Senior Lecturer Emeritus of Operations and Decision Technologies
 - Novit, Mitchell S., Ph.D. (University of Michigan, 1966), Associate Professor Emeritus of Personnel and Organizational Behavior
 - Ogan, Pekin, Ph.D. (University of North Carolina, 1974), Professor Emeritus of Accounting and Information Systems
 - Olshavsky, Richard W., Ph.D. (Carnegie Mellon University, 1967), Professor Emeritus of Marketing
 - Organ, Dennis W., Ph.D. (University of North Carolina, 1970), Professor Emeritus of Personnel and Organizational Behavior
 - Parry, Robert W., Jr., Ph.D. (Lehigh University, 1979), Professor Emeritus of Accounting
 - Patterson, James H., D.B.A. (Indiana University, 1970), Professor Emeritus of Operations and Decision Technologies
 - Perkins, William C., D.B.A. (Indiana University, 1966), Professor Emeritus of Information Systems
 - Phillips, Michael J., S.J.D. (George Washington University, 1981), Professor Emeritus of Business Law
 - Podsakoff, Philip M., D.B.A. (Indiana University, 1980), Professor Emeritus of Management
 - Powell, C. Randall, Ph.D. (Ohio State University, 1973), Clinical Professor Emeritus of Business Administration
 - Powell, Frona M., J.D. (Indiana University, 1976), Associate Professor Emeritus of Business Law
 - Raber, Nevin W., M.A.L.S. (Indiana University, 1952), Assistant Professor Emeritus of Business Administration
 - Ryan, William G., M.B.A. (Harvard University, 1956), Assistant Professor Emeritus of Business Administration
 - Salamon, Gerald L., Ph.D. (Ohio State University, 1971), Professor Emeritus of Accounting
 - Sartoris, William L., Ph.D. (Purdue University, 1970), Professor Emeritus of Finance
 - Scott, William E., Jr., Ph.D. (Purdue University, 1963), Professor Emeritus of Personnel and Organizational Behavior
 - Shaffer, Robert H., LL.D. (Indiana University, 1985), Professor Emeritus of Business Administration

(Kelley School of Business) and Professor Emeritus of Education (School of Education)

- Simkowitz, Michael A., Ph.D. (New York University, 1970), Professor Emeritus of Finance
- Smerk, George M., Jr., D.B.A. (Indiana University, 1963), Professor Emeritus of Transportation
- Smith, Robert E., Ph.D. (University of Wisconsin, 1977), Professor Emeritus of Marketing
- Solomon, June, M.A. (Delhi University, 1971), Senior Lecturer Emeritus of Communication, Professional and Computer Skills
- Spiro, Rosann L., Ph.D. (University of Georgia, 1976), Professor of Marketing and Executive Director of the Center for Global Sales Leadership
- Stephenson, P. Ronald, Ph.D. (Ohio State University, 1966), Professor Emeritus of Marketing
- Stockton, R. Stansbury, Ph.D. (Ohio State University, 1956), Professor Emeritus of Business Administration
- Suelflow, James E., Ph.D. (University of Wisconsin, 1965), Professor Emeritus of Business Economics and Public Policy
- Summers, John O., Ph.D. (Purdue University, 1968), Professor Emeritus of Marketing
- Waldman, Joseph M., D.B.A. (Indiana University, 1966), Professor Emeritus of Business Administration
- Wentworth, Jack R., D.B.A. (Indiana University, 1959), Arthur M. Weimer Professor Emeritus of Business Administration
- Winston, Wayne L., Ph.D. (Yale University, 1975), Professor Emeritus of Operations and Decision Technologies and John & Esther Reese Professor

Kelley School of Business - Bloomington

Current Faculty

Emeriti Faculty

Undergraduate Program Staff

Undergraduate Program Staff, Bloomington

Administration

Chairperson, Undergraduate Program: Josh Perry

Director, Undergraduate Program: Luke Leftwich, M.S. (Purdue University, 2006)

Administrative Support: Nicole Simmons

Admissions & Prospective Students

Associate Director, Undergraduate Program (Recruitment & Admission) and Director of Admissions: Megan Ray, M.A. (Michigan State University, 1995)

- Senior Associate Director of Admissions: Alex Bruce, M.S. (Indiana University, 2013)
- Associate Director of Admissions: Jennifer Pardue, B.G.S. (Indiana University, 2008)
- Associate Director of Admissions & Stewardship: Tyler Kelley, B.S. (Indiana University, 2014)
- Assistant Director of Admissions: Sarah Hatch, M.S. (Indiana University, 2013)

- Admissions Services Coordinator: Heather Wesner

Advising, Curriculum, & Enrollment for Current Students

Associate Director, Undergraduate Program (Advising & Curriculum) and Director of Academic Advising: Renee Rerko, Ed.D (Northeastern University, 2016)

- Assistant Director of Academic Advising: Amanda Karls, M.Ed. (University of Kentucky, 2011)
- Academic Advisor: Joshua Bowles, M.S. (Indiana University, 2013)
- Academic Advisor: Sonya Cary, M.A. (Florida Atlantic University, 1989)
- Academic Advisor: Janice Chang, M.S. (Indiana University, 2012)
- Academic Advisor: Justine D'Amico, M.A. (Indiana University, 2003)
- Academic Advisor: Kelly Eder, M.S. (Indiana University-Purdue University Indianapolis, 2003)
- Academic Advisor: Michael Grubb, B.A. (Indiana State University, 2008)
- Academic Advisor: Amber Johnston, M.S. (Indiana State University, 2003)
- Academic Advisor: Brittini Paris, M.S. (Colorado State University, 2013)
- Academic Advisor: Gayla Pate, B.S. (Indiana University, 2004)
- Academic Advisor: Tara Price, M.Ed. (James Madison University, 2015)
- Academic Advisor: Jennifer Rice, M.A. (Northern Illinois University, 2010)
- Academic Advisor: Andrew Schwartz, Ph.D. (State University of New York at Buffalo, 2003)
- Academic Advisor: Andrea Tomaso, M.A. (Indiana University, 2010)
- Academic Advisor: Carmund White, M.M. (Indiana University, 2005)
- Academic Advising Support: Nick Karls
- I-Core Support: Joyce Hanson
- Records Administration, Recorder: Michelle Talbot
- Records Administration, Recorder: Amber Schaad

Undergraduate Student Experience

Associate Director, Undergraduate Program: Laurie Colglazier, M.S. (Indiana University, 2006)

Kelley Business Honors Program

- Director, Business Honors Program: Alison Kvetko, Ph.D. (Indiana University, 2005)
- Business Honors Academic Advisor: Gary Raad, M.A. (Denver Seminary, 1978)
- Business ACE Program Academic Advisor: Heather Hagenberg, M.S. (Indiana University, 2011)

Kelley International Programs

- Director, International Programs: Tia Trueblood, M.A. (Indiana University, 2009)
- Associate Director of International Programs and Study Abroad Advisor: Evelyn Meisell, M.Ed. (University of Texas at Austin, 2011)
- Assistant Director of International Programs and Study Abroad Advisor: Karleigh Koster, Ph.D.. (New York University, 2013)

- Assistant Director of International Programs and Study Abroad Advisor: Travis Yoder, M.A. (Taylor University, 2009)
- Study Abroad Advisor: Britta Goetz, M.Ed. (Indiana University, 2013)
- Academic Advising Support: Teresa Hayden

Kelley Living Learning Center

- Director, Kelley Living Learning Center: Adam Herman, M.A. (Eastern Michigan University, 2006)
- Associate Director, Kelley Living Learning Center: David Dyer, M.S.Ed. (Indiana University, 2014)
- Associate Director, Kelley Living Learning Center: Sara Mumma, M.A. (University of Florida, 2015)
- Associate Director, Kelley Living Learning Center Coordinator: Karen Grant
- Administrative Secretary/Coordinator, Kelley Living Learning Center: Kendallyn Thummel, B.S. (Indiana University, 2016)

Student Engagement & Scholarships

- Assistant Director of Student Engagement: Jim F. Johnson, M.S. (Indiana University, 1997)
- Assistant Director of Student Life: Ben Taylor, M.A. (Taylor University, 2009)
- Special Projects: Amanda K. Denton, M.S. (Indiana University, 1998)
- Manager of Scholarships: Missty Warren, M.S. (Indiana University, 2006)
- Student Engagement Support: Lisa Klow

Kelley Institute for Social Impact

- Associate Director, Kelley Institute for Social Impact: Laura Asbury, M.A. (Indiana University, 2011)
- Assistant Director, Kelley Institute for Social Impact: Logan Schuerman, M.Ed. (The University of North Carolina at Greensboro, 2015)
- Assistant Director, Kelley Institute for Social Impact: Courtney Bidwell, B.A. (Indiana Wesleyan University, 2013)

Kelley Office of Diversity Initiatives

- Director, Kelley Office of Diversity Initiatives: Brittani Wilson, MPA, (University of Kentucky, 2009)
- Assistant Director and Academic Advisor, Kelley Office of Diversity Initiatives: Taryn Thomas, B.S. (Indiana University, 2008)
- Assistant Director and Academic Advisor, Kelley Office of Diversity Initiatives: TBD

Contact Information

Undergraduate Program
[Kelley School of Business](#)

1309 East Tenth Street, Hodge Hall 2030
 Bloomington, IN 47405

Prospective Students: bschool@indiana.edu

Admitted Kelley Students: busadv@indiana.edu

History of the Kelley School

100 + Years of Excellence: The Kelley School of Business

The Kelley School of Business is one of the world's premier business schools. Business education at Indiana University dates back over 180 years to the first Indiana

University catalog, dated 1830-31, which included political economy in the curriculum. From this first course, the Department of Political Economy was developed during the remainder of the century, later referred to as the Department of Economics and Social Science. It was early courses in these areas that grew into what is now referred to as the "core program" of study in the Kelley School.

In 1902, the university catalog introduced and listed several business courses. These commerce courses constituted the last two years of a four-year course of study leading to a baccalaureate degree. The first two years were spent completing a pre-commerce requirement and included all the required courses of the liberal arts curriculum of that period. Over a century ago, the pattern of building a program of professional education for business upon a liberal arts base was established—a pattern maintained throughout the years and currently emphasized in the education of Kelley students.

In 1904, the first business catalog, referred to as the *Commercial Course Number*, was published. In 1920, a separate School of Commerce and Finance was organized. The school became a member of the American Assembly of Collegiate Schools of Business in 1921 and in 1933 it was renamed the School of Business Administration and placed under the direct control of its own faculty. In 1938, the title of the school was shortened to the School of Business

The Junior Division (now the University Division) of the university was established for all first-year students in 1942. After that, enrollment in the School of Business did not include freshmen until 1995, when the Direct Freshman Admission Program began.

Graduate coursework in business administration, first authorized in 1936, expanded rapidly after World War II. Programs for the degrees of 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 School of Business began operating on two campuses—Bloomington and Indianapolis.

Although business courses were offered as early as 1916 on the Indianapolis campus, a degree was not available there until the MBA program was launched in 1962. The bachelor's degree in business became available at the Indianapolis campus following the 1969 merger of Indiana University with Purdue University in that city. Beginning in 1969, a divisional structure emerged in Indianapolis with an assistant chairperson at its head. In 1969-70, complete undergraduate degree programs were offered for four major areas in business, as were three two-year certificate programs.

In 1997, E. W. Kelley, who received his BS in 1939 from the Indiana University School of Business, donated \$23 million to assist the school in its mission to provide the premier business program in the nation. To honor the generosity of his gift, the IU School of Business was renamed the Kelley School of Business.

The Godfrey Graduate and Executive Education Center, which houses the MBA, Kelley Direct, graduate

accounting, and executive education programs, was completed in 2002. The \$33 million facility was named in honor of William J. Godfrey, BS'64, MBA'68, an alumnus and successful businessman who bequeathed land valued at \$25 million, the single largest gift from an individual to the Kelley School.

Alumnus James R. Hodge, BS'74, anonymously donated \$15 million to the Kelley School in 2009. Later, Hodge came forward to encourage others to give to the School's building campaign—a completely privately funded campaign that raised \$60 million for the expansion and renovation of the undergraduate building which opened in 1966. To thank Hodge, the building was named the Hodge Hall Undergraduate Center on March 30, 2012. The upgraded facilities are expected to be complete in 2016.

Overview, Mission, and Goals

Mission of the Kelley School

The mission of the Kelley School of Business is to transform lives, organizations, and communities through education and research.

Undergraduate Learning and Professional Development Goals

An Integrative Point of View

Graduates of the Kelley School of Business Undergraduate Program will be able to evaluate and make business decisions from an integrative point of view, one that reflects an understanding of mutually interdependent relationships among competitive and environmental conditions, organizational resources, and the major functional areas of a business enterprise.

Ethical Reasoning

Graduates of the Kelley School of Business Undergraduate Program will be able to recognize ethical issues, demonstrate familiarity with alternative frameworks for ethical reasoning, and discern tradeoffs and implications of employing different ethical frames of reference when making business decisions.

Critical Thinking & Decision Making

Graduates of the Kelley School of Business Undergraduate Program will be able to use a variety of research methodologies to identify and critically evaluate implications of business decisions for organizational stakeholders (e.g., customers, colleagues, employees, suppliers, foreign governments, communities, cultures, regulatory agencies) and the natural environment.

Communication

Graduates of the Kelley School of Business Undergraduate Program will be able to communicate effectively in a wide variety of business settings (e.g., live, virtual, synchronous and asynchronous), employing multiple mediums of communications (e.g., written, oral and visual).

Quantitative Analysis and Modeling

Graduates of the Kelley School of Business Undergraduate Program will be able systematically apply

tools of quantitative analysis and modeling to make recommendations and business decisions.

Team Membership & Leadership

Graduates of the Kelley School of Business Undergraduate Program will be able to collaborate productively with others, functioning effectively as both members and leaders of teams.

Respect, Inclusiveness & Valuing People

Graduates of the Kelley School of Business Undergraduate Program will be able to create and sustain personal and work environments that are respectful and inclusive, valuing the contributions of all persons.

Personal and Professional Development

Graduates of the Kelley School of Business Undergraduate Program will be prepared to become the “authors” of their own futures, make informed and deliberate choices about personal and professional development, assume responsibility for their decisions, take pride in excellence, contribute to community, and demonstrate college-level mastery of the skills needed for pursuing and managing a career as a business professional.

Global Awareness

Graduates of the Kelley School of Business Undergraduate Program will be conversant with major economic, social, political, and technological trends and conditions influencing foreign investment and development of the global economy and demonstrate an understanding of the cultural, interpersonal and analytical competencies required for engaging in global business activities.

Innovation and Creativity

Graduates of the Kelley School of Business Undergraduate Program will know how to respond to the need for innovation or creativity by engaging in ongoing learning, broadening their points of view, exploring cross-contextual links, and consulting with others.

Organization of the Kelley School

The school's resident faculty, composed of more than 190 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 seven academic departments, and by a chair of each of the academic programs. The Academic Council, made up of those administrators mentioned above, along with two elected faculty representatives, administers Kelley School of Business policy. In addition, a number of committees appointed by the dean recommend 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 Executive Associate Dean of Academic Programs, the Executive Associate Dean of Faculty and Research, the Executive Associate Dean of Indianapolis Operations, the

Associate Dean for Indianapolis Research and Programs, and the Assistant Dean of Finance and Operations. Administrative support for instructional programs is provided by eight organizational units: the School of Business Undergraduate Program Office (Bloomington and Indianapolis), the M.B.A. Office (Bloomington), the Office for the M.B.A./Career Integrated Program (Indianapolis), the Doctoral Program (Bloomington), the Graduate Accounting Programs (Bloomington), the Information Systems Graduate Program (Bloomington), the Office of the Kelley Direct Program (Bloomington and Indianapolis), Executive Degree Programs, and the Business of Medicine Program. Assistance with Kelley admission, academic advising, and degree certification are provided by professional staff members assigned to each of these organizational units.

Auditing Classes

The Kelley School does not allow students to audit undergraduate business courses.

Extended X Policy

Indiana University Bloomington's Extended X (or EX) grade forgiveness policy allows students to re-take up to three courses and replace the grades for the original attempts with the re-take grades for the purposes of calculating the IU GPA. Kelley students may utilize the EX policy. However, the Kelley School does **not** apply grade forgiveness to the Kelley Program (internal) GPA which is used for scholarships, admission, graduation, and all categories of academic standing for current students. Instead, both the original grade and the re-take grade are included in the Kelley Program GPA. When students repeat a course, they do not receive additional credits for it, whether or not it is EXed.

The EX request **must** be submitted prior to graduation. For further information, please see the guidelines outlined in the Office of the Registrar's online bulletin at <http://registrar.indiana.edu/extendedx.shtml>. Kelley students may submit EX requests online at: <https://kelley.iu.edu/UGradApps/onlineapps/expetition/>

Grade Point Average

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

The IU and Kelley GPAs are based only upon coursework taken at Indiana University campuses. Credit earned at non-IU institutions might be applied toward degree requirements and earned credits, but the grades earned at other institutions will not be included in the Kelley School of Business or Indiana University semester or cumulative grade point averages.

The IU GPA calculation includes the grades for all courses taken at any IU campus, including courses that have been repeated. However, it excludes the grades for the initial attempts at courses for which the grades were replaced using the EX policy.

The Kelley Program GPA calculation includes the grades for all courses taken at any IU campus, including courses that have been repeated – whether or not the grades were replaced using the EX policy.

Incomplete Courses

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

It is the instructor's responsibility to specify the work to be done to remove the I grade and the period of time allowed for completion. Upon satisfactory completion of the work within the time allowed, the I will be removed and the earned grade recorded. An incomplete grade will be automatically changed to an F after one calendar year unless the course instructor has submitted a grade or a request for an extension. A student who has received a grade of Incomplete should not register for the course a second time, but should arrange with the instructor to have the I grade changed to a letter grade upon completion of requirements.

Grading System

The official grading system of the university and the equivalent grade point values are 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 grade points are assigned for the following grade symbols: I (incomplete), NC (no credit), NR (no report filed by instructor), P (passing), R (deferred), S (satisfactory), W (withdrawn), and FN (failed/not attending).

- Grade Point Average
- Auditing Classes
- Extended X Policy
- Incomplete Courses
- Pass/Fail Option
- R Grade
- Withdrawals

Pass/Fail Option

Students in the Kelley School may elect to take a maximum of two courses under the Pass/Fail option per year. The procedure and deadline for declaring this option may be found in the Registrar's online Enrollment and Student Academic Information Bulletin at <http://studentcentral.indiana.edu/register/register-classes/manage-schedule/ways.shtml>. Deadlines for filing the pass/fail option vary by semester. It is the student's responsibility to check the Registrar enrollment bulletin for

the appropriate deadline. Special regulations affecting the Pass/Fail option for Kelley School students are as follows:

1. Kelley students must meet with a Kelley Academic advisor to submit a Pass/Fail request.
2. Only one course each semester or one course for an entire summer may be taken under the Pass/Fail option.
3. Business students **may not take any business course** pass/fail. This is true even if the course is not required for the student's major or degree.
4. The pass/fail option **may not** be used for any **courses that fulfill major requirements**, even if they are non-BUS courses.
5. The pass/fail option **may not** be used for courses that satisfy a **general education requirement** (e.g. A&H, S&H, N&M, or a Field Specialization).
6. Pass/Fail may only be used for Supplemental Hours that are not Business courses.
7. A grade of P is not counted in the grade point average; a grade of F is included. Once the Pass/Fail option has been requested, grades of P may not be changed to any other letter grade.
8. After filing a pass/fail, a student may not change his/her mind and decide to take the course for a grade.

R Grade

The R grade (deferred grade) on the final report indicates that, for this course, the work of the student can be evaluated only after two or more terms. Courses in which an R grades are assigned will be announced as deferred-grade courses in the Enrollment and Student Academic Information Bulletin and the Schedule of Classes.

Withdrawals

The grade of W (withdrawal) is given automatically to the student who withdraws from courses by the registrar's designated deadline as listed in the Enrollment and Student Academic Information Bulletin. The grade of W will be recorded on the date of withdrawal.

Withdrawals after the registrar's deadline are rarely permitted. Exceptions are made only for dire circumstances (e.g., serious illness). The desire to avoid a low grade is not an acceptable reason for withdrawal from a course after the registrar's deadline.

In order to withdraw from a course after the automatic withdrawal period, Kelley School students contact the Student Advocates Office (SAO) to request a Late Drop Request Form: [Office of Student Advocates](#), at (812) 855-0761, advocate@indiana.edu, or at Eigenmann Hall West 229.

Non-business students enrolled in business courses must petition their own schools.

In the case of withdrawal from all subjects, a student must be passing the course(s) on the date of withdrawal to qualify for a grade of W. In any course that the student is failing on the date of withdrawal, the grade assigned will be F. Students who wish to withdraw from all courses during a semester must contact the Office of Student Advocates, at (812) 855-0761, advocate@indiana.edu, or at Eigenmann Hall West 229, to complete the withdrawal process.

Honor Code

The Kelley School of Business Honor Code provides an opportunity for students to actively shape their future behaviors, values, and lifestyles. This student-written code proclaims a commitment to ethical principles and fair academic competition and unifies students by a set of values that holds honesty and integrity in the highest regard. The Kelley School of Business Student Ethics Committee works with faculty and students to ensure that the standards of the honor code are upheld. The Kelley Honor Code information may be found at <http://kelley.iu.edu/Ugrad/Academics/HonorCode/page39065.html>.

Scholastic Standards

- Academic Misconduct
- Academic Standing
- Honor Code
- Minimum Grades
- Probation and Dismissal

Minimum Grades

The Kelley School requires minimum grades as follows:

- A grade of C or higher in all I-Core prerequisite courses
- A minimum grade of C in each of the four courses that comprise the Integrative Core and in BUS-T 375 (taken concurrently with Standard I-Core) or BUS-I 304 (taken concurrently with Honors I-Core)
- Minimum grades for some specific courses, within some majors
- An overall GPA of 2.0 in all courses counting toward the degree, at the time of graduation
- An overall GPA of 2.0 in all courses counting toward each declared business major, at the time of graduation

Students may repeat each course once to achieve the required grade. If, after the second attempt, the minimum grade of C is not met, the student should see a business academic advisor to discuss repeating the course again.

In general, students should see their academic advisors for any questions related to minimum grade requirements.

Academic Misconduct

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

Academic integrity is defined in the online Code of Student Rights, Responsibilities, and Conduct at: <http://www.iu.edu/~code/code/index.shtml>. The penalties and procedures that apply when academic misconduct occurs are stated in the code. The policy on academic misconduct is also printed, each semester, in the online Enrollment and Student Academic Information Bulletin.

The Kelley School strictly follows the guidelines stated in the Code of Student Rights, Responsibilities, and Conduct. In addition, the school may also consider

it appropriate to remove the student from the course involved and to assign a grade of F.

Probation and Dismissal

A student is placed on academic probation following any enrollment period in which he or she fails to attain a minimum program cumulative grade point average (GPA) of 2.0.

A student on academic probation must reflect on past academic challenges through an online self-assessment module and meet with an identified business academic advisor for one required appointment during the probation semester. At this appointment, the student and the advisor will discuss challenges and outline strategies for academic improvement and success.

A student who attains a subsequent semester GPA and a program cumulative GPA below a 2.0 will be dismissed from the Kelley School. At the discretion of the Probation Committee, a student may also be dismissed from the Kelley School if he or she fails to meet the requirements of the probation policies.

For more information about academic probation and academic success initiatives, go to <http://kelley.iu.edu/ugrad/academics/support.cfm>.

Academic Standing

A student is considered to be in good standing when his or her grade point average is 2.0 or higher for the last semester's coursework and when his or her cumulative grade point average is at least 2.0.

Computer Recommendations

Kelley students must use computers that are capable of running Microsoft Office applications. For more information, please visit <http://www.kelley.iu.edu/TS/Student/policies/page1767.html>.

University Information Technology services (UITS) maintains a walk-in support center called the Information Commons. It is located in the main library on the first floor. For hours and more information about UITS support, go to <http://uits.iu.edu/page/apgt>.

Graduation Eligibility

Students who expect to receive the B.S. degree in business from IU Bloomington, should meet the following requirements:

Senior Residency

Students must complete the final 30 credit hours of coursework toward the degree program on the Bloomington campus or in an approved study abroad program. For exceptions to this requirement, please see a business academic advisor in the Kelley School and submit a degree exception petition.

Degree Completion

Students must complete all degree requirements and enough approved supplemental credits to reach a minimum of 120 credits counting toward the degree.

Minimum GPA

- Achieve an overall GPA of 2.0 in all courses counting toward the degree.

- Achieve an overall GPA of 2.0 in all courses counting toward each declared business major.

Complete Transcripts

Credits for all coursework, including final term courses, independent study, correspondence, distance education, and transfer courses, must be recorded on the candidate's Indiana University transcript prior to the degree conferral deadline. Note that, even after transfer transcripts have been received at IU Bloomington, it can sometimes take several months for those credits to be posted to the student's IU transcript. Therefore, students should request that official transcripts be sent to IU immediately after completing coursework at any non-IU institution.

Grad Check

In the semester prior to the intended graduation semester, students should schedule individual Grad Check appointments with their academic advisors to make sure they are on track for graduation - and to have time to make any necessary adjustments to their final semester's enrollment.

Graduation Application

Candidates for the B.S. degree in business must apply for graduation [online](#). Application deadlines are:

- October 1 for December graduation
- March 1 for May graduation
- March 1 for Summer graduation

Students who apply by the deadline can be assured that they will:

- Receive accurate and timely feedback about challenges to graduation eligibility
- Receive notifications from IU about Commencement
- Find their names on official Commencement Ceremony documents
- Graduate, as planned, as long as all requirements have been met
- Receive their diplomas

Students who fail to apply by the deadline, are at-risk for one or more of the above.

Attendance at Commencement

Students may attend the IU Bloomington Commencement Ceremony (<http://www.indiana.edu/~ceremony/>) and Kelley Senior Recognition as long as they have applied for graduation. However, participation in either of these events is not an indication that final grades have been posted and reviewed or that the degree has been conferred. Degree conferral occurs several weeks after Commencement and diplomas are sent by the Office of Registrar several months after Commencement.

Statute of Limitations for Degree Requirements

Candidates for the B.S. degree in business have the right to complete the degree requirements specified by the bulletin in effect at the time they entered Indiana University, provided: (1) the required courses are available and (2) no more than eight calendar years have elapsed since the date of entry. In the event that the required courses are not available or that more than eight years have elapsed, students must communicate with Kelley Undergraduate Academic Advising (busadv@indiana.edu) to have their transcripts evaluated. The evaluation will determine if they may continue with their original

degree requirements or must update to the current degree requirements. An advisor is assigned to work with returning students to determine how and where they may complete their degrees.

Academic Policies & Procedures

- Academic Regulations
- Grading System
- Graduation Eligibility
- Scholastic Standards
- Transfer Credits and Waivers
- Computer Recommendations

Academic Regulations

Academic Standing

Academic standing is determined by the total number of credit hours completed toward graduation.

- Freshman standing: fewer than 30 credits completed
- Sophomore standing: 30 - 59.5 credits completed
- Junior standing: 60 - 89.5 credits completed
- Senior standing: 90 or more credits completed

Term Load

A typical academic load is 15 to 17 credit hours per term. Students wishing to register for more than 19 credit hours in a given term should have a cumulative grade point average of 3.0 or higher or have attained a grade point average of at least 3.0 during the previous full term. To enroll in more than 19 credit hours, students must see a business academic advisor for authorization.

Addition of Classes

No course may be added after the first week of a full term or the first week of a summer session unless the instructor of the class recommends that an exception be made to this policy and there is seating room according to the fire code. Because of the nature of the work, the length of the class, or group assignments, some instructors only allow students to add their courses before or during the first week of a term.

Business Courses Numbered 300-499

Enrollment in business courses numbered 300-499 is limited to the following students:

1. Kelley School students.
2. Non-Kelley School students who are planning to complete one of the business minors or a Business Foundations Certificate.
3. Non-Kelley School students who are registered for degree programs requiring specific business courses (such programs include Apparel Merchandising and Interior Design, Health Administration, Journalism, Sports Marketing and Management, Informatics, and Telecommunications). Enrollment will be permitted only in required business courses. Prerequisites must be fulfilled for admission to business courses.
4. Other students with specific permission of the department offering the course (departments may choose to declare certain courses as open enrollment courses).

Credit for Self-paced Independent Study Courses

The Kelley School faculty and staff strongly advise students to complete all their coursework in the classroom. The school will, however, accept a total of six credits of self-paced, online or correspondence independent study courses toward some portions of the degree. Because of their basic importance in the degree program, the following courses may not be taken in a self-paced independent study format: admission courses, business courses, I-Core prerequisites, J375, L375, and ECON-E 202. In addition, the IU General Education Curriculum courses must also be completed in classroom settings.

Note: All correspondence/distance education courses, taken through IU in the intended graduation semester, must be completed three weeks prior to the end of the semester to allow time for final grades to be posted.

Credit for Courses Taught in Virtual Classrooms

The Kelley School does permit students to take required courses in "virtual" classrooms or in hybrid course formats.

These courses may be taught wholly or partially online as long as they:

- Are taught within a semester frame of reference.
- Are not self-paced – that is, students have assignments due on specific dates.
- Involve the active participation of students with the instructor and other members of the class on a regular basis, throughout the term.

Internships

Kelley School students are encouraged to pursue internships; those interested should contact the Kelley Undergraduate Career Services Office (UCSO). During the term (summer, fall, or spring) of the internship, students should enroll in BUS-W 499 (no credit). If they also choose to enroll in BUS-X 498 (includes academic work, for credit), they should enroll in this course according to the guidelines on the UCSO website. Students apply for authorization to enroll in either of these courses through the UCSO website at <https://ucso.indiana.edu/cgi-bin/students/brochures/InternshipReportingbrochure.cfm>

Physical Education Courses

A maximum of 4 credit hours of physical education (SPH-1 xxx) courses may be used for supplemental credits and applied toward the 120 total credits required for graduation.

0-level Music Courses

A maximum of 4 credit hours of 0-level Music (MUS-? 0xx) courses may be used for supplemental credits and applied toward the 120 total credits required for graduation.

ROTC Courses

Indiana University grants academic credit for ROTC courses offered by the Departments of Aerospace Studies and Military Science. Credits earned for ROTC courses may be used for supplemental credits and applied toward the 120 total credits required for graduation.

Prerequisites for Business Courses

Students must have the prerequisites on their IU transcript or be currently enrolled in the prerequisites exactly as indicated in the notes of the online Schedule of

Classes for each course. A student who does not have documentation of completion of a course's prerequisite will be removed from the course at the beginning of the term.

Duplication of Credit

Before enrolling in any course, students are strongly advised to check with a Kelley academic advisor about potential problems with cross listing or course duplication.

Transfer of Integrative Core Credit

Students who expect to earn the Bachelor of Science in Business from the Bloomington campus must complete the courses in the business Integrative Core on the Bloomington campus.

Transfer Credit & Waivers

Transfers from Colleges and Universities outside the U.S.

The Kelley School does not award specific business course credit for courses transferred from colleges or universities outside the United States. All business courses taken outside the United States will be accepted for undistributed (elective) credit hours only. This policy can directly affect the amount of time required for international transfer students to complete Kelley School degree requirements. Therefore, students considering transfer, who have already completed a considerable number of business courses, are encouraged to carefully examine the advisability of transferring to the Kelley School to complete an undergraduate degree.

Transfers from Other Colleges and Universities inside the U.S.

Acceptance of credit from other U.S. institutions is determined by the Indiana University Office of Admissions. The applicability of credit toward degree requirements in the Kelley School is determined by the school.

- 100/200 level business courses that are accepted for transfer are usually accepted for specific course equivalency. Those that do not have equivalents at the Kelley School will be accepted as undistributed (elective) credit. These will appear on the IU transcript as BUS-UN courses.
- 300/400 level business courses must be taken on the IU Bloomington campus or in an approved study abroad program; transfer credit for these courses will be accepted as undistributed (elective) credit only. They will also appear on the transcript as BUS-UN credits.

Transfer of Credits from Other Indiana University Campuses

Students who wish to transfer to the Kelley School at Bloomington from another IU campus are required to meet the same Kelley admission requirements as students from other institutions. As is true for other transfer students, students transferring from another IU campus must complete an Inter-Campus Transfer Request and enroll through the University Division for their first semester on the Bloomington campus; they are eligible to apply for admission to business after they have completed at least one Bloomington term and all of their business admission courses; they must apply for Kelley School admission and be admitted during their first two terms on the IU Bloomington campus.

Students who expect to earn the B.S. degree in business from IU's Bloomington campus must complete I-Core on the Bloomington campus and also complete the last 30 credit hours of the degree program in Bloomington.

Transfer Credit Details

The total number of credits accepted for transfer from a four-year institution is limited to a maximum of 90 credit hours. The total number of credits accepted for transfer from a junior college or a community college is limited to a maximum of 60 credit hours. If credits are transferred from both two- and four-year schools, the combined number of credits accepted for transfer is 90.

Although they are often visible on the transcript and are considered for admission purposes, course grades from non-IU institutions are not included in the IU GPA; only credit hours earned in a course are recorded. Course grades from other IU campuses are, however, included in the GPA.

The official evaluation of credit is completed after a student is admitted to the university. However, many course equivalencies can be found on the IU Admissions Credit Transfer Services website at <http://cts.admissions.indiana.edu/index.cfm>. Students should check on transfer credit equivalencies prior to taking courses at other campuses.

Specific Course Waivers

Students, enrolled at Indiana University, who have taken business computer skills courses that appear to have covered the same material as that in BUS-K 201, may sit for a competency exam during the first week of fall or spring classes. Students who perform successfully on the test will receive a course waiver for BUS-K 201 but will not receive actual course credit. Students who feel they are eligible for the exam should contact ksbenrol@indiana.edu.

Credit by Self-Acquired Competency

The Kelley School does not award academic credit on the basis of self-acquired competency. Specifically, the Kelley School will not accept self-acquired competency credit, for any business coursework, even if it was awarded by any other division/school of Indiana University or by other institutions.

For non-business courses, the school will accept credit for specific courses awarded on the basis of self-acquired competency by other baccalaureate degree-granting units of Indiana University and by other institutions accredited by the North Central Association of Colleges or comparable regional associations. However, these credits are unlikely to count for IU General Education or minor courses. They may only be used for supplemental credits.

Kelley School Academic Honors

Founders Scholars & Honors Convocation

To be designated a Founders Scholar, an undergraduate degree-seeking student must have earned a cumulative grade point average of 3.8 or above by the end of the fall term immediately preceding the Honors Convocation.

All Founders Scholars receive a formal letter of commendation, which is signed by President Michael McRobbie and Provost and Executive Vice President Lauren Robel and sent to students' permanent address of record. The letter is accompanied by a formal invitation to

the convocation. For information: <http://www.indiana.edu/~ceremony/honors/index.shtml>.

Academic Distinction

Academic distinction for excellence in scholarship is awarded at Commencement to a limited number of students graduating in business with the Bachelor of Science degree. All students graduating with distinction must have completed at least 60 credits at Indiana University. 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. Students must complete their final semester with a grade point average sufficient to warrant the diploma and transcript notation of academic distinction.

- Highest Distinction: GPA of 3.900-4.000
- High Distinction: GPA of 3.800-3.899
- Distinction: GPA of 3.700-3.799

Beta Gamma Sigma Honor Society

Since 1923, top business students at Indiana have been invited to join the international honor society Beta Gamma Sigma. Undergraduate membership in Beta Gamma Sigma is restricted to the top 10% of the senior class and the top 10% of second semester juniors.

Delta Sigma Pi Scholarship Key

Since 1912, Delta Sigma Pi has annually awarded the Scholarship Key at each college or university where the Fraternity maintains an active chapter. The Scholarship Key is presented to the graduating student with the highest cumulative academic average toward a degree in business administration, regardless of whether the person is or is not a member of Delta Sigma Pi. In cases where two or more students exactly tie for the highest academic average, additional Scholarship Keys are awarded.

Dean William A. Rawles Memorial Key Award

Originating in 1939, the Rawles Key is awarded annually to a single senior student who is ranked in the top 1% of the senior class and who represents the highest achievement in both academic and extracurricular activities. Senior Scholastic Award recipients are invited to apply for this monetary award.

Senior Scholastic Awards

The Senior Scholastic Award recognizes the top 1% of graduating seniors.

Kelley ACE Program

The Kelley School of Business Advanced Curricular Experience (ACE) Program is a unique opportunity for select Kelley direct admit freshmen. It provides academic challenges, leadership development programs, professional growth, and a sense of social responsibility.

This goal of nurturing multi-dimensional students is accomplished through classroom experiences, mentoring relationships, and programmatic activities.

The program also provides a pathway to the Kelley Honors Program. At the end of the freshman year, students in the program will be offered admission to the Kelley Honors Program if they meet specified criteria.

Admission and Eligibility

Selected students are invited to apply via email in the winter. The ACE Program is designed specifically for a small group of high-performing Kelley Direct Admit freshmen students. To be considered for the program, you must be:

- A high school student finishing your senior year
- A Direct Admit to the Kelley School of Business and have been invited to apply to the ACE Program

Invited students submit an online application, which includes academic and extracurricular information as well as two short essays.

Kelley ACE Program Curriculum

Students in the ACE Program will:

- Be challenged academically through their freshmen course block of BUS-C106 Honors Business Presentations and BUS-K204 Honors Computers in Business
- Receive mentoring from Kelley Honors senior students as well as alumni
- Have the opportunity to develop their leadership and professional skills through workshops and luncheons with faculty and guest speakers
- Be invited to participate in business trips and community building events

Business Honors Program

The Kelley School of Business Honors Program is a highly selective academic experience that provides students with increased challenges and innovative learning experiences. The program facilitates students attaining their potential both inside and outside the classroom through special curricula, leadership opportunities, mentoring, increased networking opportunities, and the individual student/faculty interaction that is necessary to fully develop those students who possess the capacity and motivation to excel.

Admission and Eligibility

Students who are applying to or have been admitted to the Kelley School, who will have completed 30 credit hours of college coursework, and will have earned a minimum cumulative grade point average of 3.7 by the end of the freshman year, may apply for admission to the Business Honors Program. Students apply online at <http://www.kelley.iu.edu/ugrad/academics/honors.cfm>, between February 1 and April 1. They are admitted only for the fall semester of the sophomore year. Applicants are evaluated on the basis of their grade point average, participation in extracurricular activities as illustrated on their resumes, demonstrated leadership ability, faculty recommendation, group interview, and a brief writing sample.

To maintain eligibility and membership in the Business Honors Program, students must maintain a minimum cumulative grade point average of 3.5 throughout the program of study and/or earn semester grade point averages over 3.0. Additionally, members must comply with the IU Bloomington Code of Student Rights, Responsibilities, and Conduct and the Kelley Honor Code.

Honors Curriculum

Honors courses enable academically talented students to engage in a rigorous and challenging course of study

while enjoying the benefits of smaller classes and closer faculty involvement.

Once admitted, honors students are required to participate in a team-building orientation, complete at least nine credit hours of honors courses, and take the honors version of I-Core in the fall semester of the junior year. Honors I-Core includes an integrating exercise and includes a Friday project leadership class.

As seniors, honors students must complete a capstone. There are multiple options. Two options allow students to receive three credits: a supervised independent research project (BUS-X 496) or a senior-level leadership seminar (BUS-Z 494). Choices for independent research include a traditional research paper, a business plan, or an industry analysis. The research is supervised by a faculty member of the Kelley School. Topics taught in BUS-Z 494 are chosen each semester by faculty and might include leadership, globalization, negotiation, and professionalism. The third way to fulfill the capstone is to serve as a member of the Honors Leadership Team or serve as an ACE Leader. The HLT is a group of top honors seniors selected from an application process. They mentor younger students and help coordinate events for the Honors Program. Similarly, ACE Leaders provide mentorship and coordinate activities for the Kelley ACE Program. Students accepted into the 3/2 MBA in Accounting Program are exempt from the capstone requirement.

Business Honors students are also required to either complete an internship or participate in an overseas study program.

Upon graduation, students who have successfully completed the program will have "with Departmental Honors" noted on their diplomas and transcripts.

Academic Honors and Awards

- Business Honors Program
- Kelley School Academic Honors
- Kelley ACE Program

B.S. in Business Degrees

2012 B.S. in Business Degree

Students who matriculate to Indiana University Bloomington, in May 2012 or later, must follow the 2012 degree requirements. These include:

- IU General Education courses
- 18 Integrative Core prerequisite course (45 credits)
- Integrative Core and BUS-T 375
- BUS-J 375, BUS-L 375, and ECON-E 202
- Major courses
- Supplemental courses to reach 120 credits

Elective and Academic Success Courses

Business Course Electives

- **BUS-X 170**
 - This course will focus on three elements of importance. It will address real and contemporary business organizations/products/

issues; it is decision-oriented rather than just a descriptive course; and, the course will emphasize integration and how the various functions of business relate to one another.

- **BUS-X 100**
 - Business administration from the standpoint of the manager of a business firm operating in the contemporary economic, political, and social environment. No credit for juniors or seniors in the Kelley School.
- **BUS-G 100**
 - This course is designed to provide beginning students with an introductory but comprehensive survey of business practices, public policy, and economic information. The course focuses on sources of information, what that information means and how to interpret it, the accuracy and reliability of the data, and its use and abuse. This course will serve as an introduction to the and other major domestic and foreign information sources such as The Wall Street Journal. Emphasis is on trends, current events, and issue analysis.

Academic Success Courses

- **BUS-K 160**
 - Topic: Solving Business Problems with Computers (3 credits)
 - This course is designed to provide foundational introduction to modeling and solving business problems with computers. The course will emphasize basic file management skills, internet research, resource utilization, computer concepts, solid foundation in Microsoft Excel, and introductory Microsoft Office skills for Access, Word, and PowerPoint. This course is designed to be hands on and engaging focusing on personal use of technology skills to help increase their ability to function as an efficient business professional. Students will demonstrate these skills and be assessed through a series of projects and practical exams. This course will support Learning Goal 5: Quantitative Analysis and Modeling for the Undergraduate Program. The skills taught in this course are prerequisite skills for meeting this learning goal
- **EDUC-X 101**
 - Topic: Learning Strategies for MATH-M 118 (2 credits)
 - Instruction and guided practice in techniques for learning from printed materials. Emphasis is on gaining information from text and practical retrieval and discussion of concepts. Much of the work is done on an individual basis.
- **EDUC-X 150**
 - Topic: Becoming The Best Student (2 credits)
 - An academic booster shot for students who need to quickly and drastically ramp-up their performance and increase their academic success in all their classes.
- **EDUC-X 152**

- Topic: The Right Start (2 credits)
- The Right Start is a patient and personalized introduction to college course academics and a guide to the vast resources of IU. It's all the stuff students want to know about and do, inside and outside of the classroom, except with this class they get credit for it.
- **EDUC-X 152**
 - Topic: Learning Strategies For Accounting (BUS-A 100) (1 credit)
 - Students must be co-enrolled in a section of Accounting, BUS-A 100.
- **EDUC-X 156**
 - Topic: College and Life Long Learning (1-2 credits)
 - Students attend 11 public workshops on a wide range of reading, study, and learning skills topics offered by the Student Academic Center and meet for 13 individual conferences with instructors or peer mentors to discuss concepts and application. Emphasis is on developing positive (and eliminating negative) behaviors.

I-Core Prerequisites

The **2012 Kelley Degree** includes eighteen I-Core prerequisite courses (45 credit hours). Many of these courses have honors versions (H) or higher level courses that can be used to satisfy the requirement. See the course descriptions for details about the credit hours, prerequisites, and the number of weeks per course.

I-Core Prerequisites

Taken in First Year

- Basic Accounting: BUS-A 100
- Business Presentations: BUS-C 104 or BUS-C 106 (H)
- Kelley Compass I - The Individual: BUS-T 175
- The Computer in Business: BUS-K 201 or BUS-K 204 (H)
- English Composition: ENG-W 131, ENG-W 170, CMLT-C 110, or waiver based on standardized test score
- Finite Math: MATH-M 118 or MATH-S 118 (H)
- Calculus: MATH-M 119 or MATH-M 211
- English Language Improvement courses (if required): SLST-T 101

Taken in First or Second Year

- Financial Accounting: BUS-A 201 or BUS-A 205 (H)
- Managerial Accounting: BUS-A 202 or BUS-A 207 (H)
- Microeconomics: ECON-E 201 or ECON-S 201 (H)
- Technology: BUS-X 201 or BUS-X 202 (H)

Taken in Second Year

- Global Foundations Core
 - Business, Government, & Society: BUS-G 202
 - Global Business Environments: BUS-D 270
 - *Global Business Analysis **OR** Immersion: BUS-X 271 **OR** BUS-X 272
- The Legal Environment of Business: BUS-L 201 or BUS-L 293 (H)

- Business Communication: BUS-C 204 or BUS-C 205 (H)
- Kelley Compass II - The Team: BUS-T 275
- Statistics: ECON-E 370 or STAT-S 301 or MATH-K 310 or STAT-K 310

**Students may substitute any course from a department in the business school that ends in 271 or 272 for these courses (e.g., F271, A271, G272, L272)*

Other Options Before I-Core

- IUB General Education courses
- Macroeconomics: ECON-E 202 or ECON-S 202 (H) - required before studying abroad with a Kelley program
- Some business major courses; most majors have at least one course that may be taken prior to I-Core

Course and Degree Requirements

- IUB General Education Curriculum
- The Integrative Core
- B.S. in Business Degree Options
- I-Core Prerequisites
- Other Courses and Credits Required for Graduation
- Elective and Academic Resource Courses

The Integrative Core

The Integrative Core (I-Core), a semester-long experience of four classes, is designed to pull together all of the concepts in the I-Core prerequisites and instill a higher level of learning that bridges the classroom and the real-world. The professors coordinate their course materials so that students are able to see the connections between various areas of business and use their understanding of those interrelationships to make business decisions. The final I-Core case, a Kelley "rite of passage" is an extensive - and intense - team project in which students demonstrate all they have learned. Students are required to pass each I-Core course with a grade of C or better.

Standard I-Core

- Student take standard I-Core concurrently with Compass III - The Business Professional
- Students may be in several teams throughout the semester
- They are placed in their final, "case team" at the end of the semester and spend most of the last two weeks preparing the case
- Standard I-Core is offered in the Fall, Spring, or Summer (12-wk summer session)
- Students must apply, online for standard I-Core at <http://kelley.iu.edu/Ugrad/Academics/Requirements/page39725.html>
 - Applications for Fall or Summer I-Core are accepted February 1 - March 15
 - Applications for Spring I-Core are accepted September 1 - October 15
- After completing the application and receiving approval, students register using BUS-BE 375

Honors I-Core

- Students belong to one team throughout the semester and present their final case (business plan) at the end of the term
- Honors I-Core is available only for students in the Business Honors Program
- Honors I-Core is offered only in the Fall semester
- Students should see Business Honors academic advisor for permission to enroll in Honors I-Core, using BUS-BE 304

I-Core Prerequisites

See the I-Core prerequisites section for a list of the eighteen courses that need to be completed (all with minimum grades of C) prior to I-Core.

IUB General Education Curriculum

All Kelley School undergraduate students who have matriculated to IU Bloomington, in May 2011 or later, follow the IUB General Education Curriculum outlined at <http://gened.iub.edu/>. These requirements are incorporated in the 2012 degree.

Other Required Courses and Credits

Junior/Senior Courses

- **Macroeconomics: ECON-E 202/S202 (P: E201; 3 cr.)** E202 is a required course that may be taken at any time but must be taken prior to graduation and prior to studying abroad with a Kelley program.
- **Ethics & the 21st Century Business Leader: BUS-L 375/L376 (P or C: I-Core; 2 cr.)** L375 (L376 Honors) may be taken concurrently with I-Core or after I-Core; it must be completed prior to graduation.
- **Students who take Standard I-Core, also take Strategic Management: BUS-J 375 (P: I-Core; 3 cr.)** J375 must be taken after I-Core and prior to graduation.
- **Students who take Honors I-Core, also take Managing and Behavior in Organizations: Honors: BUS-Z 304 (P: Junior Standing; 3 cr.)** Z304 is required for Business Honors students and must be taken prior to graduation. Students may not receive credit for both Z304 and Z370.

Major Courses

All Kelley students must complete one of twelve business majors, consisting of 15-31 credits (see departmental sections on major requirements). Some students also choose to pursue a co-major in addition to their primary major or to add a second primary major to their course of study. Students should consult with their Kelley academic advisors and career coaches to determine whether/how a second or third major would match their interests or add value to their professional portfolios.

Non-Business Minor Courses

Kelley students are encouraged to pursue minors outside of the business school to further explore their interests and round out their college experiences. Kelley academic advisors and career coaches can help students evaluate how outside minors might enhance their professional portfolios.

Supplemental Credits to Reach 120 Graduation Credits

All Kelley students must complete at least 120 credits, with an overall GPA of 2.0, in order to be eligible for graduation. Students should confer with their Kelley academic advisors to determine if, after completing all other degree requirements, they need to take additional courses to satisfy this requirement.

Department of Accounting

Undergraduate Accounting Major

The Bachelor of Science (B.S.) in Business accounting curriculum prepares students for careers in auditing, corporate accounting, consulting, government and not-for-profit organizations, and taxation. It equips the prospective business executive with tools for intelligent analysis, planning, control, and decision-making. Graduates of this program are among the leaders of the profession and the worldwide business community. The accounting curriculum also provides an excellent foundation for the student who wants to pursue graduate work in business, public administration, or law. Because this curriculum is highly structured—most of the courses must be taken in a certain order—interested students should select this major as soon as possible in order to graduate within four years.

Internships in business or government are available on a selective basis during the fall, spring, and summer terms. Fall is an ideal time to apply for an accounting internship, as the majority of public accounting internships are spring semester positions. The Undergraduate Career Services Office can provide further information about internships.

Accounting graduates who meet the requirements of the State Board of Public Accountancy of Indiana are eligible to sit for the Uniform CPA Examination in Indiana. Those who wish to engage in public accounting practice in Indiana as certified public accountants should familiarize themselves with the rules and regulations issued by the Indiana State Board of Public Accountancy, 912 State Office Building, Indianapolis, IN 46204. Most states, including Indiana, now require accounting professionals who wish to be licensed as certified public accountants to complete 150 credit hours of education. The Kelley School Graduate Accounting Programs offer two graduate programs for individuals who wish to fulfill the education requirements necessary to sit for the CPA examination while preparing for a lucrative career in the accounting profession. Students planning to practice outside Indiana should consult the CPA licensing board in their intended state of residence. More information can be found at www.cpa-exam.org or www.nasba.org.

Accounting Major Requirements (31 credits)

- BUS-A 311
- BUS-A 312
- BUS-A 325
- BUS-A 329
- BUS-C 301
- BUS-A 337
- BUS-A 424
- 3 credits of electives from:
 - BUS-A 422
 - BUS-A 437
 - BUS-A 440

- 9 credits of supporting major coursework from a business discipline other than accounting

Graduate Accounting Programs

A graduate degree in accounting enables a student to differentiate him or herself in the marketplace, get more in-depth coursework in accounting or finance, gain “experience” in real-world situations, and be qualified and better prepared for the CPA examination. A post-graduation 6-week CPA review course is available exclusively to Kelley’s graduate accounting students. For more information, contact the Graduate Accounting Programs office in Suite 2000, on the bridge connecting the two business buildings, visit the website at <http://kelley.iu.edu/gap>, or e-mail acctgrad@indiana.edu.

3/2 MBA

The Master of Business Administration in Accounting (MBA/A) is referred to as the “3/2 MBA program” and is designed for Kelley School students majoring in accounting or finance. Students spend three years in undergraduate study at Kelley, apply for admission in the fall of the junior year, and then complete two years in graduate study. Students work in student teams; coursework is delivered in a workshop format by top-ranked faculty members. The hallmark of the market-driven curriculum is the “experiential learning” component which might include an assignment abroad as well as a capstone business simulation, a field consulting project, learning laboratories, and case studies. After completing the 1st year business core, 2nd year students take coursework consistent with their career goals in accounting or finance. Graduates take positions in financial services, investment banking, and public accounting (audit, tax). Rather than graduating with a bachelor’s degree, starting a career, and then having to interrupt it later to come back to school for two years, students stay one additional year at Kelley and earn both a B.S. and an M.B.A degree as well as satisfying the 150-hour requirement to sit for the CPA exam, if they choose. Admission to the program is competitive. Students interested in the program should meet with an undergraduate business advisor to plan a course of study that includes the necessary prerequisite coursework and stay “MBA ready.” With careful planning, qualified students are ready to apply for admission in the fall term of the junior year.

MSA

The Master of Science in Accounting (MSA) is a one-year graduate accounting degree program open to qualified individuals who have completed a bachelor’s degree in business from Indiana University or another accredited college or university. Work experience is not required. MSA students develop valuable advanced skills in a technical accounting curriculum while gaining “real-world” experience in a team-based, corporate-sponsored consulting project. Students take coursework in audit, taxation, or a blend of the two.

Department of Business Economics and Public Policy

Business economics is playing an increasingly important role in managerial decision making in the United States and in international settings. Consequently, job

opportunities have expanded. Firms are particularly interested in the application of economic thinking, including game theory and predictive data analysis to business strategy. At the same time enterprises have also become increasingly influenced by governmental rules, regulations, and policies. Specifically regulated industries, have a need for individuals qualified to deal with the economic and administrative problems that they encounter as they face increased competition and government scrutiny. The undergraduate majors in business economics and public policy provide students with training in the application of micro- and macroeconomics to problems of strategic business decision making, the effect of governmental policies on the business environment, and data analysis.

The department offers two majors and two co-majors: Economic Consulting, Public Policy Analysis, Sustainable Business (co-major), and Business Analytics (co-major).

Economic Consulting Major

Business economics is playing an increasingly important role in managerial decision making in the United States and abroad as firm strategy is becoming more analytical. The undergraduate major in Economic Consulting provides students with training in the application of micro- and macroeconomics to problems of business decision making and in forecasting techniques. The major focuses on critical thinking, business strategies, and problems solving.

Many corporations have outsourced their economic analysis divisions and contract instead with external consulting firms. The realm of consulting comprises strategic, management, economic, litigation, human resource, IP, and IT consulting, to name a few specializations. Some consulting firms are very large and cover different fields of consulting; others are smaller and more specialized. Economic consulting majors have been hired by consulting firms such as McKinsey, Boston Consulting Group, Bain, Huron, Accenture, Navigant, and Protiviti. Business economists are also actively hired by the financial service industry, investment banks, commercial banks, and hedge funds. Examples of recent hires include Goldman Sachs, Barclays, Bank for America, BMO Financial, and Lincoln International. Other major firms who have hired majors include Deloitte, EY, KPMG, PwC, as well as Microsoft, Google, Amazon, Target, Johnson & Johnson, Texas Instruments, and 3M.

Economic Consulting Major Requirements (21 credits):

- BUS-G 303
- BUS-G 304
- BUS-G 345
- BUS-G 350
- BUS-G 400
- BUS-G 456
- BUS-G 492

Public Policy Analysis Major

The major in Public Policy Analysis provides students with training in the application of micro- and macroeconomics to the analysis of the effect of governmental policies, international capital markets and terms of trade on the business environment.

As job opportunities have expanded, firms have become particularly interested in the fields of policy analysis, applied economics, and forecasting. As a result, most public policy analysts are involved in a variety of tasks rather than in narrow or highly specialized work. Thus a broad (rather than specialized) education in public policy analysis and business administration is advantageous. Analysts may be employed by companies in the fields of banking, manufacturing, transportation, utilities, insurance, real estate, finance, mining, and retailing. In addition, many trade associations, consulting firms, and governmental agencies employ public policy analysts. Furthermore, public policy analysts often are asked to provide advisory services to top management for use in integrating governmental regulations into corporate strategy.

Public Policy Analysis Major Requirements (18 credits):

- BUS-G 303
- BUS-G 304
- BUS-G 345
- BUS-G 350
- BUS-G 406
- BUS-G 494

Sustainable Business Co-Major:

Firms are increasingly facing added pressures to employ more sustainable business practices. Thus, employers are placing added weight on recruiting employees that have perspective on integrating sustainability into corporate strategy. The Sustainable Business co-major takes an interdisciplinary approach, drawing on faculty and courses from several Kelley departments, as successful sustainable business strategy is implemented across all the functional areas of business. In this regard, the Sustainable Business co-major is designed for students who wish to complement a functional area of business with a strong background in sustainable business strategy and implementation.

Required Introduction Course (3 credits):

- BUS-G 316

Elective (9 credits):

- BUS-P 316
- BUS-W 316
- BUS-L 302
- BUS-G 406

Required Capstone (3 credits):

- BUS-G 456

Business Analytics Co-Major:

As data and analytical software continue to proliferate and improve, businesses are increasingly relying on business analytics to gain a competitive advantage or to just keep up with the competition. The business analytics co-major is designed to provide Kelley students the opportunity to complement their primary major with advanced business analytics skills, allowing them to better integrate data insights into their analyses and decision-making. The

Business Analytics Co-Major can be paired with any other Kelley School of Business undergraduate major.

Required Courses (12 credits):

- BUS-G 350
- BUS-K 327
- BUS-K 353
- BUS-G 492

Elective Courses (choose 3 credits):

- BUS-F 335
- BUS-F 408
- BUSF-420
- BUS-F 421
- BUS-M 346
- BUS-M 455
- BUS-A 437
- BUS-G 303
- BUS-P 481

Department of Business Law and Ethics

The course offerings of the Department of Business Law and Ethics acquaint students with the two of the most important external factors affecting business decisions: law and ethics. These courses provide an understanding of the nature, functions, and practical operation of the legal system. They also provide considerable information about the most important substantive legal rules facilitating and restricting business conduct. Finally, they help develop critical thinking and ethical reasoning skills and an appreciation of the social, ethical, and economic forces that affect business.

The Department of Business Law and Ethics offers one co-major. Students who matriculated to IUB in Fall 2014 or later should consider the Law, Ethics, & Decision-Making Co-Major.

Law, Ethics, & Decision-Making Co-Major

Law, Ethics, & Decision-Making Co-Major Requirements

- Required Coursework (4.5 credits)
 - BUS-L 304
 - BUS-L 305
 - BUS-L 360
- Required Capstone (1.5 credits)
 - BSU-L 413
- Elective Credits (6 credits)
 - Global Elective Credits (3-6 credits)
 - BUS-L 302
 - BUS-L 314
 - BUS-L 356
 - BUS-L 355/BUS-L 455 (with Global Designation)
 - Additional Elective Credits (0-3 credits)
 - BUS-L 307
 - BUS-L 311
 - BUS-L 315
 - BUS-L 350
 - BUS-L 355/BUS-L 455 (non-global)
 - BUS-L 406

- BUS-L 408
- BUS-M 426

Department of Finance

The Finance department offers two majors: Finance and Real Estate. Students in both majors are required to complete the "Finance Core," which consists of two courses: F303 Intermediate Investments and F305 Intermediate Corporate Finance. The Finance Core provides a rigorous treatment of the core concepts of finance and develops spreadsheet skills in financial modeling. This core also provides a solid depth of knowledge and serves as a foundation for all of the 400-level finance electives. A minimum grade of C- is required in each of these courses to be able to take 400-level electives. In addition, both majors include credit hours in accounting which lay a critical foundation that employers demand. An overall GPA of 2.0 is required for all courses counting toward the major.

Finance Major

The Finance major prepares students for careers in finance, including positions in five subfields: (1) corporate finance positions, such as financial analyst or treasurer (F307, F402, F408), (2) investment positions, such as broker, security analyst, portfolio manager, or trader (F335, F419, F420, F421), (3) banking positions, such as credit analyst, loan officer, or branch manager (F446, G345), (4) international finance positions, such as working in finance outside the U.S. or working in finance in the U.S. arm of a multinational corporation (F494), (5) entrepreneurial finance positions, such as venture capitalist or small business finance (F317). Nearly all of these courses further develop spreadsheet skills in financial modeling. Detailed one-page course descriptions are available at www.kelley.iu.edu/finance.

Finance Major Requirements (24 credits):

- BUS-F 303
- BUS-F 305
- BUS-A 310
- BUS-A 324
- Accounting Elective: (Choose one)
 - BUS-A 327
 - BUS-A 329
 - BUS-A 422
- Finance Elective (12 credits; at least 6 credits must be at the 400 level)
 - BUS-F 307
 - BUS-F 317
 - BUS-F 335
 - BUS-F 402
 - BUS-F 408
 - BUS-F 419
 - BUS-F 420
 - BUS-F 421
 - BUS-F 446
 - BUS-F 494
 - BUS-G 345

Permitted Substitutions:

- BUS-A 311 and BUS-A 312 (combined) may substitute for BUS-A 310 and 3.0 credit hours of a 400-level finance elective. Credit is given for only one of BUS-A 310 or (BUS-A 311 and/or BUS-A 312).
- BUS-A 325 may substitute for BUS-A 324 and (BUS-A 327, BUS-A 329, or BUS-A 422)
- ECON-E 305 may substitute for BUS-G 345.

Real Estate Major

The Real Estate major prepares students for careers in corporate real estate, investment analysis, appraising, financing, mortgage banking, property management, and residential and commercial properties marketing. The curriculum emphasizes analytic techniques applicable to real estate (R305), appraisal methods (R440), and the decision-making process for acquiring, financing, and managing income-producing properties (R443). Real estate represents a substantial portion of the nation's wealth and is an important component of the investment portfolios of many individual investors and financial institutions.

Real Estate Major Requirements (24 credits):

- BUS-F 303
- BUS-F 305
- BUS-L 408
- BUS-R 305
- BUS-R 440
- BUS-R 443
- Required Accounting and Elective Courses (6 credits from Option 1 or Option 2)
 - Option 1
 - BUS-A 310
 - Elective (3 credits)
 - BUS-A 329
 - BUS-F 307
 - BUS-F 317
 - BUS-F 335
 - BUS-F 402
 - BUS-F 408
 - BUS-F 419
 - BUS-F 420
 - BUS-F 421
 - BUS-F 446
 - BUS-F 494
 - BUS-L 409
 - BUS-G 345
 - Option 2
 - BUS-A 311
 - BUS-A 312

Department of Management and Entrepreneurship

The Department of Management and Entrepreneurship encompasses the areas of management and organizations, human resource management, organizational behavior, strategic management, entrepreneurship, corporate innovation, and international business. The department offers majors in

Entrepreneurship and Corporate Innovation, International Business, and Management.

The Management Major provides students with a broad-based background that is particularly helpful as a second major for students already majoring in a specific functional or technical area (e.g., accounting, finance, operations, etc.). The Entrepreneurship and Corporate Innovation Major is aimed at two types of students: those who wish to start their own firms (i.e., Entrepreneurship) and those who wish to work in innovation areas at existing firms (e.g., a new start-up at a large firm). Finally, the International Business Co-major is available for students who wish to be involved in global management, either working abroad in global firms or working for US firms in areas that support their international operations.

Entrepreneurship and Corporate Innovation Major

The image of business in the United States is often one of mammoth national and multinational corporations. Too often the role of the entrepreneur in the corporate setting 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 within larger organizations.

The Kelley School of Business, recognizing the contributions of entrepreneurs and the interest shown by students, offers an entrepreneurship and corporation innovation major. This major focuses on the special skills and knowledge needed by entrepreneurs, managers of small and medium-sized firms, and innovators within corporate contexts.

Entrepreneurship and Corporate Innovation Major Requirements (18 credits):

- BUS-BE 232 (BUS-W 232 and BUS-W 233)
- BUS-W 313
- BUS-W 406
- BUS-W 420
- BUS-F 317
- Elective (3 credits)
 - BUS-W 212 (if W212 is taken before I-Core)
 - BUS-W 409
 - BUS-BE 411 (BUS-J 411 and BUS-J 420)
 - BUS-Z 340
 - BUS-Z 404
 - BUS-Z 447
 - BUS-A 310
 - BUS-F 307
 - BUS-F 402
 - BUS-M 303
 - BUS-M 360
 - BUS-L 311
 - BUS-G 303

International Business Co-Major

U.S. firms have progressed far beyond the comparatively simple stage of import-export operations in response to new and dynamic patterns of international business. Many companies are becoming multinational, with production units in numerous foreign countries. Many foreign entities also operate in the United States. For these reasons, private enterprise in the U.S. has become more intimately

concerned not only with international business but also with the underlying economic, political, and social trends of foreign nations. The multidisciplinary international business co-major focuses on these developments. As a co-major, International Business must be declared in conjunction with another Kelley business major.

International Business Co-Major Requirements (15 credits):

- BUS-D 311
- BUS-D 312
- Required Cross-Cultural Awareness (Choose one)
 - Demonstrate foreign language proficiency at 4th semester college level (or higher)
 - NOTE: If an international student for whom English is not the first language demonstrate English proficiency by completing all required SLST courses and completing ENG-W 131 and BUS- C 204 with C grades.
 - Complete an approved semester or summer study abroad program of at least six credits
 - Complete a total of six credit in two or more approved short-term international study programs
- Electives (9 credits)
 - Foreign Language Course Credit (4th semester or higher)*
 - Approved BUS course(s) in Kelley Study Abroad Program
 - BUS-D 365
 - BUS-D 411
 - BUS-D 490
 - BUS-D 496
 - BUS-F 494
 - BUS-G 256
 - BUS-G 309
 - BUS-G 494
 - BUS-L 314
 - BUS-M 360
 - BUS-M 401
 - BUS-P 256
 - BUS-X 255
 - BUS-C 330
 - BUS-D 480
 - BUS-D 488

*Non-business internationally focused course may double count for IUB General Education World Language (WLC) requirement. May also double count to satisfy cross-cultural awareness requirement.

Management Major

Society recognizes the importance of developing management skills and understanding the complex nature of the organizations under which managers operate, including business firms, government agencies, hospitals, universities and nonprofit organizations. Some courses offered in this major are concerned with broad aspects of management such as the development of strategic plans and the organization designs and human resources needed to support them. Other courses in this major

focus on learning leadership skills needed to motivate individuals and guide teams in support of organizational goals. The Management Major is especially useful as a second major to students who have a first major in a technical or functional area (e.g., accounting, business economics, finance, etc.) and hope to eventually become managers in their fields, in which case they will need the management skills necessary to lead teams and motivate their subordinates.

Management Major Requirements (18 credits):

- BUS-Z 340
- BUS-W 430
- BUS-Z 447
- BUS-BE 411 (BUS-J 411 and BUS-J 420)
- Electives (6 credits from Group A and Group B)
 - Group A (3-6 credits)
 - BUS-D 311
 - BUS-D 312
 - BUS-W 212
 - BUS-BE 232 (BUS-W 232 and BUS-W 233)
 - BUS-Z 355
 - BUS-Z 404;
 - Group B (0-3 credits)
 - BUS-L 312
 - BUS-L 406
 - BUS-F 402
 - BUS-M 303
 - BUS-P 320
 - BUS-G 303
 - BUS-A 325

Consulting Workshop

Required courses: BUS-J 420, BUS-X 403 and BUS-X 404.

Department of Marketing

Marketing Major

The study of marketing concerns itself with all activities related to the marketing and distribution of goods and services, from producers to consumers. Areas of study include consumer behavior, the development of new products, pricing policies, institutions and channels of distribution (including retailing, the Internet, and wholesaling), advertising and social media, professional selling, sales promotion, marketing research, and the management of marketing to provide for profitable and expanding businesses.

The marketing curriculum provides comprehensive training for students so they can approach problems with a clear understanding both of marketing and of the interrelationships between marketing and other functions of the firm. Marketing majors include students planning careers in marketing management, professional sales, corporate retailing, marketing research, brand management, and advertising. Students may pursue within the curriculum a modest degree of specialization in the area of their vocational interest.

Marketing Major Requirements (21 credits):

- BUS-M 303
- BUS-M 344
- BUS-M 346
- BUS-M 450
- Elective (9 credits)
 - BUS-M 255 (if taken prior to I-Core)
 - BUS-M 330
 - BUS-M 360
 - BUS-M 401
 - BUS-M 402
 - BUS-M 405
 - BUS-M 407
 - BUS-M 415
 - BUS-M 419
 - BUS-M 426
 - BUS-M 429
 - BUS-M 431
 - BUS-M 432
 - BUS-M 455 (Pricing)
 - BUS-M 455 (Retail Analytics)
 - BUS-M 455 (New Product Development)

Professional Sales Major

Few would be surprised to learn that “sales” is the most common career entry point for marketing graduates. What might be more surprising are the findings of a 2010 Georgetown University study: Sales was a top-ranked career for a number of other disciplines outside of marketing. Sales ranked second for students majoring in general business, economics, international business, and management. Sales ranked third for students majoring in finance, operations management, HR and management information systems. Across campus, sales was ranked second/third for students in the social, natural and physical sciences, liberal arts, and communications. According to DePaul’s bi-annual Universities and Colleges Sales Education Landscape Survey, sales curricula grew from 44 U.S. programs in 2007, to 67 in 2009, to 101 programs in 2011. Clearly the demand for sales-ready graduates is large and growing. Given the un- and underemployment rate of many college graduates, universities have an imperative to equip students for promising areas of post-graduation employment.

Professional Sales Major Requirements (21 credits):

- BUS-M 303
- BUS-M 344
- BUS-M 346
- BUS-M 330
- BUS-M 426
- BUS-M 450
- Elective (3 credits)
 - BUS-M 360
 - BUS-M 407
 - BUS-M 455 (Advanced Professional Sales Practicum)
 - BUS-Z 404

Digital and Social Media Business Applications Co-Major

What is digital and social media? Digital media are any [media](#) that are encoded in a [machine-readable](#) format. This includes [digital imagery](#), [digital video](#), [video games](#), web pages/websites, [social media](#), data and databases, [digital audio](#), and [e-books](#) (Wiki). Social media are [computer-mediated](#) tools that allow people or companies to create, share, or exchange information, career interests, ideas, and pictures/videos in [virtual communities](#) and [networks](#) (Wiki).

Digital and Social Media Business Applications Co-Major Requirements (12 credits):

- BUS-M 432 (May not double count with Marketing Major)
- BUS-M 455 Topic: CRM and Digital Analytics (May not double count with Marketing Major)
- BUS-S 326
- Elective (3 credits)
 - BUS-M 429
 - BUS-L 356
 - New Electives as updated by Departments

Department of Operations and Decision Technologies

Information Systems Major

The Information Systems (IS) major is designed to address information technology and business process issues for operating and managing complex and distributed global businesses. Global business environments are characterized by unprecedented competitive pressures that demand innovative and speedy solutions. A key component of managing these fast-changing environments is the information systems that enable, integrate, and optimize business processes across the enterprise. The IS major blends information management systems, decision sciences, and process management concepts and is ideal for working in such global environments. Many IS graduates begin their careers as business analysts or consultants, where they can apply their information technology skills to solve business problems in functional areas such as accounting, finance, marketing and supply chain management. Demand for IS graduates is expected to remain high for the foreseeable future, with average starting salaries likely to continue as the highest among all majors available in the Kelley School. The IS major is ideal for students with an interest in information technology and systems, a high level of analytical ability, and a desire to work on challenging problems in a business environment.

Information Systems Major Requirements (24 credits):

- BUS-S 302
- BUS-S 305
- BUS-S 307
- BUS-S 310
- BUS-S 308 or BUS-S 428
- Nine credits of electives
 - ODT recommends, but does not require, that students choose 9 elective credits from within one of the following tracks:
 - [Track 1](#): Information Management

- BUS-K 353
- BUS-P 481
- BUS-S 326
- BUS-S 400
- BUS-S 433
- [Track 2](#): Application Development-Choose 3 courses
 - BUS-K 315
 - BUS-K 360
 - BUS-S 428 (if not used a required course)
 - 300 or 400 level advanced programming course from School of Informatics and Computing
- [Track 3](#): Process Management-Choose 3 courses
 - BUS-K 315
 - BUS-P 481
 - BUS-P 429
 - BUS-S 400

Technology Management Co-Major

The evolution of organizations into digital enterprises has created a strong demand for employees who understand and can integrate business practices, functional discipline knowledge, and information technology concepts. The intent of the Technology Management (TM) co-major is to provide Kelley School students the opportunity to complement their primary major with information technology and process management related coursework. Given the pervasiveness of information technologies in organizations, this combination of knowledge is very attractive to many potential employers, especially consulting firms. The TM co-major is flexible in course requirements and can thus be easily combined with a primary business major to create a very attractive double major. Students pursuing this co-major are required to take four courses. As a co-major, TM must be declared in conjunction with another Kelley business major.

Technology Management Co-Major Requirements (12 credits):

- BUS-S 302
- BUS-S 307
- BUS-S 310 or BUS-K 315
- Three elective credit hours:
 - BUS-S 305
 - BUS-S 308
 - BUS-S 310
 - BUS-S 326
 - BUS-S 400
 - BUS-S 428
 - BUS-S 433
 - BUS-K 315
 - BUS-K 317
 - BUS-K 353
 - BUS-K360
 - BUS-P 481
 - BUS-P 429

Supply Chain Management Major

Globalization has changed the nature of the locations in which companies sell their products—and those in which they source (make and buy) their components for various products. All of this has focused management on the need to have supply lines coming from the best sources of raw materials all the way through to the customer, no matter where they are in the world. Corporations around the world are using supply chains to effectively innovate in the global marketplace and gain core competencies. These global economic environments have thrust the area of Supply Chain Management (SCM) to the forefront of business prominence and practice where companies are focusing on developing efficient and effective Supply Chains in order to obtain a competitive advantage. By coordinating both product and information flow, supply chain management has become a hot area and offers exciting new careers in areas such as strategic sourcing, distribution and logistics, and business analysis, both in corporations and consulting firms. The Supply Chain Management major is a blend of Operations Management with advanced SCM concepts and analytical modeling and focuses on developing and managing efficient and effective supply chains.

Supply Chain Major Requirements (21 credits):

- BUS-P 320
- BUS-P 421
- BUS-P 429
- BUS-P 431
- BUS-P 481
- Six elective credit hours from:
 - BUS-A 325
 - BUS-F 305
 - BUS-F 307
 - BUS-K 315
 - BUS-K 327
 - BUS-K 353
 - BUS-M 303
 - BUS-M 346
 - BUS-P 316
 - BUS-P 356
 - BUS-S 305
 - BUS-S 307
 - BUS-S 326
 - BUS-S 400 (or BUS-A 337)
 - BUS-Z 404

Operations Management Major

The Operations Management major allows students to tailor their interests in either line or staff positions in concert with any firm or industry including manufacturing, consulting, distribution and financial operations. The Operations Management major offers career opportunities in consulting or in corporate positions in specialties such as strategic planning, merchandising, materials management, financial management, and audit and quality assurance. It is a perfect complement as a second major to functional areas such as finance, accounting, and marketing.

Operations Major Requirements (15 credits):

- BUS-P 320

- BUS-P 421
- BUS-P 429
- Six elective credit hours from:
 - BUS-A 310 or BUS-A 311
 - BUS-A 325
 - BUS-F 305
 - BUS-F 307
 - BUS-K 315
 - BUS-K 317
 - BUS-K 327
 - BUS-K 353
 - BUS-M 303
 - BUS-M 346
 - BUS-P 316
 - BUS-P 356
 - BUS-S 305
 - BUS-S 307
 - BUS-S 326
 - BUS-S 400 (or BUS-A 337)
 - BUS-Z 404

Majors by Department

- Department of Accounting
- Department of Business Economics and Public Policy
- Department of Business Law and Ethics
- Department of Finance
- Department of Management and Entrepreneurship
- Department of Marketing
- Department of Operations and Decision Technologies

Bachelor of Science in Music and an Outside Field in Entrepreneurship

The Bachelor of Science in Music with an Outside Field in Entrepreneurship focuses on two major themes: (1) innovative career development in music and the arts, and (2) an infusion of entrepreneurial thinking for the purpose of generating greater cultural leadership among music students. A total of 27 credit hours must be completed for the “Outside Field in Entrepreneurship”.

- C or higher required in BUS-K 201
- Overall GPA of 2.0 in all courses required for the Outside Field in Entrepreneurship
- All 300 and 400 level course work must be completed on the IU-Bloomington campus, with the exception of BUS-Z 302.
- With the exception of Z302, all 300 and 400 level course work must be completed on the IU-Bloomington campus. **No courses** may be taken in a self-paced, independent study format. One course for the business minor can be taken on an IU-approved study abroad program, where available.
- Course Requirements:
 - BUS-A 200
 - BUS-K 201
 - BUS-L 311 (preferred) OR BUS-L 201
 - BUS-F 300 OR BUS-P 300
 - BUS-M 300
 - BUS-J 306 OR BUS-Z 302
 - BUS-G 300 OR ECON-E 201

- BUS-W 212
- BUS-W 300

Johnson Center for Entrepreneurship & Cultural Leadership (JCECL)

The talented students emerging from the world renowned Jacobs School of Music certainly have opportunities in major orchestras or other national outlets; however, the School has expressed the need to educate music students on entrepreneurial principles as so many will be using their special talents “on their own,” creating two avenues to pursue: further development in the arts for the state; and business development in the music fields that receive little focus.

The Johnson Center for Entrepreneurship & Cultural Leadership is being developed for the near future. This program will offer students in the musical arts an opportunity to learn some of the business and entrepreneurial principles necessary to enhance their careers.

Minor in Business

The 21-credit Minor in Business is intended for non-business majors who have personal or career goals that will be reinforced by business coursework.

Requirements for the Minor in Business are:

- Complete 26 or more credit hours of college work that counts toward graduation and be admitted to an appropriate degree-granting school at IU Bloomington.
- Successfully complete the following courses
 - BUS-A 200 or BUS-A 201 or BUS-A 202 (3 cr.)
 - BUS-K 201 (3 cr.)¹
 - BUS-L 201 (3 cr.)
- Successfully complete four of the following elective courses:
 - BUS-F 300 (3 cr.)
 - BUS-G 300 (3 cr.)
 - BUS-M 300 (3 cr.)
 - BUS-P 300 (3 cr.)
 - BUS-Z 302 or BUS-J 306 (3 cr.)

NOTE: ECON-E 201 is recommended to round out the student's minor in Business but not required.

With the exception of Z302, all 300 and 400 level course work must be completed on the IU-Bloomington campus. **No courses** may be taken in a self-paced, independent study format. One course for the business minor can be taken on an IU-approved study abroad program, where available.

¹ CSCI majors may substitute CSCI-C 211 or CSCI-H 211 for BUS-K 201 if they are pursuing a business minor; however, if they change majors or become business majors, they must take BUS-K 201.

Entrepreneurship and Small Business Management

The 21-credit Minor in Entrepreneurship and Small Business Management is intended for non-business majors who have aspirations and goals in business

that will require entrepreneurial skills. Such students might plan to open businesses of their own or work for smaller and/or family-owned businesses. As an alternative to the more traditional minor in business, the minor in entrepreneurship and small business management could fulfill such students' educational needs while allowing them to pursue their career goals more directly.

Requirements for the Minor in Entrepreneurship and Small Business Management are:

- Complete 26 or more credit hours of college work that counts toward graduation and be admitted to an appropriate degree-granting school at IU Bloomington.
- Successfully complete the following courses
 - BUS-A 200 or BUS-A 201 or BUS-A 202 (3 cr.)
 - BUS-K 201 (3 cr.)¹
 - BUS-L 201 or BUS-L 311 (3 cr.)
 - BUS-W 212 (3 cr.)
 - BUS-M 300 (3 cr.)
 - BUS-W 300 (3 cr.)
- Successfully complete one of the following elective courses:
 - BUS-F 300 (3 cr.)
 - BUS-G 300 (3 cr.)
 - BUS-P 300 (3 cr.)
 - BUS-Z 302 or BUS-J 306 (3 cr.)

With the exception of Z302, all 300 and 400 level course work must be completed on the IU-Bloomington campus. **No courses** may be taken in a self-paced, independent study format. One course for the business minor can be taken on an IU-approved study abroad program, where available.

¹CSCI majors may substitute CSCI-C 211 or CSCI-H 211 for BUS-K 201 if they are pursuing a business minor; however, if they change majors or become business majors, they must take BUS-K 201.

Cross Campus Certificate in Entrepreneurship

The need for many students in other disciplines to understand entrepreneurship is increasing, especially with the dramatic changes taking place in their fields of study. Many students end up in careers where they work for themselves and thus basic business and entrepreneurial principles become invaluable for them.

The Cross Campus Certificate in Entrepreneurship consists of fifteen credit hours. Only students outside of the Kelley School of Business will be admitted into the Certificate in Entrepreneurship program. The program consists of three courses from the Kelley School of Business and two courses chosen by each school. This allows for the students to learn the basic issues involved with entrepreneurship while retaining some flexibility in tailoring the program to the students' particular area(s) of interest.

Each school will propose specific courses that their students will be required to take in order to receive the Certificate. These courses will be discussed and approved by the Department of Management & Entrepreneurship in consultation with the Johnson Center for Entrepreneurship

& Innovation so that each school has developed a list of potential courses related to the specific domain. Students who are also working toward the Minor in Small Business Management and Entrepreneurship will be able to receive both the minor and the certificate. Students should work with the advisor in the School of Informatics & Computing, Jacobs School of Music, or School of Public and Environmental Affairs to determine the appropriate coursework required for the certificate.

Students in the School of Informatics and Computing must apply for the certificate online: https://iu.co1.qualtrics.com/jfe/form/SV_bvDQpWHsW7b5DPn

Minor in Financial Literacy

The 21-credit Minor in Financial Literacy is intended for students who desire an appreciation of financial markets, concepts and tools without having to become full-fledged business students. Many non-business majors can be more effective in their careers with a deeper understanding of the financial environment in which they operate. The goal of the minor is fill this need; it will allow non-business professionals (journalists, government officials, lawyers, public relations professionals, etc.) to be able to write newspaper articles or think about public policy issues, for example, based on sound financial concepts. They will also be able to do the basic financial analysis that may be relevant to work in places such as law firms or an ad agencies. In this minor, students learn basic financial concepts and financial terminology and become familiar with financial institutions and issues.

Requirements for the Minor in Financial Literacy are:

- Complete 26 or more credit hours of college work that counts toward graduation and be admitted to an appropriate degree-granting school at IU Bloomington.
- Successfully complete the following courses
 - BUS-A 200 or BUS-A 201 or BUS-A 202 (3 cr.)
 - BUS-K 201 (3 cr.)¹
 - BUS-F 260 (3 cr.) or SPEA-V 441* (Topics in Financial Management & Policy: Personal Finance IS Public Finance)
 - BUS-F 262 (3 cr.) or BUS-F 317 (3 cr.) (BUS-F 317 sections taught by Gerry Hays will be allowed to substitute BUS-F 262. Permission is required <https://apps.kelley.iu.edu/ugrad/student/coursepermission/>).
 - BUS-F 300 (3 cr.)
- Successfully complete two of the following elective courses:
 - BUS-G 300 (3 cr.)
 - BUS-L 201 (3 cr.)
 - BUS-M 300 (3 cr.)
 - BUS-P 300 (3 cr.)
 - BUS-R 300 (3 cr.)
 - BUS-Z 302 (3 cr.) or BUS-J 306 (3 cr.)

With the exception of Z302, all 300 and 400 level course work must be completed on the IU-Bloomington campus.

No courses may be taken in a self-paced, independent study format. One course for the business minor can be taken on an IU-approved study abroad program, where available.

¹CSCI majors may substitute CSCI-C 211 or CSCI-H 211 for BUS-K 201 if they are pursuing a business minor; however, if they change majors or become business majors, they must take BUS-K 201.

*SPEA-V 441 only counts for the minor if taken with specific course topic listed.

Business Foundations Certificate Program

The Kelley School offers a 30 credit hour certificate program in the fundamentals of business. All courses required in the Business Foundations Certificate Program are introductory and may be applied toward a four-year degree. Students who are not pursuing four-year degrees, may also complete the Business Foundations Certificate as non-degree-seeking students.

Policies and criteria for the Business Foundations Certificate are;

- Achieve a minimum 2.0 cumulative GPA in all IU courses; if EX is used for any IU courses, the EX policy of the student's home school will be honored in calculating the overall GPA.
- Pass all courses required for the certificate
- Achieve a 2.0 cumulative GPA all courses counting toward the BFC; if courses are retaken or extra electives are taken, the set of courses with the highest grades will be used to calculate the cumulative BFC GPA
- A maximum of two courses, counting toward the BFC, may be taken at a campus other than IU Bloomington
- **All** 300 and 400 level course work must be completed on the IU-Bloomington campus.
- Online or hybrid courses offered within a semester context, with homework deadlines and instructor interactions may be used. However, **none** of the coursework may be taken in a self-paced, independent study format.
- All exceptions should be referred to the Kelley School of Business Petitions Committee.

Requirements for the Business Foundations Certificate are:

- Successfully complete the following courses:
 - ECON-E 201 (3 cr.)
 - ECON-E 202 (3 cr.)
 - BUS-A 200 or BUS-A 201 or BUS-A 202 (3 cr.)
 - BUS-F 260 (3 cr.)
 - BUS-X 100 or BUS-G 100 (3 cr.)
- Successfully complete at least two elective courses:
 - BUS-D 270 and BUS-X 271* (3 cr. combined)
 - BUS-G 300 (3 cr.)
 - BUS-J 306 (3 cr.)
 - BUS-K 201 with a minimum grade of C (3 cr.)**
 - BUS-L 100 (3 cr.)
 - BUS-L 201 (3 cr.)
 - BUS-L 408 (3 cr.)
 - BUS-F 300 (3cr.)
 - BUS-M 300 (3 cr.)
 - BUS-P 300 (3 cr.)
 - BUS-R 300 (3 cr.)

- BUS-W 212 (3 cr.)
 - BUS-W 300 (3 cr.)
 - BUS-C 204 (3 cr.)
 - BUS-C 330 (3 cr.)
- Successfully complete nine additional elective credits to reach a total of 30 credits.
 - These credits may be taken from any department on the IU Bloomington campus.

In addition to satisfying course requirements, candidates for the Business Foundations Certificate must apply online at https://kelley.iu.edu/ugradapps/onlineapps/signin/2yeardeg_app.cfm.

Questions about the Business Foundations Certificate should be directed to BUSADV@indiana.edu

*Students may substitute any business course counting for the Global Foundations Core for BUS-X 271 (including BUS-A 271, BUS-C 271, BUS-D 271, BUS-G271, BUS-F 271, etc.).

* CSCI majors may substitute CSCI-C 211 or CSCI-H 211 for BUS-K 201 but if they change majors or become business majors, they must take BUS-K 201.

Minors and Certificate

Optional Minors for Kelley Students

Students in the Kelley School may elect to complete the requirements for a minor in another IU Bloomington School. The department offering the minor defines the requirements for the minor and students are required to follow that department's rules regarding grades, prerequisites, and course requirements.

Certificates for Non-Kelley Students

The Business Foundations Certificate provides the liberal arts and professional school student with an introduction to the basic concepts of business. The certificate is flexible enough to be easily integrated into a student's major area of study since the subject matter complements most academic pursuits.

The Cross Campus Certificate in Entrepreneurship is available to students in the School of Informatics & Computing, Jacobs School of Music, or School of Public and Environmental Affairs.

- Business Foundations Certificate
- [Cross Campus Certificate in Entrepreneurship](#)

Minors for Non-Kelley Students

The Business Minor is open to students with 26 or more credit hours of college work that count toward graduation, and who are admitted to any of the following degree-granting schools: College of Arts and Sciences (including General Studies) (COLL), Education (EDUC), Informatics and Computing (INFO), Journalism (JOUR), Music (MUS), Nursing (NURS), Public and Environmental Affairs (SPEA), Public Health (SPH), Social Work (SWK).

Students may obtain one or more minors in business by successfully fulfilling the appropriate requirements. Courses may not be taken through independent study/ correspondence; all 300/400 level courses must be taken on the IU Bloomington campus; courses may not be taken pass/fail.

Students should meet with an advisor from their major department to ensure that program planning is accurate. Each degree granting school has specific GPA, credits, and/or grade requirements for the minor as outlined below.

With the exception of Z302, all 300 and 400 level course work must be completed on the IU-Bloomington campus. **No courses** may be taken in a self-paced, independent study format. One course for the business minor can be taken on an IU-approved study abroad program, where available.

COLL:

- C in K201 and C- or higher in each other course
- Overall GPA of 2.0 in all courses required for the minor
- Must complete at least 9 credits at 300 level (F300 plus two electives)
- NOTE: The College of Arts and Sciences limits the number of credit hours outside the College that will count toward their degree; see the College of Arts and Sciences Bulletin for details. Students who are unclear about requirements or minimum grades should check with their school's recorder.

JOUR, INFO:

- C in K201 and C- or higher in each other course
- Overall GPA of 2.0 in all courses required for the minor

EDUC, NURS:

- C or higher in all courses counting toward the minor

All Other IUB Schools:

- C or higher in BUS-K 201
- Overall GPA of 2.0 in all courses required for the minor

It is the student's responsibility to check with his or her individual school to make sure the proper procedures for declaring the minor and completing requirements are followed. Students completing a business minor should fill out an online application or the Application for Minor form in the Recorder's Office of the school in which they intend to graduate in order to have the minor listed on their transcripts. If a school has not yet accepted a minor for inclusion in transcripts, a business academic advisor may write a letter stating that a student has completed all the coursework required for a particular minor.

- Minor in Business
- Minor in Entrepreneurship and Small Business Management
- Minor in Financial Literacy
- Minor in Marketing
- Bachelor of Science in Music and an Outside Field in Entrepreneurship

Minor in Marketing

The 21-credit Minor in Marketing is intended for non-business majors who have aspirations and goals in business that will require marketing skills. As an alternative to the more traditional Minor in Business, the Minor in Marketing fulfills such students' educational

needs while allowing them to pursue their own career goals more directly.

Requirements for the Minor in Marketing are:

- Complete 26 or more credit hours of college work that counts toward graduation and be admitted to an appropriate degree-granting school at IU Bloomington.
- Successfully complete the following courses
 - BUS-A 200 or BUS-A 201 or BUS-A 202 (3 cr.)
 - BUS-K 201 (3 cr.)¹
 - BUS-L 201 (3 cr.)
 - BUS-M 300 (3 cr.)
 - BUS-M 311 or BUS-M 312 (3 cr.)
- Successfully complete two of the following elective courses:
 - BUS-M 311 or BUS-M 312 (if not used for required course above) (3 cr.)
 - BUS-F 300 (3 cr.)
 - BUS-G 300 (3 cr.)
 - BUS-P 300 (3 cr.)
 - BUS-Z 302 or BUS-J 306 (3 cr.)

With the exception of Z302, all 300 and 400 level course work must be completed on the IU-Bloomington campus. **No courses** may be taken in a self-paced, independent study format. One course for the business minor can be taken on an IU-approved study abroad program, where available.

¹CSCI majors may substitute CSCI-C 211 or CSCI-H 211 for BUS-K 201 but if they change majors or become business majors, they must take BUS-K 201.

About the Kelley Undergraduate Program

The Undergraduate Program of the Kelley School of Business requires a breadth of education and also provides opportunities for specialization. It ensures the development of a basic understanding of the principles, practices, and trends involved in the management of business organizations in the dynamic economic, social, and political environment of the world today. As highlights of the program, all business majors complete a challenging set of sophomore courses called the Global Foundations Core and a rigorous semester of junior-level courses in the areas of marketing, operations, finance, and leadership known collectively as the Integrative Core or I-Core. In addition to the basic requirements, students choose from a wide variety of business majors.

The study of business is complemented by the study of courses outside the business school. As a member of the American Assembly of Collegiate Schools of Business, the school subscribes to the principle that a significant portion of a student's academic program should be in general education subjects. The application of this principle promotes a balanced program of study.

To develop leadership skills and a sense of social responsibility, students are strongly encouraged to participate in one or more of the several hundred student organizations and clubs at Indiana University as well as the more than 60 Kelley student organizations.

Through the Kelley School of Business Civic Leadership Development program, special emphasis is placed on volunteerism and the personal benefits derived from community service.

Objectives of the Kelley Undergraduate Program

Throughout their undergraduate careers, Kelley students take courses and participate in experiences that lead to the development of awareness and skills related to:

- An integrative point of view
- Ethical Reasoning
- Critical thinking and decision making
- Communication
- Quantitative analysis and modeling
- Team membership and leadership
- Respect, inclusiveness, and valuing people
- Personal and professional development
- Global awareness
- Innovation and creativity

Graduates of the Undergraduate Program of the Kelley School have had the opportunity to acquire an education that will serve them throughout their lives and careers.

Overseas Study

The Kelley School offers students the opportunity to discover the culture of a different country through a fall, spring, or summer of study overseas. The students learn about international business and the economic, social, and political environment of the country in which they are living. These programs may give students further opportunities to visit governmental and political agencies, as well as multinational firms. Several of the programs include internships.

Qualified students may participate in the approved Kelley School summer and semester abroad programs listed online at <http://overseas.iu.edu/programs/majors/business.shtml>.

Approved overseas study programs in which students take six or more credits while abroad for six or more weeks, satisfy the IU-Bloomington General Education World Languages and Cultures requirement.

Short Term Programs

1. Kelley in Oxford (3 credits, 3 weeks in summer)
2. Business in a Flat World (3 credit spring course for direct admit Kelley freshmen, 10 day summer study tour to India)
3. Sales for Social Impact (3 credit spring course, study tour to Central American or Caribbean country over spring break)
4. Global Business Immersion (3 credit spring course, with multiple 7-9 days study tours over spring break and in May)

Academic Support

The Kelley School provides Academic Coaching (free tutoring) for specific I-Core pre-requisite courses and referrals to academic support for others. Details can be found at: <http://kelley.iu.edu/Ugrad/Academics/Support/page39064.html>.

Academic Advising

The mission of Kelley Academic Advising is to participate in the transformation of our students by providing a personal connection to their Kelley experience and promoting their academic success, professional development, and individual maturity.

- **Kelley academic advisors work with students as they identify and pursue their individual goals while supporting and challenging them to:**
 - Demonstrate professionalism and accountability, by taking responsibility for their own college experience
 - Effectively manage their academic planning in order to participate in enriching educational experiences and graduate in a timely way
 - Identify and utilize academic and enrollment policies and procedures

- **Kelley academic advisors participate in extensive training and ongoing professional development in order to:**
 - Communicate accurate information about degree requirements, IU/Kelley policies and procedures
 - Demonstrate the awareness and skills associated with communication, equitable interventions, and cultural competence
 - Apply concepts and best practices related to advising, student development, and professional development

- **The Kelley academic advising administrators manage the direction and day-to-day operations of the program in order to:**
 - Maintain the accuracy, storage, security, and accessibility of student records and data associated with Kelley Advising
 - Ensure the functioning, maintenance, and access to advising-related resources
 - Collaborate with Kelley and campus partners to provide the best possible experience for students and staff
 - Implement, institutionalize, and document policies and best practices related to advising
 - Provide training and professional development for advisors
 - Engage in ongoing assessment and improvement

Contact Information for Kelley Academic Advising Admitted Kelley Students

- **How to Access Academic Advising:**
 - Arrive at HH 3035 between 9:30am – 3pm Monday – Friday – NO APPOINTMENT NEEDED, EVER!
 - Sign-In at the computer using your University ID Number
 - Have a seat in our waiting room and an advisor will be out to greet you
 - A typical meeting with an advisor will last between 5 – 20 minutes, depending on the topic

Advising Webpage:

- <http://gokelley.iu.edu/ugradadvising>
 - Hours, Location, Closings for General Advising
 - Study Abroad and Honors Advising Information

Current or Prospective Business Honors Students

- Schedule 30-minute planning appointments at HH 3035 or (812) 855-2614
- Participate in drop-in advising in HH 3038, Mon-Fri, 10-11:30AM
- Find out more about the Business Honors Program at <http://kelley.iu.edu/ugrad/academics/honors.cfm>

Students interested in Kelley International Programs

- Schedule 30-minute planning appointments at HH 3035 or (812) 855-2614
- Participate in drop-in advising in HH 3038, Mon-Fri, 10-11:30AM
- Pose quick questions via emails to individual advisors or ksabroad@indiana.edu
- Explore international program options at <http://kelley.iu.edu/Ugrad/Academics/Abroad/page40033.html>

Non-business majors pursuing a Business Minor or the Business Foundations Certificate

- Participate in drop-in advising in HH 3035, Mon-Fri, 9:30AM - 3:00PM

Prospective students, from other IU or non-IU schools and units

- Meet with members of the Kelley Admissions team
- Gain information or schedule an appointments at HH 2030
- Pose quick questions or request credential reviews via email at bschool@indiana.edu
- Find out information related to admission at <http://kelley.iu.edu/ugrad/admissions/index.cfm>

Business/SPEA Information Commons

Head: Christina Sheley, M.L.S. (Indiana University, 2005)

The Business/SPEA Information Commons provides the space, services, and research tools that help foster Kelley students' success. The library, on the first floor of SPEA (room 150), has group and quiet study spaces, computers, class textbooks, research materials and help, and a café. We open at 7:30 a.m. and close at midnight on weekdays.

In addition, the Business/SPEA Information Commons and IUB Libraries provide access to [millions of print volumes](#) and hundreds of [subject-specific electronic books, journals, and databases](#) that support business research and coursework.

Call 812-855-1957, e-mail libbus@indiana.edu, or visit the [Business/SPEA Information Commons website](#) for more information.

Office of Diversity Initiatives

- Nissy Stetson-Grace

The Kelley Office of Diversity Initiatives (KODI) provides broad-based support, programs, services, and resources to current Kelley School of Business students from historically underrepresented groups. These programs and services include: the Fry Scholars Program, the Triad Mentoring Program, and KODI Kandid (a diversity programming series). The Kelley Office of Diversity Initiatives also houses the KODI Student Advisory Board (KSAB), a group that is charged with being the “student voice” of KODI, and assists in the planning and implementation of diversity-related events in the Kelley School. For more information about KODI programs and services email kodi@indiana.edu or visit our website at: <http://www.kelley.iu.edu/promo/diversity/>. The Kelley Office of Diversity Initiatives provides a warm and welcoming environment for all students who have a passion and interest for diversity and inclusion in the Kelley School.

Organizations & Services

- Academic Advising
- Academic Support
- Business/SPEA Library
- Student Organizations
- Undergraduate Career Services
- Office of Diversity Initiatives

Student Organizations

Kelley students are active in many of the hundreds of student organizations at Indiana University, including a number of business-related organizations that enable students to develop their interests in various fields. The faculty of the Kelley School recognizes that student organizations are a critical component of the Kelley School’s academic environment and educational programs, giving students valuable opportunities beyond the classroom to develop professional maturity, strengthen leadership skills, and network with faculty, alumni, and industry professionals. Participation in student organizations can enhance the learning and development that happens in the classroom; therefore, the Kelley School supports its undergraduate organizations and strongly urges students to participate.

Kelley Student Government (<http://kelley.iu.edu/ksg/>):

The Kelley Student Government (KSG) represents the official voice of the Kelley School of Business undergraduate student body and works together with the faculty and staff of the Kelley School of Business Undergraduate Program to influence curriculum and policy changes, as well as implement various student-led initiatives. The KSG Student Ethics Committee encourages ethics within the Kelley School through programming, education, and policy initiatives. Through the participation of Kelley student organization presidents, KSG serves member organizations by promoting collaboration and information sharing.

Other Organizations (<http://www.kelley.iu.edu/Ugrad/StudentLife/StudentOrgs/page39072.cfm>): Each year, approximately 60 additional organizations of interest to business students register as Kelley Student Organizations.

Undergraduate Career Services

- Director: Susie Clarke, B.S. (Indiana University, 1979)
- Senior Associate Director: Scott Zanger, M.S. (Indiana University, 1991)
- Senior Associate Director: Thao Nelson, M.S. (Indiana University, 1993)

The Kelley School of Business has one of the most highly regarded career services departments in the nation. Each year, hundreds of companies send representatives to interview prospective candidates with business career aspirations. Other firms provide information regarding opportunities of interest to both graduating students and juniors seeking internships. Undergraduate Career Services coordinates the recruiting programs, makes information available regarding job openings, provides networking opportunities, and refers qualified students to potential employers. More information is available at <http://kelley.iu.edu/ucso/>.

The Undergraduate Career Services Office (UCSO) is located in room P100 in the Kelley School and serves as a meeting ground for all IU-Bloomington undergraduates seeking business careers and for business organizations seeking to employ them. To utilize these services, students must maintain active enrollment in classes on the Bloomington campus and complete certain career education requirements. For qualified students wishing to pursue internship or full-time opportunities via UCSO, the requirement is BUS-T 275 (including its prerequisite, BUS-T 175) or BUS-X 420, as offered on the Bloomington campus. Kelley students are also required to take BUS-T 375 to fully fine-tune their professional skills.

Parent Resources

Questions to Ask your Student	Timeframe/Deadlines	Resources
Is your fall schedule finalized?	June-August	
Do you want/need to drop or add any fall classes?		<ul style="list-style-type: none"> • Open registration/schedule adjustment continues through Sunday, Aug. 28^t • Students may drop a full semester or 1^s 8 weeks class without a “W” on transcript through Sunday, Aug. 28^t • Official Calendar: http://enrollmentbulletin.indiana.edu/pages/

	<p>offcal.php?Term=1</p> <ul style="list-style-type: none"> • General Drop/Add instructions & information: http://studentcentral.indiana.edu/register/register-classes/change-registration/drop-add.shtml 		<p>number of completed credits posted to the IU transcript.</p> <ul style="list-style-type: none"> •
<p>How are your classes going?</p> <p>Are you considering withdrawing from any classes?</p> <ul style="list-style-type: none"> • If so, have you talked to your advisor? • Would you have enough credits to be a full time student (minimum 12)? 	<p>August- November</p> <p>Withdrawal Deadlines</p> <ul style="list-style-type: none"> • 1^s 8 weeks classes: Sunday, Sept. 25^t • Full semester courses: Sunday, Oct. 23^r • 2ⁿ 8 weeks classes: Sunday, Nov. 20^t <p>2ⁿ 8 weeks classes begin on Monday, Oct. 17^t</p>		<p>S:</p> <p>One.iu.edu: Search "Student Center" to check for holds & look for enrollment date. Click on holds for instructions for resolving them. Common holds:</p> <ul style="list-style-type: none"> • Bursar • My Student Body required modules • Immunization records needed • P: Third Party Access available for viewing holds
<p>Do you know what classes you want/need to take in the spring? Have you met with your academic advisor to discuss spring courses (optional but recommended)?</p> <p>Have you checked your Student Center to make sure you don't have any holds that prevent registration?</p>	<p>October- November</p> <ul style="list-style-type: none"> • Students enroll for spring on their own, starting on their assigned enrollment date (posted in Student Center). • Most freshmen can begin enrolling November. • Enrollment dates are assigned by the Registrar based on 	<p>Are you accounting for your final exam dates and times when making travel plans?</p>	<p>November/ December</p> <ul style="list-style-type: none"> • Final exam dates: Dec. 12^t-16^t • Final exam policies & schedule: http://enrollmentbulletin.indiana.edu/pages/finexpol.php • S: Final exam details are generally provided in the syllabus

for each
course.

Have you checked **December/**
your fall grades? **January**

- Fall grades available:
Dec. 21^S
- **S:** One.IU: Search
“View Grades”
- **P:** Third Party Access available for viewing final grades

Do you want/
need to make any
changes to your
spring schedule?

December/
January

- Open registration/schedule adjustment continues through the first week of spring semester classes.
- Official Calendar:
[http://
enrollmentbulletin.indiana.edu/
pages/
offcal.php?
Term=1](http://enrollmentbulletin.indiana.edu/pages/offcal.php?Term=1)

- DAVID ZARET, Ph.D., Vice President for International Affairs
- FRED CATE, Ph.D., Vice President for Research
- WILLIAM B. STEPHAN, J.D., Vice President for Engagement
- JAY HESS, VICE PRESIDENT FOR UNIVERSITY CLINICAL AFFAIRS
- BRADLEY C. WHEELER, Ph.D., Vice President for Information Technology
- MARYFRANCES McCOURT, M.B.A., Senior Vice President, Chief Financial Office, and Treasurer of the University
- KATHRYN CRUZ-URIBE, Ph.D., Chancellor of Indiana University East
- VICKEY L. CARWEIN, Ph.D., Chancellor of Indiana University–Purdue University Fort Wayne
- SUSAN SCIAME-GIESECKE, Ph.D., Chancellor of Indiana University Kokomo
- WILLIAM J. LOWE, Ph.D., Chancellor of Indiana University Northwest
- TERRY L. ALLISON, Ph.D., Chancellor of Indiana University South Bend
- RAY WALLACE, Ph.D., Chancellor of Indiana University Southeast
- KENNETH R. R. GROS LOUIS, Ph.D., University Chancellor

Bloomington Campus

- LAUREN ROBEL, J.D., Executive Vice President and Provost, Indiana University Bloomington
- DAVID DALEKE, Vice Provost for Graduate Education and Health Sciences
- ELIZA PAVALKO, Vice Provost for Faculty and Academic Affairs
- MARTIN McCRORY, Vice Provost for Educational Inclusion and Diversity
- DENNIS GROTH, Ph.D., Vice Provost for Undergraduate Education
- DAVID JOHNSON, Ph.D., Vice Provost for Enrollment Services
- PETE GOLDSMITH, Ed.D., Dean of Students and Vice President for Student Affairs, Bloomington
- M.A. VENKATARAMANAN, Ph.D., Vice Provost for Strategic Initiatives
- RICK VAN KOOTEN, Vice Provost for Research

Kelley School of Business

- IDALENE KESNER, Ph.D., Dean
- LAUREEN A. MAINES, Ph.D., Executive Associate Dean of Faculty and Research
- ASH SONI, Ph.D., Executive Associate Dean of Academic Programs
- PHILIP L. COCHRAN, Ph.D., Executive Associate Dean for Indianapolis Operations
- KENNETH A. CAROW, Ph.D., Associate Dean for Indianapolis Research and Programs
- TERESA KASE, Assistant Dean of Finance and Operations
- RICH MAGJUKA, Ph.D., Chairperson of Kelley Executive Partners

Kelley School of Business Undergraduate Bulletin

Indiana University

- MICHAEL A. McROBBIE, Ph.D., President of the University
- NASSER H. PAYDAR, Ph.D., Executive Vice President and Chancellor, Indiana University–Purdue University Indianapolis
- LAUREN ROBEL, J.D., Executive Vice President and Provost, Indiana University Bloomington
- MIKE M. SAMPLE, B.A., Vice President for Government Relations
- JOHN S. APPLGATE, J.D., Executive Vice President for Planning and Policy
- JACQUELINE A. SIMMONS, J.D., Vice President and General Counsel
- G. FREDERICK GLASS, J.D., Vice President and Director of Intercollegiate Athletics
- JAMES WIMBUSH, Ph.D., Vice President for Diversity, Equity, and Multicultural Affairs
- THOMAS A. MORRISON, Ed.D., Vice President for Capital Project and Facilities

- RAMESH VENKATARAMAN, Ph.D., Chairperson of the Undergraduate Program
- JONLEE ANDREWS, Ph.D., Chairperson of Full-time MBA Program
- PHILIP T. POWELL, Ph.D., Chairperson of the Kelley Direct Programs
- REBECCA SLOTEGRAAF, Ph.D., Chairperson of the Doctoral Program
- RICH MAGJUKA, Chairperson of Kelley Direct Corporate Programs & EMBA
- ERIC RICHARDS, Ph.D., Chairperson of Kelley Direct Public Programs
- PAT HOPKINS, Ph.D., Chairperson of Graduate Accounting Programs
- BIPIN PRABHAKAR, Ph.D., Chairperson of Information Systems
- KYLE CATTANI, Ph.D., Chairperson of 4+1 Program