

INDIANA UNIVERSITY SOUTHEAST GRADUATE BUSINESS PROGRAMS

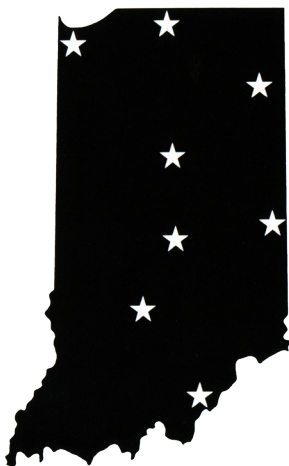
BULLETIN 2008-2010



**INDIANA UNIVERSITY
SOUTHEAST**

SCHOOL OF BUSINESS

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When you become a student at Indiana University, you join an academic community internationally known for the excellence and diversity of its programs. Indiana University is one of the nation's oldest and largest state universities, with eight campuses serving more than 99,000 students. IU also offers courses through facilities at Columbus, Elkhart, and many other sites.

Indiana University Campuses

Indiana University - Bloomington

Indiana University - Purdue University Indianapolis

Indiana University - East (Richmond)

Indiana University - Purdue University Fort Wayne

Indiana University - Kokomo

Indiana University - Northwest (Gary)

Indiana University - South Bend

Indiana University - Southeast (New Albany)

Bulletin 2008-2010

Indiana University Southeast Graduate Business Programs

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

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

Graduate Business Programs Office

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www.ius.edu/mba

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AACSB-Accredited and Nationally Ranked.



**INDIANA UNIVERSITY
SOUTHEAST**

Administration

Indiana University Southeast Campus

SANDRA R. PATTERSON-RANDLES, PH.D., Chancellor of Indiana University Southeast

GILBERT W. ATNIP, PH.D., Vice Chancellor for Academic Affairs

RUTH GARVEY-NIX, PH.D., Vice Chancellor for Student Affairs

STEPHEN TAKSAR, M.S. in Administration, Vice Chancellor for Administrative Affairs

JAY WHITE, PH.D., Dean, School of Business

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Indiana University, a member of the North Central Association (NCA), is accredited by the Higher Learning Commission, www.ncahigherlearningcommission.org; (312) 263-0456.

Equal Opportunity/ Affirmative Action Policy of Indiana University

Indiana University pledges itself to continue its commitment to the achievement of equal opportunity within the university and throughout American society as a whole. In this regard, Indiana University will recruit, hire, promote, educate, and provide services to persons based upon their individual qualifications. Indiana University prohibits discrimination based on arbitrary consideration of such characteristics as age, color, disability, ethnicity, gender, marital status, national origin, race, religion, sexual orientation, or veteran status.

Indiana University shall take affirmative action, positive and extraordinary, to overcome the discriminatory effects of traditional policies and procedures with regard to the disabled, minorities, women, and Vietnam-era veterans.

An Affirmative Action office on each campus monitors the university's policies and assists individuals who have questions or problems related to discrimination.

For information regarding the existence and location of services, activities, and facilities accessible to and usable by handicapped persons at IU Southeast, contact the Office of Disability Services at (812) 941-2243.

For information about issues of discrimination, contact the affirmative action officer, Office of the Chancellor, at (812) 941-2306. Indiana University Southeast is authorized under federal law to enroll non-resident alien students.

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Academic Calendar

The academic calendar below represents the general sequence of semesters and is provided for your convenience in selecting the most appropriate times of the year for pursuing your academic endeavors. For more specific information such as exact dates and registration procedures, please consult the IU Southeast Web site at www.ius.edu for the appropriate semester.

Application Deadlines

Fall - July 1 | Spring - November 1 | Summer - April 1

Fall Semester

Registration: Continuing student registration - Middle of March
Registration for all others - Latter part of August

Classes begin: Normally during the last week of August or first week in September

Late registration drop/add period: First week of September

Last day to apply for degree: October 1 for May graduation

Last day to withdraw from a class: First week in November

Thanksgiving holiday: Tuesday through Sunday of Thanksgiving weekend

Final examinations: Middle of December

Spring Semester

Registration: Continuing student registration - Latter part of November, early December
Registration for all others - Early January

Classes begin: Normally during the second week of January

Late registration drop/add period: Middle of January

Last day to apply for degree: March 1 for August graduation

Last day to withdraw from a class: Last week in March

Spring break: Middle of March

Final examinations: Late April

Summer Semester

First 6-week term: Normally begins in the middle of May and ends in late June

Second 6-week term: Usually begins early in July and ends in early August

About IU Southeast

Indiana University Southeast, a campus of Indiana University founded in 1941, has grown in physical size and prominence over the past 50 years. Today, the main campus occupies 177 acres of rolling land in scenic Southern Indiana, 10 minutes from downtown Louisville, Kentucky, which has a population approaching a million people.

Graduate Business Degree Programs

MBA

Indiana University Southeast Master of Business Administration (M.B.A.) degree program is designed for students interested in continuing their education in the field of business. Through the program, business professionals increase their breadth of knowledge, their ability to analyze business alternatives more thoroughly and, ultimately, their opportunities for more challenging, responsible, and productive careers in the business community. M.B.A. students work in professional positions and pursue the M.B.A. degree on a part-time basis.

MSSF

Indiana University Southeast Master of Science in Strategic Finance (M.S.S.F.) degree program is designed for students interested in continuing their postgraduate education in the field of accounting and financial analysis. The program addresses issues that are of significance to accounting and corporate finance professionals. This program is uniquely designed to benefit those seeking careers in public accounting and for finance and accounting professionals seeking careers in the private sector. For example, the M.S.S.F. prepares public accountants and corporate finance specialists by requiring coursework in corporate finance, information technology, project management, taxes, business analysis and valuation, accounting, and business strategy. Through the elective phase, students have the opportunity to pursue traditional accounting courses and course work in other areas that will enhance their professional preparation. The program allows public accounting professionals and corporate finance specialists to receive preparation in financial analysis, financial planning, financial reporting, strategic consulting, and systems consulting.

Dual MBA-MSSF

For business professionals who want increased versatility, IU Southeast offers the option of a dual degree- the dual MBA-MSSF. The dual curriculum, which combines the general management education of the MBA with more focused study in strategic finance, provides students with unique career advantages. Students who complete the dual degree program bring to the job the managerial skills developed through the MBA curriculum and the advanced training in accounting and finance the MSSF provides.

Through the overlap of electives, students can complete the dual program in significantly less time than it would take to complete each program separately. Once all foundation requirements are met for the MBA and MSSF degrees by taking a total of 51 credit hours rather than the 72 credit hours required when each program is considered individually. Since both degrees are awarded at the same time, the 51 credit hour option is not available to students who have already officially graduated with either an M.B.A. or M.S.S.F.

Mission

“Quality Education for a Lifetime of Achievement”

The mission of the School of Business is to provide both traditional and non-traditional students of Southern Indiana and Greater Louisville with a “quality education for a lifetime of achievement.” We will accomplish this through a challenging, innovative, and supportive learning environment that enables students to achieve their potential. We provide excellent business and economics education through fully accredited graduate and undergraduate programs. We value teaching excellence, and enhance student learning through a culture of continuous improvement and faculty instructional effectiveness. The School of Business recognizes and supports the connection between intellectual contributions and instructional excellence of faculty. Consequently, we continuously enhance faculty intellectual capital and the advancement of knowledge by placing an equal value on learning and pedagogical research, discipline-based scholarship, and contributions to practice. We are committed to enriching the University and community through faculty service and professional service activities.

Vision Statement

“To be a Premier Regional School of Business”

Our vision is to be a premier regional school of business, serving our region comprised of Southern Indiana and the Greater Louisville metropolitan area.

Accreditation

The IU Southeast Graduate Business programs are accredited by AACSB International -- The Association to Advance Collegiate Schools of Business. AACSB is the premier accrediting agency for degree programs in business administration and accounting.

Accreditation is based on the quality of the program and the qualifications and accomplishments of the IU Southeast School of Business faculty, who have acquired academic credentials from highly respected institutions and possess a wide range of professional management experience. AACSB accreditation is the highest available and is awarded to only 15 percent of graduate and undergraduate business programs worldwide.

Admission

Applicants should have earned a bachelor's degree in business or in a non-business field. Applications are carefully evaluated based on three significant factors: Overall undergraduate grade point average, Graduate Management Admissions Test (GMAT) score, and relevant work experience.

By the application deadline, applicants must submit a completed application form, the application fee, and all other supporting documentation, including GMAT scores. In addition, applicants should submit an official transcript from each college attended and TOEFL scores for international applicants. Admission decisions for the fall, spring, and summer sessions are made by August 1, December 10, and May 1 on all applications submitted by the July 1, November 1, and April 1 deadlines, respectively.

Foundation Course Work

Foundation course work is required to prepare students for the 36 credit hour graduate curriculum. Normally, students with a recent bachelor's degree in business from an AACSB-accredited institution will have already met most or all of these requirements.

Students who have not met the foundation course work requirements can be admitted on a conditional basis if their undergraduate grade point average and Graduate Management Admissions Test (GMAT) scores are within the acceptable parameters for the program. Students must complete the foundation course work and the GMAT before beginning the core graduate course work.

Appeals Process

Once refused admission to the M.B.A., M.S.S.F., or Dual M.B.A.-M.S.S.F. programs; a student may submit an appeal for review with any supporting documentation to the Graduate Business Policies Committee within three weeks of the postmark on the admission denial letter. The Graduate Business Policies Committee is comprised of faculty members teaching in the graduate business program and is responsible for decisions on cases which do not meet the minimum criteria. At their next meeting, the committee will render a final and binding admission decision.

GMAT Requirements

All applicants are required to submit scores from the Graduate Management Admissions Test (GMAT), administered by the Educational Testing Service. The GMAT is computer adaptive and test general aptitude much like the ACT and SAT examinations. For more information, visit www.gmac.com.

TOEFL Requirements

Students whose first language is not English are required to submit scores from the Test of English as a Foreign Language (TOEFL) to the IU Southeast Graduate Business program along with their GMAT scores.

Credit by Examination

Students may consult the Graduate Business Programs Director about earning credit for foundation courses by challenging a course by examination. No credit by examination will be given for courses contained in the 36 credit hour core curriculum. In using challenge examination, students may challenge only required foundation courses and may challenge a course only once. In addition, students must:

1. Take the challenge examination before enrolling in the equivalent course at IU Southeast or another institution.
2. Pay \$35 for each challenge exam taken plus an additional \$18.00 per credit hour recording fee.
3. Receive a minimum score of 70 (on a 100 point scale) before the course is waived.
4. Must take the challenge exam within four months from the date of receiving a sample examination.

Transfer Course Work

A maximum of 6 hours of credit (minimum B grades) can be transferred from another AACSB-accredited graduate program to count toward the 36 credit hour curriculum at IU Southeast. Students may request that graduate credit not meeting this criterion be reviewed for transfer approval. The final disposition of all transfer course work is determined by the Graduate Business Policies Committee.

Tuition and Other Fees

For tuition rates and other fees, please contact the Graduate Business Programs Office, or visit us online at ius.edu/bursar/tuitionfees.

Program of Study

The 36 credit hours curriculum emphasizes decision-making skills throughout the program. Courses should be taken in phases after foundation requirements have been met.

Phase I emphasizes the development in mastery of the fundamental tools of decision making.

Phase II sharpens communication skills and broadens perspectives through topics such as ethics and the environment of business.

Phase III included advances courses in the various disciplines of business along with a course that integrates the disciplines through a systematic approach to business decision making.

Phase IV involves strategic management and elective course work.

Foundation Requirements

IU Southeast Course	IU Southeast Equivalent	Credits
Foundations in Accounting	F501	3
Foundations in Finance	F502	2
Foundations in Economics	F503	3
Foundations in Marketing	F504	2
Foundations in Statistics	F505	2
Foundations in Operations Management	F506	2
Intermediate Accounting	A311*	3
Introductory Calculus or Business Calculus	M119	3
or Finite Mathematics	M118	3
Management Information Systems	K321	3

Undergraduate courses can be substituted as follows:

A201 Financial Accounting and A202 Managerial Accounting are equivalent to F501 Foundations in Accounting.

F301 Financial Management is equivalent to F502 Foundations in Finance.

Undergraduate courses in introductory macroeconomics and microeconomics are equivalent to F503 Foundations in Economics.

M301 Marketing Management is equivalent to F504 Foundations in Marketing.

E280 Statistics is equivalent to F505 Foundations in Statistics.

P301 Operations Management is equivalent to F506 Foundations in Operations Management.

Must have achieved a minimum grade of C- in each foundation course. This requirement holds whether the course is taken at IU Southeast in the foundation course work, at IU Southeast in an undergraduate equivalent foundation course, or at another academic institution in an equivalent foundation course. Even though a minimum of C- is required for each of the courses listed above, students with higher grades increase their prospects for admission into the Graduate Business program(s).

The Graduate Business Programs office will determine course equivalencies.

Courses in the foundation requirement must be completed with a final cumulative grade point average (GPA) of 3.0. Because students are required to receive a minimum grade of C- (1.7) in all foundation courses, courses with grades below a C- will need to be repeated. When calculating the GPA for the foundation phase of the program, ALL grades will be included.

* Not required for the M.B.A., required for the M.S.S.F. and Dual M.B.A.-M.S.S.F.

M.B.A. CURRICULUM

36 Credit Hours

Required Courses: 30 Credit Hours

Phase I (12 credit hours, 3 credit hours each):

BUSE	A505*	Strategic Cost Management	First semester of MBA course work must be completed before advancing to Phase II.
	A506	Managerial Economics	
	A507	Modeling & Simulation	
	A508	Organizational Behavior and Leadership	

Phase II (6 credit hours):

BUSE	B511	Business Communications (1.5 CR.)	All of Phase I and two Phase II courses must be completed before students are allowed to enroll in any Phase III course.
	B513	International Environmental Analysis (1.5 CR.)	
	B516	Legal & Ethical Environment of Business (3 CR.)	

Phase III (9 credit hours, 3 credit hours each):

BUSE	C521	Marketing Management (3 CR.)
	C522	Financial Management (3 CR.)
	C523	Systems Decision Theory & Applications (3 CR.)

Phase IV (3 credit hours, 1 course):

BUSE	D530	Business Policy and Strategy	Phases I, II, III must be completed before enrolling in D530.
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Electives (6 credit hours):

BUSE	E553	Consumer Behavior	Electives can be taken after completing Phase II.
	E554	Human Resource Management	
	E556	Labor Economics	
	E557	Investment Management	
	E558	Wage and Salary Administration	
	E560	Venture Growth Management	
	E565**	Taxes and Business Decisions	
	E568	International Financial Management	
	E581**	Special Topics: Information Technology	
	E587	Advanced Corporate Finance	
	E588**	Project Management	
	E594**	Business Analysis and Valuation	
	E595**	Advanced Corporate Finance	

* Students with an undergraduate degree in accounting will take any other graduate elective in place of A505 Strategic Cost Management.

** These elective courses are required for the M.S.S.F. and Dual M.B.A.-M.S.S.F.

M.S.S.F. CURRICULUM

36 Credit Hours

Managerial component (18 credit hours, 3 credit hours each):

BUSE	A505*	Strategic Cost Management
	A507	Modeling & Simulation
	C522	Financial Management
	E581	Special Topics: Information Technology
	B516	Ethical and Legal Environment of Business
	C523**	Systems Decision Theory and Applications OR
	E588**	Project Management

Strategic Finance Component (Required (9 hours, 3 credits hours each):

BUSE	E565	Taxes and Business Decisions
	E594	Business Analysis and Valuation
	E595	Advance Corporate Finance

Electives (6 hours, 3 credits hours each, except B511, B513, and H542 (1.5 hours each):

BUSE	A508	Organizational Behavior
	B511	Business Communications
	B513	International Environmental Analysis
	E557	Investment Management
	E558	Wage and Salary Administration
	E560	Venture Growth Management
	E568	International Financial Management
	E590	Independent Study
	E596	Intermediate Accounting II
	G533	Advanced Auditing
	H541	Not-for-Profit Accounting
	H542	Advanced Financial Accounting
	H546	Advanced Taxation
	H558	Wage and Salary Administration
	C523**	Systems Decision Theory and Applications
	E588**	Project Management

Business Strategy Component (3 credits hours, 1 course):

BUSE	D530	Business Policy and Strategy
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All courses in the managerial and strategic finance components must be completed before enrolling in D530.

** Students with an undergraduate degree in accounting will take any other graduate elective in place of A505 Strategic Cost Management.*

*** If C523 is not taken in the Managerial Component of the Curriculum, it may be taken as an elective. The same true for E588.*

Dual M.B.A.-M.S.S.F. CURRICULUM

51 Credit Hours

Phase I (12 credit hours, 3 credit hours each):

BUSE	A505	Strategic Cost Management (Course waived for undergraduate accounting majors)
	A506	Managerial Economics
	A507	Modeling & Simulation
	A508	Organizational Behavior and Leadership

Phase II (6 credit hours):

BUSE	B511	Business Communications (1.5 CR.)
	B513	International Environmental Analysis (1.5 CR.)
	B516	Legal & Ethical Environment of Business (3 CR.)

Phase III (9 credit hours, 3 credit hours each):

BUSE	C521	Marketing Management
	C522	Financial Management
	C523	Systems Decision Theory & Applications

Phase IV (3 credit hours, 1 course):

BUSE	D530	Business Policy & Strategy
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Phases I, II, III must be completed before enrolling in D530.

Strategic Finance Required Courses (12 credit hours, 3 credit hours each):

BUSE	E565	Taxes and Business Decisions
	E581	Special Topics: Information Technology
	E594	Business Analysis and Valuation
	E595	Advance Corporate Finance

Electives (9 credit hours):

BUSE	E553	Consumer Behavior
	E554	Human Resource Management
	E546/H546	Advanced Corporate Taxation
	E557	Investment Management
	E558	Wage and Salary Administration
	E560	Venture Growth Management
	E568	International Financial Management
	E588	Project Management
	E590	Independent Study
	E596	Intermediate Accounting II
	G533	Advanced Auditing
	H541	Not-for-Profit Accounting
	H542	Advanced Financial Accounting
	H546	Advanced Taxation

Each phase should typically be completed prior to moving to the next phase.

Community Service Requirement

Graduate Business students must perform at least 20 hours of community service in a project(s) that involves their contribution in the form of business knowledge, leadership, and/or expertise. Some examples include volunteering for Big Brothers/Big Sisters; providing tax assistance for the elderly or disadvantaged; participating in a United Way agency; or serving on a not-for-profit board or advisory council. Activities that serve a narrowly defined population such as being an officer at the local Rotary Club or a church deacon are not appropriate for this requirement. Furthermore, participation in admirable community service projects such as Habitat for Humanity would not be acceptable unless the service was in the form of contributing business expertise or in a leadership role. Services in which the student organizes and/or directs the project for a non-profit organization are acceptable. Examples such as directing and/or organizing a community cleanup sponsored by the Rotary Club or chairing a church clothing drive for the needy are acceptable projects because they serve a need of the greater community.

The requirement may be completed any time during the academic program, but as early in the program as possible and prior to the last 12 credit hours of course work in the graduate curriculum. Students must submit a written proposal to the Graduate Business Office outlining a plan for satisfying this requirement prior to performing the project containing the following information:

1. Name of the community organization or project selected to fulfill this requirement.
2. Name and telephone number of contact person at that organization.
3. How your business knowledge, leadership, and expertise will be applied.
4. Estimated time frame for completion of the project, including beginning and ending dates if possible.

Normally, proposals are approved within one week. Proposals that differ from typical projects, however, may require additional time for approval, and any services rendered prior to the approval of a proposal do not satisfy this requirement. Certification by the participating organization is also required. At the conclusion of the community service activity, students must submit a one- to two-page typewritten report summarizing the project, the project outcomes, and student's contributions to these outcome(s) to the Director of the Graduate Business Programs.

Curriculum

Students are expected to complete the program within seven years after taking their first graduate course in the 36 hour graduate curriculum. The seven year time frame does not include any time devoted to completing the foundation phase of the program. Candidates for the graduate business program must fulfill the following requirements:

1. a minimum of 36 graduate credit hours, of which each course counts only once toward graduation unless the bulletin specifically states that the course may be repeated for credit,
2. a minimum grade of C (2.0) in each course, with a maximum of two grades below B- (2.7),
3. a minimum grade of B (3.0) in all transfer courses accepted by the Graduate Business Policies Committee,
4. maintain a minimum cumulative grade point average of 3.0 (B), for all graduate courses,
5. satisfactory completion of the community service component.

Enrolling

Any student who has been unconditionally admitted to the IU Southeast Graduate Business program can enroll in graduate courses contingent upon successful completion of all foundation requirements and the GMAT.

Students who have not been admitted to the Graduate Business program must request permission from the Graduate Business Policies Committee in order to enroll. The Graduate Business Policies Committee will make a final and binding decision. These students must:

1. prove Graduate student status and
2. complete 20 credit hours of foundation course work required for all Graduate Business students.

They are given the lowest priority ranking if class size is an issue. Permission to enroll in an IU Southeast Graduate Business course does not constitute admission to the program. Students from other Graduate programs must obtain permission from the Graduate Business Policies Committee to enroll in Graduate courses each registration period.

Auditing

Auditing is not permitted for courses in the Graduate Business program curriculum.

Schedule Changes

Graduate Business students who have registered for classes and who have received a Schedule Confirmation/Account Statement may adjust their class schedules during the drop/add period at the beginning of each semester. Consult the Director of Graduate Business programs to determine how course changes affect academic progress.

Withdrawal

Students are responsible for officially withdrawing from a course as outlined in the Graduate Business bulletin. The director of Graduate Business programs assists students in revising their class schedule. No grade is recorded on the transcript when students withdraw during the first week of classes. A grade of W (withdrawal) is recorded automatically when students officially withdraw before the end of the tenth week of a semester or the fourth week of a six-week summer session.

The 1.5 credit hour courses -

- **B511 Business Communications,**
 - **B513 International Environmental Analysis**
- are split into seven-week sessions during the fourteen-week fall and spring semesters and into three-week sessions during the summer sessions. In such cases, students must officially withdraw before the fourth week of the seven-week course and the first week of a summer course.

Tuition, Fees, and Refunds

For current tuition fees and refund information please visit the IU Southeast Bursar Web site at ius.edu/bursar. This Web site also provides important information including refund schedules, fee calendar, and payment methods.

Grades and Grade Point Average

A student's grade point average is computed by dividing the sum of all grade points earned (the credit hours earned in each course, multiplied by the numerical equivalent of the grade) by the sum of the credit hours attempted. The numerical equivalents of letter grades are as follows:

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

Incomplete Grades

- The grade of I (incomplete) will be recorded for students who, after having satisfactorily completed the major portion of a course, must withdraw because of circumstances beyond their control.
- Students then have up to 12 months to complete the balance of the course, as agreed upon by the student and the faculty member.
- If students fail to meet the requirements and the instructor does not otherwise act to remove the I within 12 months, the registrar will notify both the student and the instructor that the grade of I will be changed to an F.
- Note that the grade of I is not offered simply to exempt students from paying tuition for a repeated course.

Repetition of Graduate Courses

Because students are required to earn a minimum grade of C in all of the courses in the 36 credit hour Graduate Business curriculum, they may sometimes need to repeat a course in order to raise an insufficient grade to the required level. Whether a student **MUST** repeat a course or chooses to repeat a course, **ALL** grades received in the Graduate Business program will be included in the composite grade point average. Other conditions that apply to the repetition of courses include:

1. Any grade below a C (2.0) must be repeated.
2. A maximum of 6 credit hours can be repeated.
3. Each course can only be repeated one time.
4. A maximum of two grades below a B- (2.7) will be allowed. If a student receives three such grades, the student will be dismissed from the program.
5. While any course can be repeated to bolster a student's GPA, an original grade below a B- will still count toward the maximum of two such grades allowed for continuation in the program.

Academic Standing and Probation

To be in good standing, students must earn no grade below a C (2.0) in any Graduate course and accumulate a minimum overall grade point average (GPA) of 3.0 for all Graduate Business courses. Only grades earned in the IU Southeast Graduate Business program are considered when determining a student's academic standing in the Graduate Business program.

If their overall GPA falls below 3.0, students are notified by letter that they are on academic probation. They will then be limited to enrollment in a maximum of 3 credit hours per semester. Graduate classes taken by a student on probation must be approved by the Director of Graduate Business Programs. Whether a student is allowed to continue in the program is based upon the following conditions:

1. A student must have a 3.0 GPA after the completion of 21 credit hours in the 36 credit hour Graduate curriculum or the student will be dismissed from the program.
2. A maximum of two grades below a B- (2.7) will be allowed. If a student receives three such grades, the student will be dismissed from the program.

Student Services

IU Southeast Graduate Business students have access to the following services through the campus and the Graduate Business program.

Advising

Before registering for any Graduate courses, consult with the Director of Graduate Business programs about prospective courses that fulfill the curriculum requirements.

Financial Assistance

Contact the Office of Student Financial Assistance about the availability of loans and scholarships by visiting ius.edu/financialaid.

Placement Services

The Office of Career Services and Placement is the primary resource for Graduate students and alumni with career and employment matters. Additionally, position and internship opportunities are forwarded to currently enrolled students via e-mail through the Graduate Business programs office.

Honor Societies

“To encourage and reward scholarship and accomplishment among students of business administration, to promote the advancement of education in the art and science of business, and to foster integrity in the conduct of business operation,” the faculty elect outstanding graduate business students into Beta Gamma Sigma.

Code of Student Rights, Responsibilities, and Conduct

Copies of the Indiana University Code of Student Rights, Responsibilities, and Conduct, which went into effect in the fall of 1990, are available from the Office of Student Affairs. It is the students’ responsibility to acquaint themselves with the regulations in this document, which covers such issues as academic dishonesty, grievance procedures, discrimination, and overall conduct.

Policy Governing Release of Information in Student Records

Social Security Number

In accordance with the Privacy Act of 1974 and Indiana PL22 of 1977, students or applicants are advised that the requested disclosure of their Social Security number to the university is voluntary. The student has the right to refuse disclosure of this number or request its removal from records without penalty. A special nine-digit student identification number will then be assigned for use throughout the duration of the student’s involvement with the university.

The student identification number will be used to identify records such as the student’s transcript, registration, grade reports, transcript requests, and certification requests; as an identifier for grants, loans, and other financial aid programs;

and to determine eligibility, certify school attendance, and report student status. The student’s Social Security number is not disclosed to individuals or agencies outside Indiana University except in accordance with the Indiana University policy on release of student information.

Student Records

In compliance with Section 438 of the “General Education Provision Act” (as amended) entitled “Family Educational Rights and Privacy Act,” the following constitutes the institution’s policy that instructs the student in the procedures available to provide appropriate access to personal records while protecting confidentiality.

1. Certain definitions and principles contained in the law and proposed guidelines are specifically adopted in the policy:
 - a. “Student” is defined as one who has attended or is attending Indiana University and whose records are in the files of the university.
 - b. Educational records do not include files retained by individuals and not accessible to any other person except a substitute faculty/staff member.
 - c. Public information is limited to name, address, phone, major field of study, dates of attendance, admission or enrollment status, campus, school, college or division, class standing, degree and awards, activities, sports, and athletic information. Records of arrest and/or convictions and traffic accident information are public information and may be released to anyone making inquiry.
2. Public information shall be released freely unless the student files the appropriate form requesting that certain public information not be released. This form is available at the Office of the Registrar. Public information that cannot be restricted includes name, enrollment status, degrees, and dates of attendance. A student may review his or her record upon request and may ask for deletions or corrections of the record in a hearing process described in detail in the Code of Student Rights, Responsibilities, and Conduct, copies of which are available from the Office of Student Affairs, Library Building 152. References, recommendations, and other similar documents may carry a voluntary waiver relinquishing the student’s right to review this specific material. The student may also release the record to others by signing a written release.

Foundation Courses

F501 FOUNDATIONS IN ACCOUNTING (3 CR.)

Financial and managerial accounting concepts from the business manager's perspective. Includes analysis and recording of economic transactions, and cost determination and analysis. Undergraduate course equivalents are Principles of Accounting I and II.

F502 FOUNDATIONS IN FINANCE (2 CR.)

Introduction of basic financial concepts from the business manager's perspective. Includes use of financial statements, tools and concepts for planning and measuring profitability and liquidity, capital budgeting, discounted cash flow analysis, and valuation. Undergraduate course equivalent is Financial Management.

F503 FOUNDATIONS IN ECONOMICS (3 CR.)

Provision of fundamental knowledge in the area of micro and macro economics theory. Includes concepts and theories relevant to the broad spectrum of economic trends needed in a graduate curriculum. Undergraduate course equivalents are introductory micro and macroeconomics.

F504 FOUNDATIONS IN MARKETING (2 CR.)

Emphasis will be placed upon the understanding and application of market concepts and practices, including market planning and strategy principles using pricing, product management, promotion, and distribution. Other topics include buyer behavior, market research, international marketing, ethics, and environmental influences. Undergraduate course equivalent is marketing management.

F505 FOUNDATIONS IN STATISTICS (2 CR.)

This course covers basic applied statistics from a business perspective. Topics covered include summary measures of central tendency probability and probability distributions, continuous distributions including the normal distribution, sampling distributions, confidence interval estimation, and hypothesis testing. Undergraduate course equivalent is Business Statistics E280.

F506 FOUNDATIONS IN OPERATIONS MANAGEMENT

(2 CR.) This course discusses production as it relates to the other functions of a business. Techniques and topics such as forecasting, aggregate planning, master scheduling, capacity and material planning, performance measurement, productivity improvement, quality, JIT, TOC, and project management are covered. Undergraduate course equivalent is Operations Management P301.

K321 MANAGEMENT INFORMATION SYSTEMS (3 CR.)

Introduction to Management Information System (MIS) including the key building blocks information systems, namely, hardware, software, telecommunications, including the Internet/intranet/extranet, and databases and DBMS. The focus of this course is on using and managing information technologies to derive business value.

Phase I Courses

A505 STRATEGIC COST MANAGEMENT (3 CR.)

Discussion of the development and use of accounting information for managerial control and decision making. Accounting methods for cost accumulation and allocation, standard costing, budgeting, inventory valuations, performance measurement, cost-volume-profit relationships, special decisions, current developments in managerial accounting, and other topics will be discussed.

A506 MANAGERIAL ECONOMICS (3 CR.)

The understanding and application of economic theory to the problems of the business enterprise. The use of economic concepts for managerial decision making. Demand theory, risk and uncertainty, cost, profit, pricing, and capital budgeting are among the topics covered.

A507 MODELING AND SIMULATION (3 CR.)

To increase decision-making effectiveness by learning more about quantitative methodology and by better understanding its contribution to the decision making process. Includes analysis and solution of realistic problems using microcomputer software.

A508 ORGANIZATIONAL BEHAVIOR AND LEADERSHIP

(3 CR.) A theory-based study of leadership phenomena and organizational behavior. Emphasis on the practical application of these concepts to organizational settings.

Phase II Courses

B511 BUSINESS COMMUNICATIONS (1.5 CR.)

Designed to improve effective communication as a manager. Analysis and application of communication strategy, oral presentation skills, listening skills, writing skills, corporation communication strategy, and communication with the media.

B513 INTERNATIONAL ENVIRONMENTAL ANALYSIS

(1.5 CR.) A survey of the external environmental variables that affect business operations domestically and internationally. Provides a framework for analyzing and anticipating changes in the environment; considers the impact of competition, economics and financial systems, cultures and technology on business operations.

B516 ETHICAL AND LEGAL ENVIRONMENT OF BUSINESS (3 CR.)

This course examines legal and ethical issues a manager must consider when making business decisions. Provides an overview of law pertaining to business, international and regulatory topics, and models for review and resolution of ethical issues in business. Critical thinking and legal research skills are introduced and developed.

Phase III Courses

C521 MARKETING MANAGEMENT (3 CR.)

Marketing decision making in a problem solving environment. Emphasizes the firm's decision-making procedures in planning, product development, pricing, promotion, and distribution. Topics include competitive analysis, opportunity analysis, profitability and productivity analysis, market measurement, strategy, and the role of marketing research and information systems. Extensive use of readings and cases.

C522 FINANCIAL MANAGEMENT (3 CR.)

A study of the theory and practice of corporate finance. Areas studied include organizing capital expenditure, planning dividend policy and capital structure strategies, making short-term financial decisions, mergers, pension plans, and the international aspect of corporate finance.

C523 SYSTEMS DECISION THEORY AND APPLICATIONS (3 CR.)

An integrative or holistic approach to identifying organizational problems and the development and implementation of possible solutions. Because most courses are primarily concerned with analytical approaches to business decision making, this course focuses on the processes that link the parts together.

Phase IV Course

D530 BUSINESS POLICY AND STRATEGY (3 CR.)

Administration of the business firm from the perspective of top management. Involves the formulation and administration of policy, the integration of internal operations with each other and with the environment, the evaluation of business risk and strategy alternatives, and the development of long range plans and programs.

Elective Courses

E553 CONSUMER BEHAVIOR (3 CR.)

To provide an interdisciplinary approach to understanding consumer buying behavior. Emphasis is on the individual and social processes that influence the consumer in the marketplace.

E554 HUMAN RESOURCE MANAGEMENT (3 CR.)

This course deals with major topic areas within the field of human resource management. It is a survey of principal theoretical, legal, and applied concerns that influence both public and private sector employers. Special attention is given to applications of timely interest to private employers.

E556 LABOR ECONOMICS (3 CR.)

Study of the economic problems of the wage earner in modern society; structure, policies, and problems of labor organizations; employer and governmental policies affecting labor relations.

E557 INVESTMENT MANAGEMENT (3 CR.)

Emphasizing the formulation of policies and portfolio strategies in the management of investment funds for individuals and institutions. Topics also include methods of investment analysis and selection, investment timing, and evaluation of portfolio performance.

E558 WAGE AND SALARY ADMINISTRATION (3 CR.)

A consideration of principles and theory involved in the design and administration of employer compensation systems. Includes pay survey, organizational pay strategies, design of pay structure, and performance of compensation audit.

E560 VENTURE GROWTH MANAGEMENT (3 CR.)

This course explores what it takes to start and successfully work in a small business from startup to ongoing concern. Topics include leadership, prioritization and balancing control and agility in a dynamic environment. Also discussed are the basics of business planning including the business model, the customer value proposition, and the elevator pitch. If you plan to start or work with a small business, this course will help you chart the course ahead in exploring the new business environment.

E568 INTERNATIONAL FINANCIAL MANAGEMENT

(3 CR.) Financial management of foreign operations of the firm. Financial constraints of the international environment and their effect on standard concepts of financial management. Study of international currency flows, forward cover, and international banking practices.

E580 COMMUNITY SERVICE IN BUSINESS (NO CR.)

All M.B.A. students must complete a community service project to graduate. This involves donating a minimum of 20 hours to an approved community project (e.g. volunteering for Big Brothers/Big Sisters; providing tax assistance for the elderly; participating in a United Way agency) and a written report to the M.B.A. office.

E581 SPECIAL TOPICS: INFORMATION TECHNOLOGY MANAGEMENT ISSUES (3 CR.)

The course will focus on the key information systems issues that exist in the business world that must be managed, dealt with, and resolved. Such issues include data center consolidations, outsourcing, IS resources/staffing, client server systems management, telecommunications, and the infrastructure to support business initiatives.

E587 ADVANCED CORPORATE FINANCE (3 CR.)

Practical analysis of financial problems in case oriented format. Financial models will be used to place the data in analytical form to aid the analysis. Areas covered include allocating capital for real investment, financing the firm, knowing whether and how to hedge various risks, and allocating funds for financial investments.

E588 PROJECT MANAGEMENT (3 CR.)

This course introduces students to the full range of project management problems, solution methods, and decision processes. Topics include: project selection, project organizational structures, project planning, scheduling, and budgeting, negotiations, project monitoring and control, project auditing and determination, and resource constrained project scheduling.

E590 INDEPENDENT STUDY (3 CR.)

Research, analysis, and discussion of current business related issues for academic credit. Approval must be granted by the Graduate Business office and supervised by a Graduate Business faculty member. Can be repeated for a total of 6 credit hours.

MSSF Courses

A505 STRATEGIC COST MANAGEMENT (3 CR.)

Discussion of the development and use of accounting information for managerial control and decision making. Accounting methods for cost accumulation and allocation, standard costing, budgeting, inventory valuations, performance measurement, cost-volume-profit relationships, special decisions, current developments in managerial accounting, and other topics will be discussed.

A507 MODELING & SIMULATION (3 CR.)

To increase decision-making effectiveness by learning more about quantitative methodology and by better understanding its contribution to the decision-making process. Includes analysis and solution of realistic problems using microcomputer software.

B516 ETHICAL AND LEGAL ENVIRONMENT OF BUSINESS (3 CR.)

This course examines legal and ethical issues a manager must consider when making business decisions. Provides an overview of law pertaining to business, international and regulatory topics, and models for review and resolution of ethical issues in business. Critical thinking and legal research skills are introduced and developed.

C522 FINANCIAL MANAGEMENT (3 CR.)

A study of the theory and practice of corporate finance. Areas studied include organizing capital expenditure, planning dividend policy and capital structure strategies, making short-term financial decisions, mergers, pension plans, and the international aspect of corporate finance.

C523 SYSTEMS DECISION THEORY AND APPLICATIONS (3 CR.)

An integrative or holistic approach to identifying organizational problems and the development and implementation of possible solutions. Because most courses are primarily concerned with analytical approaches to business decision making, this course focuses on the processes that link the parts together.

E581 SPECIAL TOPICS: INFORMATION TECHNOLOGY MANAGEMENT ISSUES (3 CR.)

The course will focus on the key information systems issues that exist in the business world that must be managed, dealt with, and resolved. Such issues include data center consolidations, outsourcing, IS resources/staffing, client server systems management, telecommunications, and the infrastructure to support business initiatives.

E588 PROJECT MANAGEMENT (3 CR.)

This course introduces students to the full range of project management problems, solution methods, and decision processes. Topics include: project selection, project organizational structures, project planning, scheduling, and budgeting, negotiations, project monitoring and control, project auditing and determination, and resource constrained project scheduling.

H543 ADVANCED MANAGERIAL ACCOUNTING (3 CR.)

Adaptation of costing and cost analysis methods as changes take place in the new business environment, characterized by flexible manufacturing, JIT, automation, and international competition. Emphasis on development of critical thinking skills, complex problem solving, effective written and interpersonal communication, use of information technology, and professional development in corporate environment.

B511 BUSINESS COMMUNICATIONS (1.5 CR.)

Designed to improve effective communication as a manager. Analysis and application of communication strategy, oral presentation skills, listening skills, writing skills, corporation communication strategy, and communication with the media.

B513 INTERNATIONAL ENVIRONMENTAL ANALYSIS

(1.5 CR.) A survey of the external environmental variables that affect business operations domestically and internationally. Provides a framework for analyzing and anticipating changes in the environment; considers the impact of competition, economics and financial systems, cultures and technology on business operations.

E557 INVESTMENT MANAGEMENT (3 CR.)

Emphasizes the formulation of policies and portfolio strategies in the management of investment funds for individuals and institutions. Topics also include methods of investment analysis and selection, investment timing, and evaluation of portfolio performance.

E565 TAXES AND BUSINESS DECISIONS (3 CR.)

Focuses on expanding the student's knowledge of taxation for purposes of making more informed managerial decisions. Provides an understanding of basic business taxation and taxation aspects of compensation planning, fixed assets, mergers, liquidations, international and interstate issues.

E568 INTERNATIONAL FINANCIAL MANAGEMENT

(3 CR.) Financial management of foreign operations of the firm. Financial constraints of the international environment and their effect on standard concepts of financial management. Study of international currency flows, forward cover, and international banking practices.

E594 BUSINESS ANALYSIS AND VALUATION (3 CR.)

Use of financial statement data to: analyze business strategy, assess accounting policies and estimates for analysis and valuation purposes, evaluate financial performance utilizing financial ratio and cash flow measures, and forecast a firm's future to estimate its value. Resulting information is used in a variety of decision-making contexts.

E595 ADVANCE CORPORATE FINANCE (3 CR.)

Practical analysis of financial problems in case-oriented format. Financial models will be used to place data in analytical form to aid the analysis. Areas covered include allocating capital for real investment, financing a firm, knowing whether and how to hedge various risks, and allocating funds for financial investments.

E596 INTERMEDIATE ACCOUNTING II (3 CR.)

Application of intermediate accounting theories to problems of accounting for economic activities and financial statement presentation of said activities. Topics include: contingencies, bonds, leases, equities, earnings per share, revenue recognition, investments, deferred taxes, and accounting changes.

E533 ADVANCED AUDITING (3 CR.)

In-depth study of the process of auditing, attestation, and assurance services in an advanced technological environment. Includes coverage of auditing and attestation standards, the code of professional conduct, auditor's legal responsibilities, fraud auditing, and the emerging issues of global auditing.

H541 NOT-FOR-PROFIT ACCOUNTING (3 CR.)

Accounting for non-profit-seeking entities: state and municipal governments, schools, hospitals, and philanthropic entities. Include study of GAAP for these entities as promulgated by FASB and GASB.

H542 ADVANCED FINANCIAL ACCOUNTING (1.5 CR.)

Generally accepted accounting principles as applied to business combinations, segments, estates, and trusts.

H546 ADVANCED TAXATION (3 CR.)

This course will address advanced corporate formation, merger and acquisitions, and liquidations. The course material also covers tax topics specific to corporations such as when to make the Corporate Selection and the accumulated earnings tax.

D530 BUSINESS POLICY AND STRATEGY (3 CR.)

Administration of the business firm from the perspective of top management. Involves the formulation and administration of policy, the integration of internal operations with each other and with the environment, the evaluation of business risk and strategy alternatives, and the development of long range plans and programs.

Faculty

Accounting and Business Law

Barney, Douglas K., Ph.D. (University of Mississippi, 1993), C.P.A. (Indiana), C.M.A., C.F.M., Professor

Bjornson, Chris, Ph.D. (University of Illinois, 1993), Associate Professor

Christiansen, Linda, J.D. (Indiana University, 1987), M.B.A., C.P.A. (Indiana), Associate Professor

French, George, R., Ph.D. (University of Mississippi, 1990), C.P.A. (Kentucky), Professor

Finance

Dufrene, Uric, Ph.D. (University of Mississippi, 1992), Professor

He, Yan, Ph.D. (Syracuse University, 1999), Associate Professor

White, Jay, Ph.D. (University of Mississippi, 1996), Dean and Associate Professor

Wong, Alan, Ph.D. (University of North Texas, 1986), Professor

Economics

Alse, Janardhanan A., Ph.D. (University of Wisconsin – Milwaukee, 1993), Associate Professor

Bingham, Jonathan E., A.M. (Washington University, 1995), Senior Lecturer

Faulk, Dagny, Ph.D. (Georgia State University, 1999), Associate Professor

Schansberg, D. Eric, Ph.D. (Texas A&M University, 1991), Professor

Information and Operations Management

Ash, Robert C., Ph.D. (Arizona State University, 1995), Associate Professor

Ernstberger, Kathryn A. Ph.D. (Indiana University, 1992), Professor

Harris, Michael, Ph.D. (University of South Florida, 2006), Assistant Professor

Harris, Ranida B., Ph.D. (Florida State University, 2004), Assistant Professor

Pittman, Paul H., Ph.D. (University of Georgia, 1994), CFPIM (The Association for Operations Management), Director of Graduate Business Programs and Professor

Marketing and International Business

Cox, K. Chris, Ph.D. (Texas Tech University, 1995), Associate Professor

Little, Eldon L., Ph.D. (University of Nebraska, 1981), Professor.

Wadsworth, Frank H. Ph.D. (University of Wisconsin – Madison, 1995), Professor

Management

Eplion, David, Ph.D. (University of Pittsburgh, 2001), Assistant Professor

Harris, Kenneth J., Ph.D. (Florida State University, 2004), Assistant Professor

Keefe, Thomas J., Ph.D. (State University of New York at Buffalo, 1988), Professor

Rakich, Jonathan S. Ph.D. (St Louis University, 1970), Professor

Faculty Emeriti

Altmann, James L., Ph.D., (University of Wisconsin – Milwaukee, 1978), Professor Emeritus

Briscoe, John P., Ph.D. (University of Louisville, 1977) Professor

Crooks, Edwin W., D.B.A. (Indiana University, 1959) Chancellor Emeritus of Indiana University Southeast and Professor Emeritus

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