

# INDIANA UNIVERSITY

University Graduate School  
2005-2006  
Academic Bulletin

## Business

**Kelley School of Business**  
Bloomington

### Dean

Harold A. Poling Chair of Strategic Management Dan R. Dalton\*

### Departmental E-mail

docprogs@indiana.edu

### Departmental URL

www.bus.indiana.edu

## Graduate Faculty

(An asterisk [\*] denotes membership in the University Graduate School faculty with the endorsement to direct doctoral dissertations.)

### Distinguished Professors Emeriti

Hans B. Thorelli\*

### A. L. Prickett Professor

Gerald L. Salamon

### American United Life Chair in Business Administration

Marjorie Lyles\*

### American United Life Professor

Ronald Anderson\* (Emeritus)

### Arthur M. Weimer Chair of Business Administration

Michael B. Metzger\*

### Arthur M. Weimer Professors

John D. Long\* (Emeritus), Jack R. Wentworth\* (Emeritus)

### Bank One Chair of Banking and Finance

Gregory F. Udell\*

### Bert Elwert Professor

Michael Roy Baye\*

### Dale M. Coleman Professor

Janet P. Near\*

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**E. W. Kelley Professor**  
Raymond Robert Burke\*

**Edward E. Edwards Professor**  
John A. Boquist\*

**Frank P. Popoff Chaired Professor**  
Idalene Fay Kesner\*

**Fred T. Greene Professor**  
Robert Klemkosky\*

**George W. Pinnell Professor**  
Michele Fratianni\*

**Harold A. Poling Chair of Strategic Management**  
Dan R. Dalton\*

**Indiana University Foundation Professor**  
Eric B. Rasmusen\*

**Jack R. Wentworth Professor**  
Robert H. Jennings\*

**James W. and Virginia E. Cozad Chair in Finance**  
Charles A. Trzcinka\*

**John and Esther Reese Professorship**  
Vincent A. Mabert\*

**John F. Mee Professor**  
Philip M. Podsakoff\*

**John T. Chambers Chair in Internet Systems**  
Alan R. Dennis\*

**L. L. Waters Chair in International Business**  
Alan M. Rugman\*

**Lawrence D. Glaubinger Professors**  
Marc J. Dollinger\*, Joseph Waldman\* (Emeritus)

**Randall L. Tobias Chair of Global Leadership**  
P. Christopher Earley\*

**Professors**

Franklin Acito\*, S. Christian Albright\*, Patricia Hayes Andrews\* (Communication and Culture), Timothy T. Baldwin\*, Joseph Belth\* (Emeritus), Messod-Daniel Beneish\*, Louis Biagioni\* (Emeritus), Charles Bonser\* (Emeritus, Public and Environmental Affairs), Harvey Bunke\* (Emeritus), Jeffrey G. Covin\*, Anthony Cox, Catherine Daily\*, Douglas Dalrymple\* (Emeritus), Catherine M. Dalton\*, Lawrence S. Davidson\*, Daniel W. DeHayes Jr.\*, George F. Dreher\*, Terry M. Dworkin\*, P. Christopher Earley\*, Jeffrey D. Fisher\*, Joseph G. Fisher\*, Samuel Frumer\* (Emeritus), Paul Gordon\* (Emeritus), Donald Granbois\*, R. Jeffery Green\*, Robert Greenleaf\* (Emeritus), S. Michael Groomer\*, Irvin Grossack\* (Emeritus), William Haeberle\* (Emeritus), Robert Hall\* (Emeritus), Donald Lee Harnett\*, Joseph Hartley\* (Emeritus), John Hassell\*, Stephen L. Hayford, W. Harvey Hegarty\*, Lester E. Heitger, John Helmkamp\* (Emeritus), George W. Hettenhouse\*, John W. Hill\*, Peggy A. Hite\*,

Thomas P. Hustad\*, F. Robert Jacobs\*, Bruce L. Jaffee\*, Roger Jerman\*, Heejoon Kang\*, Donald F. Kuratko, Arlen W. Langvardt, Jordan Leibman\* (Emeritus), R. Thomas Lenz\*, David B. MacKay\* (Geography), Scott Bradley MacKenzie\*, Jane P. Mallor\*, Paul Marer\* (Emeritus, Central Eurasian Studies), Anne P. Massey\*, E. W. Martin Jr.\* (Emeritus), Patricia P. McDougall\*, Joseph Miller\* (Emeritus), John Muth\* (Emeritus), Pekin Ogan\* (Emeritus), Richard Olshavsky\*, Dennis W. Organ\*, Clinton Oster\*, Robert W. Parry\*, James H. Patterson\*, James M. Patterson\* (Emeritus), William Perkins\* (Emeritus), Richard Pfister\* (Emeritus), Michael Phillips\* (Emeritus), James H. Pratt\*, Eric L. Richards, William L. Sartoris\*, Roger Schmenner\*, William Scott Jr.\* (Emeritus), Lloyd Vann Seawell\* (Emeritus), Robert Shaffer\* (Emeritus), Michael Simkowitz\* (Emeritus), George Smerk\*, Daniel C. Smith\*, Robert E. Smith\*, Ashok Kumar Soni\*, Rosann Lee Spiro\*, P. Ronald Stephenson\*, Jerrold J. Stern\*, R. Stansbury Stockton\* (Emeritus), James Suelflow\* (Emeritus), John Summers\* (Emeritus), M. A. Venkataramanan\*, Iris Vessey\*, Rockney G. Walters\*, Edgar Williams\* (Emeritus), James C. Wimbush\*, Wayne L. Winston\*, Donald Wood\* (Emeritus)

### **Associate Professors**

Utpal Bhattacharya\*, Walter G. Blacconiere\*, J. Douglas Blocher\*, L. Thomas Bowers, Kurt M. Bretthauer\*, Carol V. Brown\*, Victor Childers\* (Emeritus), Laura Ginger, Craig W. Holden\*, Patrick E. Hopkins, Sreenivas Kamma, William Kulsrud\*, Thomas P. Lyon\*, Richard Magjuka\*, Lauren Ann Maines\*, George Marakas, John W. Maxwell\*, Martin Arthur McCrory, Robert Neal\*, Mitchell Novit\* (Emeritus), Frona M. Powell\*, Richard Rogers, H. Shanker Krishnan\*, Richard Lester Shockley, Geoffrey B. Sprinkle, Mikel G. Tiller\*, Juergen von Hagen\*, Ramesh Venkataraman, James M. Wahlen\*, Bradley Charles Wheeler\*

### **Assistant Professors**

Manju K. Ahuja, Lance Bettencourt, Susan A. Brown, C. Brad Crisp, Adam Lee Duchachek, Andrew Ellul, Nancy Marie Epling, Srinagesh Gavrimeni, Levent Guntay, Nandini Gupta, Rick Harbaugh, Hans S. Heese, Leslie D. Hodder, Shailendra Pretap Jain, Vijay Khatri, Dong-Gil Ko, Christian Terry Lundblad, Darius Paul Miller, Derek Kenneth Oler, Xing Ping, Marc Peter Picconi, Jamie Darin Prenkert, Kenneth L. Schultz, Arijit Sengupta, Rebecca J. Slotegraaf, Andrey Dmitrievich Ukhov, Xiaoyun Yu

### **Clinical Professor**

Elizabeth J. Gatewood\*

### **Clinical Associate Professor**

Jonlee Andrews

### **Clinical Assistant Professor**

Carolyn Wiethoff

### **Chairperson of the Doctoral Program**

Professor Franklin Acito\*, Kelley School of Business, BU 730, (812) 855-3476

## **Degrees Offered**

Doctor of Philosophy. In addition, the Kelley School of Business offers the Master of Business Administration, Master of Science in Information Systems, Master of Professional Accountancy, and the Doctor of Business Administration. For details, see the Kelley School of Business Bulletin, Graduate Programs.

## **Special School Requirements**

(See also general University Graduate School requirements.)

## **Admission**

To apply for admission to the doctoral programs in business, the applicant must do the following:

1. Submit a formal application (forms are available from the Doctoral Programs Office in Business). Application forms for international students should be requested from the Office of International Admissions, 300 N. Jordan Avenue, Bloomington, IN 47405. (The international application and all supporting documents should be submitted to the Office of International Admissions.)
2. Arrange for at least three letters of recommendation to be sent from persons qualified to judge the academic potential of the applicant.
3. Arrange to take (or have already taken within four years of the date of application) either the Graduate Management Admission Test or the Graduate Record Examination General Test. These tests are prepared by the Educational Testing Service and are administered at numerous locations throughout the United States approximately four times each year and, at less frequent intervals, in many foreign countries.
4. Submit official transcripts of all college work taken. All the above documents should be sent to:

Chairperson of the Doctoral Programs  
Kelley School of Business  
1309 E. 10th Street  
Indiana University  
Bloomington, IN 47405-1701

Appropriate application forms, detailed information on admission and financial aid, and additional program data may be obtained from the Doctoral Programs Office. The application deadline for August admission is the preceding February 1 (December 1 for international students).

Early applications are urged since all spaces in particular departments may be filled before the deadline. Late applications will be honored only if space is available.

Admission to the doctoral program in business is based on an individual's qualifications as evidenced by the application, official transcripts, scores on the Graduate Management Admission Test or the Graduate Record Examination, and, if possible, a personal interview. Prospective students' applications for admission and supporting credentials are reviewed by the doctoral program's administrative committee and by the faculty in the proposed major department.

While it is unusual, highly qualified students with career objectives clearly in mind may enter the doctoral programs in business directly from a baccalaureate program with the intention of working toward a doctoral degree. Most, however, will begin work toward the doctorate after obtaining the master's degree.

## **Doctor of Philosophy Degree**

### **Program Requirements**

The requirements for the Ph.D. program in business are fulfilled in three basic phases of study. Although these phases may overlap, the program requires a logical sequence of course work, qualifying examinations, and dissertation research.

### **Phase I**

The Phase I requirements entail no minimum number of credit hours but focus instead on proficiency in business operations and the basic disciplines. The credit hours required for proficiency may be met either by exemption (through the acceptance of previous course work) or by taking courses or independent study after entering the program. Individual departments determine the appropriate requirements for their majors.

### **Teaching Development Program**

All candidates for a doctoral degree in business must complete the 1.5 semester hour teaching development seminars or its equivalent. These seminars provide a grounding in learning and teaching styles and methods.

## **Phase II**

The Phase II program of study is the central part of the student's doctoral-level course work. It is therefore critical that the courses be selected to achieve the student's educational objectives while emphasizing high levels of research and scholarship.

### **Major Field**

The program of study for the major is planned in consultation with the student's major-field advisor and consists of a minimum of 18 credit hours of advanced graduate work. There is no intention that the entire program of study relating to the major must be taken in the administrative department or area represented by that major field. On the contrary, students are encouraged to incorporate courses from other departments or areas into their major-field curriculum when such courses are closely related to the individual's interests and help form a logical whole.

### **Minor Field**

Each student selects one minor field, which requires a minimum of 9 credit hours of work beyond that expected as minimal preparation for all doctoral students. Minors are available in each of the major fields, as well as in the following fields (though not limited to these): international business, economics, political science, history, mathematics, psychology, sociology, and law. The doctoral business minor provides the opportunity for the integration of other disciplines into the major area(s) of students majoring in the Kelley School of Business; it requires a minimum of 9 credit hours from a field outside the student's major field. The minor requirements for fields outside the Kelley School of Business are determined by the department in which the minor is offered. An overall GPA of at least 3.4 in the three courses is required.

### **Methodology and Analysis (M and A) Requirement**

All doctoral candidates must demonstrate competency in the areas of research methodology and statistical analysis. This is a 9 credit hour requirement. This course work will help provide the foundation and special proficiency in research design and analysis necessary for candidates to conduct their research programs.

### **Double Major Option**

Rather than follow the major, minor, and M and A sequence, a doctoral student may elect to have two majors. The double major candidate has the option of (1) two majors, each with 18 credit hours, or (2) a first major with 21 credit hours plus a second major of at least 15 credit hours. There are two issues that a student electing a double major should consider. First, all double majors must pass the qualifying examination in both majors. Second, a double major is unlikely to be approved unless the student can demonstrate that a portion of the overall course work provides competency in M and A. Doctoral students may not unilaterally elect to have a double major; the student's petition for a double major must be approved by both departments as well as by the chairperson of doctoral programs.

### **Grades**

Course grades below C+ (2.3) are not counted toward degree requirements but will be included in the computation of the student's grade point average. At least a 3.4 grade point average with no grade below B- (2.7) is required in those courses taken as part of the minor field. Students must achieve an overall grade point average of at least 3.3 and earn no less than a B- (2.7) in those courses taken as part of the methodology area.

### **Examinations**

Evidence of the student's competence in a major field must be demonstrated by examination. Examinations may also be required in some minor fields. The examinations are designed as exercises in creative and critical thinking, not merely in recollecting facts and familiar analyses.

### **Admission to Candidacy**

Upon successful completion of all Phase II requirements (including all qualifying examinations), the student will be nominated to candidacy.

### **Dissertation Proposal**

Examination on the dissertation proposal usually comes at the close of the work in Phase II of the program. A research committee is appointed to supervise and assist each candidate. A formal oral examination, to which other doctoral students and faculty members are invited, is held on the proposal. Upon passing the examination, the candidate moves into the third phase of the program.

### **Phase III**

#### **Dissertation**

An important early part of the dissertation experience is integrated with the advanced course work through the research seminars. A minimum of 24 credit hours of dissertation credit is required, but 3 hours of credit in research seminars within the major area may count toward this requirement. Since the dissertation represents a major research project, a year or more of full-time work in close cooperation with the candidate's committee is normally required to complete Phase III. For this reason, candidates in the Indiana University doctoral programs in business are strongly urged to remain in residence until all degree requirements have been met.

#### **Defense of the Dissertation**

Phase III concludes with the defense of the dissertation. The objective of the defense is to provide students with a forum for formal presentation of the results of their dissertation research. The purpose of the presentation, questioning, and discussion is to enable students to demonstrate that they have successfully completed what they set out to do, as stated at the time of the proposal defense. The dissertation defense gives the research committee a final opportunity to bring the candidate's research methods, findings, and conclusions under critical review. The candidate is expected to be able to defend all aspects of the inquiry satisfactorily.

For further information on the Doctor of Philosophy degree in business, consult the Kelley School of Business Graduate Programs Bulletin or the Doctoral Programs Web site: [www.kelley.indiana.edu/doctoral/home.html](http://www.kelley.indiana.edu/doctoral/home.html).

### **Ph.D. Minor in Business**

Students in other departments may minor in business by completing 9 credit hours of graduate work at the 600 level or above. A specialized minor field may be selected from the major fields for business students; a nonspecialized minor consists of courses from different fields. In the Kelley School of Business, courses numbered 600 or above are doctoral seminars. Courses at the 500 level are M.B.A. courses. Permission is required from the M.B.A. program for non-M.B.A. students to enroll in these courses. Interested students should contact the Doctoral Programs Office for further information about available fields and procedures to be followed, or download application forms from the Web site.

### **Courses**

See the Kelley School of Business Graduate Programs Bulletin ([www.kelley.indiana.edu/doctoral/courses.html](http://www.kelley.indiana.edu/doctoral/courses.html)) for a complete list of offerings.