

IU Kelley School of Business

Welcome to the Kelley School of Business!

Message from the Associate Dean, Kelley School of Business

Thank you very much for your interest in the Kelley School of Business. The school's history can be traced to the early 1920's, when a select group of students and faculty had the foresight to undertake a program of study that has become known throughout the world as one of the finest of its kind. From both the Indianapolis and Bloomington campuses, the Kelley School of Business conducts operations across the globe.

The joint resources of Indiana University-Purdue University Indianapolis (IUPUI) and IU Bloomington allow us to offer outstanding programs in business to a significant percentage of Indiana's population.

IUPUI is Indiana University's capital-city campus. As Indiana's state capital and a major metropolitan area, Indianapolis is an ideal place to study business. Within city blocks of the Kelley School is the highest concentration of corporations, government offices and agencies, small businesses, health care providers, professional practices, and not-for-profit organizations in the state. The campus affords a unique and dynamic environment for learning, conducting research, teaching, and collaborating with businesses. It is difficult to imagine a richer context in which students of all ages can enhance their knowledge and leadership skills while maximizing their personal development.

All programs are offered in convenient, accessible ways to both full and part-time students. High-tech delivery systems, joint programs with other schools at IUPUI, student organizations, and alumni activities make the Kelley School of Business an exciting place to be. Participation in the Kelley School involves more than merely taking courses. We offer a comprehensive educational experience that prepares you to join the growing number of IU graduates providing leadership in business organizations around the world.

Phillip T. Powell
Associate Dean of Academic Programs

Contact Information

[Kelley School of Business](#)

Business/SPEA (BS) 4090 801 W. Michigan Street
Indianapolis, IN 46202-5151 (317) 274-2481
kelley.iupui.edu

Undergraduate Program

Indiana University Kelley School of Business
Undergraduate Program BS 2010
801 West Michigan Street
Indianapolis, IN 46202-5151
(317) 274-2147

Fax: (317) 274-2483

busugrad@iupui.edu

Business of Medicine MBA Program

Indiana University Kelley School of Business
Business of Medicine Program
801 West Michigan Street BS 3024
Indianapolis, IN 46202-5151
(317) 274-3855

kbizmed@iupui.edu

Evening MBA Program

Indiana University Kelley School of Business
Evening MBA Program
801 West Michigan Street BS 3024
Indianapolis, IN 46202-5151
(317) 274-4895
Fax: (317) 278-6194

mbaindy@iupui.edu

Graduate Accounting Programs (MSA/MST)

Indiana University Kelley School of Business
801 West Michigan Street BS 3024
Indianapolis, IN 46202-5151
(317) 274-3451
Fax: (317) 278-6195

ksbigap@iupui.edu

Updated 02/22/16

Overview

Mission

The mission of the Kelley School of Business is to transform the lives of students, organizations, and society through management education and research. Our aim is to produce: a) students who are citizens of the world who have a positive impact on their organizations and on the communities in which they live, and b) research that advances both theory and practice. We emphasize a collaborative approach that encourages the creation of value-added partnerships among faculty, students, alumni, other universities and academic units at IU, and with private-sector and not-for-profit organizations.

At the Kelley School, we are committed to maintaining a system of values grounded on:

- Ethical conduct and integrity
- Excellence, professionalism, and pride in all that we do
- Personal initiative and individual responsibility
- Full engagement of all of our faculty and staff in pursuing the mission of the School
- Ongoing innovation in our programs and scholarship

- A spirit of collaboration, civility, respect, and collegial conduct in all contexts
- Open and forthright communication
- Diversity and inclusiveness, and
- Just and equitable recognition for performance

Admission

Requirements

Admission to the Kelley School of Business is competitive and based on a combination of factors. The primary factor is academic performance or GPA. Students are eligible to apply for admission provided they meet the minimum requirements. The minimum requirements do not guarantee admission.

Admission to IU's Kelley School of Business at Indianapolis is possible at several different points in a student's academic career. Procedures and requirements for each option are described below.

Please note that all applications for admission to the university are submitted through the IUPUI Office of Undergraduate Admissions, Campus Center Rm. 255, 420 University Boulevard, Indianapolis, IN 46202-5140; phone: (317) 274-4591. Beginning students normally enter the University College (UC), where they are advised on enrolling in required general-education and prebusiness courses.

Direct Admission

High school students who have been admitted to IUPUI will be considered for admission into the Kelley School of Business as freshmen if they meet the following criteria:

1. Admitted to IUPUI directly out of high school
2. High school GPA of 3.20 or higher
3. Meet one of the following test scores:
 - 0 - OLD SAT: Minimum SAT score of 1100 (Verbal and Math scores only; does not including Writing score) with a Math score of 500 or higher
 - 0 - NEW SAT: Minimum SAT score of 1170 (ERWS and MSS scores only; does not including Reading test) with a Math score of 530 or higher
 - 0 - ACT Composite score of 24 with a Math score of 21 or higher.

NOTE: The Kelley School will accept students' highest OLD SAT score or highest NEW SAT score but cannot combine a section from the old exam with a section from the new exam

Students will retain early admission status as long as they are making satisfactory progress in their academic program, including business prerequisite courses. This option offers students special access to Kelley School of Business advisors and opportunities for early involvement in Kelley School of Business organizations and activities.

Option I Admission Criteria

Option I Admission Criteria for students seeking admission into Kelley for Fall 2015 and after.

1. Admitted to IUPUI.
2. **Minimum Overall Cumulative GPA of 3.0 or higher.**
3. 30 or more total credit hours.
4. No unfinished incompletes.

5. **A grade of "C" or higher for each individual course and an average cumulative GPA of 3.0** or higher in the courses below:**

ENG-W 131 Reading, Writing, and Inquiry
 BUS-X 100 Business Administration - Intro
 BUS-X 103 or X203 Business Learning Community
 BUS-A 100 Introduction to Accounting
 BUS-K 201 The Computer in Business

Note: BUS-K 201, or any equivalent course, is only good for five years before a student is admitted to Kelley
 MATH-M 118 Finite Mathematics
 MATH-M 119 Brief Survey of Calculus

Submit an application by the required deadline:

Fall Admission: January 15 through March 1

Spring Admission: August 15 through October 1

Applications are available online through the Kelley School of Business Web site at kelley.iupui.edu.

Students may apply only one time under Option I criteria.

Students admitted under Option 1 must have a grade of C or higher in all I-Core prerequisites listed under Option 2 to enroll in Integrative Core (I-Core). All Option 1 admits will have their grades reviewed prior to being approved for enrollment in I-Core.

Option II Admission Criteria

Option II Admission Criteria for Students Seeking Admission to Kelley Fall 2015 or after:

1. Admitted to IUPUI.
2. **Minimum Overall Cumulative GPA of 2.5 or higher to apply.**
3. 60 or more total credit hours.
4. No unfinished incompletes.

Each of the following courses with a grade of "C" or higher:

ENG-W 131 Reading, Writing, and Inquiry
 COMM-R 110 Fundamentals of Speech Communication
 BUS-X 100 Business Administration - Intro
 BUS-X 103 or 203 Business Learning Community
 BUS-K 201 The Computer in Business

Note: BUS-K 201 or any equivalent course, is only good for five years before a student is admitted to Kelley
 BUS-X 204 Business Communications
 BUS-X 220 Career Perspectives
 BUS-L 203 Commercial Law I

6. **All of the following courses must be successfully completed with a grade of "C" or higher and an average GPA of 2.5 *** for the courses below:**

BUS-A 100 Introduction to Accounting
 BUS-A 201 Introduction to Financial Accounting
 BUS-A 202 Introduction to Managerial Accounting
 ECON-E 201 Introduction to Microeconomics
 ECON-E 202 Introduction to Macroeconomics
 ECON-E 270 Introduction to Statistical Theory in Economics
 MATH-M 118 Finite Mathematics
 MATH-M 119 Brief Survey of Calculus

***** Admittance to the Kelley School of Business Indianapolis under Option 2 is a competitive process.**

A minimum GPA of 2.5 is needed for application. While those with a GPA above 2.5 are highly likely to be accepted, admission is not guaranteed.

Note – A grade of C- is not acceptable. The grade in each course above MUST be a C or higher.

Application Periods and Limitations

- **For Fall Admission, apply between January 15 – March 1**
- **For Spring Admission, apply between August 15 – October 1**
- **Application:** <http://kelley.iupui.edu/undergrad/admissions/apply/>
- **Students may apply to the Kelley School of Business Indianapolis up to 2 times in 5 years:**
 - **Option 1 once and Option 2 once OR Option 2 twice.**

Updated 4-21-2017

Policies and Procedures

Undergraduate Policies

Academic Regulations and Scholastic Standards

Under the General Scholarship Rule, any student who does not possess the necessary preliminary training or who lacks other qualifications may be required by the Kelley Office of Academic and Professional Development to enroll in courses as the committee may designate or to take other corrective action as is necessary or desirable. The committee may review a student's record at any time and may take whatever action seems necessary for the student's best interest or for the best interest of the school.

Upon the recommendation of the appropriate school committee and with the approval of the dean of the Kelley School of Business, any student whose work is unsatisfactory or whose conduct is unethical may be dismissed from the Kelley School of Business.

Academic Misconduct

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

The Kelley School of Business strictly follows the guidelines listed in the *Code of Student Rights, Responsibilities, and Conduct* and the Kelley School of Business Honor Code. In addition, the school's policy regarding the appropriate penalty for any degree of academic misconduct permits the removal of the student from the course involved, with a grade of F.

Academic Standing

Those students who consistently maintain a minimum grade point average of 2.0 (C) or higher in their cumulative records are considered to be in good standing.

Auditing Courses

Students are not permitted to audit undergraduate business courses or M.B.A. courses. See the Master of Science in Accounting program chair for the current policy regarding audit of M.S.A. classes.

Columbus Students Transferring to IUPUI

Students who matriculate to Indiana University-Purdue University Columbus (IUPUC) and who wish to earn a Kelley School of Business Bachelor of Science in Business degree must meet senior residency requirements and complete the last 30 credit hours and half of the major courses on the IUPUI campus. Students cannot take any of the final course work in Columbus to receive the Kelley School of Business degree. The eight-year statute of limitations (see "Graduation Requirements") mandates that students complete their degree requirements within eight years in order to earn a Kelley degree. IUPUC students who wish to earn a Kelley degree must apply for admission to the Kelley School of Business in Indianapolis by the stated deadlines and meet all Indianapolis program requirements. Students must also apply to graduate from the Kelley School of Business in Indianapolis.

Integrative Core Prerequisites

The prerequisites for the Integrative Core are strictly enforced: a total of 60 credit hours or more of college-level work; the following courses with a grade of C or higher:

- BUS-K 201
 - K201 or any equivalent course is only good for five years before a student is admitted to Kelley
- BUS-X 100
- BUS-X 103 or BUS-X 203
- BUS-X 204
- COMM-R 110
- ENG-W 131
- BUS-X 220
- BUS-A 100
- BUS-A 201
- BUS-A 202
- BUS-L 203
- ECON-E 201
- ECON-E 202
- ECON-E 270
- MATH-M 118
- MATH-M 119

Option 1 admission or Direct Admission to the Kelley School of Business in Indianapolis does not guarantee admission into the Integrative Core.

Maximum Semester Credit-Hour Load

A typical academic load for full-time students is 15 credit hours. A student expecting to carry more than 18 credit hours during a regular semester or more than 9 credit hours in a summer session should have a minimum cumulative grade point average of 3.0 (B) or have earned a 3.0 (B) grade point average in the previous full semester. Note: Summer is not considered for this purpose.

Military-Related Credit

Both Army and Air Force ROTC programs are available at Indianapolis. Completion of either program leads to a commission as a second lieutenant. Programs are available to both men and women. Courses are pursued in conjunction with an academic curriculum and receive academic credit as electives.

Placement credit is available to veterans and students with high school ROTC backgrounds. Veterans of military service are also eligible for academic credit as a result of their military training and experience. The Kelley School of Business follows the provisions of the "Guide to the Evaluation of Education Experiences in the Armed Services" issued by the American Council on Education (ACE) in granting credit. Credit in business subjects is evaluated as "undistributed" and is subject to oral or written examination for specific equivalency. Credit hours may be limited by university policy.

Physical Education Courses

Students may elect a maximum of 4 credits of elective physical education courses (HPER-E courses). Physical education courses carry regular credit, count toward minimum degree requirements, and are included in the cumulative grade point average.

Probation, Dismissal, and Readmission

Students are sent a warning following any regular semester or summer session in which they fail to attain a semester grade point average of 2.0 (C). They are placed on academic probation whenever their cumulative grade point average is below a 2.0 (C). At the discretion of the Kelley Office of Academic and Professional Development, a student whose cumulative grade point average continues to decline may be dismissed from the school.

Kelley considers readmission petitions from students who have been dismissed if the appropriate waiting-out period has been observed. In such cases, petitions must be submitted at least 30 days prior to the semester or summer session in which the student wishes to be readmitted. Students who are readmitted to the Kelley School of Business must follow the current academic policies, curriculum requirements, and graduation requirements in effect at the time they are readmitted.

Upper-Level Business Courses

Kelley School of Business students must have senior standing and have completed the Integrative Core to enroll in 400-level business courses. Enrollment in business courses numbered 301-499 is limited to the following:

1. Kelley School of Business students.
2. Non-business students who are registered for the minor in business.
3. Non-business students who are registered for degree programs requiring specific business courses. Such programs include engineering, health administration, journalism, and telecommunications. (Enrollment will be permitted only in the required business courses using this priority category.)
4. Other students with specific permission of the department offering the course. Departments may choose to declare certain courses "open enrollment" courses.
5. Graduate continuing nondegree students may take upper-level business courses with permission.

Unless students are registered in an official program, as identified in items (2) and (3) above, a maximum of 12 credit hours of upper-level business courses may be taken. In addition, for students enrolled in these specific programs, upper-level business courses may comprise no more than 25 percent of their programs.

To enroll in an upper-level business course (301 or higher), a non-business student must meet course

prerequisites and have a minimum cumulative grade point average of 2.5 (on a 4.0 scale).

Credit Earned Externally or Transferred to IU

CLEP and DANTES Credit

The Kelley School of Business does not accept CLEP or DANTES credit for business courses; however, the school will accept CLEP or DANTES credit awarded by other IUPUI academic units for non-business courses.

Credit for Independent Study by Correspondence

The Kelley School of Business accepts a maximum of two courses (6 credit hours) taken by correspondence to satisfy degree requirements. However, because of their basic importance in the degree program, the following courses or their equivalents may not be taken by correspondence to satisfy admission or degree requirements:

- Business or economics courses;
- Prerequisites (for both business and non-business courses);
- Courses required for a major (for both business and non-business courses).

Any exceptions to the above policy must have the written approval of the director of undergraduate programs, Indianapolis. Note: Correspondence courses cannot be taken during the last 30 credit hours of study without petitioning for waiver of senior residency.

Credit for Self-Acquired Competency

The Kelley School of Business does not award credit on the basis of self-acquired competency (for example, work experience). However, the school will give waiver examinations for specific courses when the chair of the department offering the course feels a student's experience gives that student a reasonable chance of passing the examination. To be eligible to take a waiver examination, the student must be regularly registered at IUPUI.

The school will not accept the transfer of credit from other institutions for business courses if the credit was awarded on the basis of self-acquired competency.

For non-business courses, the school will accept course-specific credit awarded on the basis of self-acquired competency by other baccalaureate-granting divisions/schools of Indiana University and by other institutions accredited by the North Central Association of Colleges or comparable regional associations.

The school will not accept general (non-course-specific) self-acquired competency credit awarded by other divisions or schools of Indiana University or by other institutions.

Transfer of Credit

1. Transfer of Credit from Other Colleges and Universities

Acceptance of credit from other institutions, including Purdue University, will be determined by the IUPUI Office of Admissions. The applicability of credit toward degree requirements in the Kelley School of Business will be determined by the school. Credits in business courses at the lower-division level (100- and 200-level courses) that

are accepted for transfer are usually accepted for specific course equivalency.

Courses in upper-division business subjects (300- and 400-level courses) may be accepted for specific equivalency if the course work is taken in the junior or senior year at a four-year institution that is accredited by the Association to Advance Collegiate Schools of Business (AACSB). If the institution is not so accredited, credit in upper-division courses accepted for transfer will be accepted as "undistributed" credit, subject to further examination for equivalency.

Upper-division business courses taken in the freshman or sophomore year at four-year institutions may be accepted as "undistributed" credit, subject to further examinations for specific equivalency.

Upper-division business courses taken at two-year institutions may be accepted as "undistributed" credit that will count only as business electives. No more than 90 credit hours may be accepted for transfer from a four-year institution. Course grades from other institutions are not transferred; only credit hours earned in a course are recorded. Evaluation of credit is completed after a student is admitted to the university.

2. Transfer of Credit from Junior and Community Colleges

No more than 64 credit hours earned at junior or community colleges may be applied to an Indiana University Kelley School of Business degree.

3. Transfer of Credit from Other Indiana University Campuses

Four-year degree programs in certain major areas may be completed at Indiana University East, Indiana University-Purdue University Fort Wayne, Indiana University Kokomo, Indiana University Northwest, Indiana University South Bend, Indiana University Southeast, and Indiana University-Purdue University Columbus, as well as at the Bloomington and Indianapolis campuses. Admission and degree requirements will vary among campuses.

Students wishing to transfer to the Kelley School of Business in Indianapolis are required to meet the same admission requirements to the school as do all other students, both internal and external, at the Indianapolis campus. Students who expect to graduate from the IU Kelley School of Business in Indianapolis must complete the last 30 credit hours of the degree program and one-half of their major requirements at the Indianapolis campus and complete an application to the school.

Kelley Indianapolis students must take Integrative Core (I-CORE) on the Indianapolis campus. I-CORE credit from another campus will not be accepted.

Grading System

Incomplete Courses

A temporary grade of Incomplete (I) on the transcript indicates that the work 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 a semester or summer session 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 Incomplete as well as the period of time allowed for completion. However, it is the student's responsibility to contact the instructor to verify that all requirements have been completed. If the Incomplete is not removed within one calendar year of the date of the recording of the Incomplete grade, the registrar will automatically change the I to an F grade. The instructor may, however, require the Incomplete to be removed after a period that is less than one year. Upon satisfactory completion of the work within the time allowed, the Incomplete will be removed and the earned grade recorded. In special circumstances, the dean may authorize that a grade of I be changed to a grade of W (Withdraw).

Students do not reenroll in a course in which they have a grade of I.

Pass/Fail Option

Business students may elect to take 3 credit hours each semester with a grade of P (Pass) or F (Fail), with a maximum of 6 credit hours each school year, including summer sessions. The election of this option must be exercised by the student within the first three weeks of the semester or equivalent time period in a summer session. Limitations on use of the Pass/Fail option are as follows: Kelley School of Business students may not take any business course Pass/Fail; and the Pass/Fail option cannot be used for courses that satisfy the general-education requirement or any course that would fulfill a major requirement. In short, the option can be used only for courses that are pure electives taken outside the Kelley School of Business. A grade of P is not counted in the cumulative grade point average, but a grade of F is included. A grade of P cannot be changed subsequently to a grade of A, B, C, or D.

Withdrawals

A grade of W (Withdraw) is given automatically on the date of withdrawal to a student who withdraws during the first seven weeks of a regular semester or during the first three weeks of a summer session.

<http://registrar.iupui.edu/withdraw.html> "Requests for withdrawal after the Auto-W drop deadline require the signature of the instructor, advisor, and the student's dean. These late requests are considered only in extraordinary, extenuating situations which are beyond the student's control. **Poor performance in a course is not considered grounds for a late withdrawal. No withdrawal forms will be processed in the Office of the Registrar after the last day of classes for the term/session. Any requests for a late withdrawal after the last day of classes must go through the grade appeal process.**"

Extenuating circumstances can include:

- medical condition/ hospital stay/ accident
- incarceration
- psychological/emotional issues
- learning disability (newly diagnosed)
- death of family or close friend

- issues with a class/faculty (well documented)
- eviction/ homelessness
- other major life event that severely impacts the student

The student is advised to continue attending the class(es) as the withdrawal request may not be approved. The student must consider that a withdrawal from a course may impact other aspects of their student status (i.e., financial aid, enrollment requirements for international students or student athletes, expected graduation term, etc.). It is the responsibility of the student to contact the appropriate office on campus regarding any other issues that may arise as the result of a late withdrawal from a course.

Grade Appeals

If a student feels their grade should be changed (either from an F to a W or if they feel the grade they received should be higher than what was given), they should first contact the professor of that course and discuss the grade change with him or her. If the faculty member will not change the grade, the student can fill out a change of grade petition which can be accessed online at <http://registrar.iupui.edu/grdfm.html>. **Please note that the Kelley School of Business requires that requests to change a grade from an F to a W must be submitted and processed within one year from when the course is completed.**

All grade change petitions should be submitted to the Office of the Registrar (Campus Center (CE) Room 250).

Once the Kelley School of Business receives the petition for any business courses, a copy will be sent to the faculty member who taught the course along with a memo from the Undergraduate Program Office asking for any information concerning the student (grades in the course, attendance, etc.). Once the faculty returns this information to the Undergraduate Program Office, the petitions committee will review the petition and make a decision.

If the petition is approved, a change of grade form will be sent to the Office of the Registrar where it will take 1-2 weeks to process the grade change. If the petition is denied, a letter will be sent to the student explaining why the petition was denied.

If the petition is denied and the student wishes to pursue the matter further, the student should speak with the Kelley Ombudsman for help on how to proceed.

Graduation Requirements

Though the school makes every attempt to provide students with ample advising and counseling help, *students in the Kelley School of Business are responsible for planning their own programs and for meeting degree requirements.* It is the student's responsibility to understand fully and comply with all the provisions of this bulletin. Requests for deviation from department, program, or school requirements may be petitioned in writing through the Kelley Office of Academic and Professional Development in BS 2010. Such petitions will be reviewed by the Petitions Committee and granted only in consultation with the respective chair, director, or dean, or their respective administrative representatives.

Credit Deadline

All course work except work from the current semester must be completed and recorded on the degree candidate's Indiana University transcript at least one month prior to the date of graduation.

Credit Hours and GPA Requirements

A minimum of 120 credit hours of college-level work must be successfully completed in courses meeting the various requirements stated in this bulletin to earn the Bachelor of Science in Business degree. Of this number, at least 48 credit hours must be in business and economics courses and at least 52 credit hours (43 credit hours for Accounting majors) must be in courses other than business and economics. For special rules concerning the accounting major, see "Departments and Majors" in this bulletin. A minimum cumulative GPA of 2.0 (C) is required for graduation. In addition, for students admitted or readmitted in the fall of 2002 or later, students must achieve a minimum GPA of 2.0 (C) in business and economics courses not counted toward general education, and a minimum GPA of 2.0 (C) in their major requirements to graduate from the Kelley School of Business. Students with outstanding cumulative GPAs may graduate with honors. (See "Academic Distinction" in the "Special Opportunities" section.)

Senior Residence Requirement

Students who expect to receive the B.S. in Business degree from the Indiana University Kelley School of Business Indianapolis must complete the last 30 credit hours of work toward the degree program and one-half of their major requirements on the Indianapolis campus.

Permission to take up to 6 credit hours of the last 30 credit hours at another institution or by correspondence may be requested by petitioning the director of academic programs, Business/SPEA 2010, 801 W. Michigan Street, Indianapolis, IN 46202-5151; phone (317) 274-2147.

Degree Applications

Candidates for the B.S. in Business degree must file an Intent to Graduate form found [here](#). Application deadlines are May 15 for December graduation, October 15 for May graduation, and January 15 for August graduation. Kelley School of Business transcripts may reflect from one to three majors and zero to two minors. Majors and minors do not show on the diploma.

Statute of Limitations

Candidates for the B.S. in Business degree have the right to complete the degree requirements specified by the bulletin in effect at the time they were admitted or readmitted to Indiana University, as long as the required courses are available and no more than eight calendar years have elapsed since the date of admission or readmission and providing the student has not had an interruption in enrollment of two years or more. In the event that the required courses are not available or more than eight years have elapsed, students are required to meet the degree requirements currently in effect. Students who are unclear about this requirement should see a Kelley School of Business advisor.

Updated 4/21/2017

Policies and Procedures

Undergraduate Policies

Academic Regulations and Scholastic Standards

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Columbus Students Transferring to IUPUI

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Integrative Core Prerequisites

The prerequisites for the Integrative Core are strictly enforced: a total of 60 credit hours or more of college-level work; the following courses with a grade of C or higher:

- BUS-K 201
 - K201 or any equivalent course is only good for five years before a student is admitted to Kelley
- BUS-X 100
- BUS-X 103 or BUS-X 203
- BUS-X 204
- COMM-R 110
- ENG-W 131
- BUS-X 220
- BUS-A 100
- BUS-A 201
- BUS-A 202
- BUS-L 203
- ECON-E 201
- ECON-E 202
- ECON-E 270
- MATH-M 118
- MATH-M 119

Option 1 admission or Direct Admission to the Kelley School of Business in Indianapolis does not guarantee admission into the Integrative Core.

Maximum Semester Credit-Hour Load

A typical academic load for full-time students is 15 credit hours. A student expecting to carry more than 18 credit hours during a regular semester or more than 9 credit hours in a summer session should have a minimum cumulative grade point average of 3.0 (B) or have earned a 3.0 (B) grade point average in the previous full semester. Note: Summer is not considered for this purpose.

Military-Related Credit

Both Army and Air Force ROTC programs are available at Indianapolis. Completion of either program leads to a commission as a second lieutenant. Programs are available to both men and women. Courses are pursued in conjunction with an academic curriculum and receive academic credit as electives.

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Physical Education Courses

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Probation, Dismissal, and Readmission

Students are sent a warning following any regular semester or summer session in which they fail to attain a semester grade point average of 2.0 (C). They are placed on academic probation whenever their cumulative grade point average is below a 2.0 (C). At the discretion of the Kelley Office of Academic and Professional Development, a student whose cumulative grade point average continues to decline may be dismissed from the school.

Kelley considers readmission petitions from students who have been dismissed if the appropriate waiting-out period has been observed. In such cases, petitions must be submitted at least 30 days prior to the semester or summer session in which the student wishes to be readmitted. Students who are readmitted to the Kelley School of Business must follow the current academic policies, curriculum requirements, and graduation requirements in effect at the time they are readmitted.

Upper-Level Business Courses

Kelley School of Business students must have senior standing and have completed the Integrative Core to enroll in 400-level business courses. Enrollment in business courses numbered 301-499 is limited to the following:

1. Kelley School of Business students.
2. Non-business students who are registered for the minor in business.
3. Non-business students who are registered for degree programs requiring specific business courses. Such programs include engineering, health administration, journalism, and telecommunications. (Enrollment will be permitted only in the required business courses using this priority category.)
4. Other students with specific permission of the department offering the course. Departments may choose to declare certain courses "open enrollment" courses.
5. Graduate continuing nondegree students may take upper-level business courses with permission.

Unless students are registered in an official program, as identified in items (2) and (3) above, a maximum of 12 credit hours of upper-level business courses may be taken. In addition, for students enrolled in these specific programs, upper-level business courses may comprise no more than 25 percent of their programs.

To enroll in an upper-level business course (301 or higher), a non-business student must meet course prerequisites and have a minimum cumulative grade point average of 2.5 (on a 4.0 scale).

Credit Earned Externally or Transferred to IU

CLEP and DANTES Credit

The Kelley School of Business does not accept CLEP or DANTES credit for business courses; however, the school will accept CLEP or DANTES credit awarded by other IUPUI academic units for non-business courses.

Credit for Independent Study by Correspondence

The Kelley School of Business accepts a maximum of two courses (6 credit hours) taken by correspondence to satisfy degree requirements. However, because of their basic importance in the degree program, the following courses or their equivalents may not be taken by correspondence to satisfy admission or degree requirements:

- Business or economics courses;

- Prerequisites (for both business and non-business courses);
- Courses required for a major (for both business and non-business courses).

Any exceptions to the above policy must have the written approval of the director of undergraduate programs, Indianapolis. Note: Correspondence courses cannot be taken during the last 30 credit hours of study without petitioning for waiver of senior residency.

Credit for Self-Acquired Competency

The Kelley School of Business does not award credit on the basis of self-acquired competency (for example, work experience). However, the school will give waiver examinations for specific courses when the chair of the department offering the course feels a student's experience gives that student a reasonable chance of passing the examination. To be eligible to take a waiver examination, the student must be regularly registered at IUPUI.

The school will not accept the transfer of credit from other institutions for business courses if the credit was awarded on the basis of self-acquired competency.

For non-business courses, the school will accept course-specific credit awarded on the basis of self-acquired competency by other baccalaureate-granting divisions/schools of Indiana University and by other institutions accredited by the North Central Association of Colleges or comparable regional associations.

The school will not accept general (non-course-specific) self-acquired competency credit awarded by other divisions or schools of Indiana University or by other institutions.

Transfer of Credit

1. Transfer of Credit from Other Colleges and Universities

Acceptance of credit from other institutions, including Purdue University, will be determined by the IUPUI Office of Admissions. The applicability of credit toward degree requirements in the Kelley School of Business will be determined by the school. Credits in business courses at the lower-division level (100- and 200-level courses) that are accepted for transfer are usually accepted for specific course equivalency.

Courses in upper-division business subjects (300- and 400-level courses) may be accepted for specific equivalency if the course work is taken in the junior or senior year at a four-year institution that is accredited by the Association to Advance Collegiate Schools of Business (AACSB). If the institution is not so accredited, credit in upper-division courses accepted for transfer will be accepted as "undistributed" credit, subject to further examination for equivalency.

Upper-division business courses taken in the freshman or sophomore year at four-year institutions may be accepted as "undistributed" credit, subject to further examinations for specific equivalency.

Upper-division business courses taken at two-year institutions may be accepted as "undistributed" credit that will count only as business electives. No more than 90

credit hours may be accepted for transfer from a four-year institution. Course grades from other institutions are not transferred; only credit hours earned in a course are recorded. Evaluation of credit is completed after a student is admitted to the university.

2. Transfer of Credit from Junior and Community Colleges

No more than 64 credit hours earned at junior or community colleges may be applied to an Indiana University Kelley School of Business degree.

3. Transfer of Credit from Other Indiana University Campuses

Four-year degree programs in certain major areas may be completed at Indiana University East, Indiana University-Purdue University Fort Wayne, Indiana University Kokomo, Indiana University Northwest, Indiana University South Bend, Indiana University Southeast, and Indiana University-Purdue University Columbus, as well as at the Bloomington and Indianapolis campuses. Admission and degree requirements will vary among campuses.

Students wishing to transfer to the Kelley School of Business in Indianapolis are required to meet the same admission requirements to the school as do all other students, both internal and external, at the Indianapolis campus. Students who expect to graduate from the IU Kelley School of Business in Indianapolis must complete the last 30 credit hours of the degree program and one-half of their major requirements at the Indianapolis campus and complete an application to the school.

Kelley Indianapolis students must take Integrative Core (I-CORE) on the Indianapolis campus. I-CORE credit from another campus will not be accepted.

Grading System

Incomplete Courses

A temporary grade of Incomplete (I) on the transcript indicates that the work 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 a semester or summer session 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 Incomplete as well as the period of time allowed for completion. However, it is the student's responsibility to contact the instructor to verify that all requirements have been completed. If the Incomplete is not removed within one calendar year of the date of the recording of the Incomplete grade, the registrar will automatically change the I to an F grade. The instructor may, however, require the Incomplete to be removed after a period that is less than one year. Upon satisfactory completion of the work within the time allowed, the Incomplete will be removed and the earned grade recorded. In special circumstances, the dean may authorize that a grade of I be changed to a grade of W (Withdraw).

Students do not reenroll in a course in which they have a grade of I.

Pass/Fail Option

Business students may elect to take 3 credit hours each semester with a grade of P (Pass) or F (Fail), with a maximum of 6 credit hours each school year, including summer sessions. The election of this option must be exercised by the student within the first three weeks of the semester or equivalent time period in a summer session. Limitations on use of the Pass/Fail option are as follows: Kelley School of Business students may not take any business course Pass/Fail; and the Pass/Fail option cannot be used for courses that satisfy the general-education requirement or any course that would fulfill a major requirement. In short, the option can be used only for courses that are pure electives taken outside the Kelley School of Business. A grade of P is not counted in the cumulative grade point average, but a grade of F is included. A grade of P cannot be changed subsequently to a grade of A, B, C, or D.

Withdrawals

A grade of W (Withdraw) is given automatically on the date of withdrawal to a student who withdraws during the first seven weeks of a regular semester or during the first three weeks of a summer session.

<http://registrar.iupui.edu/withdraw.html> "Requests for withdrawal after the Auto-W drop deadline require the signature of the instructor, advisor, and the student's dean. These late requests are considered only in extraordinary, extenuating situations which are beyond the student's control. **Poor performance in a course is not considered grounds for a late withdrawal. No withdrawal forms will be processed in the Office of the Registrar after the last day of classes for the term/session. Any requests for a late withdrawal after the last day of classes must go through the grade appeal process.**"

Extenuating circumstances can include:

- medical condition/ hospital stay/ accident
- incarceration
- psychological/emotional issues
- learning disability (newly diagnosed)
- death of family or close friend
- issues with a class/faculty (well documented)
- eviction/ homelessness
- other major life event that severely impacts the student

The student is advised to continue attending the class(es) as the withdrawal request may not be approved. The student must consider that a withdrawal from a course may impact other aspects of their student status (i.e., financial aid, enrollment requirements for international students or student athletes, expected graduation term, etc.). It is the responsibility of the student to contact the appropriate office on campus regarding any other issues that may arise as the result of a late withdrawal from a course.

Grade Appeals

If a student feels their grade should be changed (either from an F to a W or if they feel the grade they received should be higher than what was given), they should first contact the professor of that course and discuss the grade

change with him or her. If the faculty member will not change the grade, the student can fill out a change of grade petition which can be accessed online at <http://registrar.iupui.edu/grdfm.html>. **Please note that the Kelley School of Business requires that requests to change a grade from an F to a W must be submitted and processed within one year from when the course is completed.**

All grade change petitions should be submitted to the Office of the Registrar (Campus Center (CE) Room 250).

Once the Kelley School of Business receives the petition for any business courses, a copy will be sent to the faculty member who taught the course along with a memo from the Undergraduate Program Office asking for any information concerning the student (grades in the course, attendance, etc.). Once the faculty returns this information to the Undergraduate Program Office, the petitions committee will review the petition and make a decision.

If the petition is approved, a change of grade form will be sent to the Office of the Registrar where it will take 1-2 weeks to process the grade change. If the petition is denied, a letter will be sent to the student explaining why the petition was denied.

If the petition is denied and the student wishes to pursue the matter further, the student should speak with the Kelley Ombudsman for help on how to proceed.

Graduation Requirements

Though the school makes every attempt to provide students with ample advising and counseling help, *students in the Kelley School of Business are responsible for planning their own programs and for meeting degree requirements.* It is the student's responsibility to understand fully and comply with all the provisions of this bulletin. Requests for deviation from department, program, or school requirements may be petitioned in writing through the Kelley Office of Academic and Professional Development in BS 2010. Such petitions will be reviewed by the Petitions Committee and granted only in consultation with the respective chair, director, or dean, or their respective administrative representatives.

Credit Deadline

All course work except work from the current semester must be completed and recorded on the degree candidate's Indiana University transcript at least one month prior to the date of graduation.

Credit Hours and GPA Requirements

A minimum of 120 credit hours of college-level work must be successfully completed in courses meeting the various requirements stated in this bulletin to earn the Bachelor of Science in Business degree. Of this number, at least 48 credit hours must be in business and economics courses and at least 52 credit hours (43 credit hours for Accounting majors) must be in courses other than business and economics. For special rules concerning the accounting major, see "Departments and Majors" in this bulletin. A minimum cumulative GPA of 2.0 (C) is required for graduation. In addition, for students admitted or readmitted in the fall of 2002 or later, students must achieve a minimum GPA of 2.0 (C) in business and economics courses not counted toward general education,

and a minimum GPA of 2.0 (C) in their major requirements to graduate from the Kelley School of Business. Students with outstanding cumulative GPAs may graduate with honors. (See "Academic Distinction" in the "Special Opportunities" section.)

Senior Residence Requirement

Students who expect to receive the B.S. in Business degree from the Indiana University Kelley School of Business Indianapolis must complete the last 30 credit hours of work toward the degree program and one-half of their major requirements on the Indianapolis campus.

Permission to take up to 6 credit hours of the last 30 credit hours at another institution or by correspondence may be requested by petitioning the director of academic programs, Business/SPEA 2010, 801 W. Michigan Street, Indianapolis, IN 46202-5151; phone (317) 274-2147.

Degree Applications

Candidates for the B.S. in Business degree must file an Intent to Graduate form found [here](#). Application deadlines are May 15 for December graduation, October 15 for May graduation, and January 15 for August graduation. Kelley School of Business transcripts may reflect from one to three majors and zero to two minors. Majors and minors do not show on the diploma.

Statute of Limitations

Candidates for the B.S. in Business degree have the right to complete the degree requirements specified by the bulletin in effect at the time they were admitted or readmitted to Indiana University, as long as the required courses are available and no more than eight calendar years have elapsed since the date of admission or readmission and providing the student has not had an interruption in enrollment of two years or more. In the event that the required courses are not available or more than eight years have elapsed, students are required to meet the degree requirements currently in effect. Students who are unclear about this requirement should see a Kelley School of Business advisor.

Updated 2/29/2016

Graduate and Professional Policies

For complete information regarding Graduate Policies for the IU Kelley School of Business, please refer the [M.B.A. Handbook](#) on the IUPUI Kelley website.

Department of Accounting and Information Systems

Department of Accounting and Information Systems

Accounting Major

The accounting curriculum prepares students for careers in auditing, corporate accounting and management consulting, governmental and nonprofit organizations, and taxation. In addition, it equips the prospective business executive with tools for intelligent analysis, planning, control, and decision making. The accounting curriculum also provides excellent background for the student who wants to pursue graduate work in business, public administration, or law.

Beginning in the fall of 2013, the general-education requirement for accounting majors was reduced to 43 credit hours. This limit applies only to accounting majors. Nine additional credit hours are required for the nonaccounting concentration.

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. Most accounting graduates will need to engage in further study to be eligible to sit for the exam. 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 Accountancy, Indiana Professional Licensing Agency, 302 W. Washington Street, Rm. E034, Indianapolis, IN 46204-2724; phone (317) 232-2980. Students planning practice outside Indiana should consult the CPA board in their state of residence. Call 1-800-CPA-EXAM for additional information.

Internships in business or government are available on a selective basis during the fall, spring, or summer. Fall is the ideal time to apply for an accounting internship, as the majority of public accounting internships are spring-semester positions. For further information about internships, contact the Kelley Career Placement Office, Business/SPEA Building 4090; phone (317) 278-7842.

Major Requirements

Junior and Senior Years:

- BUS-A 311, BUS-A 312, BUS-A 325, BUS-A 328, BUS-A 302 BUS-A 337, BUS-A 424.
- Two accounting electives from the following: BUS-A 375, BUS-A 335, BUS-A 339, BUS-A 380, BUS-A 422, BUS-A 439, BUS-A 460, BUS-A 490.
- Nonaccounting concentration (9 cr.): Students must use these hours to build a three-course sequence that comprises a concentration. The concentration creates an expertise that is typically in a nonaccounting business area (e.g., international business or finance). However, a concentration that includes non-business courses (e.g., courses in criminal justice or computer technology) may be acceptable. This concentration might be obtained in a number of ways. For example, students might construct a three-course sequence in a particular area such as finance, computer information systems, or something similar. Information about preapproved concentrations may be obtained from the Kelley School of Business advisors. Students may construct their own concentration, but all proposed concentrations must have approval from an accounting or systems faculty member. Students also are encouraged to use this flexibility to double major in a business area or to earn an outside minor.
 - One minor that is available to accounting students is the [Criminal Justice Accounting](#) minor offered through the School of Public and Environmental Affairs. Three of the courses for the minor will be used for the non-accounting concentration. Then students take only two more classes to complete the [Criminal Justice Accounting](#) minor. There is a [PDF checksheet](#)

that will list all the courses required for the minor.

CPA Exam Preparation

Two accounting electives are required for the accounting degree. However, the accounting faculty strongly recommends that students who are interested in professional accounting careers and becoming a Certified Public Accountant (CPA) should take the following three elective courses:

- BUS-A 422 (Advanced Financial Accounting)
- BUS-A 339 (Advanced Income Tax)
- BUS-A 335 (Fund Accounting)

Additionally, the following course would be helpful in preparing for the CPA Exam.

- BUS-A 439 (Advanced Auditing)
- BUS-A 460 (Information Systems Security Assurance)

Internal Auditing Focus

Students who do not choose to pursue a career as a CPA, but who want to pursue a career in internal auditing, should select the following two electives.

- BUS-A 344 (Internal Auditing, Enterprise Risk Management and Assurance)
- BUS-A 469 (Information Systems Security Assurance)

Note: Most states (including Indiana) require accounting professionals who wish to be licensed as certified public accountants to complete 150 credit hours of education with an accounting major. Students must choose among three alternatives. Students who plan to forego CPA licensure may begin their careers after four years with a bachelor's degree. Students interested in licensure may either apply to the Master of Professional Accountancy program and continue for a fifth year to earn a master's degree (fulfilling the 150-hour requirement) or enter the workforce after four years (with the bachelor's degree) and continue to work toward the master's as part-time or returning students.

The Department of Accounting has created a Master of Professional Accountancy Program for students wishing to pursue licensure.

Department of Finance

Department of Finance

The finance undergraduate curriculum provides a high degree of flexibility while offering the basic preparation needed to deal with the complexities of the modern financial environment.

All students in the major must take a common core of three courses: BUS-A 310, BUS-F 303, and BUS-F 305. These three courses provide a basic grounding in financial accounting systems, the capital and money markets, and corporate financial decision making. An understanding of these areas is necessary for someone who is planning a career in finance.

Finance Major

The undergraduate curriculum in this major is designed to provide familiarity with the instruments and institutions of

finance and with a financial approach for structuring and analyzing management decisions.

Course offerings are designed to integrate various aspects of the environment—such as the state of the economy, taxes, and legal considerations—into the decision-making process.

Study in finance, along with appropriate electives, provides academic preparation for careers in corporate financial management; commercial banking, savings and credit institutions; investment analysis; and the selling of financial instruments and services.

Candidates are encouraged to select electives in accordance with career objectives.

Major Requirements

Junior and Senior Years

1. *Finance core requirements:*
 - BUS-A 310
 - BUS-F 303
 - BUS-F 305
2. Select two of the following:
 - BUS-F 402
 - BUS-F 420
 - BUS-F 446
 - BUS-F 494
3. *Select three of the following:*
 - BUS-A 312
 - BUS-A 325
 - BUS-A 328
 - BUS-R 305
 - BUS-R 440
 - BUS-R 443
 - ECON-E 305
 - ECON-E 470
 - May also choose from the following courses but cannot use courses chosen for B: to count for C:
 - BUS-F 402
 - BUS-F 420
 - BUS-F 446
 - BUS-F 494

NOTE: Double majors in finance and accounting must take BUS-A 311 in lieu of BUS-A 310.

Degree Programs

Department of Accounting and Information Systems

- Bachelor of Science in Business - Accounting

Department of Finance

- Bachelor of Science in Business - Finance

Department of Management

- Bachelor of Science in Business - Human Resource Management
- Bachelor of Science in Business - International Studies
- Bachelor of Science in Business - Management

Department of Marketing

- Bachelor of Science in Business - Marketing

Department of Operations

- Bachelor of Science in Business - Supply Chain Management

Department of Management

Department of Management

The Department of Management encompasses the areas of management, human resource management, organizational behavior, business policy, management of nonprofit organizations, entrepreneurship, and international business. The curriculum is designed to offer students either a broad-based background preparing them for entrance into managerial positions or specialized training in an area of concentration.

At the undergraduate level, the department offers a major in management, nonprofit management, or human resource management, as well as the option to pursue a second major in international studies.

Management Major

Society recognizes the importance of understanding both management itself, and the complex nature of the organizations (in business, government, hospitals, and universities) in which managers operate. The faculty is devoted to improving this understanding through the study of individual and group behavior, organizational theory, and human resource development.

The undergraduate courses offered in this major focus not only on the broad aspects of management and organization, but also on developing skills for dealing with problems of motivation, organization design, and the increasingly complex problems of human resource allocations in our interdependent society.

This major provides the flexibility to accommodate students whose interests include preparation for corporate management training positions, application of behavioral science to management, personnel function in both line and staff capacities, and managing the small business.

Major Requirements

Junior and Senior Years

- Required courses (6 cr.)
 - BUS W430 and BUS Z302
- Elective courses (12 cr.) Select four of the following (a minimum of two must be business courses):
 - BUS-D 301, BUS-D 302, BUS-W 311, BUS-W 406, BUS-W 494, BUS-Z 404, and BUS-Z 441
 - ECON-E 304
 - OLS 37800
 - PSY-B 370, PSY-B 346
 - SOC-R 317 and SOC-R 478
 - Any 400-level Kelley School of Business course approved by a business advisor

Human Resource Management Major

This program is designed for students whose career objectives lie in the field of personnel management. From its early beginnings as a staff function involving the maintenance of records and the administration of

benefit programs, personnel administration has grown to encompass the total development and deployment of human resources in organizations.

While company titles may vary from vice president of industrial relations to vice president for organization planning and development, few firms of any size or consequence today do not have a human resource management specialist reporting directly to the company's highest level. This practice reflects the awareness that the people who work in an organization are its greatest asset.

For this reason, the curriculum in human resource management is designed to acquaint the student with modern personnel management in its broadest sense. Included are both the traditional areas of personnel administration and labor relations (such as employment, management development, wage and salary administration, organizational planning, and contract negotiation) and developments in the behavioral sciences that have implications for a complete human resource management program.

The objectives at the undergraduate level are to provide students with the broad spectrum of knowledge they need for a career in organizational leadership, to prepare them for a career in human resource management, and to encourage and develop interest in further study and research in this area.

Major Requirements

Junior and Senior Years

- Required courses (12 cr.)
 - BUS-Z 302, BUS-Z 441, BUS-Z 443, BUS-Z 445
- Elective courses (6 cr.) Select two of the following:
 - BUS-W 430, BUS-Z 404, BUS-X 480
 - OLS 331

International Studies Major

In response to new and dynamic patterns of international business, U.S. business firms have progressed far beyond the comparatively simple stage of import-export operations. Many companies are becoming multinational, with production units in numerous foreign countries. Private enterprise in the United States has become more intimately concerned with the economic, political, and social trends of foreign nations. The Kelley School of Business has recognized these developments in its global business programs.

The international studies major is a second major only. It cannot be listed as a first major. Students must complete 15 credit hours of International Dimension courses. These 15 hours must be spread across at least 2 options with no more than 6 credit hours of a world language and no more than 9 hours in any other option:

1. **World Language:** Maximum of 6 credit hours, must be at least 200 level or higher
2. **International Business and Economics:**
 1. BUS D301- The International Business Environment
 2. BUS D302- International Business: Operation of International Enterprise
 3. BUS F494- International Finance

4. BUS M401- International Marketing
5. ECON E303- Survey of International Economics
6. ECON E325- Comparative Economic Systems
7. ECON E337- Economic Development
8. ECON E430- Intro to International Economics

3. **Study Abroad:** Earning credit through participation in any approved study abroad program of Indiana University will apply toward this requirement. Participation in non-IU programs may be possible, but the student must have prior approval from a Kelley School of Business Indianapolis academic advisor.
4. **Internationally Focused General Education:** Courses in this option can come from various academic departments including, but not limited to: Anthropology, Communication, Geography, History, Art History, Philosophy, Political Science, Religious Studies, and Sociology. The Kelley Office of Academic and Professional Development updates the course offerings each semester that will count toward this option. Please check the appropriate Canvas site for the most current list of options (UCOL students "Pre-Business Student" & Kelley students "Kelley Admit Student"), or see a Kelley advisor in BS 2010.

See a business advisor to discuss the possible combinations for fulfilling this major's requirements.

International students admitted to the Kelley School of Business Indianapolis are waived from 6 credit hours of International Dimension and may pursue the second major in International Studies through one of the following options:

1. **International Business** (9 credit hours). BUS D301, BUS D302, and BUS F494 or BUS M401
2. **Study Abroad** (12 credit hours). Approved study abroad program of Indiana University in the student's *non-native country* will apply toward this requirement. Participation in non-IU programs may be possible, but the student must have prior approval from a Kelley School of Business Indianapolis academic advisor.

Updated 3-31-16

Department of Marketing

Department of Marketing

Marketing Major

The study of marketing concerns all activities related to the marketing and distribution of goods and services from producers to consumers. Areas of study include customer behavior, the development of product offerings to meet consumer needs, pricing policies, institutions and channels of distribution (including retailers and wholesalers), advertising, selling, sales promotion, research, and the management of marketing to provide for profitable and expanding businesses.

The marketing curriculum endeavors to provide the business community with broadly trained graduates who can approach problems with a clear understanding both of marketing and of the interrelationships between marketing and other functions of the firm. Students planning careers

in marketing management, advertising, sales, sales management, retailing, wholesaling, marketing research, or distribution normally major in marketing and then may pursue within the curriculum a modest degree of specialization in the area of their vocational interest.

Major Requirements

Required Courses (6 cr)

- BUS-M 303
- BUS-M 450

Marketing Electives- Choose 5 (15 cr)

- BUS-M 401
- BUS-M 402
- BUS-M 405
- BUS-P 431 (formally BUS-M 412)
- BUS-M 415
- BUS-M 426
- BUS-M 432
- BUS-M 480

Department of Operations

Department of Operations

The Operations Department is responsible for the Supply Chain Management major. Over the years, the Operations Department has maintained a tradition of excellence that continues to evolve as the dynamic field of operations management continues to advance.

Supply Chain Management

Many of today's most admired businesses—companies like FEDEX, Toyota, and Wal-Mart—dominate the competition using supply chains as competitive weapons. Supply chain management includes all the activities involved in planning, sourcing, making, and delivering goods and services between suppliers, manufacturers, intermediaries, and customers.

Its major areas of study revolve around products, information, and cash flows between supply chain partners as well as balancing supply and demand, managing supplier and customer relations, improving processes, fulfilling orders, developing logistics and transportation networks, and controlling returns.

Our curriculum not only provides students with the knowledge and skills to successfully launch a career in supply chain management, but also prepares graduates for advancement in terms of promotion and responsibilities. While some students concentrate on supply chain management, many others combine it with their interests in finance, marketing, information technologies, entrepreneurship, accounting, and international business as part of a double major. In most of today's fast-paced, complex, and increasingly global businesses, a fundamental understanding of supply chain management is often crucial to success.

Major Requirements

Junior and Senior Years

- Required Courses (12 cr):
 - BUS-P 431 (formally BUS-M 412), BUS-P 320, BUS-P 421, and BUS-P 429
- Electives- Select three (9 cr):
 - BUS-M 303

- BUS-M 401
- BUS-M 402
- BUS-M 407
- BUS-M 419
- BUS-P 455
- BUS-K 303
- BUS-W 311
- BUS-Z 404
- BUS-D 301
- BUS-A 325
- BUS-A 337
- BUS-A 310 or BUS-A 311
- BUS-A 460
- BUS-F 305
- BUS-F 494

Awards, Recognition and Scholarships

Awards, Recognition and Scholarships

Scholarships available through the Kelley School of Business are based on academic achievement and/or financial need. Eligible candidates must be admitted students in the Kelley School of Business. Scholarship opportunities and applications can be found on the Kelley Office of Academic and Professional Development [website](#).

Academic Distinction

Academic distinction for excellence in scholarship is awarded at Commencement to a limited number of students graduating with the Bachelor of Science in Business degree. The number of students so honored will not exceed 10 percent of the graduating class in the school for that year.

Students whose grade point averages are in the highest 1 percent and who complete at least 60 credit hours at Indiana University graduate with "highest distinction." Those whose grade point averages are in the next highest 4 percent and who complete at least 60 credit hours at Indiana University graduate "with high distinction"; and the remaining 5 percent who complete at least 60 credit hours at Indiana University will graduate "with distinction."

The grade point averages necessary to achieve these levels of distinction vary depending on class statistics. Graduates receiving these honors have them so noted on their diplomas and in the Commencement program and are eligible to wear cream and crimson fourragères at Commencement.

Dean's Honor List

All undergraduate students in the Kelley School of Business who are taking at least 6 credit hours during a fall or spring semester and who have a semester grade point average of 3.5 or higher are placed on the Dean's Honor List. These honor students receive letters from the dean recognizing their meritorious efforts.

General Requirements

General Requirements

There are several different requirements when you are admitted to the Kelley School of Business depending on

your admit term and when you take ICORE. Please see a Kelley Academic Advisor if you have questions about your specific degree plan.

General Requirements - Admitted to IUPUI Fall 2013 and later (General Education Core; Purple):

To be awarded the Bachelor of Science in Business degree, students must meet the following requirements:

Complete a minimum of 120 credit hours of college-level work. Of this number, at least 48 credit hours must be in business and economics courses, and a minimum of 52 credit hours (43 for accounting majors) must be in courses other than business and economics. A maximum of 9 credit hours of economics (ECON-E201, E202, E270) will be counted as general-education credits in meeting this requirement. (For special requirements for accounting majors, see "Departments and Majors" later in this bulletin.)

1. Complete the specific degree requirements of the Kelley School of Business as listed below.
2. Complete the last 30 credit hours of the degree program at IUPUI.
3. Complete a minimum of 50 percent of the major requirements on the IUPUI campus. This requirement applies to all courses listed for each curricular major.
4. Maintain a level of scholarship necessary to meet graduation GPA requirements.

Students in the Kelley School of Business are responsible for understanding and for meeting the degree requirements. Approval for any exceptions or modifications in the degree requirements must be requested in writing and may be granted only by the Petitions Committee in consultation with the dean of the Kelley School of Business, the undergraduate program chairperson, the chairperson of the student's major, or the chairperson's administrative representative.

Students who would like assistance in planning an academic program or clarification of degree requirements may consult an academic advisor in the Kelley School of Business by calling (317) 274-2147 to schedule an appointment. Students are strongly urged to meet with a Kelley academic advisor at least once each year.

The undergraduate curriculum for the Bachelor of Science in Business degree consists essentially of three parts: (1) general-education courses, (2) basic business and economics courses, and (3) business majors courses.

General Education Requirements (Minimum of 52 cr.)

IUPUI General Education Core (<http://go.iupui.edu/gened>)

ICORE Prerequisites Core Communication (6 cr.)

- ENG-W 131 Reading, Writing, and Inquiry I (3 cr.)¹
- COMM-R 110 Fundamentals of Speech Communication (3 cr.)¹

¹Must be completed with a minimum grade of C before admission to the Integrative Core (BUS-F 371, BUS-M 371, BUS-P 371, and BUS-Z 371).

Analytical Reasoning (6 cr.)

- MATH-M 118 Finite Math (3 cr.)¹
- MATH-M 119 Brief Survey of Calculus (3 cr.)¹

Social Science (6 cr.)

- ECON-E 201 Intro to Microeconomics (3 cr.)¹
- ECON-E 202 Intro to Macroeconomics (3 cr.)¹

Additional IUPUI General Education Core Requirements (not prerequisites to I-Core)

- Arts & Humanities (Minimum of 3 credit hours; see list at <http://go.iupui.edu/gened>)
- Cultural Understanding (Minimum of 3 credit hours; see list at <http://go.iupui.edu/gened>)
- Life & Physical Sciences (Minimum of 6 credit hours; see list at <http://go.iupui.edu/gened>)
- Kelley General Education Requirement 9 credit hours at 200 level or higher. Choose from any of the subjects approved for Analytical Reasoning, Social Science, Arts & Humanities, Cultural Understanding and Life & Physical Sciences.

General Education Electives

General education courses are chosen from departments and schools throughout the university, excluding courses from the Kelley School of Business and the Department of Economics. General Education Elective credits may be needed to reach 52 total general education credits (43 total gen ed credits for Accounting Majors).

Accounting Majors: 1 credit. All Other Majors: 10 credits

Note: The following courses do not count for credit toward any degree program in the Kelley School of Business: ENG-G 9, ENG-G 10, ENG-G 11, ENG-G12, ENG-W130 Principles of Composition, MATH M001 Introduction to Algebra, MATH 00100 Introduction to Algebra, MATH 11000 Fundamentals of Algebra, and MATH 11100 Algebra. As a general rule, preparatory courses do not count for credit toward any degree program in the Kelley School of Business. Consult an advisor for specific information.

Basic Business and Economics Requirements Freshman and Sophomore Years (Grade of "C" or higher required in each course):

- BUS-A 100 Basic Accounting Skills (1 cr.)
- BUS-A 201 Introduction to Financial Accounting (3 cr.)
- BUS-A 202 Introduction to Managerial Accounting (3 cr.)
- BUS-K 201 The Computer in Business (3 cr.)
 - completed BUS K201 or its equivalent within 5 years of being admitted to Kelley.
- BUS-L 203 Commercial Law I (3 cr.)
- BUS-X 100 Business Administration: Introduction (3 cr.)
- BUS-X 103 Business Learning Community (1 cr.)
- BUS-X 220 Career Perspectives (1 cr.)
- BUS-X 204 Business Communications (3 cr.)
- ECON-E 201 Introduction to Microeconomics (3 cr.)
- ECON-E 202 Introduction to Macroeconomics (3 cr.)
- ECON-E 270 Introduction to Statistical Theory in Economics (3 cr.)

Junior Year

Beginning Fall 2015 All Integrative Core courses must be completed with a grade of "C" to count toward the degree.

- BUS-F 371 Finance: Integrated Experience (3 cr.)²
- BUS-M 371 Marketing: Integrated Experience (3 cr.)²
- BUS-P 371 Operations: Integrated Experience (3 cr.)²
- BUS-Z 371 Team Dynamics and Leadership Integrated Experience (3 cr.)²
- BUS-X 320 Business Career Planning and Placement (1 cr.)
- BUS-Z 340 Introduction to Human Resources (3 cr.)

Senior Year

- BUS-J 401 Administrative Policy (3 cr.)
- BUS-J 411 Analysis of Business Decisions (3 cr.)

For information about Kelley School of Business departments and areas of study, see "Departments and Majors" and "Course Descriptions."

International Dimension Requirements

The international dimension requirement can be fulfilled in any combination of the following four ways. The requirement is 6 credit hours.

- **Language courses:** These courses must be at the 200 level or above in a language other than English or American Sign Language.
- **International business and economics courses:** Students can choose from a list of approved internationally-focused business and economics courses. See the Kelley School of Business Program Office in BS 2010 or the Kelley Student or Pre Business Canvas site for a current list of approved international courses.
- **Overseas study:** Students can participate in approved overseas study programs. Participation in non-IU programs may be possible, but students must have prior approval from the Kelley School of Business.
- **International focus:** Several international courses are offered in various disciplines, such as geography, history, and political science. These courses must be 200 level or higher and typically focus on cultural, historical, and/or political aspects of the world outside of the United States OR focus on the study of groups of people outside of the United States. See the Kelley School of Business Program Office in BS 2010 or the Kelley Student or Pre Business Canvas site for a current list of approved international courses.

Kelley School of Business students from other countries will generally be considered to have fulfilled this requirement. To apply for this waiver, contact the Office of Academic and Professional Development, BS 2010.

Typical Program for Full-Time Students

A typical Kelley School of Business program for a full-time Indianapolis student (minimum total of 120 credit hours of college-level work) follows:

First Year (30 Total Credits)

Semester I:

- BUS-X 100 Basic Accounting Skills (3 cr.)
- BUS-X 103/203 Business Learning Community (1 cr.)
- MATH-M 119 (3 cr.)
- ENG-W 131 (3 cr.)
- Arts & Humanities (3 cr.)
- General Education Elective (1 cr.)

Semester II:

- BUS-A 100 Basic Accounting Skills (1 cr.)
- BUS-K 201 The Computer in Business (3 cr.)
- MATH-M 118 (3 cr.)
- COMM-R 110 (3 cr.)
- Cultural Understanding (3 cr.)
- General Education Elective (3 cr.)

Second Year (30 Total Credits)

Semester I:

- BUS-X 204 Business Communications (3 cr.)
- BUS-A 201 Introduction to Financial Accounting (3 cr.)
- BUS-L 203 Commercial Law I (3 cr.)
- ECON-E 201 Introduction to Microeconomics (3 cr.)
- ECON-E 270 Introduction to Statistical Theory in Economics (3 cr.)

Semester II:

- BUS-A 202 Introduction to Managerial Accounting (3 cr.)
- ECON-E 202 Introduction to Macroeconomics (3 cr.)
- BUS-X 220 Career Perspectives (1 cr.)
- Life/Physical Science (3 cr.)
- Kelley General Education 200 Level (3 cr.)
- General Education Elective (2 cr.)

Third Year (30 Total Credits)

Semester I:

All Integrative Core courses must be completed with a grade of "C" or higher to count toward degree.

- BUS-F 371 Finance: Integrated Experience (3 cr.)
- BUS-M 371 Marketing: Integrated Experience (3 cr.)
- BUS-P 371 Operations and Supply Chain Management: Integrated Experience (3 cr.)
- BUS-Z 371 Team Dynamics and Leadership Integrated Experience (3 cr.)
- BUS-Z 340 Introduction to Human Resources (3 cr.)

Semester II:

- BUS-X 320 Business Career Planning & Placement (1 cr.)
- Major Courses (6 cr.)
- Life/Physical Science (3 cr.)
- Kelley General Education 200 Level (3 cr.)
- General Education Elective (2 cr.)

Fourth Year (30 Total Credits)

Semester I:

- BUS-J 401 Administrative Policy (3 cr.)
- Major Courses (6 cr.)

- International Dimension (3 cr.)
- Kelley General Education 200 Level (3 cr.)

Semester II:

- BUS-J 411 Analysis of Business Decisions (3 cr.)
- Major Courses* (6 cr.)
- General Education Elective (2 cr.)
- International Dimension (3 cr.)
- Free Elective (1 cr.)

*The number of credit hours required of each major varies. Students are encouraged to meet with a Kelley Academic Advisor to ensure timely academic progress and graduation.

**Students are required to complete a minimum of 120 credit hours. The number of electives and general education electives can vary by major.

¹ Must be completed with a minimum grade of C before admission to the Integrative Core (BUS-F 371, BUS-M 371, BUS-P 371, and BUS-Z 371).

² BUS-F 371, BUS-M 371, BUS-P 371 and BUS-Z 371 must be taken together as the Integrative Core. Beginning Fall 2015 all Integrative Core courses must be completed with a grade of "C" or higher to count (for students admitted to Kelley in fall 2015 and after). All prerequisites must be completed before beginning the Integrative Core. See an advisor if you have questions.

Updated 3/23/2016

General Requirements

General Requirements - Admitted to Kelley before Fall 2013 and take ICORE before Fall 2013 (OLD/OLD; Gold):

To be awarded the Bachelor of Science in Business degree, students must meet the following requirements:

Complete a minimum of 124 credit hours of college-level work. Of this number, at least 48 credit hours must be in business and economics courses, and a minimum of 56 credit hours must be in courses other than business and economics. A maximum of 9 credit hours of economics will be counted as general education credits in meeting this requirement. (For special requirements for accounting majors, see "Departments and Majors" later in this bulletin.)

1. Complete the specific degree requirements of the Kelley School of Business as listed below.
2. Complete the last 30 credit hours of the degree program at IUPUI.
3. Complete a minimum of 50 percent of the major requirements on the IUPUI campus. This requirement applies to all courses listed for each curricular major.
4. Maintain a level of scholarship necessary to meet graduation GPA requirements.

Students in the Kelley School of Business are responsible for understanding and for meeting the degree requirements. Approval for any exceptions or modifications in the degree requirements must be requested in writing and may be granted only by the

Petitions Committee in consultation with the dean of the Kelley School of Business, the undergraduate program chairperson, the chairperson of the student's major, or the chairperson's administrative representative.

Students who would like assistance in planning an academic program or clarification of degree requirements may consult an academic advisor in the Kelley School of Business by calling (317) 274-2147 to schedule an appointment. Students are strongly urged to meet with a Kelley academic advisor at least once each year.

The undergraduate curriculum for the Bachelor of Science in Business degree consists essentially of three parts: (1) general-education courses, (2) basic business and economics courses, and (3) business majors courses.

General-Education Requirements (Minimum of 56 cr.)

Foundation Courses (12 cr.)¹

- ENG-W 131 Reading, Writing, and Inquiry (3 cr. C required)
- COMM-R 110 Fundamentals of Speech Communication (3 cr. C required)¹
- MATH-M 118 Finite Mathematics (3 cr.)
- MATH-M 119 Brief Survey of Calculus (3 cr.)

Arts and Humanities (Minimum of 6 credit hours)

3 credit hours must be any History (HIST) course except from Indiana History

- Afro-American Studies (AFRO)
- Art (HER-H)
- Classical Studies (CLAS-C)
- Communications (COMM-T limit of 3 credit hours in COMM-T100)
- English Literature (ENG-L)
- Film Studies (FILM-C)
- Folklore (FOLK)
- History (HIST)
- Labor Studies (LSTU)
- Music (MUS-Z, excluding MUS-Z100)
- Philosophy (PHIL)
- Religious Studies (REL)
- Women's Studies (WOST)

Social Sciences (Minimum of 6 credit hours)

- Anthropology (ANTH)
- Geography (GEOG)
- Military Science (MIL) (Only 200-level or higher)
- Political Science (POLS)
- Psychology (PSY; except practicum)
- Public and Environmental Affairs (SPEA-J; & SPEA-V 160, 161, 221, 264, 272, & 376)
- Public Health (PBHL)
- Sociology (SOC)

Natural Sciences and Mathematics (Minimum of 5 credit hours)

- Astronomy (AST)
- Biology (BIOL)
- Chemistry (CHEM)
- Forensic and Investigative Science (FIS)
- Geology (GEOL)

- Mathematics (MATH 15300, 15400, 16400, & 20000-level or above)
- Physics (PHYS)

General Education Wildcard (Minimum of 6 credit hours)

- Choose from any of the departments above
- Must be 200 level or higher (Total of 6 credit hours must be 200 level or higher. If courses taken for requirements above are 200 level, they will count toward the 6 credit hour requirement.)

General-Education Electives

General education courses are chosen from departments and schools throughout the university, excluding courses from the Kelley School of Business and the Department of Economics. The number of credit hours required in this category depends upon the manner in which the above requirements are met. At least 56 credit hours in general education courses are required. (For special rules for accounting majors, see "Departments and Majors" in this bulletin.)

Note: The following courses do not count for credit toward any degree program in the Kelley School of Business: ENG-W 001 Fundamentals of English, ENG-W 130 Principles of Composition, MATH M001 Introduction to Algebra, MATH 00100 Introduction to Algebra, MATH 11000 Fundamentals of Algebra, and MATH 11100 Algebra. As a general rule, preparatory courses do not count for credit toward any degree program in the Kelley School of Business. Consult an advisor for specific information.

International Dimension Requirements

The international dimension requirement can be fulfilled in any combination of the following four ways. The requirement is 6 credit hours.

- Language courses: These courses must be at the 200 level or above in a language other than English or American Sign Language.
- International business and economics courses: Students can take BUS-D 301 The International Business Environment, BUS-D 302 International Business: Operation of International Enterprises, BUS-F 494 International Financial Management, BUS-L 411 International Law, BUS-M 401 International Marketing, ECON-E 303 International Economics, ECON-E 325 Comparative Economic Systems, ECON-E 430 Introduction to International Economics, and ECON-E 495 Economic Development.
- Overseas study: Students can participate in approved overseas study programs. Participation in non-IU programs may be possible, but students must have prior approval from the Kelley School of Business.
- International focus: Several international courses are offered in various disciplines, such as geography, history, and political science. See the Kelley School of Business Program Office in BS 3024 for a current list of approved international courses.

Kelley School of Business students from other countries will generally be considered to have fulfilled this

requirement. To apply for this waiver, contact the Program Office, Business/SPEA Building 3024.

Basic Business and Economics Requirements

Freshman and Sophomore Years

- BUS-A 100 Basic Accounting Skills (1 cr.)
- BUS-A 201 Introduction to Financial Accounting (3 cr.)
- BUS-A 202 Introduction to Managerial Accounting (3 cr.)
- BUS-K 201 The Computer in Business (3 cr.)²
 - completed BUS K201 or its equivalent within 5 years of being admitted to Kelley.
- BUS-L 203 Commercial Law I (3 cr.)
- BUS-X 100 Business Administration: Introduction (3 cr.)²
- BUS-X 103 Business Learning Community (1 cr.)
- BUS-X 204 Business Communications (3 cr.)²
- ECON-E 201 Introduction to Microeconomics (3 cr.)
- ECON-E 202 Introduction to Macroeconomics (3 cr.)
- ECON-E 270 Introduction to Statistical Theory in Economics (3 cr.)

Junior Year

- BUS-F 301 Financial Management (3 cr.)³
- BUS-M 301 Introduction to Marketing Management (3 cr.)³
- BUS-P 301 Operations Management (3 cr.)³
- BUS-X 320 Business Career Planning and Placement (2cr.)
- BUS-Z 302 Managing and Behavior in Organizations (3 cr.)
- BUS-Z 311 Leadership and Ethics in the Business Environment (1.5)
- BUS-Z 312 Human Resources and Negotiations (1.5)

Senior Year

- BUS-J 401 Administrative Policy (3 cr.)
- BUS-J 411 Analysis of Business Decisions (3 cr.)

For information about Kelley School of Business departments and areas of study, see "Departments and Majors" and "Course Descriptions."

Typical Program for Full-Time Students

A typical Kelley School of Business program for a full-time Indianapolis student (minimum total of 124 credit hours of college-level work) follows:

First Year (29-31 Total Credits)

Semester I:

- BUS-X 100 Basic Accounting Skills (3 cr.)
- BUS-X 103/203 Business Learning Community (1 cr.)
- MATH-M 119 (3 cr.)
- ENG-W 131 (3 cr.)
- HISTORY (3 cr.)

Semester II:

- BUS-A 100 Basic Accounting Skills (1 cr.)

- BUS-X 204 Business Communications (3 cr.)
- MATH-M 118 (3 cr.)
- COMM-R 110 (3 cr.)
- Social Science (3 cr.)
- Science (3-5 cr.)

Second Year (31-33 Total Credits)

Semester I:

- BUS-A 201 Introduction to Financial Accounting (3 cr.)
- BUS-K 201 The Computer in Business (3 cr.)
- BUS-L 203 Commercial Law I (3 cr.)
- ECON-E 201 Introduction to Microeconomics (3 cr.)
- ECON-E 270 Introduction to Statistical Theory in Economics (3 cr.)
- Humanities (3 cr.)

Semester II:

- BUS-A 202 Introduction to Managerial Accounting (3 cr.)
- ECON-E 202 Introduction to Macroeconomics (3 cr.)
- Social Science (1-3 cr.)
- General Education Requirement (6-7 cr.)

Third Year (30-31 Total Credits)

Semester I:

- BUS-F 301 Financial Management (3 cr.)
- BUS-M 301 Introduction to Marketing Management (3 cr.)
- BUS-P 301 Operations Management (3 cr.)
- BUS-X 320 Business Career Planning and Placement (1 cr.)
- BUS-Z 311* Leadership and Ethics in the Business Environment (1.5)
- BUS-Z 312* Human Resources and Negotiations (1.5)

Semester II:

- BUS-Z 302 Managing and Behavior in Organizations (3 cr.)
- International Dimension (3 cr.)
- Major/General Education/Free Electives** (10-11 cr.)

Fourth Year (30-32 Total Credits)

Semester I:

- BUS-J 401 Administrative Policy (3 cr.)
- International Dimension (3 cr.)
- Major/General Education/Free Electives** (9-11 cr.)

Semester II:

- BUS-J 411* Analysis of Business Decisions (3 cr.)
- Major/General Education/Free Electives** (12 cr.)

*Students admitted to the Kelley School of Business prior to Fall 2006 are not required to take BUS-Z 311, BUS-Z 312 or BUS-J 411.

**Students are required to complete a minimum of 124 credit hours. The number of electives and general education electives can vary by major.

¹ Equivalent or approved substitute courses may be used to fulfill these course requirements. (See "Admission Requirements.")

² Must be completed with a minimum grade of C before admission to the Integrative Core (BUS-F 301, BUS-M 301, and BUS-P 301).

³ BUS-F 301, BUS-M 301, and BUS-P 301 must be taken together as the Integrative Core.

Last Updated 9-9-13

General Requirements

General Requirements

There are several different requirements when you are admitted to the Kelley School of Business depending on your admit term and when you take ICORE. Please follow the guidelines listed below to navigate to the appropriate requirements for you (PROGRAM; Check sheet color):

- If you are admitted to IUPUI in Fall 2013 and later (COMMON; Purple) [click here](#)
- If you are admitted to IUPUI before Fall 2013 and admitted to Kelley in Fall 2013 or later (NEW/NEW; Blue) [click here](#)
- If you are admitted to IUPUI and Kelley before Fall 2013 and take ICORE Fall 2013 or later (OLD/NEW; Green) [click here](#)
- If you are admitted to Kelley before Fall 2013 and take ICORE before Fall 2013 (OLD/OLD; Gold) [click here](#)

General Requirements - Admitted to IUPUI and Kelley before Fall 2013 and take ICORE Fall 2013 or later (OLD/NEW; Green):

To be awarded the Bachelor of Science in Business degree, students must meet the following requirements:

Complete a minimum of 124 credit hours of college-level work. Of this number, at least 48 credit hours must be in business and economics courses, and a minimum of 56 credit hours must be in courses other than business and economics. A maximum of 9 credit hours of economics will be counted as general-education credits in meeting this requirement. (For special requirements for accounting majors, see "Departments and Majors" later in this bulletin.)

1. Complete the specific degree requirements of the Kelley School of Business as listed below.
2. Complete the last 30 credit hours of the degree program at IUPUI.
3. Complete a minimum of 50 percent of the major requirements on the IUPUI campus. This requirement applies to all courses listed for each curricular major.
4. Maintain a level of scholarship necessary to meet graduation GPA requirements.

Students in the Kelley School of Business are responsible for understanding and for meeting the degree requirements. Approval for any exceptions or modifications in the degree requirements must be requested in writing and may be granted only by the Petitions Committee in consultation with the dean of the Kelley School of Business, the undergraduate program

chairperson, the chairperson of the student's major, or the chairperson's administrative representative.

Students who would like assistance in planning an academic program or clarification of degree requirements may consult an academic advisor in the Kelley School of Business by calling (317) 274-2147 to schedule an appointment. Students are strongly urged to meet with a Kelley academic advisor at least once each year.

The undergraduate curriculum for the Bachelor of Science in Business degree consists essentially of three parts: (1) general-education courses, (2) basic business and economics courses, and (3) business majors courses.

General-Education Requirements (Minimum of 56 cr.)

Foundation Courses (12 cr.)¹

- COMM-R 110 Fundamentals of Speech Communication (3 cr.)²
- ENG-W 131 Reading, Writing, and Inquiry (3 cr.)²
- MATH-M 118 Finite Mathematics (3 cr.)
- MATH-M 119 Brief Survey of Calculus (3 cr.)

Arts and Humanities (Minimum of 6 credit hours)

3 credit hours must be any History (HIST) course except from Indiana History

- Afro-American Studies (AFRO)
- Art (HER-H)
- Classical Studies (CLAS-C)
- Communications (COMM-T limit of 3 credit hours in COMM-T100)
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- Folklore (FOLK)
- History (HIST)
- Labor Studies (LSTU)
- Music (MUS-Z, excluding MUS-Z100)
- Philosophy (PHIL)
- Religious Studies (REL)
- Women's Studies (WOST)

Social Sciences (Minimum of 6 credit hours)

- Anthropology (ANTH)
- Geography (GEOG)
- Military Science (MIL) (Only 200-level or higher)
- Political Science (POLS)
- Psychology (PSY; except practicum)
- Public and Environmental Affairs (SPEA-J; & SPEA-V 160, 161, 221, 264, 272, & 376)
- Public Health (PBHL)
- Sociology (SOC)

Natural Sciences and Mathematics (Minimum of 5 credit hours)

- Astronomy (AST)
- Biology (BIOL)
- Chemistry (CHEM)
- Forensic and Investigative Science (FIS)
- Geology (GEOL)
- Mathematics (MATH 15300, 15400, 16400, & 20000-level or above)
- Physics (PHYS)

General Education Wildcard (Minimum of 6 credit hours)

- Choose from any of the departments above
- Must be 200 level or higher

General-Education Electives

General-education courses are chosen from departments and schools throughout the university, excluding courses from the Kelley School of Business and the Department of Economics. The number of credit hours required in this category depends upon the manner in which the above requirements are met. At least 56 credit hours in general-education courses are required. (For special rules for accounting majors, see "Departments and Majors" in this bulletin.)

Note: The following courses do not count for credit toward any degree program in the Kelley School of Business: ENG-W 001 Fundamentals of English, ENG-W 130 Principles of Composition, MATH M001 Introduction to Algebra, MATH 00100 Introduction to Algebra, MATH 11000 Fundamentals of Algebra, and MATH 11100 Algebra. As a general rule, preparatory courses do not count for credit toward any degree program in the Kelley School of Business. Consult an advisor for specific information.

International Dimension Requirements

The international dimension requirement can be fulfilled in any combination of the following four ways. The requirement is 6 credit hours.

- Language courses: These courses must be at the 200 level or above in a language other than English or American Sign Language.
- International business and economics courses: Students can take BUS-D 301 The International Business Environment, BUS-D 302 International Business: Operation of International Enterprises, BUS-F 494 International Financial Management, BUS-L 411 International Law, BUS-M 401 International Marketing, ECON-E 303 International Economics, ECON-E 325 Comparative Economic Systems, ECON-E 430 Introduction to International Economics, and ECON-E 495 Economic Development.
- Overseas study: Students can participate in approved overseas study programs. Participation in non-IU programs may be possible, but students must have prior approval from the Kelley School of Business.
- International focus: Several international courses are offered in various disciplines, such as geography, history, and political science. See the Kelley School of Business Program Office in BS 3024 for a current list of approved international courses.

Kelley School of Business students from other countries will generally be considered to have fulfilled this requirement. To apply for this waiver, contact the Program Office, Business/SPEA Building 3024.

¹ Equivalent or approved substitute courses may be used to fulfill these course requirements. (See "Admission Requirements.")

² Must be completed with a minimum grade of C before admission to the Integrative Core (BUS-F 371, BUS-M 371, BUS-P 371 and BUS-Z 371).

³ BUS-F 371, BUS-M 371, BUS-P 371 and BUS-Z 371 must be taken together as the Integrative Core.

Basic Business and Economics Requirements

Freshman and Sophomore Years

- BUS-A 100 Basic Accounting Skills (1 cr.)
- BUS-A 201 Introduction to Financial Accounting (3 cr.)
- BUS-A 202 Introduction to Managerial Accounting (3 cr.)
- BUS-K 201 The Computer in Business (3 cr.)²
 - completed BUS K201 or its equivalent within 5 years of being admitted to Kelley.
- BUS-L 203 Commercial Law I (3 cr.)
- BUS-X 100 Business Administration: Introduction (3 cr.)²
- BUS-X 103 Business Learning Community (1 cr.)
- BUS-X 220 Career Perspectives (1 cr.)
- BUS-X 204 Business Communications (3 cr.)²
- ECON-E 201 Introduction to Microeconomics (3 cr.)
- ECON-E 202 Introduction to Macroeconomics (3 cr.)
- ECON-E 270 Introduction to Statistical Theory in Economics (3 cr.)

Junior Year

- BUS-F 371 Financial Management (3 cr.)³
- BUS-M 371 Introduction to Marketing Management (3 cr.)³
- BUS-P 371 Operations Management (3 cr.)³
- BUS-Z 371 Team Dynamics & Leadership (3 cr.)
- BUS-X 320 Business Career Planning and Placement (1 cr.)
- BUS-Z 340 Personnel/HR Management (3 cr.)

Senior Year

- BUS-J 401 Administrative Policy (3 cr.)
- BUS-J 411 Analysis of Business Decisions (3 cr.)

For information about Kelley School of Business departments and areas of study, see "Departments and Majors" and "Course Descriptions."

Typical Program for Full-Time Students

A typical Kelley School of Business program for a full-time Indianapolis student (minimum total of 124 credit hours of college-level work) follows:

First Year (29-31 Total Credits)

Semester I:

- BUS-X 100 Basic Accounting Skills (3 cr.)
- BUS-X 103/203 Business Learning Community (1 cr.)
- MATH-M 119 (3 cr.)
- ENG-W 131 (3 cr.)
- HISTORY (3 cr.)

Semester II:

- BUS-A 100 Basic Accounting Skills (1 cr.)
- BUS-X 204 Business Communications (3 cr.)
- MATH-M 118 (3 cr.)
- COMM-R 110 (3 cr.)
- Social Science (3 cr.)
- Science (3-5 cr.)

Second Year (31-33 Total Credits)

Semester I:

- BUS-A 201 Introduction to Financial Accounting (3 cr.)
- BUS-K 201 The Computer in Business (3 cr.)
- BUS-L 203 Commercial Law I (3 cr.)
- ECON-E 201 Introduction to Microeconomics (3 cr.)
- ECON-E 270 Introduction to Statistical Theory in Economics (3 cr.)
- Humanities (3 cr.)

Semester II:

- BUS-A 202 Introduction to Managerial Accounting (3 cr.)
- ECON-E 202 Introduction to Macroeconomics (3 cr.)
- BUS-X 220 Career Perspectives (1 cr.)
- Social Science (1-3 cr.)
- General Education
- Requirement (6-7 cr.)

Third Year (30-31 Total Credits)

Semester I:

- BUS-F 371 Financial Management (3 cr.)
- BUS-M 371 Introduction to Marketing Management (3 cr.)
- BUS-P 371 Operations Management (3 cr.)
- BUS-Z 371 Team Dynamics & Leadership (3 cr.)
- BUS-X 320 Business Career Planning and Placement (1 cr.)

Semester II:

- BUS-Z 340 Personnel/HR Management (3 cr.)
- International Dimension (3 cr.)
- Major/General Education/Free Electives** (10-11 cr.)

Fourth Year (30-32 Total Credits)

Semester I:

- BUS-J 401 Administrative Policy (3 cr.)
- International Dimension (3 cr.)
- Major/General Education/Free Electives** (9-11 cr.)

Semester II:

- BUS-J 411* Analysis of Business Decisions (3 cr.)
- Major/General Education/Free Electives** (12 cr.)

*Students admitted to the Kelley School of Business prior to Fall 2006 are not required to take BUS-Z 311, BUS-Z 312 or BUS-J 411.

**Students are required to complete a minimum of 124 credit hours. The number of electives and general education electives can vary by major.

Updated 7-23-13

General Requirements

General Requirements

There are several different requirements when you are admitted to the Kelley School of Business depending on your admit term and when you take ICORE. Please follow the guidelines listed below to navigate to the appropriate requirements for you (PROGRAM; check sheet color):

- If you are admitted to IUPUI in Fall 2013 and later (COMMON; Purple) [click here](#)
- If you are admitted to IUPUI before Fall 2013 and admitted to Kelley and take ICORE in Fall 2013 or later (NEW/NEW; Blue) [click here](#)
- If you are admitted to IUPUI and Kelley before Fall 2013 and take ICORE Fall 2013 or later (OLD/NEW; Green) [click here](#)
- If you are admitted to Kelley before Fall 2013 and take ICORE before Fall 2013 (OLD/OLD; Gold) [click here](#)

General Requirements - Admitted to IUPUI before Fall 2013 and admitted to Kelley in Fall 2013 or later (NEW/NEW; Blue)

To be awarded the Bachelor of Science in Business degree, students must meet the following requirements:

Complete a minimum of 120 credit hours of college-level work. Of this number, at least 48 credit hours must be in business and economics courses, and a minimum of 52 credit hours must be in courses other than business and economics. A maximum of 9 credit hours of economics will be counted as general-education credits in meeting this requirement. (For special requirements for accounting majors, see "Departments and Majors" later in this bulletin.)

1. Complete the specific degree requirements of the Kelley School of Business as listed below.
2. Complete the last 30 credit hours of the degree program at IUPUI.
3. Complete a minimum of 50 percent of the major requirements on the IUPUI campus. This requirement applies to all courses listed for each curricular major.
4. Maintain a level of scholarship necessary to meet graduation GPA requirements.

Students in the Kelley School of Business are responsible for understanding and for meeting the degree requirements. Approval for any exceptions or modifications in the degree requirements must be requested in writing and may be granted only by the Petitions Committee in consultation with the dean of the Kelley School of Business, the undergraduate program chairperson, the chairperson of the student's major, or the chairperson's administrative representative.

Students who would like assistance in planning an academic program or clarification of degree requirements may consult an academic advisor in the Kelley School of Business by calling (317) 274-2147 to schedule an appointment. Students are strongly urged to meet with a Kelley academic advisor at least once each year.

The undergraduate curriculum for the Bachelor of Science in Business degree consists essentially of three parts: (1) general-education courses, (2) basic business and economics courses, and (3) business majors courses.

General Education Requirements (Minimum of 52 cr., 43 cr. for ACTG majors)

General Education ICORE Prerequisites (21 cr.)

- ENG-W 131 Reading, Writing, and Inquiry (3 cr. C required)
- COMM-R 110 Fundamentals of Speech Communication (3 cr. C required)
- ECON-E 201 Intro to Microeconomics (3 cr. P: Soph)
- ECON-E 202 Intro to Macroeconomics (3 cr. P: Soph)
- ECON-E 270 Statistical Analysis in Economics (3 cr. P: Soph, M118)
- MATH-M 118 Finite Mathematics (3 cr.)
- MATH-M 119 Brief Survey of Calculus (3 cr.)

Arts and Humanities (Minimum of 3 credit hours)

- Afro-American Studies (AFRO)
- Art (HER-H)
- Classical Studies (CLAS-C)
- Communications (COMM-T limit of 3 credit hours in COMM-T100)
- English Literature (ENG-L)
- Film Studies (FILM-C)
- Folklore (FOLK)
- History (HIST)
- Labor Studies (LSTU)
- Music (MUS-Z, excluding MUS-Z100)
- Philosophy (PHIL)
- Philanthropic Studies (PHST)
- Religious Studies (REL)
- Women's Studies (WOST)

Social Sciences (Minimum of 3 credit hours)

- Anthropology (ANTH)
- Geography (GEOG)
- Military Science (MIL) (Only 200-level or higher)
- Political Science (POLS)
- Psychology (PSY; except practicum)
- Public and Environmental Affairs (Only SPEA-J; & SPEA-V 160, 161, 221, 264, 272, & 376)
- Public Health (PBHL)
- Sociology (SOC)

Natural Sciences and Mathematics (Minimum of 3 credit hours)

- Astronomy (AST)
- Biology (BIOL)
- Chemistry (CHEM)
- Forensic and Investigative Science (FIS)
- Geology (GEOL)
- Mathematics (MATH 15300, 15400, 15900, 16600, 17100, 23200, 26100)
- Physics (PHYS)

Plus twelve (12) additional credits in any category (listed above) of your choice. (9 credit hours must be 200 level or higher).

General Education Electives

General-education courses are chosen from departments and schools throughout the university, excluding courses from the Kelley School of Business and the Department of Economics. Elective credits may be needed to reach 52

total general education credits (43 total gen ed credits for ACTG majors), and 120 total degree credits. - Maximum of 4 cr. HPER-E electives can be used. No zero-level or duplicate credit can be used

ACTG Majors: 1 credit. All other majors; 10 credits

Note: The following courses do not count for credit toward any degree program in the Kelley School of Business: ENG-W 001 Fundamentals of English, ENG-W 130 Principles of Composition, MATH M001 Introduction to Algebra, MATH 00100 Introduction to Algebra, MATH 11000 Fundamentals of Algebra, and MATH 11100 Algebra. As a general rule, preparatory courses do not count for credit toward any degree program in the Kelley School of Business. Consult an advisor for specific information.

International Dimension Requirements

The international dimension requirement can be fulfilled in any combination of the following four ways. The requirement is 6 credit hours.

- Language courses: These courses must be at the 200 level or above in a language other than English or American Sign Language.
- International business and economics courses: See the Kelley School of Business Program Office in BS 3024 or your Kelley OnCourse site for a current list of approved international business and economics courses.
- Overseas study: Students can participate in approved overseas study programs. Participation in non-IU programs may be possible, but students must have prior approval from the Kelley School of Business.
- International focus: Several international courses are offered in various disciplines, such as geography, history, and political science. See the Kelley School of Business Program Office in BS 3024 or your Kelley OnCourse site for a current list of approved international courses.

Kelley School of Business students from other countries will generally be considered to have fulfilled this requirement. To apply for this waiver, contact the Program Office, Business/SPEA Building 3024.

Basic Business Requirements

Freshman and Sophomore Years

- BUS-A 100 Basic Accounting Skills (1 cr.)
- BUS-A 201 Introduction to Financial Accounting (3 cr. P: Soph, A100)
- BUS-A 202 Introduction to Managerial Accounting (3 cr. P: Soph, A100)
- BUS-K 201 The Computer in Business (3 cr. C required)²
 - Must have completed BUS K201 or its equivalent within 5 years of being admitted to Kelley.
- BUS-L 203 Commercial Law I (3 cr. P: Soph)
- BUS-X 100 Business Administration: Introduction (3 cr. C required)²
- BUS-X 103 or X203 Business Learning Community (1 cr. C required)

- BUS-X 220 Career Perspectives (1 cr. P: Soph, W131 with C)
- BUS-X 204 Business Communications (3 cr. P: W131 with C)²

Junior Year

Beginning Fall 2015 Integrated Core must be completed with a grade of "C" or better to count toward degree

- BUS-F 371 Financial Management (3 cr. P: Kelley Admit, junior, Option 2 admission requirements, X220)³
- BUS-M 371 Introduction to Marketing Management (3 cr. P: Kelley Admit, junior, Option 2 admission requirements, X220)³
- BUS-P 371 Operations Management (3 cr. P: Kelley Admit, junior, Option 2 admission requirements, X220)³
- BUS-Z 371 Team Dynamics & Leadership (3 cr. P: Kelley Admit, junior, Option 2 admission requirements, X220)
- BUS-X 320 Business Career Planning and Placement (1 cr. P: Jr, Kelley Admit, X220)
- BUS-Z 340 Personnel/HR Management (3 cr. P: Jr)

Senior Year

- BUS-J 401 Administrative Policy (3 cr. P: Sr, ICORE, X320, P/C: Z340, 6 cr. of major)
- BUS-J 411 Analysis of Business Decisions (3 cr. P: J401, Z340, 6 cr. of major)

For information about Kelley School of Business departments and areas of study, see "Departments and Majors" and "Course Descriptions."

Typical Program for Full-Time Students

A typical Kelley School of Business program for a full-time Indianapolis student (minimum total of 120 credit hours of college-level work) follows:

First Year (29 Total Credits)

Semester I:

- BUS-X 100 Basic Accounting Skills (3 cr.)
- BUS-X 103/203 Business Learning Community (1 cr.)
- MATH-M 119 (3 cr.)
- ENG-W 131 (3 cr.)
- Humanities (3 cr.)

Semester II:

- BUS-A 100 Basic Accounting Skills (1 cr.)
- BUS-X 204 Business Communications (3 cr.)
- MATH-M 118 (3 cr.)
- COMM-R 110 (3 cr.)
- Social Science (3 cr.)
- Science (3 cr.)

Second Year (31 Total Credits)

Semester I:

- BUS-A 201 Introduction to Financial Accounting (3 cr.)
- BUS-K 201 The Computer in Business (3 cr.)
- BUS-X 220 Career Perspectives (1 cr.)

- BUS-L 203 Commercial Law I (3 cr.)
- ECON-E 201 Introduction to Microeconomics (3 cr.)
- Humanities (3 cr.)

Semester II:

- BUS-A 202 Introduction to Managerial Accounting (3 cr.)
- ECON-E 202 Introduction to Macroeconomics (3 cr.)
- ECON-E 270 Introduction to Statistical Theory in Economics (3 cr.)
- General Education 200+ level/ International Dimension (3 cr.)
- General Education 200+ level (3 cr.)

Third Year (28-30 Total Credits)

Semester I:

Beginning Fall 2015 all Integrative Core courses must be completed with a grade of "C" or better to count toward degree.

- BUS-F 371 Financial Management (3 cr.)
- BUS-M 371 Introduction to Marketing Management (3 cr.)
- BUS-P 371 Operations Management (3 cr.)
- BUS-Z 371 Team Dynamics & Leadership (3 cr.)
- BUS-X 320 Business Career Planning and Placement (1 cr.)

Semester II:

- BUS-Z 340 Personnel/HR Management (3 cr.)
- Major/General Education/Free Electives** (12-14 cr.)

Fourth Year (31-33 Total Credits)

Semester I:

- BUS-J 401 Administrative Policy (3 cr.)
- International Dimension (3 cr.)
- Major/General Education/Free Electives** (10-12 cr.)

Semester II:

- BUS-J 411* Analysis of Business Decisions (3 cr.)
- Major/General Education/Free Electives** (12 cr.)

**Students are required to complete a minimum of 120 credit hours. The number of electives and general education electives can vary by major.

¹ Equivalent or approved substitute courses may be used to fulfill these course requirements. (See "Admission Requirements.")

² Must be completed with a minimum grade of C before admission to the Integrative Core (BUS-F 371, BUS-M 371, BUS-P 371 and BUS-Z 371).

³ BUS-F 371, BUS-M 371, BUS-P 371 and BUS-Z 371 must be taken together as the Integrative Core. Beginning Fall 2015 Integrative Core courses must be completed with a grade of "C" or better to count toward degree.

Last Updated 10/6/2014

Undergraduate Programs

Undergraduate Programs

The Undergraduate Program of the Kelley School of Business provides opportunities for breadth of education as well as for a reasonable amount of specialization. As a member of the Association to Advance Collegiate Schools of Business (AACSB), the school subscribes to the principle that a significant portion of a student's academic program should be in general-education subjects, complemented by study in the basic areas of business administration. This assures the planning of balanced study programs while enabling a student with an interest in one or more professional areas of business to specialize in those fields.

Integrative Core

All undergraduate study programs also include courses that ensure the development of a basic understanding of the principles and practices involved in the management of business firms in the dynamic economic, social, and political environment of the world today. At IUPUI, four interrelated, rigorous junior-level courses in the management of finance, marketing, operations, and team dynamics, known collectively as the Integrative Core, are required of all business majors.

Integrative Core emphasizes the trends likely to shape the pattern of the world in the years ahead. Beyond these basic requirements, students are given an opportunity to pursue studies from a wide variety of subject areas.

Honors Courses

Honors courses are available to students in the Kelley Honors Program. Some freshmen and sophomore honors courses are open to other students on a case by case basis.

Leadership and Social Responsibility

To develop leadership skills and a sense of social responsibility, students are strongly encouraged to participate in one or more of the student organizations at IUPUI. Special emphasis is placed on volunteerism and the personal benefits derived from participating in community service. The Kelley School of Business Learning Community course, BUS-X103, involves freshmen in a service learning project in the local community. This course is an entrance requirement for admission to the school.

Senior Standing

Upon attaining senior standing, students enjoy a broader range of elective courses and special opportunities for discussion and counseling with senior members of the faculty. Courses at the senior level ensure widespread participation by students in the solution of case studies, projects, and special problems drawn from the contemporary business scene. Also, seniors typically hold offices in professional student organizations, which gives them exceptional extracurricular experience. The course BUS-X320 Business Career Planning and Placement prepares students for the transition to the world of business. This course also helps students locate and select employment opportunities that hold the greatest promise for them.

Program Objectives

Graduates of the undergraduate program of the Indiana University Kelley School of Business should:

1. Have a general knowledge and appreciation of human accomplishments in the physical sciences, arts, humanities, and social sciences
2. Possess a broad-based knowledge of business and the business firm, and the role business plays in our society
3. Understand the national, international, political, social, and economic environment that affects a firm's operations
4. Be able to articulate their thoughts orally and in writing and be computer literate
5. Have a sensitivity to and appreciation of ethical issues
6. Possess an appreciation of the opportunities and problems of managing complex organizations
7. Have the skills and ability to work effectively with others in the completion of joint tasks
8. Possess the ability to find and formulate problems, think analytically, and recommend solutions to problems

The undergraduate curriculum is designed to provide students with the above attributes. Graduates should have acquired an education that will serve them throughout their careers in business, not just prepare them for an entry-level position.

Honor Code

The Indiana University *Code of Student Rights, Responsibilities, and Conduct* is outlined and defined in an August 15, 1997 publication. This code exists as a guide for students, faculty, and staff and is available from the Kelley Office of Academic and Professional Development. In addition, the Indiana University Kelley School of Business has developed the following Honor Code to clarify and codify student conduct in the Undergraduate program. Students admitted to the program or taking undergraduate courses are bound by this code:

On my honor, as an Indiana University Kelley School of Business Indianapolis student, applicant, or student taking Kelley School of Business classes, I will conduct myself honestly with faculty, staff and fellow students. I promise my academic activities will support original and class specific work as defined in the IUPUI Code of Student Rights, Responsibilities and Conduct. I will report any knowledge of academic dishonesty to the appropriate person.

I promise to maintain a respectful attitude toward others as reflected by my conversations, written correspondence and classroom behavior. Furthermore, I will represent the Kelley School of Business with a high level of integrity and in a positive manner and I will require the same of others.

As a student of the Kelley School of Business, I promise to adhere to all elements of its Honor Code and understand that I will be held accountable for my actions and/or inactions.

The Kelley School may discipline a student for academic misconduct, defined as any activity that tends to compromise the academic integrity of the institution and undermine the educational process. Academic misconduct includes, but is not limited to the activities specifically prohibited above, interference with another person's right to learn, violation of course rules, and facilitating academic dishonesty. The school may also

discipline a student for acts of personal misconduct that occur on university property, or in connection with university business. Such acts include, but are not limited to falsifying emergency warnings, release of access codes for university resources, lewd, indecent, or obscene conduct, unauthorized entry, damage to university or property belonging to others, sexual and racial harassment, verbal abuse, harassment or threats, and all other acts of personal misconduct as defined by the *Code of Student Rights, Responsibilities, and Conduct*.

Special Opportunities

Special Opportunities

Business Foundations Certificate Program

This program is designed for students who want to acquire a foundation of the fundamental business knowledge needed to improve the conduct of their personal business affairs, aid in their career development, or enhance their employability.

With careful planning, the certificate may be earned entirely via distance-learning technologies. Please note that students enrolling in the certificate program need access to, and proficiency in, computer and Internet resources.

In general, any student admitted to IUPUI is eligible to enroll in the certificate program; there are no prerequisites for required certificate courses.

For more information, see an advisor in the Kelley School of Business Undergraduate Office, 801 W. Michigan Street, BS 2010, Indianapolis, IN 46202-5151; phone (317) 274-2147. Information may also be obtained at <http://kelley.iupui.edu/executive/certificate/certificate.cfm>.

Honors Program

A Kelley student already knows the benefits of studying at one of the nation's premier business schools. Taking the advantages of a Kelley education steps further, the Honors Program offers a way for high-achieving students to capitalize on their academic experience.

Smaller classes, more opportunities for lively classroom discussion, and the chance to work in strategic partnership with a local company are just some of the exclusive benefits of enrolling in the Kelley Honors Program. More advantages include:

- Studying with other motivated honors students
- Professors experienced in teaching honors courses
- A unique Integrative Core case project developed specifically for honors-level students
- Increased interaction with Kelley faculty
- A special Kelley academic advisor dedicated to honors students
- An honors notation on college transcript
- Recognition as an honors program participant during an exclusive graduation celebration for honors seniors
- Annual honors student retreat
- Programming and events exclusive to Kelley honors students

Although Kelley honors students cover the same course material as other students, classroom discussion builds

upon what students learn independently when reading the text. This culminates in an engaging and insightful Integrative Core case project in which students work alongside an executive from a local company to tackle a pressing business issue.

Honors students are required to complete six Kelley honors-level sections of the standard courses all business students must take in order to graduate. In addition, honors students must complete 24 total honors credit hours (18 required credits and 6 credit hours of Honors electives), maintain a GPA of 3.3 within their Honors courses and maintain a cumulative GPA of 3.3 or above.

Students interested in applying for the Kelley Honors Program must:

- Have a minimum GPA of 3.3
- Have completed 13 credit hours
- Be admitted, or have applied, to the Kelley School of Business
- Complete the online application by the deadline (October 1 for spring admission / March 1 for fall admission)

For more information visit the [Kelley Honors Program website](#).

Internships

Kelley Indianapolis students are encouraged to participate in internships within their fields of study and/or career interests. Kelley Indianapolis Career Services helps students locate and apply for internship positions and maintains an online job and internship database (KelleyCareers) that is available exclusively to Kelley Indianapolis students.

All Kelley Indianapolis students, whether they are able to complete an internship or not, engage in experiential learning through their Integrative Core (I-Core) courses. Students work in a group with a local company and apply what they have learned in the classroom to a real business issue. Students who successfully complete all aspects of the Integrative Core curriculum will receive an experiential learning notation attached to these courses on their official transcripts as a part of RISE.

Kelley Indianapolis students have the option to obtain credit for approved internship opportunities through the For-Credit Internship Program. In order to qualify for the program, students must have accepted an internship related to their major, completed and passed the Integrative Core, and maintained a 2.5 GPA. Students work with the internship coordinator and faculty advisor to complete all course work and receive a grade for the course.

For additional information, please contact the Kelley Office of Academic and Professional Development, BS 2010, phone (317) 274-2147.

Minor in Business

Students are required to meet course prerequisites and entrance requirements with a GPA of 2.0 or higher. Students must take four of the seven required courses on the IUPUI campus (F300, M300, and P300 are strongly recommended). Minor requirements include completion of the following courses or equivalents:

- BUS-A 200 Foundations of Accounting
- BUS-F 300 Introduction to Financial Management
- BUS-K 201 The Computer in Business (with a C or higher)
- BUS-L 203 Commercial Law I
- BUS-M 300 Introduction to Marketing
- BUS-P 300 Introduction to Operations Management
- Either BUS-D 301 International Business Environment, BUS-Z 302 Managing and Behavior in Organizations, or BUS-Z 340 Personnel & Human Resources Management

Applications are available in the undergraduate office, Business/SPEA Building 2010; call (317) 274-2147 if you have questions.

Outside Minors for Business Students

Business students may complete the requirements for a minor through the other schools and departments at IUPUI that offer approved minors. The department offering the minor will define the requirements for completing the minor. Students will be required to follow the departmental rules regarding grades, IUPUI credit hours, and course requirements. Students must consult with an advisor in the department offering the minor. The minor will appear on the student's official transcript. No more than two minors may appear on the transcript.

Overseas Study Programs

The Kelley School of Business offers students the opportunity to study overseas for varying lengths of time so that they may gain exposure to other cultures and to international business and economic institutions. A study tour is incorporated into the program, enabling students to visit government and political institutions. Multinational firms are visited throughout the program.

Qualified students may participate in programs in France, Spain, England, India, among others. Programs locations and dates vary by semester and year. Additional information is available in the undergraduate office, Business/SPEA Building 2010 and on [this site](#).

The overseas study program may fulfill the international dimension requirement. (See the "Undergraduate Curriculum" section of this bulletin.)

Second Bachelor's Degree

Normally, the holder of a bachelor's degree who wishes to pursue further education is encouraged to seek admission to a graduate program. For example, students interested in taking the additional courses necessary to sit for the C.P.A. exam are encouraged to apply to the Master of Science in Accounting Program. In certain cases, however, the undergraduate program of the Kelley School of Business may admit students who have already earned a bachelor's degree in an area other than business. In such cases, candidates must earn at least 30 additional credit hours in residence and meet the requirements of the Kelley School of Business and of their selected majors. The candidate will, of course, be exempt from any requirements already fulfilled in acquiring the first bachelor's degree.

Students who have already earned a bachelor's degree in business are not eligible to earn a second bachelor's degree in business.

Student Learning Outcomes

Student Learning Outcomes

The Kelley School of Business has adopted and supports these Principles of Undergraduate Business Learning. These principles are tailored and prioritized to the needs of a business education and reflect the intellectual competence and cultural and ethical awareness that every Kelley School of Business graduate should attain.

Faculty members in each discipline have been charged with determining which of the principles will be taught and assessed in each of their courses – and what graduates in that major will know and be able to do to illustrate competence in each of the four areas addressed by these principles.

Instructors must distribute the principles to students with descriptions of how the principles are enacted in the course. These Student Learning Outcomes apply to all undergraduate degree programs.

1. Critical Thinking

The ability to synthesize and analyze information and ideas from multiple sources and perspectives:

1. to arrive at reasoned conclusions and informed decisions
2. and to solve challenging problems
3. by evaluating the logic, validity, and relevance of data
4. and using knowledge in order to generate and explore questions.

2. Management, Leadership, and Ethics

The ability to make judgments with respect to individual and organizational conduct concerning citizenship, ethics, and the value of diversity in business:

1. in order to make informed and principled choices regarding conflicting situations in personal, business, and public lives
2. and to foresee the consequences of those choices.

3. Communication

1. *Written Communication*

The ability to analyze, interpret, and comprehend information sources and technology:

- to effectively express ideas and facts
- in a variety of written and visual formats.

2. *Collaboration and Oral Communication*

The ability to engage in active and professional communications and dialogue in business and the community:

- to encourage, examine, and comprehend the viewpoints of others
- by being effective in one-on-one and in group settings
- in order to operate with civility and cooperation in a complex, diverse, and global business and social world.

4. Professional Skills and Competencies

The ability to obtain substantial knowledge and understanding in at least one field of study while gaining exposure and knowledge in other related disciplines:

1. to meet professional standards and demonstrate important skills and competencies, and
2. to make efficient use of information and technology resources for intellectual, professional, community and personal needs.

Master of Business Administration

Master of Business Administration

The Indiana University M.B.A. Program is recognized as one of the top graduate business programs in the country. It offers three programs that lead to the Master of Business Administration degree.

Admission to any of the programs is selective and is based on the evaluation of several factors, including results from the Graduate Management Admissions Test, undergraduate performance, essays, recommendations, work experience, leadership, and other indicators of potential for success in a rigorous program of study and in a business career.

Bound by a common body of knowledge and philosophy, each program is designed to meet the diverse needs of students at different levels of career development and responsibility. For further information on the curriculum, format, prerequisites, and admission requirements for each program, contact the specific program of interest.

Evening M.B.A. Program, Indianapolis Campus

Candidates for the Evening M.B.A. degree program in Indianapolis come from diverse academic backgrounds and represent many businesses and industries. The program incorporates a wide range of business issues and integrates business disciplines to provide a strong program experience. Study teams and networking play an integral part in the evening program. Skill building in the areas of leadership, collaborative decision-making, teamwork, and communications are integral aspects of the total program experience.

Modules of study generally span one semester with class meetings delivered in a hybrid method with one night per week in the classroom and one night per week on-line. A streamlined 32-month, 51-credit-hour program allows for maximum planning and integration with career and personal commitments.

Qualified people from all academic backgrounds who represent any business or industry and who are motivated to study in a challenging graduate business program are encouraged to apply for admission to graduate programs in the Kelley School of Business at Indiana University in Indianapolis. Application materials are due in the M.B.A. office by June 1st for August entry and by November 1 for January entry. For information, contact:

The cohort structure: each entering group of newly admitted M.B.A.'s forms a student cohort that moves through the MBA core courses together. Within each cohort there are smaller study groups that may work together on projects and study teams. Cohorts elect representatives during the first semester who becomes

their voice for the Evening M.B.A. Association (the student advisory board) and with the M.B.A. staff and faculty.

M.B.A. students may take a variety of the electives for the 24 hour requirement and can focus 10.5 or more in one area for a major. Majors are:

- Accounting
- Finance
- General administration - general electives
- Marketing
- Entrepreneurship
- Supply Chain Management

International opportunities: from the small business to the international corporation, every business interaction, product, and service has the potential to have a global impact. From our internationally experienced faculty to our course offerings, we will prepare you to thrive in that environment. One example is the China in Transition summer course, which provides M.B.A. students a hands on opportunity to gain international and consulting experience.

Students do background preparation in the first part of the semester and then travel to mainland China. There, the students work on a consulting assignment that culminates in a presentation to the Chinese host company.

Business enterprises: enriching education with practical experience often means extending learning beyond the classroom. The evening M.B.A. enterprise program engages Kelley M.B.A. students in strategic assignments with Central Indiana companies, offering a unique opportunity for all involved to benefit. Through a competitive selection process, the enterprise program is open to second- and third-year Kelley M.B.A. students. Three enterprises are currently available:

- Discovery, Innovation and Ventures Enterprise (DIVE)
- Finance Development Enterprise (FIND)
- Global Supply Chain Innovation Enterprise (gSCIE)

Benefits: membership in an enterprise benefits a student in the following ways:

- Enterprise projects enable you to experiment with a new career identity with little risk but potentially great reward. As a first-year M.B.A. student you will attend a series of lectures by local business leaders from a variety of fields, designed to give you a look inside new career options and networking opportunities. At the same time, you will complete a series of career self assessment tools and attend seminars on professional development culminating in the creation of a career strategy memo. Project completion will provide a useful focus for job interview discussions, especially if you are interested in changing a career track. During your second year of M.B.A. study, you will have the opportunity to apply for a more intensive real world experience.
- The breadth of a student's professional opportunity is only as big as your network of professional contacts. Enterprise directors will purposefully generate opportunities for you to talk with individuals in the Central Indiana business community who can offer targeted professional guidance. The relationship with an enterprise director enables you to receive

customized coaching that is available nowhere else in the M.B.A. curriculum.

- Each enterprise is a community of M.B.A. students with similar interests. This enhances the process of peer or learning within the program. Enterprise directors will offer opportunities for social engagement that strengthen personal ties between enterprise members.

Evening M.B.A. Office

Kelley School of Business

Business/SPEA 3024

801 W. Michigan Street

Indianapolis, IN 46202-5151

Phone: (317) 274-4895

Fax: (317) 278-6194

Web site: <http://kelley.iupui.edu/evening-mba/admissions>

E-mail: mbaindy@iupui.edu

M.B.A. Program, Bloomington Campus

Bloomington's program is a full-time, two-year residential program taught during the day for students who plan to take a leave from their careers while they pursue graduate education. For information, contact:

Director of Admissions and Financial Aid, Graduate Programs

Kelley School of Business

Indiana University

1309 E. Tenth Street

Bloomington, IN 47405-1701

Phone: (812) 855-8006

Kelley Direct Online M.B.A. Program

The Kelley Direct Online M.B.A. Program is designed for professionals who wish to continue their employment while earning their M.B.A. The Kelley Direct Program is the only such graduate management program offered by a top-20 business school that is almost exclusively delivered entirely over the Web.

Among the tools used are discussion and debate forums, online testing, audio streaming and video streaming, and simulations for case-based learning. Course materials, including audio and video presentations and virtual tours, may be accessed directly from the Web. The class interaction is asynchronous with some synchronous elements, allowing students the flexibility to balance family and career demands. For information, contact:

Kelley Direct Admissions

Kelley School of Business

777 Indiana Avenue, Suite 200

Indianapolis, IN 46202

Phone: (317) 278-1566

Fax: (317) 274-7301

Web site: www.kd.iu.edu

Doctoral Programs, Bloomington Campus

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

The Office of Doctoral Programs in the Kelley School of Business administers both programs. Students may select either degree designation at the time of application. It is possible to switch from one degree program to the other, provided all the requirements of the new degree are met. While the objectives and requirements for both degrees are quite similar, there are some differences. Applicants should decide which degree best fits their career and intellectual objectives. For more information, contact:

Chair, Doctoral Programs

Kelley School of Business

Indiana University

1309 E. Tenth Street

Bloomington, IN 47405-1701

Phone: (812) 855-3476

Website: kelley.iu.edu/doctoral

For more information regarding the IU Kelley School of Business Graduate Programs please refer to <http://kelley.iupui.edu/degrees/index.cfm>

M.B.A. Majors

Graduate Business Degree Majors

In our part-time MBA program, students may complete a general administration degree or choose among five majors.

Accounting

1. MBA Core classes (30 hours)
2. Required Accounting courses (12 hours)
 - BUS-A510 Financial Accounting Theory & Practice I - 3 hrs.
 - BUS-A511 Financial Accounting Theory & Practice II - 3 hrs.
 - BUS-A514 Auditing Theory & Practice or A562 - 3hrs.
 - BUS-A515 Federal Income Taxes - 3hrs.
3. MBA electives (9 hours)

Students with undergraduate majors in Accounting or Finance should inquire with the Graduate Accounting Office regarding requirements for the Accounting Major.
Total: 51 hours

Entrepreneurship

1. MBA Core classes
2. Required Business Plan Foundations (3 hours)
 - BUS-W511 Venture Strategy - 3 hrs.
3. Required New Venture Business Functions (3 hours minimum) - choose from below:
 - BUS-M503 Applied Market Research - 3 hrs.
 - BUS-F517 Venture Capital - 1.5 hrs.
 - BUS-M506 Marketing Engineering - 1.5 hrs.

4. Field Experience (1.5 hours) - choose from below:
 - BUS-X524 Enterprise Experience 2 - 1.5 hrs.*
 - BUS-W525 Venture Club & Community - 1.5 hrs.
 - BUS-D546 China in transition - 3 hrs.
5. If total credits in previous Entrepreneurship requirements are less than 10.5 hours, then choose from the following list so that total credit hours equal 10.5:
 - BUS-M511 Marketing Performance & Productivity Analysis
 - BUS-P552 Project Management - 1.5 hrs.
 - BUS-W520 Turnaround Management - 1.5 hrs.
 - **BUS-D594 International Competitive Strategies
 - **BUS-D 595 International Management
6. MBA electives (10.5 hours)

*BUS-X523 Enterprise Experience 1 may not be applied towards the major

** (Cannot count both D594 and D 595)

Total: 51 hours

Finance

1. MBA Core classes (30 hours)
2. Required Finance courses (3 hours)
 - BUS-F520 Asset Valuation & Strategy -1.5 hrs.
 - BUS-F540 The Firm in the Capital Market - 1.5 hrs.
3. Advanced Finance electives (7.5 hours) - choose from below:
 - BUS-F509 Advanced Capital Budgeting - 1.5 hrs.
 - BUS-F517 Venture Capital & Entrepreneurial Finance - 1.5 hrs.
 - BUS-F525 Corporate Financial Risk Management - 1.5 hrs.
 - BUS-F526 Derivative Securities - 1.5 hrs.
 - BUS-F528 Fixed Income Investments - 1.5 hrs.
 - BUS-F529 Equity Markets - 1.5 hrs.
 - BUS-F548 Corporate Governance & Restructuring - 1.5 hrs.
 - BUS-F570 International Financial Markets - 1.5 hrs.
 - BUS-F571 International Corporate Finance - 1.5 hrs.
4. MBA electives (10.5 hours)

Total: 51 hours

General Administration

1. MBA Core classes (30 hours)
2. MBA electives (21 hours)

Total: 51 hours

Marketing

1. MBA Core classes (30 hours)
2. Required Marketing courses beyond the Core (3 hours)
 - BUS-M503 Applied Marketing Research - 3hrs.
3. Choose 3 hours from below:
 - BUS-M506 Marketing Engineering - 1.5 hrs.

- BUS-M595 Market Tests and Experiments - 1.5 hrs.
 - BUS-M513 Marketing Strategy Simulation - 1.5 hrs.
 - BUS-M511 Marketing Performance and Productivity Analysis - 1.5 hrs.
4. Choose additional 4.5 hours of advanced Marketing classes
 5. MBA electives (10.5)

Total: 51 Hours

Supply Chain Management

1. MBA Core classes (30 hours)
2. Required Courses (6 hours)
 - *Supply Chain Foundations - 1.5 hours each*
 - Bus-P561 Global Supply Chain Management - Fall
 - Bus-P509 Supply Chain Operations – Fall
 - *Supply Chain Projects & Processes – 1.5 hours each*
 - Bus-P552 Project Management – Fall
 - Bus-P527 Ops Process I – Spring
3. Field Project (1.5 hours) - choose from below:
 - BUS-P528 Ops Process II – Spring, 1.5 hrs.
 - BUS-X524 Enterprise Project – Summer, 1.5 hrs.
 - BUS-P590 Independent Study in Operations (requires faculty approval)
4. Supply Chain Electives (3 hours) - choose from the following:
 - BUS-M550 Customer-Oriented Strategies - 1.5 hrs.
 - BUS-W519 Knowledge Management - 3 hrs.
 - BUS-F509 Financial Analysis for Corporate Decisions - 1.5 hrs.
 - BUS-K510 Advanced Decision Models - 1.5 hrs.
 - BUS-P590 Independent Study in Operations Management (requires faculty approval)
 - BUS-W550 Management Consulting and Strategy - 3hrs.
 - BUS-F571 International Corporate Finance - 1.5 hrs.
 - BUS-P510 Service Operations - 1.5 hrs.
 - BUS-M594 International Marketing - 1.5 hrs.
 - BUS-A511 Financial Accounting Theory and Practice II - 3 hrs.
 - BUS-K516 Quantitative Decision Models - 1.5 hrs.
 - BUS-M503 Applied Marketing Research - 3 hrs.
 - BUS-W516 Organizational Development and Change - 3 hrs.
 - BUS-A560 Auditing Information Technology - 3 hrs.
 - BUS-P527 Process Improvement I - 1.5 hrs.
 - BUS-P528 Process Improvement II - 1.5 hrs.
 - BUS-M595 Special Topics in Marketing - 1.5 hrs.
 - BUS-D546 China in Transition - 3 hrs.*

- **BUS-D594 International Competitive Strategies
- **BUS-D595 International Management

5. MBA electives (10.5 hours)

*There is a 1.5 hour section of this course that does not include the trip to China

** (Cannot count both D594 and D595)

Total: 51 hours

For more information regarding the IU Kelley School of Business Graduate Programs please refer to <http://kelley.iupui.edu/degrees/index.cfm>

Degree Programs

The Kelley School of Business offers the following graduate degrees:

Master of Business Administration (Physician only)

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

- Accounting
- General Administration
- Entrepreneurship
- Finance
- Marketing
- Supply Chain Management

Master of Science in Accounting (M.S.A.)

Master of Science in Taxation (M.S.T.)

For more information regarding the IU Kelley School of Business graduate programs please visit our website (kelley.iupui.edu).

Master of Science in Accounting

Master of Science in Accounting

The Master of Science in Accounting program (M.S.A.) is devoted to teaching the skills required of today's accountant. The plan of study ensures that students are not only well versed in the technical aspects of their chosen specialty but also the nontechnical skills that are required for them to become true leaders in industry and government.

M.S. in Accounting Program, Indianapolis Campus

Students may apply to the M.S. in Accounting program with or without academic background in business or accounting. Those students entering the program with a bachelor's degree in business normally must complete a minimum of 30 credit hours of course work. Those with backgrounds in other fields may be required to do additional work to develop expertise in the core areas of business.

Students may apply to the program after completing a bachelor's degree. Admission selection is based on the evaluation of several factors, including results from the Graduate Management Admissions Test (GMAT), undergraduate performance and recommendations.

Prerequisites

1. BUS-F300 Introductory Financial Management
2. BUS-M300 Introduction to Marketing
3. BUS-P300 Introduction to Operations Management

4. ECON-E201 Introduction to Microeconomics
5. ECON-E270 Introduction to Statistical Theory
6. BUS-L203 Commercial Law I
7. BUS-A201 Introduction to Financial Accounting*
8. BUS-A311 Intermediate Accounting I
9. BUS-A325 Cost Accounting

*A201 is the only prerequisite course for MST students

M.S.A. Degree Requirements:

1. M.S.A. Core Classes (21 credit hours)
 - BUPA-A 500 Responsibilities and Ethical Considerations in Accounting and Tax 1.5 cr. hr.
 - BUPA-A 511 Financial Accounting Theory & Practice II 3 cr. hr.
 - BUPA-A 515 Federal Income Taxes 3 cr. hr.
 - BUPA-A 551 Tax Research (concurrent with A 515) 1.5 cr. hr.
 - BUPA-A 514 Auditing Theory & Practice 3 cr. hr.
 - BUPA-A 523 Business Information Systems 3 cr. hr.
 - BUPA-A 539 Advanced Taxation I: Entity Issues 3 cr. hr.
 - BUPA-L 503 Advanced Business Law 3 cr. hr.
2. Accounting/Non-Accounting/Business/Other Elective (9 credit hours)

Students who have had equivalent undergraduate courses may not retake, but must replace. A total of 15 credit hours of accounting course work must be completed toward the M.S. degree in Accounting.

Total: 30 hours

For further information on the curriculum format, prerequisites, and admission requirements, contact:

M.S.A. Program

Kelley School of Business

Business/SPEA 3024

801 W. Michigan Street

Indianapolis, IN 46202-5151

Phone: (317) 274-3451

Web site: kelley.iupui.edu

For more information regarding the IU Kelley School of Business Graduate Programs please refer to <http://kelley.iupui.edu/degrees/index.cfm>.

Master of Science in Taxation

Master of Science in Taxation

The Master of Science in Taxation (M.S.T.) is a 30.0 credit hour degree program designed to (1) to prepare graduates for entry level positions in public and private accounting in taxation and (2) provide graduate-level education for tax professionals who desire to enhance their specialized tax knowledge.

The M.S.T. is a specialized degree program aimed to equip students with the highly technical and demanding skills required to provide tax and business advice in the

private sector as well as administer the tax laws in the public sector of the economy.

Students may apply to the program after completing a bachelor's degree from an accredited college or university or during their senior year of college or have completed a law degree. An undergraduate major in accounting is not a requirement, however, applicants must have taken A201 Principles of Financial Accounting or the equivalent.

M.S.T. Degree Requirements:

M.S.T. Core Classes (19.5 credit hours)

- BUPA-A 515 Federal Income Taxes 3 cr. hr.
- BUPA-A 551 Tax Research (concurrent with A 515) 1.5 cr. hr.
- BUPA-A 539 Advanced Taxation I: Entity Issues 3 cr. hr.
- BUPA-A 538 Corporate Taxation II 3 cr. hr.
- BUPA-A 556 Periods & Methods 3 cr. hr.
- BUPA-A 522 Federal Taxation of Partnerships & LLCs 3 cr. hr.
- BUPA-A 555 Taxation of S Corporations 3 cr. hr.

Electives (10.5 credit hours)

Students who have had equivalent undergraduate courses may not retake, but must replace.

Total: 30 hours

For further information on the curriculum format, prerequisites, and admission requirements, contact:

M.S.T. Program

Kelley School of Business

Business/SPEA 3024

801 W. Michigan Street

Indianapolis, IN 46202-5151

Phone: (317) 274-3451

Web site: kelley.iupui.edu

For more information regarding the IU Kelley School of Business Graduate Programs please refer to <http://kelley.iupui.edu/degrees/index.cfm>

Business of Medicine Physician MBA

Business of Medicine Physician MBA

The Business of Medicine Physician MBA program through Kelley Indianapolis is the only top-ranked business school to offer a master's of business administration degree exclusively for physicians. Designed with this audience in mind, this 21-month program is innovative and built on a rigorous curriculum, collaborative learning, and a flexible schedule that will prepare physicians to succeed in their dual role as a patient advocate and a business strategist.

Business of Medicine Physician MBA, Indianapolis Campus

We want to partner with active learners who want to be change agents in the healthcare industry. The ideal candidate is a practicing physician who is focused on leading change.

The Kelley Business of Medicine Physician MBA Program requires an MD or DO practicing—or eligible to practice—

in the U.S. with at least three years of post-residency experience. The GMAT is not required.

Selection of candidates will be based on academic and career accomplishments, clarity of career plans and the likelihood of success in the program. During the admissions process, we consider your:

- Work experience
- Critical thinking
- Entrepreneurial spirit
- Ability to work in teams
- Potential to be a change agent

Application Requirements

A completed application includes:

- Online Application
- Personal Statement
- Curriculum Vita/Résumé
- Three Recommendations
- Official Medical School Transcripts

EXPLORE OUR CURRICULUM

Year One:

Term	Credit Hours
Fall Quarter	Full Quarter
• A524 Accounting Information for Decision Makers 3.0	
• X531 Healthcare Revenue & Delivery Models 3.0	
• X523 Current Issues in the Business of Medicine - Lecture Series 0.5	
Total Credit Hours	6.5
Winter Quarter	Full Quarter
• J501 Developing Strategy & Integrative Experience 3.0	
• G511 Managerial Economics & Statistics 3.0	
• X523 Current Issues in the Business of Medicine - Lecture Series 0.5	
2nd 6 weeks	
• X576 Global Healthcare Experience (Study Abroad) * 1.5	
Total Credit Hours	6.5
Spring Quarter	Full Quarter

• M501 Strategic Marketing Management 3.0	
• F523 Financial Management 3.0	
• X523 Current Issues in the Business of Medicine - Lecture Series 0.5	
Total Credit Hours	6.5
Summer Quarter	Full Quarter
• J506 Leadership & Ethics 3.0	
• P501 Operations Management 3.0	
• X523 Current Issues in the Business of Medicine - Lecture Series 0.0	
Total Credit Hours	6.0

Year Two:

Term	Credit Hours
Fall Quarter	Full Quarter
• L512 Law & Ethics 3.0	
• G512 Macroeconomics for Managers 3.0	
• X552 Executive Coaching for Physician Leaders 1.0	
• X523 Current Issues in the Business of Medicine - Lecture Series 0.5	
Total Credit Hours	7.5
Winter Quarter	Full Quarter
• X552 Executive Coaching for Physician Leaders 1.0	
• X523 Current Issues in the Business of Medicine - Lecture Series 0.5	
• S504 Information Technology in the Healthcare Industry 3.0	
• P527 Process Improvement I * 3.0	
1st 6 weeks	

- J535 Conflict Resolution & Negotiation * 1.5

2nd 6 weeks

- W516 Organizational Development & Change * 1.5
- X576 Global Healthcare Experience (Study Abroad) * 1.5

Total Credit Hours 7.5

Spring Quarter	Full Quarter
• X552 Executive Coaching for Physician Leaders 1.0	
• X523 Current Issues in the Business of Medicine - Lecture Series 0.5	
• W511 Venture Strategy & Integrative Experience * 3.0	
• P528 Performance Improvement II / Lean Six Sigma * 3.0	
• M500 Understanding Consumer Healthcare Behavior 3.0	
2nd 6 weeks	
• X520 Healthcare Policy Experience (Washington D.C.) 3.0	
Total Credit Hours	10.5

(*) elective

For further information on the curriculum format, prerequisites, and admission requirements, contact:

Business of Medicine Physician Program

Kelley School of Business

Business/SPEA 3024

801 W. Michigan Street

Indianapolis, IN 46202-5151

Phone: (317) 274-3855

Web site: <https://kelley.iupui.edu/programs/physician-mba/>

For more information regarding the IU Kelley School of Business Graduate Programs please refer to <http://kelley.iupui.edu/degrees/index.cfm>.

Student Learning Outcomes

Master's Programs Student Learning Outcomes

- Master of Business Administration-Evening
- Master of Science in Accounting
- Master of Science in Taxation

Evening - Master of Business Administration (M.B.A.)

Evening - Master of Business Administration (M.B.A.)

Student who earn the M.B.A. will achieve the following program goals:

- 1. Critical Analysis and Problem Solving**
 Students who earn the M.B.A. degree will be able to identify, integrate and apply the appropriate tools and techniques of business, drawing on knowledge of the major functions (accounting, economics, finance, quantitative methods, marketing, operations management, and strategy) to critically understand, analyze and solve complex business problems that may arise in both the domestic and the global arenas.
- 2. An Integrative and Global Perspective**
 Students who earn the M.B.A. degree will demonstrate a thorough understanding of how various external forces in the global economy (e.g., economic, political, regulatory, competitive, environmental and cultural) shape management alternatives, strategies and operational decisions and to foresee the potential business outcomes.
- 3. Leadership and Effective Team Collaboration**
 Students who earn the M.B.A. degree will demonstrate the leadership and teamwork skills necessary for productive and effective management and decision-making. Encouraging, examining, and comprehending the diverse views of others across different cultural, ethnic, and economic groups and stakeholders will be an important aspect of this learning goal.
- 4. Ethical Decision-Making**
 Students who earn the M.B.A. degree will demonstrate an ability to recognize ethical and related legal issues that arise in domestic and international environments and will be able to formulate, articulate and defend alternative solutions.
- 5. Effective Communication**
 Students who earn the M.B.A. degree will demonstrate an ability to effectively express ideas and facts in a variety of oral, written and visual communications.
- 6. Professional Skills and Personal Development**
 Students who earn the M.B.A. degree will develop an actionable plan for individual career and professional skills development that encompasses reflective self-assessment, the setting of personal and professional goals and the acknowledgement of tradeoffs which must be made to attain those goals, and the consideration of their future contributions to business and the community as alumni of the Kelley School of Business.

Master of Science in Accounting (M.S.A.)

Master of Science in Accounting (M.S.A.) - Student Learning Outcomes

Student who earn the M.S.A. will achieve the following program goals:

1. **Accounting Knowledge**
The overriding goal of the M.S.A. Program is to ensure that its graduates will be well grounded in fundamental accounting principles relating to financial statement preparation and analysis, management decision making, internal controls and security, risk assessment, business processes, auditing and assurance and principles of federal income taxation. All M.S.A. graduates will have sufficient awareness of the concepts of accounting and tax to recognize problems and concerns that may require further research.
2. **Accounting Research**
Graduates will be competent in researching the accounting, tax, and business related research sources as well as other financial literature independently to solve problems that are beyond the scope of fundamental accounting and tax knowledge. They will have access to major accounting and tax data services and training in their use. Graduates will develop the research skills that will enable them to be successful in their professional career as well as become lifetime learners.
3. **Critical Thinking**
Graduates will have the ability to analyze, integrate and communicate complex accounting, tax and financial information to arrive at reasoned conclusions and make informed decisions. They will be able to solve challenging problems by evaluating the logic, validity, and relevance of data. They will be able to recognize issues and raise concerns regarding potential problem situations. Graduates will achieve disciplinary competence in specialized areas.
4. **Communication Skills**
Graduates will be able to communicate in a clear, concise and effective manner in both written and oral form.
5. **Professional Responsibilities**
Graduates will be aware of their professional responsibilities concerning ethical choices they will encounter in the accounting, tax and financial reporting regulatory environments. They will understand the roles of accountants in society in providing and ensuring the integrity of financial and other information.
6. **Professional Development**
Graduates will appreciate the need to set career goals. They will understand the importance of networking, developing professional relationships and becoming involved in professional organizations.

They will understand the nature of leadership and the importance of volunteering. They will not only be able to work independently but also will have a better understanding of how to work with others and function in a team setting.

Master of Science in Taxation (M.S.T.)

Master of Science in Taxation (M.S.T.) - Student Learning Outcomes

Student who earn the M.S.T. will achieve the following program goals:

1. **Taxation Knowledge and Skills**
Graduates should possess advanced knowledge of the tax laws as they affect individuals, business entities and nonprofit organizations (e.g., corporations, partnerships, trusts, estates, and tax-exempt organizations). Their knowledge should include exposure to not only federal tax concerns but also those relating to state, local and international taxation. Graduates should understand the practical tax implications surrounding common situations and be capable of effectively analyzing tax issues and formulating solutions.
2. **Tax Research**
Graduates should be capable of formulating defensibly correct solutions to tax problems based on analysis of the relevant tax authority, including the law and administrative and judicial interpretation of the law.
3. **Written and Oral Communication Skills**
Students should be able to communicate effectively verbally and should be able to effectively communicate tax research findings and advocate positions in writing.
4. **Taxation in a Global Context**
Students should understand the role of taxation as it relates to accounting, finance, business, economics, government and politics.
5. **Critical Thinking**
Graduates will have the ability to analyze, integrate and communicate complex, tax and financial information to arrive at reasoned conclusions and make informed decisions. They will be able to solve challenging problems by evaluating the logic, validity, and relevance of data. They will be able to recognize issues and raise concerns regarding potential problem situations.
6. **Social and Interpersonal Interaction Skills**
Students should be able to work effectively and efficiently within a team.

Admissions

Admissions

Evening M.B.A. Program

Whether you have previously applied as a Kelley non-degree student or you are applying for the first time, you

should submit the following items by the appropriate deadline for the Evening M.B.A. program [April 1 for August admission and November 1 for January admission]:

1. [Kelley Evening M.B.A. Application](#)
2. [IUPUI Graduate Application](#)
3. Official GMAT scores (submitted from Pearson VUE; site code for the MBA program in Indianapolis: GKS-8M-27)
4. Official transcripts from all universities attended (You will not be required to send transcripts from any Indiana University institution.)
5. [Two letters of recommendation](#)
6. Resume
7. Essay (Question may be found on the Kelley Evening M.B.A. Application)

Submit your official transcripts from all college and/or universities attended and two letters of recommendation to the following address:

Kelley School of Business School
Evening MBA Program
801 West Michigan Street, BS 3024
Indianapolis, IN 46202-5151

For specific information about the Evening MBA admission process visit kelley.iupui.edu/evemba/Admissions/index.cfm.

M.S.A. Program

M.S.A. applications are now being accepted on a rolling basis.

1. [M.S.A. Online Application](#)
2. [Indiana University Graduate School Online Application](#)
3. Resume
4. GMAT Results (submitted from Pearson VUE; Kelley School of Business GMAT code: GKS-8M-02)
5. Official college and/or university transcripts from all institutions attended
6. Two letters of recommendation

Submit your official transcripts from all college and/or universities attended (except for Indiana University) and [two letters of recommendation](#) to the following address:

Kelley School of Business
MSA Program
801 West Michigan Street, BS 3024
Indianapolis, IN 46202-5151

For specific information about Kelley M.S.A. admissions visit kelley.iupui.edu/msa/admissions/index.cfm.

M.S.T. Program

Students may apply to the program after completing a bachelor's degree from an accredited college or university or during their senior year of college or have completed a law degree. An undergraduate major in accounting is not a requirement, however, applicants must have taken A201 Principles of Financial Accounting or the equivalent.

The evaluation of an admission application is primarily an appraisal of an applicant's capability to pursue graduate work at Indiana University. This appraisal involves both a quantitative and qualitative assessment. In the qualitative

phase, letters of reference, any work experience and other elements of the applicant's resume are reviewed. The quantitative component assesses the applicant's academic credentials as based on his or her GPA and score on the Graduate Management Admissions Test (GMAT) or LSAT for lawyers or students enrolled in law school.

Online Application

Submit the M.S.A. Online Application and the IUPUI Graduate Application.

- Within the Kelley application, for the *Plan* choose **Taxation MS**.
- Within the University Application, for *Academic Program* choose **Kelley School of Business Master of Accounting** and for the *Major* choose **Taxation MS**.

Letters of Recommendation

The format for the Letters of Recommendation can either be a personal letter or completion of the [M.S.A. form](#).

Transcripts, resume, and letters of recommendation should be sent to the address below:

Kelley School of Business Indianapolis
M.S.A./M.S.T. Program Office
801 West Michigan Street, BS 3024
Indianapolis, Indiana 46202-5151

For more information about the M.S.T. program visit kelley.iupui.edu/mst.

Contact Information

Contact Information

For academic advisement, student services, or general information contact:

[Kelley School of Business](#) *Business/SPEA 3024 801 West Michigan Street Indianapolis, IN 46202* Phone: (317) 274-2147

For graduate admission information you can also call:

[Master of Science in Accounting](#) Phone: (317) 278-3885

Graduate Programs

The **Kelley School of Business** offers the following graduate degrees:

Business of Medicine Physician MBA (Physician only)

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

- Accounting
- General Administration
- Entrepreneurship
- Finance
- Marketing
- Supply Chain Management

Master of Science in Accounting (M.S.A.)

Master of Science in Taxation (M.S.T.)

For more information regarding the IU Kelley School of Business graduate programs please visit our website (kelley.iupui.edu).

Courses

In addition to the general-education and general business curricula discussed previously, students pursuing the B.S. in Business degree must select a major within the business program. The major, along with the curriculum for working toward that major, are presented by department in this section and are summarized below.

- Accounting
- Finance
- Human Resource Management
- International Studies (May be selected as a second major only)
- Management
- Marketing
- Supply Chain Management

Major requirements are subject to change. Students are expected to stay informed of major changes by seeing a business academic advisor on a regular basis.

The courses listed in this bulletin represent the complete undergraduate offerings of departments and programs of the Kelley School of Business on the Indianapolis campus.

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

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