

Faculty Meeting Minutes
February 18, 2005

The February 18, 2005 Faculty Meeting was called to order by Interim Dean Dan Smith at 1:36 p.m.

Office of the Dean

Dean Smith proposed that the Faculty Meeting Minutes for the December 3, 2004 meeting be approved as written. The proposal was moved, seconded and passed with no one opposed.

Dean Smith called on James Wimbush to introduce Donald F. Kuratko, Professor of Entrepreneurship, Executive Director of JCEI and Jack M. Gill Chair of Entrepreneurship.

Dean Smith thanked Frank Acito for agreeing to be reappointed as Doctoral Program Chair for another three year term.

Dean Smith thanked Marc Dollinger for his service as Chair of the Undergraduate Program and M.A. Venkataramanan for accepting the appointment as Chair effective July 2005.

Dean Smith announced that in a recent survey of research records for Business Schools the KSB was ranked 24th in the world and 10th in public schools.

Dean Smith announced the Jerry Salamon was awarded the American Accounting Association 2005 Educator Award. This is a lifetime award. Congratulations Jerry.

Dean Smith announced that the Development Office's "Friends of Friends" strategy is going well. Alumni from various cities host a small reception/dinner with six-eight alumni from the area.

Dean Smith announced that good progress has been made on establishing additional chairs, professorships and faculty fellows. The Mitte Foundation and Eveleigh family have expressed interest.

Dean Smith announced that a dual degree program with Kelley Direct and Thunderbird is in the 1st stage of discussion.

Dean Smith gave an update on support department activities within the School. A brief outline of recent accomplishments is attached.

Dean Smith called on Tom Lenz to give an update on Kelley Executive Partners.

KEP's Strategic Goals are to:

- Develop World-Class Executive Education Programs:
 - Build the Kelley Brand
 - Develop a National Reputation
- Within Three Years:
 - Generate Revenues of \$6,000,000
 - Generate Profit of \$1,250,000
- Increase Kelley Faculty Involvement
- Implement and Optimal Organization Structure

Some of the KEP's accomplishments to date are:

- Reorganized & clarified roles and responsibilities
- Conducted a comprehensive competitor analysis
- Conducted outside audit of KEP "Business Processes"
- Set KBEN marketing strategy
- Developed in-house marketing and research capability
- Created database of 40,000 + business contacts
- Faculty development: 50%-60% are "new faces" in KBEN
- In the process of designing and/or implementing new programs

Looking over the horizon:

- The U.S. executive education market is maturing
- KEP's current program portfolio is high risk
- KBEN programs will be our primary growth driver
- The Kelley School brand must be more clearly defined
- Would benefit from more "thought leaders"
- We must "own our own back yard"

If you have any questions or comments, please feel free to give Tom a call or stop by to see him.

Dean Smith called on David Greene to give an update on SAGP. Applications are at 15% and enrollment is expected to be over 250 next year, up by 25%. 90% of students had job offers. 99% of domestics placed, however, international numbers are low but they are working on getting them up.

Dean Smith called on Frank Acito to give an update of the Doctoral Program. Frank said that they are towards the end of the application/acceptance process. They expect to admit 16 students into the doctoral program. Applications are down 18% (U.S. – 14% and International – 20%). He has checked with doctoral programs at other business schools and their doctoral applications are also down.

Dean Smith called on Rich Magjuka to give an update on Kelley Direct. Rich said they have just completed their spring in residence with a growth of 30%. Recent teaching evaluations show that the students are satisfied with the program and a strong point was the instructor's interaction with students.

Undergraduate Program

Marc Dollinger announced that all is well in the Undergraduate Office. The credit hours are up and enrollment numbers are up.

Kelley Scholars weekend is 2/26 & 2/27. Applications are up with 26 students being interviewed for 10-11 scholarships.

All Mitte Scholars have been chosen. There will be 20.

Direct Admits are back up to over 300.

Marc introduced two new advisors to the Undergraduate Program Office: Kathleen Meyer and Kenndra Thomas.

Action Item: Marc Dollinger made a proposal to create an honors section of F305, Intermediate Corporate Finance, numbered F306. The proposal was moved, seconded and passed with no one opposed.

MBA Program Office

Idie Kesner announced that two of the four deadlines for MBA applications have passed. They have 700 applications. International applications are down and domestic applications are down 9%. They do expect things to turn around as economy improves. They will be interviewing all applicants prior to admittance to the program. Placements are strong.

Please check out the videos for the MBA program on the KSB web site.

Action Item: Idie Kesner made a proposal from Business Law for a 1.5 credit-hour elective course L538, Advanced Negotiations and Dispute Resolution. The proposal was moved, seconded and passed with no one opposed.

Action Item: Idie Kesner made a proposal to create a joint degree between the Department of Telecommunications in the College of Arts & Sciences and the MBA Program. The proposal was moved, seconded and passed with no one opposed.

Action Item: Idie Kesner made a proposal to reduce LDI from 3.0 required credits to 1.5 required credits. The proposal was moved, seconded and passed with no one opposed.

Indianapolis Program

Roger Schmenner announced they recently hosted an MBA reception in Indy with a very good response. Numbers for recruiting are up and they have maintained high credit hours for the Spring.

Action Item: Roger Schmenner made the following proposal: New course requirements for graduation; Increase flexibility in meeting our international dimension requirement and; to create a new course Z312, Human Resources and Negotiations. The proposal was moved, seconded and passed with no one opposed.

Action Item: Roger Schmenner made the following proposal: To renumber S480, F480, Z480 and P480 with the course number and title X480 Business Internship and 3-6 credit hours; To renumber X420 Business Career Planning and Placement to X320; To drop the Non-profit Management Major; To change the credit hours of M594 International Marketing from 1.5 to 1.5-3.0 variable and, To create S520 Data Management. The proposal was moved, seconded and passed with no one opposed.

The meeting adjourned at 2:55 p.m.

The last faculty meeting for 2004-2005 Academic Year is scheduled for Friday, April 29 at 1:30 p.m. in CG 1034.