

Miller College of Business
Ball State University

2007-08 AACSB Annual Maintenance Report

This 2007-08 AACSB annual maintenance report represents year four activities of the Miller College's five-year review cycle that culminates in the peer review team visit February 21-23, 2010.

Progress Update

The Miller College of Business strategic plan includes six major goals. These major goals are long-term in nature and direct college activity toward accomplishing our mission and contribute to the University's mission statement and strategic plan. This report will describe the progress and activity related to these six goals accomplished during 2007-08.

Vision and Mission Statements. As reported last year, during 2006-07, the Miller College revised its vision and mission statements. These previous statements were written in the spring of 2004. With the University's strategic planning process actively engaged in bringing forth the new 2007-2012 plan, it was agreed that the college needed to insure that its efforts were in concert with the university. The new statements were revisions that involve some formatting change and adjustments to connect with the University statements. The revised Miller College vision and mission statements did not change the direction of the college or its strategic plan.

Goal 1: The MCOB will prepare students grounded in business fundamentals and skilled in the use of tools to address the challenges they face as professionals.

There were seven objectives for Goal 1 in the 2007-08 year. Four of the objectives were specifically related to Goal 1 of the University Strategic Plan to "... promote academic excellence among undergraduate and graduate students seeking a rigorous learning experience." These four Miller College objectives in abbreviated form were to:

- Create new opportunities for business contacts, experiential learning, and/or global experiences.
- Develop immersive learning opportunities in every department.
- Offer a minor in Entrepreneurship open to all students.
- Develop an honors program for Miller College students.

Create new opportunities for business contacts, experiential learning

By 2012, we want 25% of graduating seniors (approximately 100) to have had a global experience and 50% (approximately 200) to have engaged in some form of experiential learning such as internships or immersive learning. This year we sponsored three

business-focused field studies to India, Germany, and England/France. Twenty-nine students traveled abroad as part of these courses. A number of MCOB students also participated in other study abroad programs sponsored by the University and other units. Tracking these is an issue and we will continue to investigate the means by which all global experiences may be identified.

The MCOB supported students in a variety of other experiential learning experiences including national student competitions, attending professional conferences, and working with businesses to solve problems. In addition, 185 students completed an internship for credit. A survey of MCOB graduating seniors conducted in the spring 2008 revealed that 71 percent reported having had an immersive learning experience of some type while at Ball State.

Another experiential learning related program is the Advanced Professionalism Certificate (APC). Three hundred sixty one students were enrolled in APC this year (a 26% increase from last year), each having the opportunity to choose from almost 80 different programs, speakers or events in order to meet the attendance requirements for the program. The college hosted five speakers for its Distinguished Speaker Series and four Executives in Residence as part of the APC Program. Appendix A provides additional data for experiential and immersive learning.

Develop immersive learning opportunities in every department

Each department did provide at least one immersive learning project during 2007-08. One year-long activity was supported by a \$24,000 Discovery Grant to implement, on a trial basis, an immersive learning course for business majors enrolled in a combined section of Principles of Marketing and Principles of Management. Thirty-one students participated over the two semesters in an immersive learning experience in partnership with the Vera Bradley Company (fall semester) and The Indianapolis Indians (spring semester). In addition, a variety of other types of immersive learning projects were used.

Offer a minor in Entrepreneurship open to all students

This objective was specifically included in the University Strategic Plan to be completed by 2012. The college was able to fast track it and it was approved in spring 2008 and began enrolling students in the fall of 2008.

Develop an honors program for Miller College students

An honors program for MCOB students was completed this year. It was developed in conjunction with the Miller Scholars program which was an objective under Goal 6 of our strategic plan. The details of both programs can be found in Appendix B.

Other Goal 1 Objectives

The three other objectives included in Goal 1 and were related to assurance of learning, curricular integration, and college admission standards.

Assurance of Learning. Continued curriculum assessment activities were conducted to determine the status of graduate and undergraduate program goal accomplishment by Miller College of Business students. For undergraduate students, data were collected regarding functional area knowledge in marketing, finance, and operations in the 300-level introductory classes. Teamwork, and written and oral communication goal accomplishment was evaluated in MGT 300 and through the Writing Competency Exam. Integration of business knowledge was evaluated in MGT 491, the capstone course required of all business majors. Recognition of and ability to resolve ethical dilemmas were evaluated by each of the majors in the college. The reports were reviewed by the 10 members of the Undergraduate Curriculum and Assessment Committee with suggestions made about how departments could improve their assessment and results.

A similar process was followed in the MBA program. Data on MBA goal accomplishment were collected in each of the eight MBA core courses. The reports were reviewed by the members of the Graduate Curriculum and Assessment Committee. While students showed mastery of most overall goals, course methods are being revised to improve in sub areas where performance was not at mastery level. The Accounting Department, which has separate accreditation by AACSB, is also doing extensive assessment of student outcomes in their graduate and undergraduate programs.

Kathryn Martell, an AACSB International consultant on assurance of learning, conducted a college-wide seminar on assessment in June and also gave feedback to programs and departments regarding next steps to take to refine data collection and to “close the loop.” In areas where students did not reach mastery level on the goals; revision of class content, exercises, or measurement is being undertaken as part of an active and ongoing assessment process in the college.

Curricular Integration. This initiative using a common case has been fully implemented since 2005-06. Feedback from faculty members indicated that it would be appropriate to audit and evaluate its use this year. Findings indicated that the integrative spirit among faculty was waning and that the case was dated. However, on a more positive note, a faculty member has a grant for spring 2009 to develop instructional digital media about the significance of the integration of business functions. Serious consideration of maintaining the common case method needs to be conducted.

MCOB Admissions Standards. This objective was to devise and implement new admission standards to raise the caliber of the student body. After discussion with the Provost, it was agreed to set aside this objective.

Goal 2: The MCOB will increase productivity of faculty by developing programs that enhance their capabilities.

Two objectives were pursued for Goal 2 in 2007-08. The first objective was to have 90% of faculty members either academically or professionally qualified by the end of 2008. The second objective was to increase the quality and quantity of faculty research output by 5% per year for two years.

While the college has until the end of 2008 to reach the 90% AQ/PQ standard, the percentage reached was slightly short of 90% in 2007. Relative to research productivity, in calendar 2007, 51 faculty members produced 55 discrete refereed journal articles. Forty four college faculty members produced 57 discrete refereed journal publications in 2006 and 39 faculty members published 58 refereed articles in 2005. A special recognition was celebrated by the college when Dr. Sushil Sharma was awarded the University Researcher of the Year Award.

To encourage and support faculty the following activities were continued in 2007-08:

- The 2008 summer research grants program supported five faculty members with stipends totally over \$40,000.
- Monthly research colloquia were held with faculty members from each department making presentations about their research. Approximately 20 faculty members attended each of the five meetings.
- Twice a semester two or three faculty members presented early stage research idea for critique and suggestions from other college faculty. Approximately 15 faculty members attend these luncheon sessions.
- The college continued its extra financial support of faculty travel to professional meeting to present research. Beyond the college's long-standing travel support policy, each faculty member was eligible for an additional \$500 of support.

In addition, the Faculty Development Committee continued to provide input into the 2007-08 activities and administered the faculty awards program for outstanding teaching, research, and service.

Goal 3: The MCOB will initiate, build and maintain relationships to support and enhance economic and cultural well being through active engagement with business, government, and other organizations. The MCOB will provide opportunities for students to become ethical leaders who are masters of caring, information, and change.

For 2007-08, the MCOB strategic plan had four objectives for Goal 3. The goals related to increasing the number of applied projects students work on, enhancing faculty linkages

with the business community through internships and global experiences, maintaining our executive-in-residence program, and offering a certificate program at the Ball State Indy Center.

Data provided by the MC Student Services Office showed that 71% of graduating seniors reported participating in at least one applied project in 2007-08. This is an increase from 63% in 2006-07. We will need to continue monitoring the data to find a natural level and then determine its appropriateness.

Involving 10% of faculty in internships would be seven or eight a year. This has proven very difficult to do each summer. During the summer of 2008, we had one faculty intern, while five faculty members interned during each of the two previous summers. Perhaps even more difficult is recruiting faculty for global experiences, especially to lead foreign field studies.

The Executive-in-Residence program has continued to flourish with four individuals participating this year. The model has been perfected and university advancement has indicated its support and desire to continue the partnership. This objective has become institutionalized and may not need to be specifically listed in the strategic plan.

While a certificate program, most likely informational security, was discussed it has not been implemented. Administrative changes in the departments involved will likely create renewed efforts. While not a certificate program, the H. H. Gregg Center for Professional Selling did offer a professional development program at the Indy Center this year.

Since Goal 3 focuses on the very significant and critical connection between the Miller College and its outside stakeholders, it may be remiss to not mention two other extremely important components that while not specifically identified in the strategic plan, they are keys to this goal.

First, we continue to utilize and partner with our 11 advisory boards. Eight boards are related to specific undergraduate programs, one is for the MBA, one is the alumni board, and one is the dean's executive advisory board. As was stated last year, these boards have proven highly successful and provide an excellent means to engage members of the business community and external stakeholders. Furthermore, involvement with the boards provides faculty and students with personal examples of and contacts with caring and dedicated professionals in their fields.

Finally, the Miller College has been blessed to have had the Bureau of Business Research for over thirty years. Again, we generally have not included it in the strategic plan because it has not been involved directly in new initiatives. However, during the summer of 2007, a new director was hired and charged by the University President to expand its presence in the state, region and nation. Appendix C provides an overview of the BBR's important contributions in 2007-08.

Goal 4: The MCOB will create an integrated, comprehensive, and disciplined approach to market ourselves as a “cut above” unique business school both to potential student populations and the business community.

As was reported last year, the primary objective for Goal 4 was the continued work on the MCOB web site. This is being done in conjunction with the University’s major overhaul and implementation of a new platform. While the majority of this has been completed, it will continue to require work and refinement.

The college continues to work with University Communications on two primary projects to create effective publicity for its students, faculty, and programs. The first primary project involves a partnership with the University to be a sponsor of Grow INdiana Media Ventures and Inside Indiana Business with Gerry Dick. As the primary source of Indiana business news this sponsorship allows the college to be seen and heard by thousands of business people every day. The second project is the publication of *Ball State business*, the Miller College’s magazine for alumni and other stakeholders. It is published twice a year and has become a significant means of communication for the college. It continues to receive frequent compliments and rave reviews, especially for alumni.

Goal 5: The MCOB will enhance and expand its national reputation for academic excellence through the support of key programs and initiatives.

This goal matches the University Strategic Plan Goal 1, Objective D which is to “increase the number of nationally ranked or recognized academic and cocurricular programs.” The college has several excellent programs that receive national recognition. The two most nationally recognized programs in the Miller College are Entrepreneurship and Sales. Two other outstanding programs with national recognition include Accounting, and Risk Management and Insurance. Our students continue to benefit from these programs and dedicated faculty who support our students in experiential and immersive learning activities as evidenced by the number of awards and recognitions our students, programs, and faculty received this year. A list of these awards and recognitions is in Appendix D.

Entrepreneurship

It was another successful year for Entrepreneurship. The program continues to show strength in national rankings. For instance, Entrepreneurship was the only Indiana College/University listed in all three national rankings: *U.S. News & World Report*, *Entrepreneur/Princeton Review*, and *Fortune Small Business*. The program was also honored as Top 10 (8th) America’s Best Colleges for Undergraduate programs in Entrepreneurship by *U.S. News & World Report* in "Undergraduate Business Specialties: Entrepreneurship" released in August 2007. (Appendix H lists awards and recognitions for programs, students and faculty in the college.) The Center for Entrepreneurship and

its faculty and staff continue to provide an outstanding educational experience for students and offer a number of successful programs including the Ascent Awards, and the Nascent 500 Business Plan Challenge which is a national competition at The Indianapolis Motor Speedway, among others.

Sales/H.H. Gregg Center for Professional Selling

The H.H. Gregg Center for Professional Selling sales lab was upgraded with new technology this year and faculty developed a curriculum for a new Sales Major (pending ICHE approval). The sales students are engaged in a number of immersive learning activities and continue to do well in national and local professional selling competitions. The program itself was recognized by The HR Chally Group as one of the top Sales Programs in the Nation. Outreach activities of the center include hosting a Sales Career Fair each January — one of the largest of its kind in America — and hosting continuing education and training. On April 24 and 25, it hosted a two-day Professional Sales Certificate program at the Ball State Indianapolis Center.

Accounting

Students are recruited by all of the Big 4 firms, as well as regional public accounting firms, corporations, and the federal and state governmental agencies. This program has an outstanding reputation in the accounting profession and continues to have a strong placement rate. Some of their accomplishments are:

- An orientation program for new majors, called Boot Camp, was developed in September 2007. Approximately 45 students participated, along with 11 faculty and 20 practitioners, many our own alumni.
- At the spring commencement, Laura Yadon (BS, 08) was named the Indiana CPA Society Outstanding Major Award Recipient.
- Sarah Burrell ('06, MS '07) and Renee Fortman ('06 & MS '07) both scored in the top ten in the state of Indiana on the CPA examination.
- The Zeta Omega chapter of Beta Alpha Psi accounting honorary, under the guidance of Dr. Mark Myring, again received the highest award given by the organization to its chapters.
- The Hoffer Professorships proposal was approved to allow for our hiring two professors in the future as the lines become available.

Risk Management and Insurance

The Center for Actuarial Science, Risk Management, and Insurance (CARMI) faculty continue to be involved in outreach activities. For example, The Insurance Education Foundation (IEF) funded the 3rd Annual Insurance Education Institute for 30 middle and high school teachers to learn about insurance and risk management both online and on campus during May and June 2008. Through grant funding, these teachers received free graduate tuition and room and board to participate in this seven-week program taught by Insurance faculty. Some other accomplishments included:

- Hosting a Risk Manager in Residence in March (Michael Dragna, Entergy). The Spencer Educational Foundation provides a grant to bring a Risk Manager to Ball State for 3 days.
- Hosting an Insurance, Financial Services and Actuarial Career Fair at Worthen Arena that 35-40 companies attended along with over 185 students participating.
- Two Risk Management and Insurance majors, Katie Coleman and Jenna Robertson, were selected as Anita Benedetti Student Involvement Program Scholarship recipients to attend the Annual Risk Management and Insurance Society Conference in San Diego, California in April.
- Steve Avila made a presentation and led a consortium of professors at the International Risk and Insurance Management Society Annual Conference, April 29, 2008 in San Diego, California.

Goal 6: The MCOB will expand its resources through grants, gifts, and external funding necessary to carry out its mission.

As of June 30, 2008 for the fiscal 2007-08 year, gifts of \$4,835,861.88 were made to the Miller College. Included in this total were a \$1 million gift from the estate of Michael Gregory Johnston, a 1989 graduate who died in 2007, that will help fund the Michael L. and Jacqueline J. Johnston Family Scholarship Fund as well as the Hoffer gift of \$1,834,832 that will fund distinguished professorships in the departments of Accounting, and Finance and Insurance.

In addition, the MCOB received \$61,300 in external grant funding during FY 2007-08 where faculty were the lead Principal Investigator (PI) or Co-PI. This figure is slightly above the prior year. Also noteworthy is that faculty members in the college contributed to other grant projects that totaled \$139, 247 for the same year.

The fourth objective of Goal 6 was to design a Millers Scholars program for incoming freshmen by the fall of 2008. The profound and possibly far reaching program for the college was developed and implemented. The inaugural class of Miller Scholars was selected during spring 2008 and will begin in the fall. Appendix B provides additional description of the Miller Scholars program.

Priority Update

Goal 1 objectives for 2008-09 will need to reflect our ongoing assurance of learning process and the preparation of the AACSB documentation for our fifth year review. In addition, the revitalization of curricular integration needs to be undertaken. It is also vital that continued efforts to expand the experiential opportunities for students through internships, immersive learning, and global experiences be pursued with vigor. Finally, next year it will be important create a review process for the new Miller Scholars and Honors programs.

Regardless of the year, Goal 2 will continue to be focused on insuring that 90% of the faculty is academically or professionally qualified. It will be extremely important to identify and encourage those faculty members most likely to meet the standard to do so. Concurrently, it continues to be important to find ways to help faculty members who have the potential to publish in top journals to do so. Two other points to consider for next year may be the need to consider the support available for enhancing research productivity and how to assist more faculty members to be engaged with the Bureau of Business Research.

The priorities in Goal 3 to be actively engaged with the business community, government, and community organizations for mutual benefit will be continued. The University's 2007-2012 strategic plan emphasizes our connection and responsibility to assist in the support of communities in their efforts to improve the economy and quality of life. Applied learning and faculty development through internships and global experiences objectives will be renewed. University programs such as Building Better Communities and Business Fellows will be emphasized which may also be linked to immersive learning in Goal 1.

While the focus of Goal 4 this year was on the MCOB website and much work was accomplished, in-service training for administrative staff will be needed next year. In addition, it may be wise to consider a digital media approach to marketing the college.

As stated previously, Goal 5 will continue to be a significant and vital movement. The enhancement and expansion of the MCOB national reputation through key programs and new initiatives dovetails with a key element in the University's strategic plan to increase the number of nationally recognized programs. The MCOB needs to focus on strategies to enhance the entrepreneurship program and solidify its ranking while at the same time actively pursue means to support other excellent programs with national recognition such as sales, accounting, organizational security, and risk management and insurance.

The essence of Goal 6 is resource development primarily through fundraising and 2007-08 was an excellent year. This year the University was wrapping up the quiet phase of a new capital campaign. It will likely be unveiled during fall 2008. Goal 6 priorities for the coming year will likely be related to the capital campaign and tying into its framework and objectives.

As mentioned previously, the MCOB strategic plan has six major long-term goals that guide our actions and based upon dedicated and hard working faculty members, staff, students, administrators, and alumni much was achieved in 2007-08. It was noted in last year's maintenance report that the search for a new dean was an important priority and that search will continue in 2007-08.

Appendix A– Experiential & Immersive Learning Activities

MCOB Student Internship Placements 2007-08

Internships by Term						
YEAR	Fall	Spring	S Sem	S 1	S 2	Total
0102	25	45	28	21	19	138
0203	19	52	40	22	23	156
0304	26	60	66	10	10	172
0405	27	51	72	6	14	170
0506	28	46	91	8	12	185
0607	20	55	94	8	6	183
0708	29	42	99	14	1	185

Internships by Department							
	01-02	02-03	03-04	04-05	05-06	06-07	07-08
ACC	19	23	27	19	20	22	23
BUSAD	7	8	8	32	37	44	32
ECON	0	0	0	0	1	3	0
FIN	11	16	13	20	10	21	21
INTBA	0	1	4	7	6	2	2
ISOM	0	0	0	6	14	10	13
MBA	0	0	4	3	5	3	5
MGT	43	48	47	28	24	30	37
MKG	58	50	59	48	63	42	39
RMI	0	10	10	7	5	6	13
Total	138	156	172	170	185	183	185

2007-08 EXPERIENTIAL LEARNING INITIATIVES

STUDENT COMPETITIONS

- Hosted the 4th Annual Regional Sales Competition with over 50 industry judges. Placed second.
- Competed in the Russ Berry Institute Sales Competition in Newark, New Jersey. Placed second.
- Competed in the IU Team Selling Competition-Bloomington, Indiana. Placed second (ahead of IU).
- Sales students attended the Great Northwoods Sales Warm-Up-Eau Claire, Wisconsin.
- Co-Sponsored and competed (5 students) in the I-69 Business Challenge in November.
- Five students competed in the Indiana Venture Center Business Challenge in October.
- Competed in Regional Fed Challenge in Chicago. Ball State students won the morning round.

- Four undergraduate students competed in an Indiana CPA Society case competition.

OTHER EXPERIENTIAL LEARNING ACTIVITIES

ACC	Beta Alpha Psi (Accounting) students helped prepare over 150 tax forms for Ball State's foreign students and scholars in March, 2008.
ACC	Conducted an orientation for new majors, called boot camp, in September, 2007. Approximately 45 students participated, along with 11 faculty and 20 practitioners, many of which are our own alumni.
ECON	Revived the student economics organization, Gamma Delta Pi.
FIN & INS	Students attended the Redefining Investment Strategy Education Symposium at Dayton.
FIN & INS	Gamma Iota Sigma National Conference – Four students represented Ball State at the International Gamma Conference in Washington, D.C. and Ball State's Phi Chapter of Gamma Iota Sigma earned four International Chapter Awards.
FIN & INS	Independent Insurance Agents Convention – students and faculty attended and hosted a booth representing Ball State's Insurance and Actuarial Science Programs.
FIN & INS	The Department of Finance & Insurance hosted an Insurance & Risk, Actuarial, and Financial Services Career Fair in conjunction with the Actuarial Science Department.
M & M	Offered a Mentor Program (for Entrepreneurship Majors) in September.
M & M	Offered the Entrepreneurship Academy for Entrepreneurship Majors in May.
M & M	Five Entrepreneurship students went to New York to work with a business idea (LaunchU) in July 2007.
M & M	National Association of Professional Surplus Lines Offices (NAPSLO) Conference sponsored by Troy State – two students attended the NAPSLO Conference in Birmingham, Alabama hosted by Troy State.
M & M	Promotion class students continued relationship with EdVenture Partners to develop immersion projects with Citibank, Cadillac, and the Nation of Morocco.
M & M	The H.H. Gregg Center for Professional Selling hosted the annual Sales Job Fair. The Sales Fair is the largest of its kind in America, and larger than Ball State University's overall Job Fair.
M & M	Fourteen sales students sold over \$10,000 in tickets for project with the Indiana Pacers.
M & M	Sales student project: Cardinal Illustrated Sales-Students sold ads for Ball State's Men's and Women's Sports Newspaper.

APPENDIX B – MILLER SCHOLARS & HONORS PROGRAMS

The 2007-08 academic year brought about the proposal for and development of two new programs: the Miller College of Business Miller Scholars and Honors Programs. These primarily freshmen initiatives grew from a desire to attract more high-achieving students, expand the college's presence in the greater university community and connect our students to the MCOB early in their academic career. Further our efforts specifically support four goals of the University Strategic Plan which states, by 2012

- Achieve the goal of 80% of total incoming freshman class holding academic honors diplomas or equivalent.
- Achieve 80 percent first-year retention rate.
- Achieve 10 percent of freshman enrollment participating in the Honors College.
- More than 1,000 students will participate annually in high-quality professional international experiences.

Miller Scholars

Funded by the Miller gift, ten students were selected by personal interview as the fall 2008 inaugural class. They will receive the following scholarship package:

- Full tuition and fees (renewable for up to eight total semesters)
- Laptop computer
- Study abroad experience
- Internship stipend to cover travel and lodging expenses
- Domestic group travel experience
- Professional development expense account, i.e. job search expenditures

Other benefits include:

- Automatic acceptance to the Miller College of Business Honors Programs
- Direct admission to the Miller College of Business
- Job shadowing experience
- Mentorship with a business leader
- Faculty mentor
- Capstone, one-day seminar and networking event with business leaders
- Participation in three career fairs during your junior and senior years
- Participation in the Advanced Professionalism Certificate program

Miller College of Business Honors Programs

The two programs consist of the Pre-Business Honors Program (for freshmen and sophomores) and the MCOB Honors Program (for juniors and seniors). In addition to the Miller Scholars, ten students were selected as the inaugural class for fall 2008. Both programs have an individual application, specialized curriculum, and complementary co- and extra-curricular activities, including company visits, internship and job search preparation, featured speakers, and much more. The Pre-Business Honors Program grants direct admission to the college.

APPENDIX C - BUREAU OF BUSINESS RESEARCH INITIATIVES

The Bureau of Business Research (BBR) has significant ongoing responsibilities that have been executed this year. They include 52 versions of the Indiana Business Bulletin, 2 versions for the American Journal of Business, five magazines, more than 125 assorted college support products (papers, grant proposals, briefs), another 40 'slick' publications (brochures, calls for papers and poster) and more than 70 newspaper columns and editorials.

In addition, the BBR has undertaken a suite of new missions over the past year including state and regional forecasts of employment, earnings and other labor market activities and policy and impact studies regarding property taxes and the economic impact of the NFL Superbowl for example.

A snapshot of the some new activities undertaken by the Bureau of Business Research includes:

- a. State and Regional Forecasts of employment, earnings and other labor market activities.
- b. A series of property tax studies (13 in total) which effectively owned the research component of the debate in the state legislature.
- c. A major study of the Kernan-Shepard report which is now the standard by which both Governor Kernan, and Chief Justice Shepard describe the benefits of the plan.
- d. A study of a major transportation infrastructure development, that when announced will be the largest private sector job creation event in Indiana since the Eisenhower administration.
- e. A major community development study involving data collection and analysis over a 100 year period in all the Great Lakes States. This is in support of a major grant proposal.
- f. Development of two major studies on the economics, economic geography and policy issues related to emerging media.
- g. Creation of county profiles for the major local planning effort in the Office of Community and Rural Affairs (with BBC).
- h. Integration of a web based, GIS planning tool (with BBC and the CAP).
- i. Local forecasts and analysis in support of a proposed intermodal facility in south-eastern Indiana.
- j. Forecasts and studies for media outlets, convention and visitor bureau, the states' leading manufacturing organization and real estate trade groups.
- k. A study of the economic impact of the Superbowl.
- l. The Phoenix Project: a two year study of the factors leading to economic decline and growth in rust belt cities from 1950 to the present.

APPENDIX D – AWARDS & RECOGNITIONS

PROGRAM AWARDS BY DEPARTMENT

Entrepreneurship

- One of two finalists in the US Association for Small Business and Entrepreneurship's (USASBE) 2008 Entrepreneurship Education Awards in the category of "National Model Undergraduate Entrepreneurship Program."
- One of WOMEN 3.0's "2008 Top MBA Programs for Entrepreneurship" in an article released in its February/March 2008 issue. In the publication's February/March issue, the university's entrepreneurship program is listed among colleges and universities offering "superior" business degrees with a strong emphasis in entrepreneurship.
- Ranked 20th in the nation according to the Entrepreneur magazine / Princeton Review rankings of America's "Top 25 Undergrad (Entrepreneurship) Programs" released in November of 2007.
- Entrepreneurship was the only Indiana College/University listed in all three national rankings: U.S. News & World Report, Entrepreneur/Princeton Review, and Fortune Small Business.
- Honored as Top 10 (8th) America's Best Colleges for Undergraduate programs in Entrepreneurship by U.S. News & World Report in "Undergraduate Business Specialties: Entrepreneurship" released in August 2007.
- One of "America's Best (25 Undergraduate) Colleges for Entrepreneurship" according to Fortune Small Business in an article released in October of 2007.
- Recipient of the 2007 National Consortium of Entrepreneurship Centers Award for Excellence in Entrepreneurship in the category, "Excellence in Entrepreneurship Teaching and Pedagogical Innovation," conferred in October of 2007.

Sales (Marketing & Management)

Mentioned by The HR Chally Group as one of the top Sales Programs in the Nation

STUDENT AWARDS

Accounting

- David McCash won one of four regional prizes in a nationwide essay competition sponsored by the Attorney-CPA Foundation for his essay on Asset Protection and Business Entities in Indiana. David intends to pursue a Master of Science degree in Accounting next year at Ball State.
- Sarah Burrell ('06, MS '07) and Renee Fortman ('06 & MS '07) both scored in the top ten in the state of Indiana on the CPA examination.

Economics

- Students Make Regional Finals of College Fed Challenge - David Barker, William Hutson and James Mink competed against 14 collegiate teams in the College Fed Challenge. Ball State's team won a spot in the final four beating out teams from

Grinnell College, Indiana University-Bloomington and the University of Wisconsin-Oshkosh in the opening round.

- Brad Mier and Mark Isenbarger received "Best Presentation" award at the Global Enterprise Competition at the University of Evansville.

Entrepreneurship (Marketing and Management)

- One entrepreneurship student placed 3rd in the Indiana Venture Center Idol Competition held in September.
- Matt Bare, a 22-year-old senior from Yorktown, Indiana, and a Ball State entrepreneurship major, was the winner of the Nascent 500, competing against teams from Grove City College, Illinois Institute of Technology, Illinois State University, University of Central Florida, University of Houston, and University of Manitoba. While riding around the track in a limousine with the judges, Matt had 500 seconds to present his PooYou business plan that combines a novelty gift with online social networking. This quick trip around the track earned him the right to advance to the final round. He is the first Ball State student to win the annual competition and celebrated by chugging a quart of milk and taking a spin around the historic oval in a Corvette pace car.
- Ball State Student Receives Recognition at Local and State Entrepreneurship Competitions - Matt Bare, an entrepreneurship major, placed third in the Venture Idol Competition in Indianapolis on November 8 during Indiana Entrepreneurship Week in Indianapolis. Sponsored by the Venture Club of Indiana and the Indiana Economic Development Corporation, entrants competed by showcasing their innovative idea before a live audience of the region's leading venture capitalists and entrepreneurs. Of the 47 entrants, 15 were selected to pitch their idea. Matt presented his business idea, which gives people an opportunity to transform negative sentiments into positive social action through his online social networking site. Earlier that week, on November 5, Bare also won the local Empowering Entrepreneurship competition held by the Innovation Connector in Muncie.

Finance and Insurance

- Kaitlin Lewis was awarded a Financial Executives International Scholarship Award by the Indianapolis chapter.
- Katie Coleman was named a John T. Lockton Memorial Scholarship recipient and Spencer Scholar provided by the Spencer Educational Foundation, Inc. The award is for \$5,000.
- Katie Coleman and Jenna Robertson, both Risk Management and Insurance majors, were selected as Anita Benedetti Student Involvement Program Scholarship recipients to attend the Annual Risk Management and Insurance Society Conference in San Diego, California, in late April. The award pays for all expenses to attend the conference plus a stipend. In addition, Coleman was named a John T. Lockton Memorial Scholarship recipient and Spencer Scholar, a \$5,000 award provided by the Spencer Educational Foundation, Inc. and Ann Klatt received a \$2,500 Angus Robinson, Jr. Memorial Scholarship. All three students are members

of Ball State's Chapter of Gamma Iota Sigma, a collegiate Risk Management, Insurance and Actuarial Science Fraternity.

- Ann Klatt received the Angus Robinson, Jr. Memorial Scholarship.
- Two Risk Management and Insurance majors, Katie Coleman and Jenna Robertson, were selected as Anita Benedetti Student Involvement Program Scholarship recipients to attend the Annual Risk Management and Insurance Society Conference in San Diego, California from April 27-May 1, 2008. The award pays for all expenses to attend the conference plus a stipend.

Information Systems and Operations Management

- Zack Adkins won 1st place in the 2007 Indiana Emergency Management/Homeland Security Conference paper competition.
- Kyle Hayden and Lindsey MacLeod won 3rd place in the 2007 Indiana Emergency Management/Homeland Security Conference paper competition
- Computerworld Magazine Honors Miller College Graduates - A team of eight Information Systems majors and six students from the Center for Information and Communication Sciences were recognized as Computerworld Honors Program Laureates on June 2. Awarded at a black-tie gala in Washington, D.C., the spring 2008 graduates received the award for the development of a business continuity and network security plan for the city of Muncie, Indiana, during an experiential learning course.
- Muncie Senior, Nicole Smith, received a \$10,000 scholarship from SAP America. This award is based upon a student paper competition. Congratulations to Nicole. Her winning paper was entitled "Corporate Software Piracy: Intentional and Unintentional."
- Nicole Smith, information systems and operations management major and a native of Muncie, has earned a Leading Light Award from Women and Hi Tech, a nonprofit organization that encourages more women to consider careers in technology. She received the Ice Miller Undergraduate Award at the organization's annual dinner in Indianapolis on January 24. She hopes to use the \$1,000 scholarship to attend graduate school at Ball State.

Marketing & Management

As part of the Indiana Pacers commitment to the community, Miller College student Ben Poor was honored with a medal commemorating his efforts as an Indiana Hero on Wednesday, Feb. 20, 2008, at Conseco Fieldhouse. Pacers' player Travis Diener presented the medal to Poor.

Sales (Marketing & Management)

- Sales Students off to Regional Competition - Six Miller College students are attending a regional sales competition November 15-17, at the University of Wisconsin Eau-Claire. Students from several schools in Wisconsin, Indiana, Minnesota, Iowa and Missouri are expected to compete. The six students representing Ball State are: Whitney Gutsell, Zach Pine, Amanda Porter, Eric Rhude, Chris Suskovich, and Jon Weaver.

- Ball State Sales Students Stack up to the Competition - Jon Weaver, a Marketing major at Ball State University, finished No. 1 in the H.H. Gregg Center for Professional Selling Regional Sales Competition held on October 5.
- Chris Naffziger, Tyler Clemens, Zach Pine, Erich Rhude, Whitney Gutsell and Jon Weaver competed as a team in the recent Indiana University sales competition edging out students from other Midwest universities, and finishing second to a team from the University of Houston.

STUDENT ORGANIZATION AWARDS

Accounting

The Zeta Omega chapter of Beta Alpha Psi accounting honorary, under the guidance of Dr. Mark Myring, again received the highest award given by the organization to its chapters.

Finance and Insurance

Ball State University's insurance, risk management and actuarial academic fraternity recently earned three national awards at the Gamma Iota Sigma International Leadership Conference in Washington, D.C. Student representatives from the Miller College of Business' Phi Chapter of Gamma Iota Sigma attended the conference, accepting the chapter management, membership development and public relations awards.

FACULTY AWARDS & RECOGNITIONS

In 2007-08, Faculty members were recognized both nationally and locally with awards:

- Omar Benkato, Finance, was appointed ESLI fellow and continued strong professional interaction with organizations in Libya.
- Allen Truell, ISOM, received the Friend of Indiana Future Business Leaders of America (FBLA) Award.
- Ramon Avila, Marketing and Management, was recently honored as one of three national Hormel Teaching Excellence Award Winners. Ramon's honor was based on his Advanced Sales Course and was presented at the Marketing Management Association Conference in Chicago.
- Sushil Sharma, Information Systems faculty member received the University Outstanding Researcher Award.