



INDIANA UNIVERSITY KOKOMO SCHOOL OF BUSINESS

Nexus: An important connection between parts of a system or a group of things—*Cambridge International Dictionary of English*

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Why the School of Business?

“My experience with the M.B.A. program at IU Kokomo prepared me to better meet the challenges of working in a global, complex organization. It gave me the confidence to work and succeed in the business world. The program not only provided me with an incredible lifetime experience but also a business attitude that is open, entrepreneurial, and—most importantly—global.”

Sonia Gupta, M.B.A. '97
Global Knowledge Management Lead
IBM, New Jersey

“I came to the states in 1998, and the language barrier posed a great challenge during my transition period. I am forever grateful to all the instructors and professors who would spend hours after class to help me conquer that barrier. Thank you!”

Candy Cheung, B.S. '05
Staff Accountant
BKD LLP, Indianapolis

DEAN'S MESSAGE

Greetings!

Modern day businesses have an ever-increasing appetite for individuals with a high level of leadership abilities, business skills, and exceptional sense of ethics and diversity. I congratulate all of you for choosing a school that values providing you the business acumen and skills necessary to navigate the business world with confidence.

Our program, as you may have discovered, is distinguished by a rich and engaging curriculum taught by a group of dedicated resident faculty. We assess our programs frequently to see whether we are achieving what we intended to, in our curriculum. If we find missing links, we are quick to go back to the drawing board to revise our curriculum proactively. The result is that we ensure that you succeed in this competitive marketplace where “change” is the only constant.

Speaking of change, we have already seen the winter gradually morphing into spring. On this campus, the spring season marks the celebration of the accomplishments of our students. The Commencement ceremony brings the joyous feeling to the graduates for achieving a monumental goal. Honors Day, scholarship luncheons, and Beta Gamma Sigma and Alpha Chi induction ceremonies imbue the students with a sense of pride and accomplishment. If you are graduating this semester or you have been chosen to receive an award, my congratulations to you. You have earned your honor at a school distinguished by its academic prowess.

We have quite a few scholarships and awards available this year including a very selective McGowan Scholarship for an M.B.A. student. You will see a list of such scholarships provided in this newsletter. I would encourage you to apply. The monetary part of the scholarship is not as important as the prestige that comes with the award, and mention of the recognition is a positive addition to your resume.

If you are scheduled to graduate, I strongly encourage that you join Business Alumni Relations Council. More information is available at www.iuk.edu/~kobus/BusinessAlumniRelations.shtml. Please let us know how you can partner with us in terms of mentoring and providing internships to our current and future students. We would like to see you come back to our campus, early and often, and share your experience with our students and faculty.

Best wishes,

Dr. Niranjana Pati, Dean
IU Kokomo School of Business

Scholarship

Dmitriy Chulkov, Ph.D., has an article “Student Response to Grading Incentives: Evidence from College Economics Courses” forthcoming in the *Journal of Instructional Psychology*.

Kathy Parkison, Ph.D., published a co-authored article “If You Build It, They Will Come: Conceiving a Saturday Class in Economic Education to Link Content, Applications, Implementation, and Assessment” in *Mountain Rise Journal*, Vol. 2 No. 2 (with **Margo Sorgman, Ph.D.**)

David Rink, Ph.D., published an article “The Product Life Cycle: Vehicle for Fashioning Purchasing Strategy” in the *International Journal of Physical Distribution and Materials Management*, Vol. 48, No. 4 (2005), pp. 200–214.

Book Publication

Dianne Roden, Ph.D., published a book *Mississippi Howl* (AuthorHouse, Bloomington, Ind.). Dr. Roden, and her husband, Allan co-authored the book chronicling their journey by canoe the length of the Mississippi. The Rodens and fellow sojourner, Annie Dog, held a book signing event at the IU Kokomo Bookstore on February 8.

Dianne and Allan Roden pose with Annie Dog at the IU Kokomo Bookstore, February 8.



Annie Dog provided the inspiration for the title of Dianne and Allan Roden’s book, *Mississippi Howl*.

Presentations

Fjorentina Angjellari-Dajci, Ph.D., will present a co-authored paper tentatively titled “The Relationship between Civil Society and Sustainable Development for a Group of Transition and Developing Countries” at the Southern Interdisciplinary Round Table on African Studies, Frankfort, Ky., March 30–April 1 (with **Robert Dibie, Ph.D.**)

Julia Levashina, Ph.D., co-authored the paper “Faking During the Employment: Construction and Validation of the Interview Faking Behaviors Scale,” which has been accepted for presentation at the 2006 Annual National Conference of the Society of Industrial and Organizational Psychologists (SIOP) to be held in Dallas, Texas.

Mohammad Meybodi, Ph.D., presented “Strategic and Operational Benchmarking Performance Measures” at the annual conference of the Decision Science Institute, San Francisco, Calif, November 2005. The paper also appeared in the proceedings of the conference (pp. 13,861–13,866).

Herbert Miller, Ph.D., professor emeritus of international business, presented “The Flat Earth” as part of the Last Lecture Series on January 19.

Kathy Parkison, Ph.D., had several co-authored presentations: “A Cross-Cultural Study of Factors that Enhance Teachers’ Efficacy in Economic Education” at the International Assembly for Social Studies Educator in November 2005; “Key Teachers: A Next Step in the Training of K–12 Teachers” at NCEE Annual Meetings in October 2005; and “SIFE and Schools: Enhancing and Assessing Economic Outcomes” at NCEE national meetings in October 2005.

Dianne Roden, Ph.D., presented “Mississippi Howl” as part of IU Kokomo’s Last Lecture Series in November 2005.

Tom von der Embse, Ph.D., is scheduled to present a co-authored paper “A Blueprint for an Ethics-Based Strategy” at the April 2006 Society for the Advancement of Management International Conference in Orlando, Fla.

Faculty Development

Steve Cox, Ph.D., completed the following courses as part of the requirement to maintain his CPA and CMA certifications: Financial Statement Analysis (8 hours) and Activity-Based Accounting for Small Businesses (8 hours).

Professor Marilyn Kintzele has completed 40 hours of Continuing Professional Education (CPE) for CPAs in 2005. The courses are Professional Issues Update (4 hours); Revised Yellow Book—Government Auditing (8 hours); Religious Organizations, (8 hours); Accounting and Auditing Update (4 hours); Internal Controls: Design and Evaluation (8 hours); and Educators Conference (8 hours).

Julia Levashina, Ph.D., attended the 2005 Assessment Institute Conference in Indianapolis last October.

Kathy Parkison, Ph.D., spent the fall semester on a Fulbright award and sabbatical in the Republic of Georgia.

Niranjan Pati, Ph.D., attended Case V Conference in Chicago along with several senior administrators from IU Kokomo and other IU campuses.

Tom von der Embse, Ph.D., interacted with board members of the National Management Association concerning Business Ethics Research project.

Professional Service

Mohammad Meybodi, Ph.D., served as an ad hoc reviewer for the *European Journal of Operational Research*. He also served as session chair for “Innovations in Management Science Topics” session at 2005 annual DSI meeting in San Francisco, Calif.

Dianne Roden, Ph.D., served as an ad hoc reviewer for the *Journal of Corporate Finance*.



Fjorentina Angjellari-Dajci



Julia Levashina

Completed Dissertations

Fjorentina Angjellari-Dajci, Ph.D.

The empirical literature on the determinants of output and its growth rate in Central and Eastern European (CEE) and Commonwealth of Independent States (CIS) economies has only recently attempted to measure the econometric significance of institutions. This dissertation explores the theoretical relationships between institutions, structural policy reforms, initial conditions, and economic performance and provides an econometric analysis of the determinants of output level and output growth, institutions, and structural policy reforms (SPR) for transition economies. It makes use of the latest available dataset spanning the period 1989–2003, which includes a data subset assigned to the transition recovery stage. The empirical results hold implications for the role of transition governments in the building of property rights and contract enforcement institutions.

Julia Levashina, Ph.D.

There has been surprisingly little research on faking in the employment interview, despite the fact that professional judgment would suggest that faking might occur in the interview. This dissertation has three essays. The first essay describes the model of faking behaviors. Based on the review of the literature on faking in personality tests and the literature on deception, we proposed a model of faking behaviors during the employment interview and develop 19 propositions to guide future research. We argue that faking behavior is a function of capacity, willingness and opportunity to fake. The second essay describes the construction and validation of an instrument to measure faking behaviors. The typology of faking behaviors is proposed based on a review of the impression management literature, content analysis of popular press books on interviewing, and a qualitative study of interviews with job candidates. The third essay describes an empirical study that tests whether interviewees' faking behaviors depend on question type (past behavioral versus situational questions) and presence or absence of follow-up questioning.

Internships

If you are a junior or senior looking for a way to earn credit while getting practical experience in your field, an internship may be just what you want. In addition to looking great on a resume, internships often lead to full-time employment after graduation. For information, contact a faculty member in your concentration or Julie Diesman in the Office of Career Services, Kelley Student Center, Room 200.

Internships for business majors are available, but there is a new procedure. Internships must now be approved by a faculty member and the dean before you will be authorized to receive credit for the internship. You will be asked to provide a brief description of the work you will do, where it will be done and who will be supervising you on the job and her/his endorsement. If the faculty member in your major approves the internship for credit he/she will sign the necessary form and forward it to the dean for approval. Forms may be obtained from the faculty member or the School of Business office. Approval must be obtained before the beginning of the semester for which you desire credit. Don't hesitate to contact the dean's office at 455-9275 if you have any questions.

Electronic Billing

Indiana University Kokomo will advance to Electronic Billing (e-billing) starting fall 2006. Paper billing statements are no longer provided to enrolled students. You will need to go online to view or print a copy of your bill. You will receive a notice in your university assigned e-mail account when your bill is ready for viewing online. Your online statement will detail the amount due and the payment due date.

Students and authorized payers can manage and pay their bursar account online by using QuikPAY™. Students may access QuikPAY™ by logging on to their OneStart® account and clicking "Make a Payment" under the Bursar channel.

From QuikPAY™ you can

- View and print statements.
- Use the lower part of the statement to submit payment by mail.
- Receive e-mail notification that a bill is available.
- Set up an authorized payer (for your parent, spouse, or other third party).
- Make an electronic payment using a credit card or from a checking or savings account.

Once a student has set up an authorized payer, the authorized payer can use their unique login to access the same information

Benefits and advantages of QuikPAY™

- Convenient and easy
- Private and secure
- Free
- Saves time—no more waiting for the bill in the mail or waiting in line to make payment
- Saves money—no more writing checks or paying for stamps
- Immediate posting of payment with confirmation of receipt
- QuikPAY™ available seven (7) days a week until 10:30 p.m. (EST)

IU Kokomo e-mail Addresses

The official form of communication at Indiana University is your IU e-mail account. This means that all information coming from the university will be sent to your IU Kokomo account. If you do not have one, you MUST get one as soon as possible and check it often.

Correspondence and Online Courses

Have you ever wanted to take an online or correspondence class to supplement your on-campus classes? The School of Business undergraduate program has long had a policy governing correspondence classes (limit of two general education electives, no business or economics classes) but just recently established a policy for online courses.

On Friday, February 3, the faculty voted to accept a maximum of two business or economics classes taken online. They must be approved by the undergraduate advisor and taken at an AACSB-accredited school. The faculty feels strongly that personal interaction with students is vital for teaching and learning. Therefore, the classroom format is important. It's what sets IU Kokomo apart from other schools.

Success in Extracurricular Realm

Congratulations to Kathleen Beck, a freshman pre-business student! Kathleen was recently picked to be an Indianapolis 500 Festival Princess. We know she will represent the Indy 500, IU Kokomo and the region well.

Changes to printed fall 2006 schedule

BUS-Z/BUKO-C 570

11:30 a.m.–12:45 p.m. MW
(formerly 4–5:15 p.m.)

BUS-W 430

1–2:15 p.m. MW
(formerly TR)

BUS-W 211

6–8:30 p.m. T, first 8 weeks
(formerly W, second 8 weeks)

Registration Tips for Fall 2006

Registration for spring and summer classes begins on March 20. Check OneStart® for your registration appointment time. You may register anytime after your assigned time but not before. Call 455-9465 for an advising appointment before your registration date.

Advising

Undergraduate Advisor Joan Hoch

jhoch@iuk.edu, 455-9465

M.B.A. Director/Advisor Tom Aycock

taycock@iuk.edu, 455-9275

Appointments are available. Ms. Hoch will be available most of the spring break. Walk-ins are welcome during the scheduled office hours. In addition to our advisors, our faculty is always willing to advise students on career opportunities, courses in their field, etc. Our faculty have regular office hours, and many are available at other times. Feel free to drop in. They welcome your questions and the opportunity to get to know you.

Watch your p's, c's, and r's

When registering for your classes, be sure to check prerequisites (p), corequisites (c), and recommended prerequisites (r). Prerequisites are courses that must be completed successfully before taking a specific course. Corequisites are courses that should or may be taken together. Recommended prerequisites should be taken before enrolling in a course but are not required. Many courses in the School of Business have prerequisites.

Beginning in fall 2004, the Indiana University registration software started to check automatically for prerequisites. This means that if you attempt to register for a class without having the prerequisites, your registration will be blocked. If you intend to register for a class for which you have not completed prerequisites, please see Joan Hoch before you attempt to register. Unfortunately, OneStart® does not recognize transfer credits. If you have completed course prerequisites at another university, Joan Hoch will need to grant permission for you to enter the class. Please see or e-mail her before attempting to register.

Tutoring



Lindy Hilton

Lindy Hilton is now available for tutoring BUS-A 201, BUS-A 202, BUS-K 201, ECON-E 201, and ECON-E 202 in Room 080, Main Building.

Tutoring hours are Mondays, 2:15–3:30 p.m.; Wednesdays, 2:15–4 p.m.; and Thursdays, 5:45–6:45 p.m. Please take advantage of her expertise if you have questions in any of the above classes.

Fall Semester 2005 Dean's List

Congratulations to the following business students for making the full-time undergraduate dean's list for fall 2005.

Grace Many Atangana
 Brittany Armstrong
 Lacy Behny
 Grason Bolinger
 Naketta Boor
 Brittany Campbell
 Amy Clark
 Vanessa Dotson
 Monique Ethier
 Tia Gaddis
 Sandra Hamilton
 Amber Harbaugh
 Lindy Hylton
 Effie Jones
 Robert Jones
 John Kelderhouse
 Tiffany Kendall
 Richard LeClerc Jr.
 Megan Mathews
 Erin McDaniel
 Beatrice McNew
 David Morgan
 Robert Morrow
 Timothy Pettit
 Martin Schroeder
 Kira Sears
 Kevin Stage
 Cynthia Swain
 Jennifer Wilson
 Shu Ting Zhao

M.B.A. Student Association (MBASA) revived on campus

The School of Business is pleased to announce the revival of M.B.A. Student Association (MBASA). On January 9, an organizational meeting was held for the association, during which the executive council was formed.

Following the initial meeting, requisite organizational forms were filed with the university, making the MBASA an official organization of IU Kokomo. The officers formulated the following mission statement for the association:

“To provide M.B.A. students, undergraduates, and alumni with personal and professional development opportunities through education, association with business professionals, networking opportunities, and social events designed to cultivate strong leaders within our community and support Indiana University Kokomo.”

Sonja Burton was elected president, Beth Parker is vice president, and Benjamin McGaffney is the secretary of the MBASA.

Sonja Burton has lived in the Kokomo area most of her life, except for a period of approximately seven years, when she lived in Indianapolis. Sonja holds a B.S. in Business with a minor in psychology. Sonja entered IU Kokomo’s M.B.A. program last summer, is a full-time student, and will earn her degree this May. Sonja is enjoying her studies at IU Kokomo and believes the classroom interaction is invaluable to the learning process. Sonja is thankful to have the opportunity to serve as the MBASA President and looks forward to working with Beth and Ben to develop an active and enjoyable association for IU Kokomo’s M.B.A. student body.

Beth Parker, a native Hoosier, grew up an “Air Force Brat” (and married a former member of the U.S. Air Force). She has lived throughout the country and around the world including Taiwan and South Korea. Beth earned her B.S. in Information Systems with a minor in business (with highest distinction) from IU Kokomo in May 2001. Beth is currently employed as a Senior Manufacturing Systems Analyst with Square D in Peru and will earn her M.B.A. in December 2007. Beth looks forward to serving the M.B.A. students in her capacity with the association and welcomes your comments and suggestions.

Ben McGaffney is a Mechanical Engineer and a graduate of Purdue University. Ben will complete his M.B.A. this summer. Currently employed with Delphi Electronics and Safety as an engineer, Ben supports several Toyota and Lexus programs. Ben has his private pilot’s license, is an avid mountain biker, and recently completed his third consecutive “Hilly 100” in southern Indiana. Ben is “very optimistic about getting the M.B.A. Student Association revived” and hopes M.B.A. alumni and students can utilize the organization to tap into their collective social and business resources.

The officers invite you to attend the MBASA meetings on the first Monday of the month from 4:30–5:30 p.m. in the Main Building, Room 281. For the April meeting, Ralph Reddersdorf and Thomas Davidson (retired local executives) are scheduled to speak to the association on Customer Service.

For additional information, please e-mail your officers or the M.B.A. Director, Thomas Aycock:

Sonja Burton
sburton500@yahoo.com

Beth Parker
jlparker@mailaka.net

Ben McGaffney
bhmcgaffney@yahoo.com

Thomas Aycock
taycock@iuk.edu

Visit www.iuk.edu/~kobus/mbasa.shtml for periodic updates of activities.

Scholarships and Awards

Accounting Scholarships

Accounting majors may qualify to be awarded one of three accounting scholarships being offered in the School of Business.

The Outstanding Accounting Student Scholarship is open to junior and senior accounting majors. Both the **Business and Economics Accounting Scholarship** and the **Fingleton Scholarship** are available to post-baccalaureate accounting students as well as junior and senior accounting majors.

Bucheri, McCarty & Metz (BMM) Scholarships

The school is authorized to award one of three possible BMM scholarships this year. Our scholarship allocation for this year includes a minimum of \$500, which will be awarded to a senior with a business concentration or an M.B.A. student taking a minimum of 6 credit hours. The recipient and amount are determined by the faculty of IU Kokomo’s School of Business.

Patricia Pencek Endowed Scholarship

This scholarship, established by the REALTOR® Association of Central Indiana (RACI), is awarded to a resident of Howard or its contiguous counties (Carroll, Cass, Clinton, Grant, Miami, and Tipton) who is enrolled at Indiana University Kokomo. The scholarship is restricted to a junior or senior student majoring in business, and who has a record of academic excellence as demonstrated by a minimum GPA of 3.0 on a 4.0 scale. The number, amount, and recipient(s) of the scholarship are determined the Scholarship Committee of the School of Business at IU Kokomo, in consultation with the campus’ Director of Donor Relations, and the Patricia Pencek Scholarship Committee of the REALTOR® Association of Central Indiana Kokomo. The scholarship amount of the current year is \$500; only one scholarship will be awarded.

Sita C. and C. L. Amba-Rao Service Award

A \$500 scholarship donated by Professor Sita Amba-Rao, is given annually to one student in Management and Administration (or Management and Human Resources) of at least junior standing. The candidate should have a record of academic excellence as demonstrated by a cumulative GPA of at least 3.2 on a 4.0 scale. Students should demonstrate managerial and leadership potential through participation in campus and community organizations. The recipient is selected by a committee from the School of Business.

Brad Stansberry Memorial Scholarship

This scholarship is awarded in memory of Brad Stansberry, an M.B.A. student

who was killed in an airplane accident. It is awarded annually to an M.B.A. student chosen by graduate faculty. (Students can apply by invitation only).

McGowan Scholarship

The School of Business has been chosen for the third consecutive year to select and administer a McGowan Scholar award. This prestigious scholarship is open to M.B.A. students in the School of Business and pays the tuition of a full-time M.B.A. student, up to \$16,191, who commits to completing the degree in May 2007. The scholarship winner is determined on a competitive basis in spring 2006 for the academic year 2006–07. The Scholarship Committee will notify all the students who have more than a 3.0 cumulative GPA in at least 2 M.B.A. (500 level) classes completed at Indiana University Kokomo, and are interested in pursuing their degree full

time. The Scholarship Committee of the School of Business will rank order the applicants based upon the material submitted to the school.

Pendse Outstanding M.B.A. Student Award

This fund, established by Dr. Dilip and Vijaya Pendse, recognizes an outstanding M.B.A. student in the School of Business. Dr. Pendse, M.B.A. director, passed away in September 2001. The recipient, formally admitted to the M.B.A. program at Indiana University Kokomo, must have a record of academic excellence as demonstrated by a GPA of at least 3.7 on a 4.0 scale, and be completing the M.B.A. program requirements. The award for the current academic year is \$500 and will be determined by the School of Business faculty strictly on the basis of academic achievement.

Sita C. and C. L. Amba-Rao Service Award

This \$500 scholarship donated by Professor Sita Amba-Rao is awarded to one M.B.A. student. The candidate should have a record of academic excellence as demonstrated by a cumulative GPA of at least 3.2 on a 4.0 scale. Students should demonstrate managerial and leadership potential through participation in campus and community organizations. The recipient is selected by a committee from the School of Business.

Guidelines and criteria for the above scholarships and awards are available in the School of Business office, Main Building, Room 185. The deadline for submitting applications for the undergraduate and M.B.A. scholarships is March 27.

COMMUNITY INTEREST

In the News

Dmitriy Chulkov, Ph.D., was caught in the act of playing ice hockey by the Lafayette newspaper, *Journal and Courier*.

Niranjan Pati, Ph.D., appeared on WTHR (Indianapolis' NBC Affiliate) on January 9. He was interviewed by business reporter David MacAnally to reflect his insights on DaimlerChrysler and WIRED grant initiative. Dr. Pati also appeared in many business features and interviews published by *The Kokomo Tribune*, *The Kokomo Perspective*, and Logansport's *Pharos-Tribune*. He was interviewed on radio stations 100.5 FM and WIOU 1350 AM.

David Rink, Ph.D., published two columns on marketing management last semester. The first was on "The Strategic Importance of Packaging" on August 10, and "Business Product Classes" on December 25.

Business Outlook and Public Policy Panel

The School of Business presented the Business Outlook and Public Policy Panel on November 9. The panel members from Indiana University Bloomington were Drs. Jerry Conover, Willard Witte, and Rob Neal. Brian Harris, vice president of First National Bank and Trust, was the local panelist. He summarized the report he compiled in conjunction with Walter Wolff, regional president of Star Bank, and John O'Donell of First National Bank and Trust.

This event was hosted for the 26th time on the campus with a record attendance of 128 this year. Among the attendees were leaders from almost every walk of our community including several presidents, CEOs, executives, business and community leaders, a state senator, and two state representatives. The panel members covered local, state, national, and international economies to provide the audience a reasonable perspective on what might unfold in 2006.

Protect Your Pockets Workshop

The School of Business has partnered with the Office of the Indiana Secretary of State to bring the "Protect Your Pockets" workshop to the Community. The workshop will cover topics on financial fraud, investing basics, homebuyer's basics, retirement planning, money management, and personal budget development.

The 10 a.m.–1:30 p.m. March 18 workshop at the Johanning Civic Center (1500 N. Reed Rd., Kokomo) is free and open to the public. It is a wonderful opportunity for you to learn to prepare for your financial future. College students are typically bombarded with credit card and other financial solicitations. The workshop will help you avoid financial traps and provide you with the basic knowledge to make wise financial decisions. Visit www.sos.in.gov or call (800) 223-8791 to register for the event. Please pass this message on, if you know individuals who can benefit from attending the workshop.

Business Alumni Relations Council

You are encouraged to join the Business Alumni Relations Council (BARC) upon your graduation from IU Kokomo. This organization is managed by our alumni to provide networking opportunities to students upon graduation. Please visit www.iuk.edu/~kobus/BusinessAlumniRelationsCouncil.shtml for more information on the organization or contact Robin Clark (robinlynnclark@aol.com) or Shawn Leonard (sdl4@daimlerchrysler.com) to learn more about the council.