

College Leadership Team

Ajay Samant

Dean

Deborah Lindberg

Interim Associate Dean

Terry Noel

Associate Dean

Debbie Seifert

Chair, Accounting

Domingo Joaquin

Interim Chair, Finance, Insurance and Law

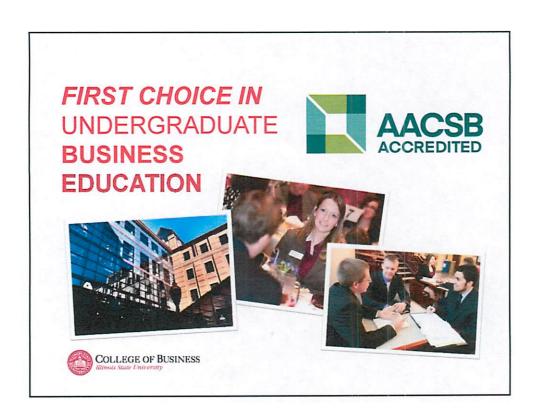
Roberta Trites

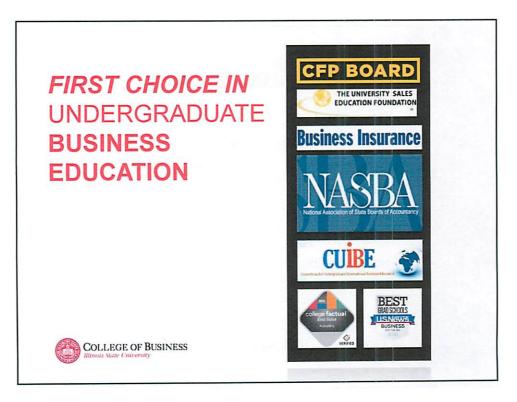
Interim Chair, Management & Quantitative Methods

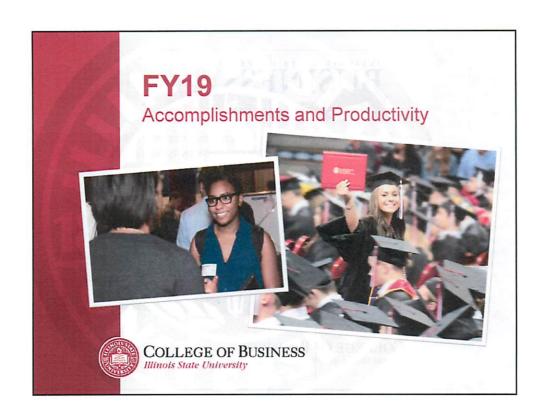
Horace Melton

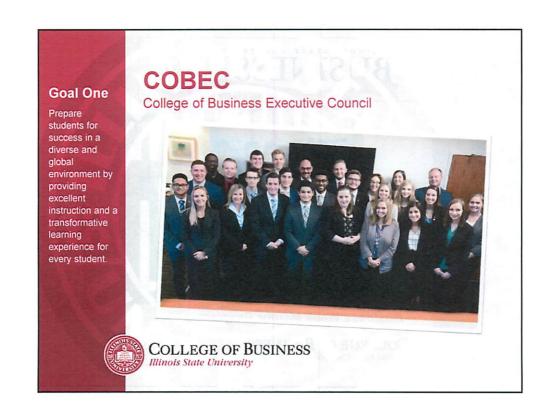
Chair, Marketing

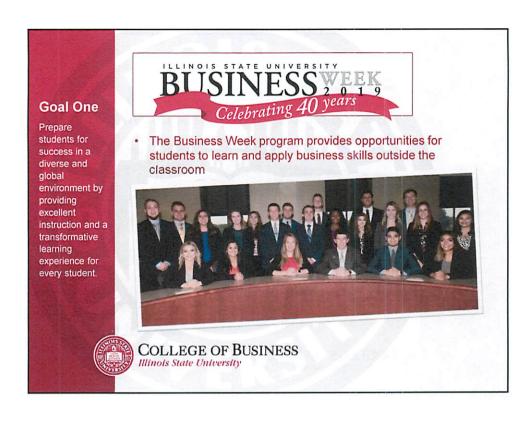


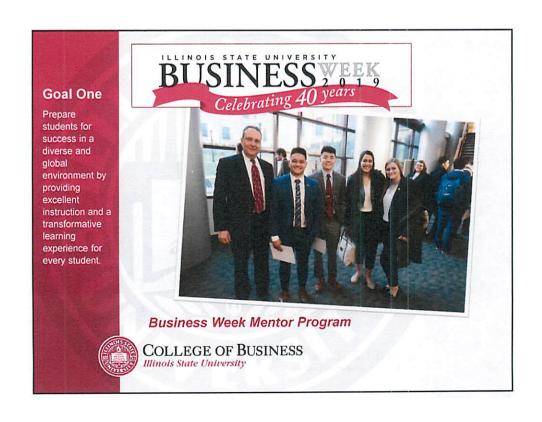


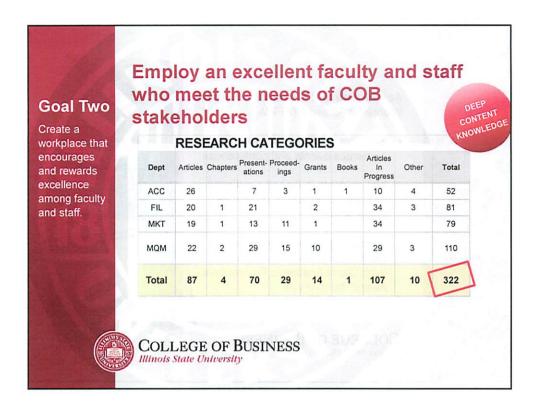




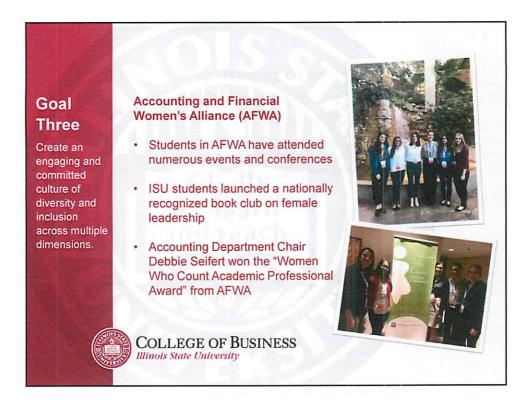


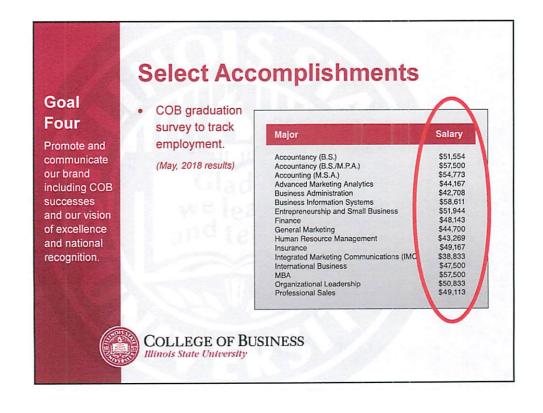










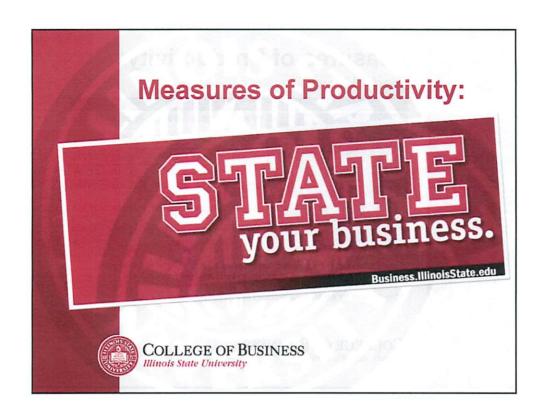






Select Accomplishments Goal · Increase Private Financial Support Five Create and \$5,000,000 strengthen partnerships \$4,376,845 \$4,032,938 \$4,000,000 with alumni and business \$3,000,000 organizations. \$2,874,998 \$2,000,000 \$1,000,000 \$1.088.472 FY 2019 COLLEGE OF BUSINESS Illinois State University





Measures of Productivity: * Enrollments

Fiscal Year						
Students	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018	
	Count	Count	Count	Count	Count	
University Total	21.400	21.714	21.736	22,027	21.682	
Business	3,516	3,866	4,038	4,174	4,135	
ACC	871	953	997	984	939	
FIL	535	596	618	683	716	
MKT	729	813	856	906	915	
MQM	1,217	1,363	1,432	1,487	1,452	
MBA	164	141	135	114	113	

University enrollment increased by 1.3% from FY14 to FY18. The increase in COB enrollment over that time span is over 17.6%.

*As requested, this and all productivity measures and metrics for this section are those provided by PRPA



Measures of Productivity: Credit Hours

	Fiscal Ye	ar			
Credit Hours	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018
University Total	506,003	515,941	515,792	525,974	519,452
Business	61,663	65,543	65,976	70,950	73,278
Accounting	18,373	18,928	19,790	21,747	21,295
Finance, Insurance, and Law	15,229	16,347	16,096	16,703	17,485
Management and Quantitative Methods	18,097	19,086	19,156	20,284	20,555
Marketing	9,964	11,182	10,934	12,216	13,769
Master of Business Administration*					174

Total credit hours at the university increased by 2.7% from FY14 to FY18; in the College of Business credit hours increased by 18.8% from FY14 to FY18.

^{*}Credit hours for the MBA not provided by PRPA reports prior to FY18.



Measures of Productivity:

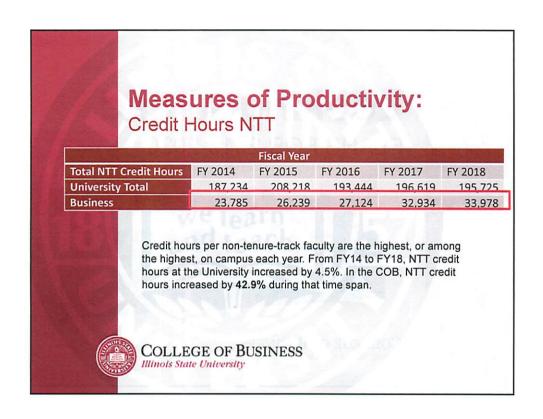
Credit Hours/TT

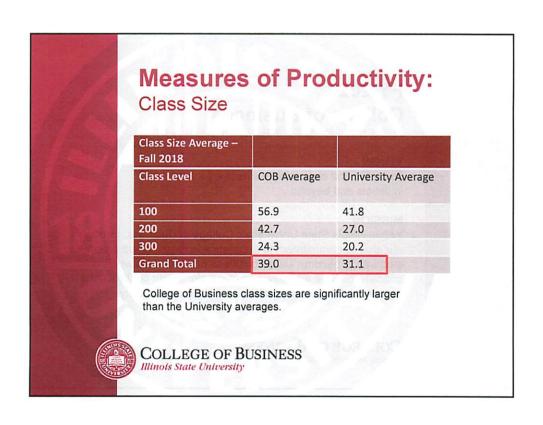
		Fiscal Year			
Credit Hours per TT	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018
University Total	376	366	372	395	388
Business	485	491	492	487	516
Total TT Credit Hours	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018
University Total	262,091	251,927	257,122	268,348	266,865
Business	37,845	39,295	38,845	38,007	39,193
Total TT Faculty	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018
University Total	697	688	691	679	687
Business	78	80	79	78	78

Credit hours per tenure-track faculty are the highest, or among the highest, on campus each year. Credit hours per TT faculty have increased 6.4% from FY14 to FY18, compared to the university's increase of 3.2% during that time period.



Illinois State University







FY 2020 College of Business ILLINOIS STATE UNIVERSITY

VISION

To be the first choice for business education in Illinois and beyond.

MISSION

Within Illinois State University's College of Business, through our shared commitment to excellence in learning, we prepare students to become skilled business professionals who think critically, behave ethically, and make significant contributions to organizations, communities, and our global society.



Our Future Goals

are aligned with Educate • Connect • Elevate

Goal One

Prepare students for success in a diverse and global environment by providing excellent instruction and transformative learning experience for every student

Goal Two

Create a workplace that encourages and rewards excellence among faculty and staff

Goal Three

Create an engaging and committed culture of diversity and inclusion across multiple dimensions

Promote and communicate our brand including COB successes and out vision of excellence and national recognition

Goal Five

Create and strengthen partnerships with alumni and business organizations



FY20 Major Objectives

Continue momentum from AACSB extension of accreditation for 2017 to 2022 by continued implementation and monitoring of our 5-year strategic plan

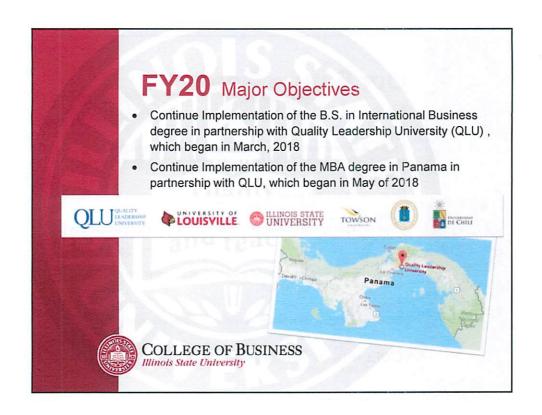


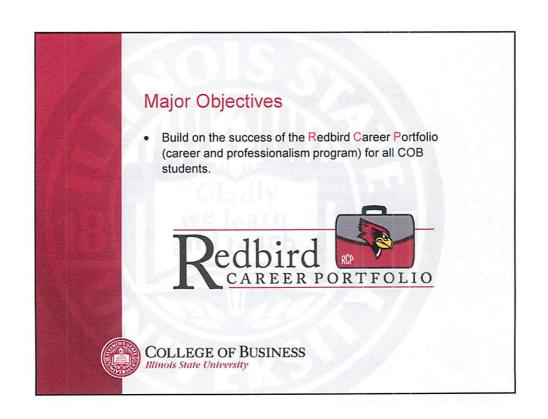
Some Perspective:

No. of business schools/colleges world wide No. of those accredited by AACSB No. accredited in both business and accounting > 10,000 831

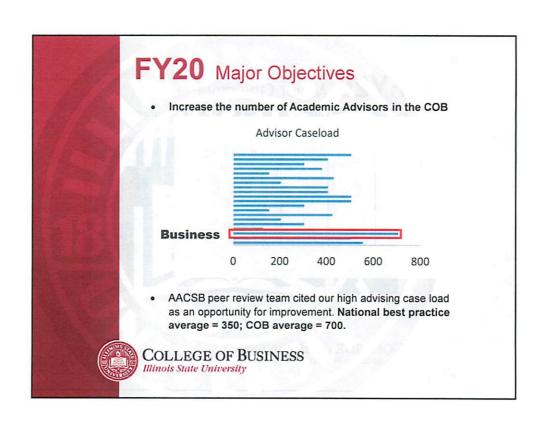
The ISU COB is in the elite 1.87 percent of accredited business and accounting schools world wide. We can proudly say that we have attained and maintained the accreditation gold standard.

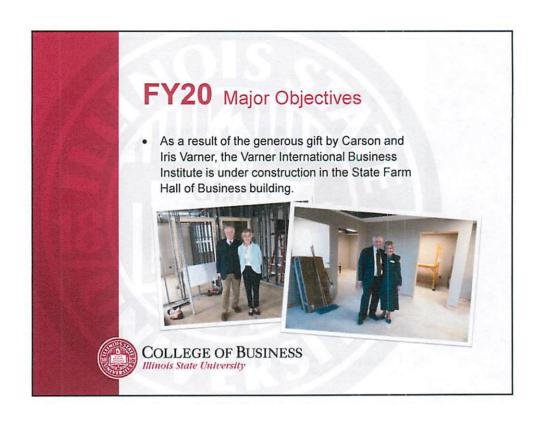


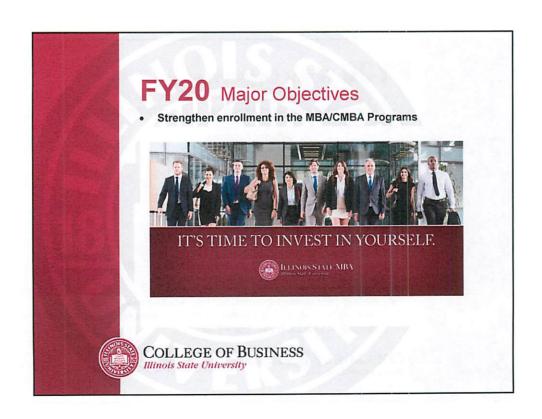


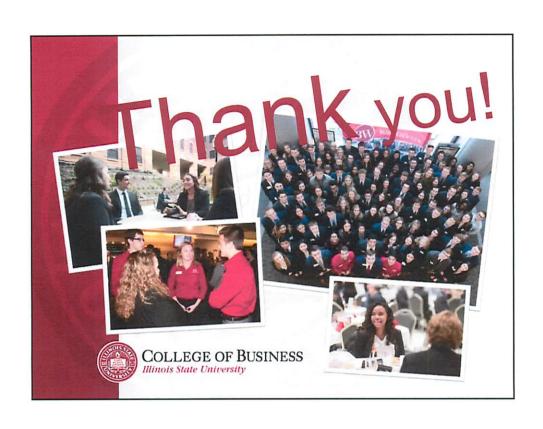












Debbie Lindberg

Current Assignment: Interim Associate Dean for Accreditation & Operations (past 2 years)

Previously: Professor of Accounting – at ISU 1997 - 2017 (20 years)



Accreditation Comments

- *Last* visit by the Accreditation Team Fall 2016 resulted in:
 - Extended Accreditation for the undergraduate and master's degree programs in **business** offered by Illinois State University for 5 years
 - Extended Accreditation for the undergraduate and master's degree programs in accounting offered by Illinois State University for 5 years



Accreditation Comments

- Next visit by the Accreditation Team Fall 2021 or Spring 2022
 - Maintain and improve upon Assessment efforts, strategic planning efforts, etc.
 - Focus is on "continuous improvement," based on the Mission of the College
 - Applications for next accreditation cycle are due July 1, 2019
- Self study academic year Fall 2020 Spring 2021
- Must apply for accreditation by July 1, 2019

Note: Educational Testing Service (ETS) "Major Field Tests" are given to BUS 285 students [prerequisite to MQM 385] before the beginning of each semester; culminates in national comparative data (for assessment purposes)



Operations Comments/ Responsibilities

- ➤ Sedona Webmaster Sedona used for:
 - ✓ Accreditation reporting
 - ✓ Principles for Responsible Management Education (PRiME) reporting (prepared report this past summer)
 - ✓ Dean's annual budget report to the University



Operations Comments/ Responsibilities

- College Budget Oversight and Reporting (operating funds & funding for non-tenure track faculty)
- New COB Faculty Orientation (7 new faculty in FY19; 3 in the Fall for FY20)
- Dean's liaison to COB Technology Team
- Dean's liaison to COB Human Resources Development (HRD) Team
- Dean's representative on Academic Facilities Advisory Council (AFAC)
- Dean's representative on Academic Fiscal Management Advisory Council (AFMAC)



Operations Comments/ Responsibilities

- Oversight of the Faculty Resource Center (FRC), which supports faculty and staff's technology (IT) needs; the FRC also prints tests, reports, brochures, programs, etc.
- The FRC also supervises the building service workers (BSW's), and oversees maintenance and new construction projects





• Completion of the Varner International Business Institute





COLLEGE OF BUSINESS

Accomplishments by the entire Dean's office Team

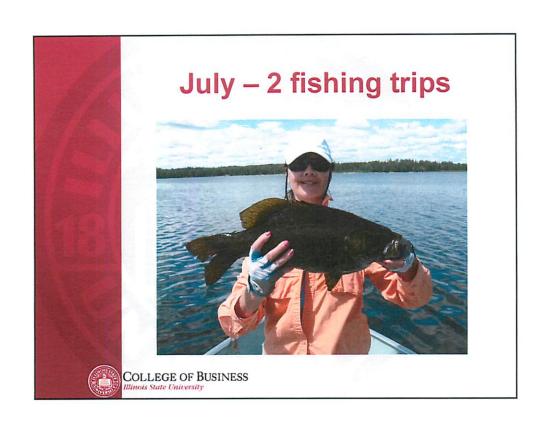
• Completion of two new computer classrooms in the lab area

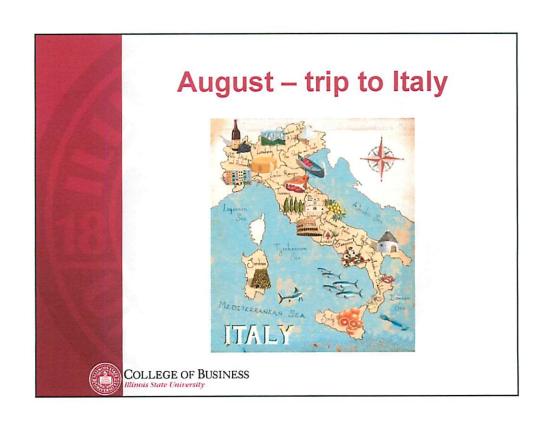


 Cleaning of the "open area" of the COB atrium after MANY years

So ... that takes us to the end of June 2019 ...





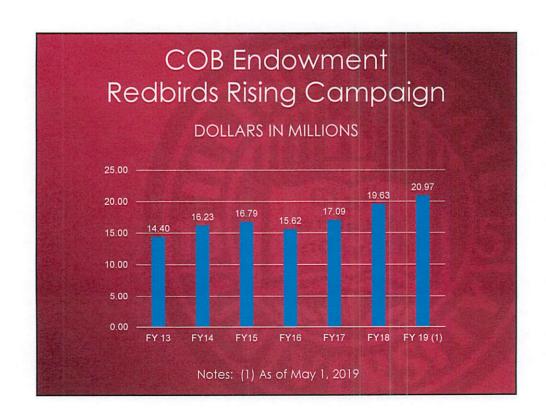


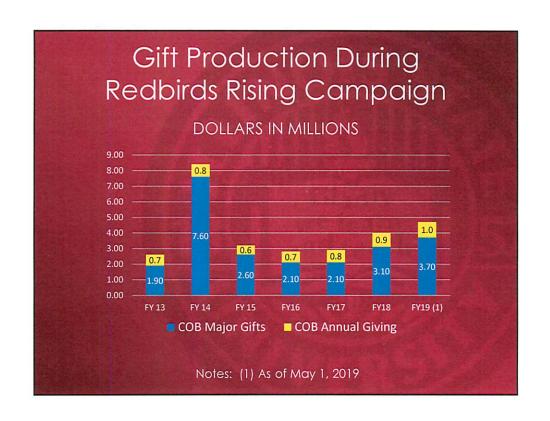


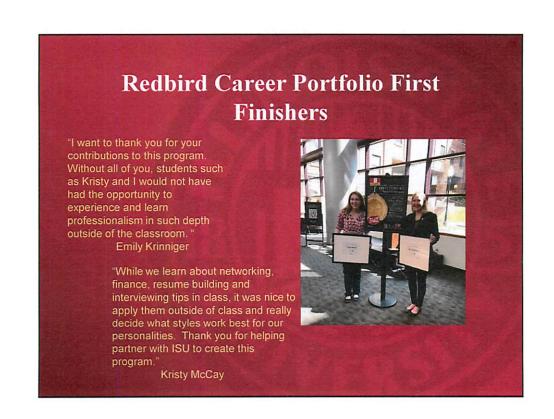
Gifts Redbirds Rising (Campaig
NIVERSITY	
Gifts Received During Campaign	\$142,534,124.96
Campaign Goal	\$150,000,000.00
Number of Donors	51,194
Number of New Donors	23,234
OLLEGE OF BUSINESS	
Gifts Received During Campaign	\$26,464,232.86
Campaign Goal	\$28,000,000.00
Number of Donors	5,959
Number of New Donors	2,090

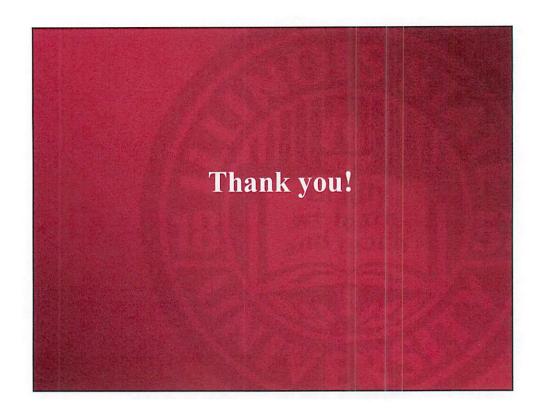
College of Business Year over Year Comparison

SCHOLARSHIP & FUNDS	FY 2017	FY 2018
Scholarship Funds	98	115
Scholarships Awarded	301	468
New Scholarships Established	6	17
Foundation Funds	156	173
Foundation Funds Supported	104	114
New Foundation Funds Created	7	18
ENDOWMENT	FY 2017	FY 2018
Annual Spending Distribution	\$674,251.58	\$690,176.83
Total Endowment Amount	\$17,087,565.50	\$19,631,995.57





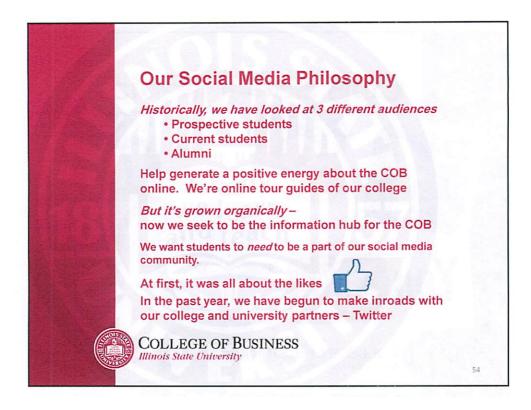


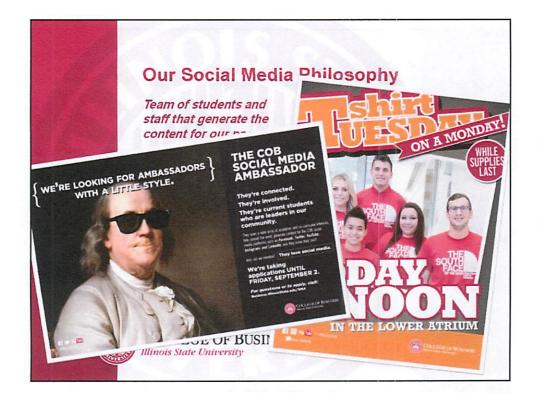


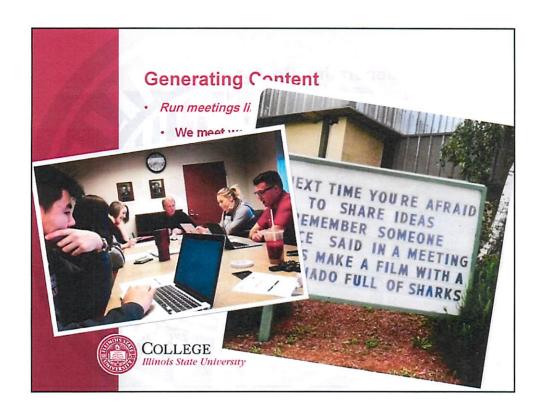


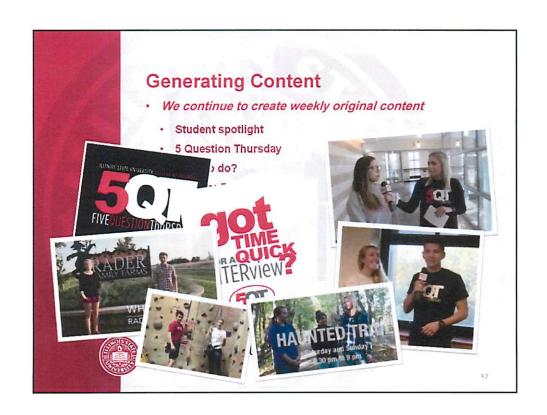






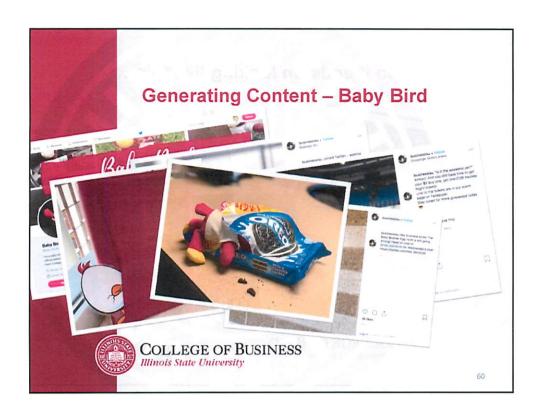


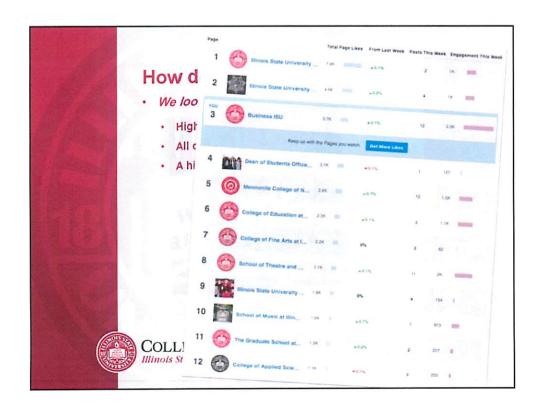




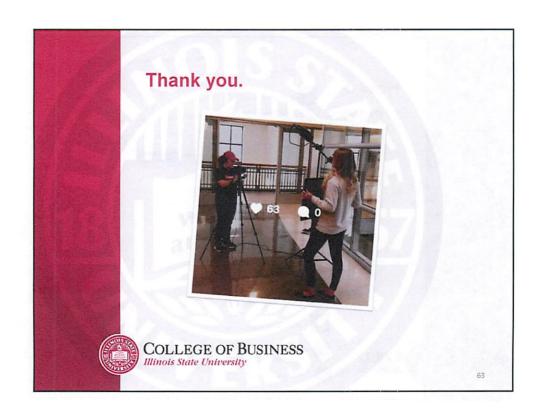


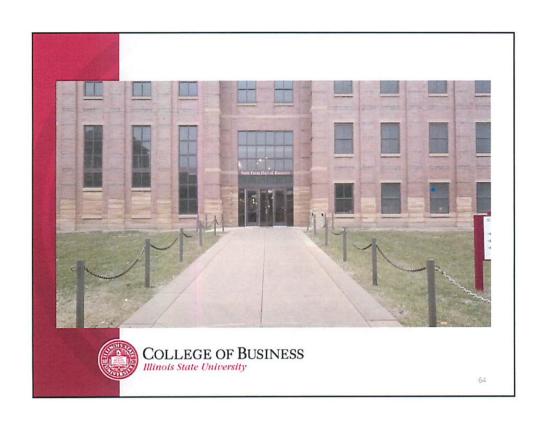














COB Advisory Board Meeting May 16, 2019 Dr. Deborah Seifert – Chair, Department of Accounting

• Damien Cannavan –New Hire Fall of 2019 Managerial Accounting Gladly we learn and teach

New Curriculum



- Advanced Forensic Analytics Ace 453- Fall 2019
- Accounting Ethics Acc 236 Fall 2019
- Forensic Accounting Acc 452 Spring 2020
- Certificates Forensic Auditor, Data Scientist,
 Project Management Up and Going

®

Student Professionalism and Career Opportunities



 Accounting and BIS Only Career Fairs in September 2018 and February 2019 – 250 students, 40 recruiters in the fall, 25 recruiters and 100 students in the spring

®

Certifications and Internships



- Scrum Certification (BIS Area) Earned by over 20 Students in Rosie Hauck's Class
- Over 80 Students had Accounting Internships in FY 19 for Academic Credit

Gladly we learn and teach

Student Awards and Leadership Development



- Team Competed in Data Analytics Competition at NIU – April 2019
- Officers from All Five Department of Accounting Student Groups Sent to Leadership Conferences this Year
- Accounting and Financial Women's Alliance Student Group Received National Recognition for their Book Club – Fall 2018

®

®

Alumni and Advisory Boards



- Four Accounting Alumni Honored With the Early Career Achievement Award
- Two Accounting Alumni Inducted in to the College of Business Hall of Fame
- Many Presentations by Alumni for the Five Departmental Student Groups

®

Alumni and Advisory Boards



- Department of Accounting Advisory Board Scholarship Golf Outing on September 21, 2018 raised \$14,000
- The Department of Accounting Hosts
 Advisory Board Meetings for Both
 Accounting and BIS in the Fall and the
 Spring.
 - Meeting held in October 2018
 - Meeting held in May 2019

®

New Scholarship Program



- Award Banquet was April 25, 2019.
 - Over \$100,000 in scholarships given out
- Career Fair will be September 13, 2019
- Scholarship Golf Outing will be September 20, 2019

R

Wrap Up



• Questions or Comments?



Department of Marketing Update

COLLEGE OF BUSINESS ADVISORY BOARD MEETING DR. HORACE MELTON, DEPARTMENT CHAIR MAY 16, 2019

Department of Marketing Accomplishments in 2018-2019

2nd Annual Redbird Regional Sales Competition

- 13 sales programs from Universities across the Midwest
- 45 top sales students competed







Department of Marketing Accomplishments in 2018-2019

National Collegiate Sales Competition (73 Universities, 146 competitors)

- ISU Overall Champion Andrew Grant and Alyssa Yurgil
- ISU Individual Champion Andrew Grant
- Coached by Dr. Duleep Delpechitre



Department of Marketing Accomplishments in 2018-2019

First full year of the Sales Excellence Academy

- Student-led organization designed to develop and sharpen student sales skills
- o Instructional workshops
- o Internal Sales Competition



Department of Marketing Accomplishments in 2018-2019

Business Analytics Graduate Certificate Program launched

- 15 students admitted (including two from COUNTRY Financial)
- · Four MBA analytics courses completed in one year:
- MBA 416 Applied Tools for Business Decision-Making
- ACC 471 Advanced Business Analytics
- MKT 440 Brand Management and Analytics
- MKT 445 Advanced Marketing Analytics

Masters of Science in Business Education Program launched

- · 6 students admitted, international interest in the degree
- Two year program
- Pedagogy intensive track for middle and high school business teachers available completely online
- · Content intensive track for business professionals preparing to teach in Community Colleges

Marketing Meet the Firms ILLINOIS STATE UNIVERSITY MEET the FIRMS NETWORKING, INTERNSHIP AND JOB FAIR FOR MARKETING

- This fair, the lillinois State University Department or Iviarketing is proud to nost a liviest the Firms career fair and networking event.
- Company representatives will have the opportunity to interact with students who are interested in pursuing careers in marketing analytics, sales, promotions, and other areas of marketing.
- The event will provide the formality of a traditional career fair plus a more informal setting where company representatives can socialize with interested candidates.

Department of Marketing Accomplishments in 2018-2019

Dr. Aysen Bakir

Outstanding University Researcher – named by the Office of the Provost, and honored at the Founders Day



Dr. Duleep Delpechitre

College of Business 2018-2019 Amar Kamath Faculty Innovation Award



Goals for 2019-2020

Expand on campus recruiting for marketing internships and career opportunities

Meet the Firms for Marketing Students

Increase enrollment in the Business Analytics Graduate Certificate program

Expand curriculum

- Introduce new Digital Marketing elective course (IMC)
- Design new Marketing Analytics Data Management and Salesforce Consulting courses

Host Team Selling Intercollegiate Sales and Analytics Case Competition and Redbird NATIONAL Sales Competition

Fund faculty research support initiatives

- o Student research pool management software
- o Acquisition of Nielsen Consumer Panel Data

Faculty Recruitment

New Hire: Starting Fall 2019 Integrated Marketing Communication Faculty

Aaron Charlton, currently a PhD Candidate University of Oregon

Research Interest: Brand Latitude

Professional Experience: Digital Marketing Manager and Infantry Captain, U.S. Army



Faculty Recruitment

New Hire: Starting Fall 2019 Integrated Marketing Communication Faculty

Aditya Gupta, PhD University of Nebraska-Lincoln

Research Interest: Consumer Pursuit of Happiness and Well-Being

Professional Experience: Proctor & Gamble Key Account Manager





Management & Quantitative Methods Spring 2019



Student Activities

DEPARTMENT OF MANAGEMENT AND QUANTITATIVE METHODS Millinois State University

- · SHRM:
 - · Raised money for Polar Plunge in November;
 - · Hosted the regional HR Games in March
- SHRM worked with Women in Business:
 - "Mind Our Business":
 - · Basic (April 8)
 - · Corporate (April 9)
 - Self (April 11)
- Best large-group RSO in COB: WiB





Student Activities

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MBA accomplishments



- MBA Distinguished Student Leaders:
 - Alex Hovelin
 - · Abdul Munam Shaikh





Advisory Council activities



- Adding "new alumni" positions;
- Mentor cloud updates;
- Video project

https://business.illinoisstate.edu/management/



Curricular progress



- Updating 200-level Entrepreneurship courses to add Corporate Entrepreneurship;
- Updating MQM 335, now Operations Analytics Quality Management, which will be taught with a simulation based approach;
- Curriculum Team has forwarded to the UCC and GEC a Gen Ed course called "Diversity, Inclusion, and Equality in the Workplace" for the category "Individuals in Civic Life"

Faculty accomplishments



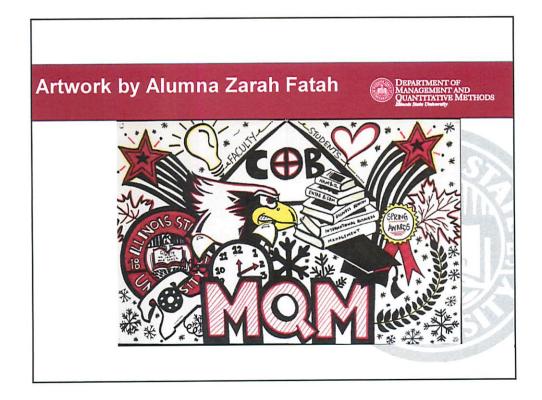
- · Dr. Elango Balasubramanian named University Professor;
- Tenure and promotion to associate:
 - Sue Dustin
 - · Tera Galloway
 - · Tina Thompson
- · Tenure: Barb Ribbens
- · Updating personnel policies:
 - · Research, Teaching, and Service



FY 20 goals



- · Running a search in Entrepreneurship;
- Having conversations about retention in terms of inclusion, diversity, learning style, and student expectations;
- Continuing the conversation about requirements for earning the rank of full professor;
- · Analyzing how to improve business writing;
- Helping VIBI transition to new offices!



Department of Finance, Insurance, and Law

Domingo Castelo Joaquin FIL Department Interim Chair





• Graduates: 217/53

Average salary: \$48,800/\$50,200

• Job Offers: 50%/56%

• Internship: 70%/61%

Spring/Fall 2018 Senior Survey



Student Recognition Night: April 9, 2019 90+ Scholarship Awards





Curriculum Update

Early Start Sequ	uence	
	Fall	Spring
Freshman		
Sophomore		Intro to Finance Major
Junior	Finance Electives	Finance Electives
Senior	Finance Electives	Finance Electives

Flexibility in timing start/completion of finance major courses.

FIL Advisory Board concurs with Students



Financial decision support systems modeling using Excel and Tableau.

Industry Partnerships

- Finance and insurance scholarship awards:
 - · University, individual, and corporate-sponsored...
- 50+ Executives serving on advisory boards
 - · Feedback on curriculum and other initiatives
- · 40+ Finance and insurance internships:
 - · Caterpillar, Archer Daniels Midland...



New FIL Faculty

Tice Sirmans
PhD(Florida State, 2018)
JRI, FIL Research Team





Timothy Trombley PhD(Purdue, 2015) JFQA, FIL Curriculum Team

Faculty Retirements and Departures



Hiring Requests

Finance

- 3 positions (1 approved)

Risk Management and Insurance

- 2 positions (1 Approved)

2, 2,0 \$

New Leadership and Direction

Institute Director Financial Planning and Analysis





Internship Director