New Course Request

Indiana University

Check Appropriate Boxes: Undergraduate credit [ ] Graduate credit [ ] Professional credit [x]

1. School/Division: School of Business
2. Academic Subject Code: BUKD
3. Course Number: Q724 (must be cleared with University Enrollment Services)
4. Instructor:
5. Course Title: Global Strategy
   Recommended Abbreviation (Optional): (Limited to 32 Characters including spaces)
6. First time this course is to be offered (Semester/Year):
7. Credit Hours: Fixed at ______ or Variable from ______ to ______
8. Is this course to be graded S-F (only)? Yes [x] No
9. Is variable title approval being requested? Yes blank No [x]
10. Course description (not to exceed 50 words) for Bulletin publication: see attached

11. Lecture Contact Hours: Fixed at ______ or Variable from ______ to ______
12. Non-Lecture Contact Hours: Fixed at ______ or Variable from ______ to ______
13. Estimated enrollment: 25 of which 100 percent are expected to be graduate students.
14. Frequency of scheduling: N/A Will this course be required for majors? yes
15. Justification for new course: see attached
16. Are the necessary reading materials currently available in the appropriate library? __________
17. Please append a complete outline of the proposed course, and indicate instructor (if known), textbooks, and other materials.
18. If this course overlaps with existing courses, please explain with which courses it overlaps and whether this overlap is necessary, desirable, or unimportant.
19. A copy of every new course proposal must be submitted to departments, schools, or divisions in which there may be overlap of the new course with existing courses or areas of strong concern, with instructions that they send comments directly to the originating Curriculum Committee. Please append a list of departments, schools, or divisions thus consulted.

Submitted by: Richard Magk [Signature] Date 1-29-07
Department Chairman/Division Director

Dean of Graduate School (when required) Date

Approved by: [Signature] Date 2-16-07
Dean

Chancellor/Vice-President Date

University Enrollment Services Date

After School/Division approval, forward the last copy (without attachments) to University Enrollment Services for initial processing, and the remaining four copies and attachments to the Campus Chancellor or Vice-President.

UPS 724
University Enrollment Services Final—White; Chancellor/Vice-President—Blue; School/Division—Yellow; Department/Division—Pink; University Enrollment Services Advance—White
Q724 Global Strategy

This capstone course helps the student understand the problems faced by, and the decisions made by, executive managers who have to balance the needs and desires of shareholders, customers, and employees with the requirements of local country mores and government regulations. It requires consolidation of skills and knowledge from a variety of disciplines including management, finance, marketing, and ethics. The course uses the case study approach supplemented by readings and lectures. The cases are directed toward evaluating the conflicting pressures that managers encounter, rather than a detailed analysis of a particular facet. This is a required CORE course.
Kelley School of Business
Q Course Requests for Kelley/Thunderbird Dual Degree Program

**Background:** Kelley Direct is partnering with Thunderbird Garvin School of International Management on a dual MBA/MIM degree. In this program, enrollment in both institutions is concurrent and leads to two degrees awarded at the same time.

**Issues:** 1) Financial aid is only awarded if/when graduate students are enrolled at least part-time at IU. Due to the academic structure of the program, there is one term (the final term) when students will be below half-time status and therefore not eligible for aid. 2) Indiana and Arizona are located in two different Veteran's Affairs processing regions; this could lead to "double-dipping" and the ultimate need for the student to re-pay Veteran's Affairs benefits granted in error.

**Resolution:** After working with the Office of the Registrar (which includes Veteran's Affairs), we determined Indiana University would be the "home" institution for the dual degree program. The IUPUI Office of the Registrar already works with other IU academic units and their unique relationships with other institutions; therefore, the internal processes and knowledge needed to support exceptional arrangements are already established.

Verifying satisfactory enrollment with respect to the accurate certification of veteran's benefits is the primary responsibility of the "home" institution. As a result, Kelley Direct needs to transcript Thunderbird courses for the purposes of total credit-hour enrollment and satisfactory degree completion on an IU transcript.

To do so, we are requesting the following Q course numbers be reserved from this time forward for Thunderbird courses associated with the dual degree program. Dual degree students will be registered for Thunderbird courses on both the IU and Thunderbird campuses; however, specific grades will be provided on the Thunderbird transcript, and S or F will be noted on the IU transcript.

**Summary:** In order to provide and Veteran's Affairs benefits to students in the Kelley/Thunderbird dual degree program, specific course numbers for Thunderbird courses are needed to verify total program credit-hour enrollment, and these courses must be noted as S or F for the purpose of verifying degree progress. Students will be educated on the front-end about not meeting financial aid enrollment requirements in the final term and counseled during the program about their borrowing ability and need to save loan funds for the final bill.