



# COLLEGE OF BUSINESS

*Illinois State University*

# Budget Presentation

College of Business | Illinois State University | March 28, 2017



**COLLEGE OF BUSINESS**  
*Illinois State University*

# Budget Presentation

## Introduction

## FY17 Accomplishments & Productivity

- Accomplishments
- Productivity/Metrics
- Use of Funds

## FY18 Planning

- Major Objectives
- Permanent Funding
- Strategic Budget Carryover
- Enhancement Request
- Personnel Requests



# College Leadership Team

Ajay Samant

*Dean*

Dan Goebel

*Associate Dean*

Tim Longfellow

*Associate Dean*

Debbie Seifert

*Interim Chair, Accounting*

Gary Koppenhaver

*Chair, Finance, Insurance and Law*

Roberta Trites

*Interim Chair, Management & Quantitative Methods*

Horace Melton

*Interim Chair, Marketing*



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*Imagine*

# **FIRST CHOICE IN UNDERGRADUATE BUSINESS EDUCATION**



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*Illinois State University*

*Imagine*

**FIRST CHOICE IN  
UNDERGRADUATE  
BUSINESS  
EDUCATION**



**COLLEGE OF BUSINESS**  
*Illinois State University*

A vertical stack of accreditation logos. From top to bottom: 1. CFP BOARD logo in yellow text on a black background with a yellow border. 2. THE UNIVERSITY SALES EDUCATION FOUNDATION logo featuring a globe icon and text on a white background with a yellow swoosh. 3. Business Insurance logo in blue text on a white background. 4. NASBA logo in white text on a blue background with the text "National Association of State Boards of Accountancy" below it. 5. CUIBE logo in blue and orange text with a globe icon and the text "Consortium for Undergraduate International Business Education" below it. 6. The Princeton Review logo in black text on a white background with a yellow corner graphic.

# FY17

## Accomplishments and Productivity



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*Illinois State University*

# 2012 - 2017

## Mission, Vision, Core Values, Goals, Strategies and Tactics

### Vision:

The first choice for business education in Illinois

### Mission:

Through our shared commitment to excellence in teaching, research, and service, we prepare students to be skilled and ethical business professionals who will make significant positive contributions to organizations, to communities, and to our larger society.



**COLLEGE OF BUSINESS**  
*Illinois State University*

**Goal One**  
Prepare students to become skilled business professionals who can contribute positively to organizations and society.

**Strategies**

1. Maintain high expectations for excellence in student performance and ethical conduct.

**Tactics**

- A. Highlight standards of excellence for our students.
- B. Enhance the Professionalism of the responsibility of business to society, ethical issues and standards of professional behavior and ethical conduct.
- C. Build awareness and professional behavioral educational experiences.

**Tactics**

- A. Continue to offer class sizes of approximately 30 in major and elective classes.
- B. Optimize and enhance summer course offerings (COB core and required major classes) to support timely graduation.
- C. Build a strong sense of community, engagement, and satisfaction among students.
- D. Increase internships and other experiential learning opportunities with high academic quality and rigor.
- E. Provide opportunities for students to pursue professional certifications and seek graduate degrees.
- F. Monitor the number and success of students seeking and obtaining professional designations.

**Tactics**

3. Maintain a student body consisting of diverse, motivated individuals with high standards and high expectations. (stat. cit.)

**Tactics**

- A. Recruit and retain a diverse group of high-achieving students, underrepresented students, students with financial need, and transfer students.
- B. Increase recruitment efforts targeting high achieving students, underrepresented students with financial need, and transfer students.
- C. Develop programming to engage a wide spectrum of the COB student body.
- D. Grow and enhance international opportunities for students and faculty.
- E. Continue to provide an integrated and responsive curriculum. (stat. cit.)

**Tactics**

- A. Use the AACSB Assurance of Learning process and outcomes to guide for continuous improvement.

See vision and mission January 2012

**Goal Two**  
Build a community of excellent scholars, teachers, and support staff.

**Strategies**

1. Employ an excellent faculty and staff who meet the needs of COB stakeholders. (stat. cit.)
2. Provide state-of-the-art facilities, technology, and technology support for faculty, faculty, and staff. (stat. cit.)

**Tactics**

- A. Recruit and retain high quality and diverse faculty and staff.
- B. Provide adequate Charitable Foundation support to faculty, faculty, and staff. (stat. cit.)

**Tactics**

- A. Maintain a building that is modern and provides a professional learning environment.
- B. Increase knowledge and appreciation by students, faculty, and staff of faculty and staff.
- C. Maintain quality community and technology support for students, and professional development. (stat. cit.)

**Tactics**

3. Provide professional and social opportunities that facilitate self-discovery and professional development. (stat. cit.)
4. Provide opportunities for faculty and staff development and engagement through participation in professional networks, seminars, and workshops.
5. Increase opportunities for career learning and mentoring with speakers and/or campus, business, and industry events for students, faculty, staff and other relevant constituents.

**Tactics**

- A. Increase opportunities for faculty and staff development and engagement through participation in professional networks, seminars, and workshops.
- B. Increase opportunities for career learning and mentoring with speakers and/or campus, business, and industry events for students, faculty, staff and other relevant constituents.
- C. Increase welcoming and networking events for students, faculty, staff and other relevant constituents.

**Goal Three**  
Promote and communicate our successes and our vision of excellence and national recognition.

**Strategies**

1. Provide opportunities for the faculty to develop nationally recognized expertise. (stat. cit.)

**Tactics**

- A. Encourage leadership in professional organizations and activities related to the publication of quality journals.
- B. Increase private and federal grant research activity.
- C. Increase funding and encouragement for faculty professional development opportunities.

**Tactics**

2. Maintain AACSB International accreditation for business and accounting. (stat. cit.)

**Tactics**

- A. Develop and maintain a faculty-centered statement of learning program.
- B. Develop and monitor faculty professional qualifications.
- C. Develop and monitor quality and impact measures.
- D. Maintain and ensure effective strategic management processes.
- E. Monitor engagement, innovation, and impact.
- F. Monitor engagement, innovation, and impact. (stat. cit.)

**Tactics**

3. Continue developing an effective marketing communications strategy. (stat. cit.)

**Tactics**

- A. Create an infrastructure to assure visual, linguistic and message consistency.
- B. Create and follow a marketing and media relations plan which includes a social media strategy.
- C. Create an appropriate sub-brand for the COB within the ISU brand.

**Tactics**

4. Encourage national and international recognition of the COB and individual programs. (stat. cit.)

**Tactics**

- A. Seek out opportunities for national rankings and recognitions for all degree programs.
- B. Obtain recognition for excellence through rankings and other third party information sources.

See vision and mission January 2012

**Goal Four**  
Create and strengthen partnerships with alumni and business organizations.

**Strategies**

1. Continue existing and seek out new programs that strengthen partnerships. (stat. cit.)

**Tactics**

- A. Create and support centers and institutes central to our mission.
- B. Develop and maintain appropriate initiatives and partnerships.

**Tactics**

2. Maintain existing and create new relationships with business and organizations that partner with the COB.

**Tactics**

- A. Increase opportunities for business partners to meet and interact with students, business and organizations that partner with the COB.
- B. Increase number of business partners who seek to interview and hire our students.
- C. Increase student awareness of career options and the soft skills needed to succeed in a career.

**Tactics**

3. Increase private financial support. (stat. cit.)

**Tactics**

- A. Increase private giving for College priorities: scholarships, attracting and retaining faculty, donations, research, faculty development, and student development.
- B. Increase the number of individual professional and faculty scholars.
- C. Grow the COB "association four" to provide support for programming central to the mission of the College of Business.

**Tactics**

4. Maintain an active and vibrant COB Alumni network. (stat. cit.)

**Tactics**

- A. Develop centers for social media outlets to support the COB Alumni Network.
- B. Support opportunities for alumni to interact and become involved in the life of the College of Business.
- C. Continue to refine and publish News & Views in both paper (where appropriate) based on demographics and electronic formats.

See vision and mission January 2012



# Our Goals

are aligned with Educating Illinois

## GOAL 3

Foster an engaged community and enhance the University's outreach and partnerships both internally and externally.

## GOAL 4

Enhance institutional effectiveness by strengthening the organizational operation and enhancing resource development.

national recognition

## Goal Four

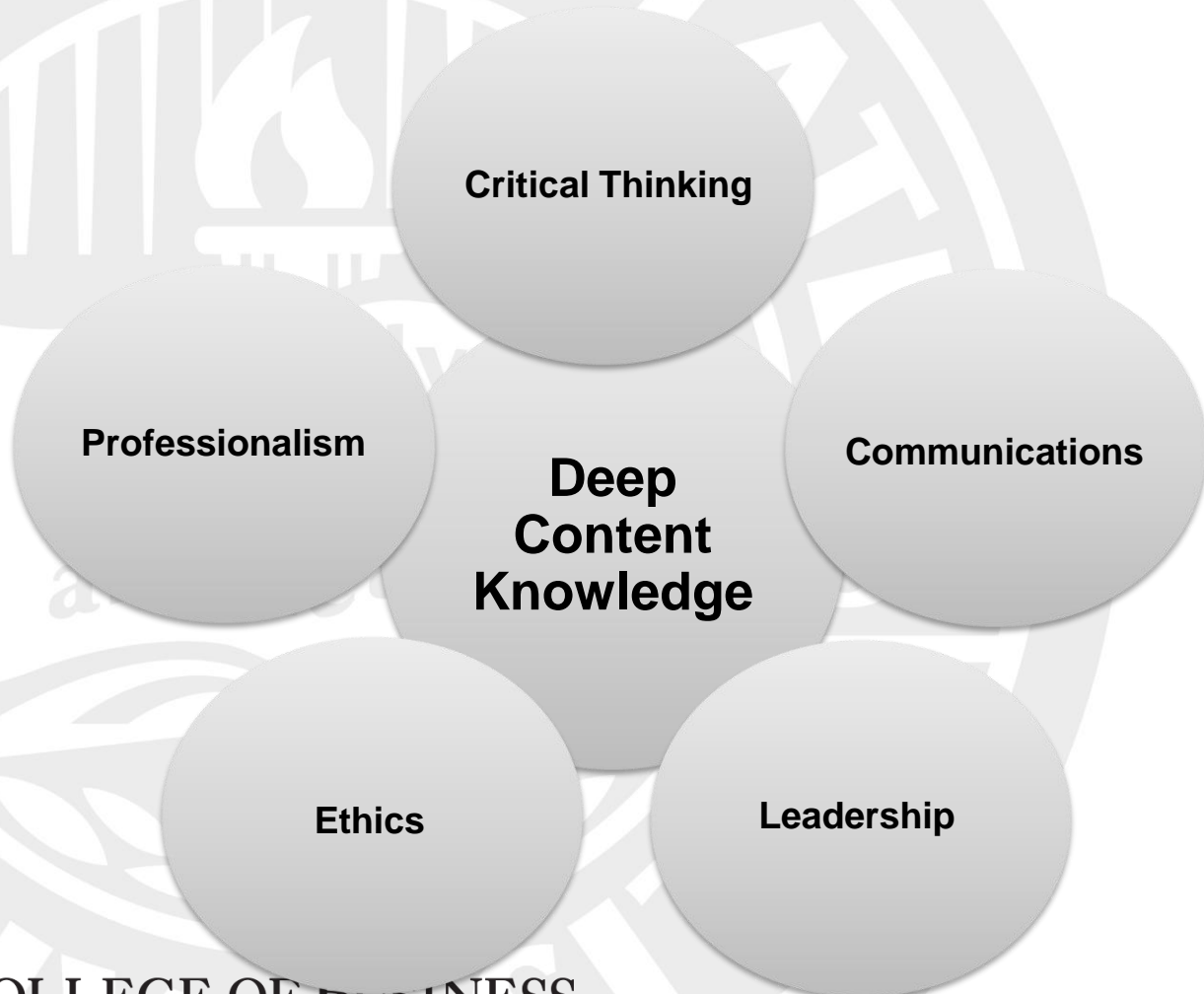
Create and strengthen partnerships with alumni and business organizations



# Skilled Business Professionals

## Goal One

Prepare students to become skilled business professionals who can contribute positively to organizations and society



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## Goal One

Prepare students to become skilled business professionals who can contribute positively to organizations and society

# COBEC

College of Business Executive Council



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## Goal One

Prepare students to become skilled business professionals who can contribute positively to organizations and society

# ILLINOIS STATE UNIVERSITY BUSINESS WEEK 2017

- The Business Week program provides opportunities for students to learn and apply business skills outside the classroom



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ILLINOIS STATE UNIVERSITY  
**BUSINESS WEEK** 2017

## Goal One

Prepare students to become skilled business professionals who can contribute positively to organizations and society

### BW Fall Events:

- BW Golf Outing: A Teaching Experience
- Movie Talk: Corporate Ethics – *The Big Short*
- Mentor Program Recruitment
- Corporate Social Responsibility
- Case Competition

### BW Spring Events:

- Professional Development Dinner
- Transition Seminars
- International Business Showcase
- COB Hall of Fame
- Keynote Address and Reception

### INSPIRE:

*A Women's Exchange of Knowledge*



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## BUSINESS WEEK UPCOMING EVENTS

### FALL SEMESTER 2016

TUESDAY, OCTOBER 11

**Movie Talk: *THE BIG SHORT***  
*Discussing Ethics in Today's World*  
NORMAL THEATER - UPTOWN NORMAL

OCTOBER 2015

**Mentor Program Recruitment Begins**

FRIDAY, NOVEMBER 11

**Corporate Social Responsibility Case Competition**  
*Discussing Ethics in Today's World and Workplace*  
STATE FARM HALL OF BUSINESS

### SPRING SEMESTER 2017

MONDAY, FEBRUARY 20

**Professional Development Dinner**  
MARRIOTT HOTEL AND CONFERENCE CENTER | UPTOWN NORMAL

TUESDAY, FEBRUARY 21

**Transition Seminars and IB Showcase**  
STATE FARM HALL OF BUSINESS

THURSDAY, FEBRUARY 23

**Keynote Address and Reception**  
ILLINOIS STATE UNIVERSITY CENTER FOR PERFORMING ARTS

FRIDAY, FEBRUARY 24

**INSPIRE:**  
**A Womens Exchange of Knowledge**  
ILLINOIS STATE UNIVERSITY ALUMNI CENTER AND THE NORMAL THEATER

Business.IllinoisState.edu/BusinessWeek  
f t You Tube #BWISU2017

ILLINOIS STATE UNIVERSITY  
**BUSINESS WEEK** 2017

ILLINOIS STATE UNIVERSITY  
**BUSINESS WEEK**  
2017

## Goal One

Prepare students to become skilled business professionals who can contribute positively to organizations and society



## *2017 Business Week Mentor Program*



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ILLINOIS STATE UNIVERSITY  
**BUSINESS** WEEK 2017

## Goal One

Prepare students to become skilled business professionals who can contribute positively to organizations and society



**Inspire**  
A WOMEN'S EXCHANGE  
of KNOWLEDGE

A unique mentoring experience for women  
and a beneficial keynote speaker for everyone.

**BUSINESS ETIQUETTE? MENTOR TRAINING?  
ENGAGING WITH PROFESSIONAL LEADERS?  
CAREER MANAGEMENT AND GOAL SETTING?  
CHECK, CHECK, CHECK, AND CHECK.**

**FRIDAY - FEBRUARY 24**  
STATE FARM HALL OF BUSINESS &  
THE NORMAL THEATER - UPTOWN NORMAL

**SPEED MENTORING  
WITH WOMEN  
PROFESSIONALS**  
SFHB  
9:00 - 11:30am

**KEYNOTE SPEAKER:  
LYNNE WEIL**  
GREAT LAKES REGIONAL HEDGE FUND  
& MUTUAL FUND LEADER, AUDIT PARTNER  
RSM  
NORMAL THEATER  
1:00 - 2:15pm



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# Employ an excellent faculty and staff who meet the needs of COB stakeholders

## Goal Two

Build a community of excellent scholars, teachers, and support staff

Dept	Professional Development Activity						Total
	Instruction	On Pr		Research	Tech	AoL	
ACC	1			6	4	1	25
FIL	2			8	4	5	50
MKT	3	4		5	3	2	29
MQM						1	1
<b>Total:</b>	<b>6</b>	<b>8</b>	<b>52</b>	<b>19</b>	<b>11</b>	<b>9</b>	<b>105</b>

Deep  
Content  
Knowledge





# Employ an excellent faculty and staff who meet the needs of COB stakeholders

## Goal Two

Build a community of excellent scholars, teachers, and support staff

Research Categories								
Dept	Art	Chp	Pr	Grant	Wrk	Oth	Total	
ACC	18			4	5	15	45	
FIL	12				28	1	60	
MKT	31				37		97	
MQM	13			1	11		42	
<b>Total</b>	<b>74</b>	<b>3</b>	<b>39</b>	<b>20</b>	<b>11</b>	<b>81</b>	<b>16</b>	<b>244</b>

Deep  
Content  
Knowledge



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## Goal Two

Build a community of excellent scholars, teachers, and support staff

- Provide Professional Development Opportunities for the Faculty



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The image shows the cover of the "eNEWS" newsletter for Spring 2017. The cover is titled "eNEWS" in a large, stylized font, with "news from the college of business" underneath. The date "JANUARY 19, 2017" is in the top right corner. A red circular badge in the center says "SPRING 2017". The main headline is "DEADLINES AND ANNOUNCEMENTS" in large, bold, red letters. To the right of the headline is a cartoon illustration of a person shouting into a megaphone. Below the headline, there are several sections of text:

**COLLEGE OF BUSINESS RESEARCH PRESENTATIONS SCHEDULED**  
*I look forward to your participation in these seminars from our outstanding scholars and international guests of our college. I thank all the attendees and presenters for their support for the COB Research Seminars series. Faculty interested in making presentations are very encouraged to contact me.*  
*Lunch will be provided for attendees at the presentation. Please let me know (elango@ilstu.edu) two days (by Wednesday midnight) before the date of presentation if you are planning to attend. - Elango*

**MARCH 3, 2017 | SFHB 430**  
Presentation # 1 | 11:15am - 12:00Noon | Dr. Gary Hunter  
*One Godiva or Three Kisses?*  
*Exploring the Effectiveness of Stereotype Disconfirmations on Country Image*

Presentation # 2 | 12:15pm - 1:00pm | Dr. Nathan Hartman  
*Demonstrating Sensitivity Analysis: A Way to View the Common Method Variance Problem*

**MARCH 31, 2017 | SFHB 430**  
Presentation # 1 | 11:15am - 12:00Noon | Dr. Juno Lim  
*The Impact of In-Store Customer Relationship Management (CRM) Software on Customer Shopping Behavior*

Presentation # 2 | 12:15pm - 1:00pm | Int'l Visiting Scholar - Xuellen Wu (Suzhou Institute of Trade & Commerce)  
*Employer Education Assistance to Children of China's Urban Floating Population: An Antecedent to Organizational Effectiveness*

**APRIL 21, 2017 | SFHB 430**  
Presentation # 1 | 11:15am - 12:00Noon | Dr. Aysen Bakir  
*Adolescents' Consumption Behavior*

Presentation # 2 | 12:15pm - 1:00pm | Dr. Somnath Lahiri  
*Do You Want Your Emerging Market Alliance-Project to be Successful?*

**DEADLINE FOR COUNTRY FINANCIAL FACULTY SCHOLAR AWARD** is January 20th, 2017. Specific guidelines for the request for proposals is available at the College's governance drive (G: Drive) in a folder entitled "Research Support and Grant Documents".

**DEADLINE FOR SUBMISSION OF FY17-18 COBRF/URG PROPOSALS** to department offices will be 4:30 PM, Friday, March 17, 2017. Specific guidelines for preparing this year's proposals will be available at the College's governance drive (G: Drive) in a folder entitled "Research Support and Grant Documents" by the end of this month (i.e., 31st January 2017).

**DEADLINE FOR SUBMISSION OF KATIE SCHOOL RESEARCH GRANT PROPOSALS** will be March 1st, 2017. More information on the application process is available at [http://business.illinoisstate.edu/katie/faculty\\_staff/grant/](http://business.illinoisstate.edu/katie/faculty_staff/grant/).

**DEADLINE FOR THE GARY R. GEMBERLING FACULTY SCHOLAR IN BUSINESS** is 4:30 PM, Friday, March 31, 2017. This award is designed to help recruit and retain outstanding faculty in the College of Business. Specific guidelines for preparing the application will be available at the College's governance drive (G: Drive) by the end of this month (i.e., 31st January 2017).

## Goal Two

Build a community of excellent scholars, teachers, and support staff

- Provide Professional Development Opportunities for the Faculty



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PLEASE ACCEPT THIS INVITATION TO PRESENT A FAVORITE TEACHING TIP.

# invitation to SHARE teaching MOMENTS

## TEACHING MOMENTS

SFHB 430 | Friday, April 14 | 11:30am | Lunch will be served!

Seasoned teachers like you have discovered tricks of the trade - *classroom techniques that accelerate learning, deal with a difficult student interaction issue, etc.* Sharing your expertise with College of Business peers will help everyone become better teachers and facilitators of student learning.

**YOUR PRESENTATION:** You'll take part in a lively, fast-paced session where each presenter has 3-4 minutes to share their favorite Teaching Moment.

Example Teaching Moments could include:

- A lecture method you use that really brings home a difficult concept
- An assignment that drives learning
- An approach to answering a common student question; or one that overcomes a common misconception
- How you handle difficult, rebellious students
- Do a demonstration of how you get a concept across

**TO APPLY:** email the following to Dr. Avi Datta, Chairperson of the HRD Team, in the MQM Department at [addatta@ilstu.edu](mailto:addatta@ilstu.edu)

- Title of your Teaching Moment.
- A short, (one or two sentences) captivating description of your Teaching Moment that will pique the curiosity of your colleagues and drive them to distraction until they can attend.

*We promise that you'll experience a very positive atmosphere and a high-energy session. Our goal is to give attendees as many great teaching ideas as we can squeeze in the time allotted. EACH PARTICIPANT WILL RECEIVE "THUNDEROUS APPLAUSE." WE GUARANTEE IT!*

**DEADLINE** for submission of entries is: Friday, March 31, 2017

If you are curious as to what a teaching moment is, go to this link on the G-drive and watch the video example: [G:\Teaching Moment Video](#)



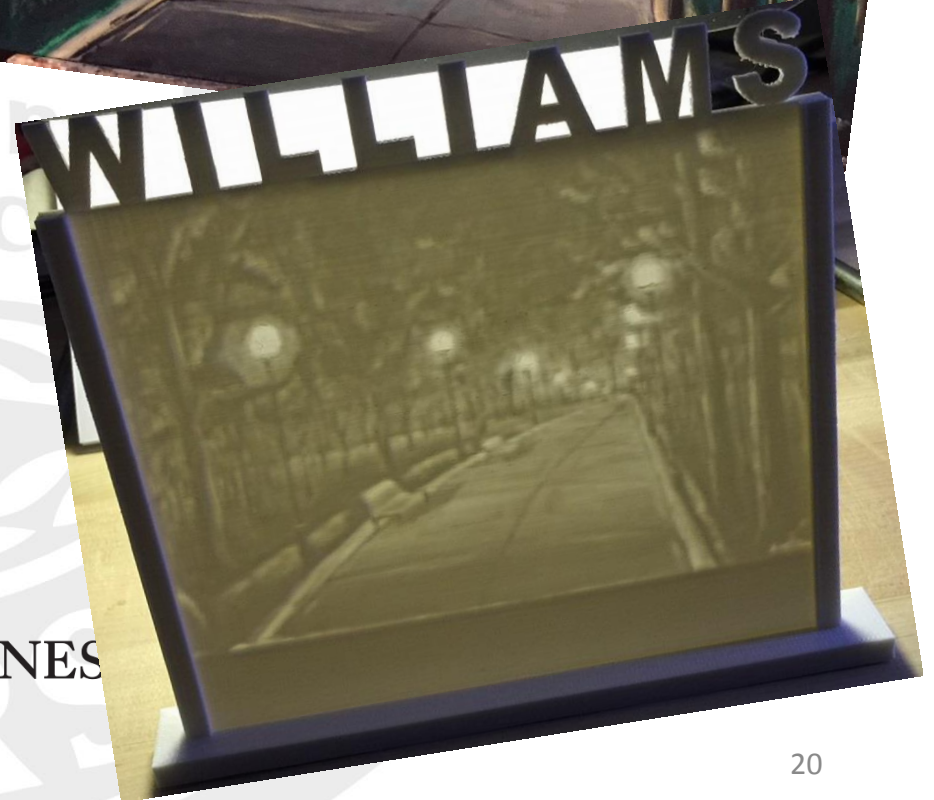
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## Goal Three

Promote and communicate our successes and our vision of excellence and national recognition

- Expanded BIS Innovation Lab
- 25% of COB students use 3D Printing Technology in the classroom



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## Goal Three

Promote and communicate our successes and our vision of excellence and national recognition

# Select Accomplishments

- COB graduation survey to track employment data and experiential activities for current graduates.

**5. Employment**

Employment

**1. Please indicate your post graduation employment status**

Accepted full-time

Accepted part-time

Starting your own business

Temporarily employed or intern seeking professional employment

Seeking employment (please skip to the last page of the survey)

Seeking additional education (please skip to the last page of the survey)

Not currently seeking employment (please skip to the last page of the survey)

**2. Employer Information**

Employer Name

Location of Employer

Position

**3. Starting salary:**

Less than 30,000

30,000-34,999

35,000-39,999

40,000-44,999

45,000-49,999

50,000-54,999

55,000-60,000

Over 60,000



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## Goal Three

Promote and communicate our successes and our vision of excellence and national recognition

# Select Accomplishments

- COB graduation survey to track employment.

Major	Salary
Accountancy (B.S.)	\$51,731
Accountancy (B.S./M.P.A.)	\$56,324
Accounting (M.S.A.)	\$51,346
Business Administration	\$41,324
Business Information Systems	\$50,000
Entrepreneurship and Small Business	\$40,577
Finance	\$47,500
General Marketing	\$40,833
Human Resource Management	\$41,250
Insurance	\$50,000
Integrated Marketing Communications (IMC)	\$40,962
International Business	\$50,500
MBA	\$52,500
Organizational Leadership	\$45,357
Professional Sales	\$45,909



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## Goal Three

Promote and communicate our successes and our vision of excellence and national recognition

# Select Accomplishments

- COB graduation survey to track internships.

Major	% Internship
Accountancy (B.S.)	47.89%
Accountancy (B.S./M.P.A.)	66.67%
Accounting (M.S.A.)	84.62%
Business Administration	52.54%
Business Information Systems	28.57%
Business Teacher Education	0.00%
Entrepreneurship and Small Business	60.00%
Finance	63.92%
General Marketing	71.70%
Human Resource Management	70.83%
Insurance	85.00%
Integrated Marketing Communications (IMC)	79.07%
International Business	83.33%
MBA	12.50%
Organizational Leadership	65.00%
Professional Sales	82.14%
<b>Grand Total</b>	<b>63.65%</b>



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# Select Accomplishments

## Goal Four

Create and strengthen partnerships with alumni and business organizations

- Maintain existing and create new relationships with businesses and organizations that partner with the COB and hire our graduates.



*Early Career Achievement Awards*

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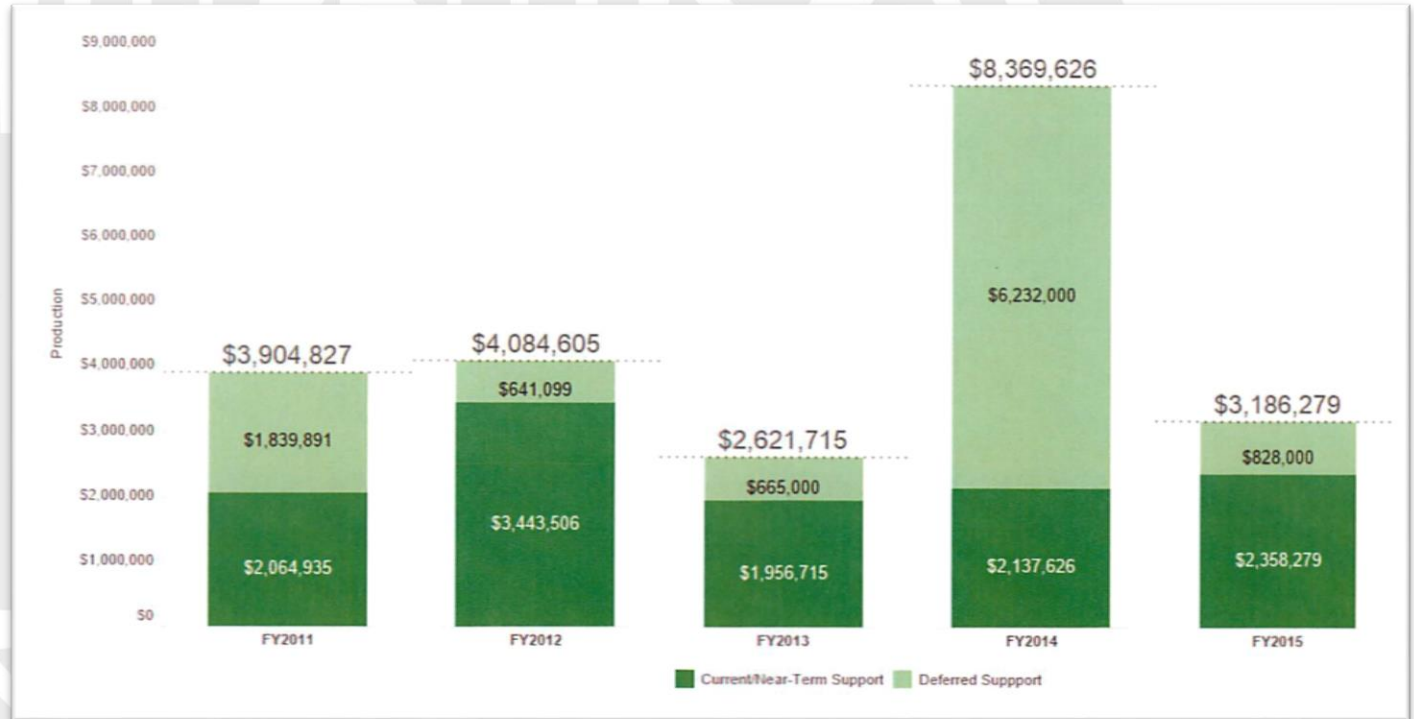


# Goal Four

Create and strengthen partnerships with alumni and business organizations

# Select Accomplishments

- Increase Private Financial Support



# Measures of Productivity:

**STATE**  
your business.

[Business.IllinoisState.edu](http://Business.IllinoisState.edu)



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# Measures of Productivity: Enrollment

Students	Trend Fiscal Year	Fiscal Year					
		FY 2012 Count	FY 2013 Count	FY 2014 Count	FY 2015 Count	FY 2016 Count	FY 2017 Count
University Total		22,416	21,947	21,400	21,714	20,807	20,801
Business		3,520	3,562	3,516	3,866	3,912	4,035
ACC		794	826	871	953	960	953
MBA		205	178	164	141	114	103
FIL		581	559	535	596	562	598
MQM		1,186	1,247	1,217	1,363	1,468	1,532
MKT		754	752	729	813	808	849

FTIC enrollment increased 38% from FY12 to FY17. The increase in COB enrollment over that timespan is almost 15%.



# Measures of Productivity:

## Credit Hours

Credit Hours	Fiscal Year					
	Trend	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016
	Fiscal Year	Total Credit Hours	Total Credit Hours	Total Credit Hours	Total Credit Hours	Total Credit Hours
<b>University Total</b>		531,788	517,512	506,003	515,941	515,792
<b>Business</b>		61,891	61,130	61,663	65,543	65,976
Accounting		17,963	18,569	18,373	18,928	19,790
Dean of Business		-	-	-	-	-
Finance, Insurance and Law		14,834	14,201	15,229	16,347	16,096
Management and Quantitative Methods		18,572	17,905	18,097	19,086	19,156
Marketing		10,522	10,455	9,964	11,182	10,934

Credit Hours in the College of Business followed the growth in majors and increased 7% from FY14 to FY16.



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# Measures of Productivity:

## Credit Hours/TT

Fiscal Year						
Credit Hours per TT	Trend	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016
	Fiscal Year	CH/TT N	CH/TT N	CH/TT N	CH/TT N	CH/TT N
University Total		376	374	376	366	372
Business		454	433	485	491	492
Total TT Credit Hours						
Total TT Credit Hours	Trend	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016
	Fiscal Year	# of Hours	# of Hours	# of Hours	# of Hours	# of Hours
University Total		261,081	257,593	262,097	252,090	257,345
Business		36,299	33,791	37,845	39,295	38,845
Total TT Faculty						
Total TT Faculty	Trend	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016
	Fiscal Year	Count	Count	Count	Count	Count
University Total		695	689	697	688	691
Business		80	78	78	80	79



# Measures of Productivity:

## Credit Hours NTT

Fiscal Year						
Total NTT Credit Hours	Trend	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016
	Fiscal Year	# of Hours	# of Hours	# of Hours	# of Hours	# of Hours
University Total		203,759	200,103	187,234	208,218	193,444
Business		25,673	27,279	23,785	26,239	27,124



# Measures of Productivity:

## Class Size

Fall 2012	College Total	College Percent	Cumulative Percent	Avg. Class Size
Class Size 2 to 19	56	19.2%	19.2%	
Class Size 20 to 29	139	47.6%	66.8%	
Class Size 30 to 39	55	18.8%	85.6%	
Class Size 40 to 99	27	9.2%	94.9%	
Class Size 100 to 199	15	5.1%	100.0%	
<b>Total No. of Classes</b>	<b>292</b>			<b>35.49</b>

Fall 2016	College Total	College Percent	Cumulative Percent	Avg. Class Size
Class Size 2 to 19	43	14.4%	14.4%	
Class Size 20 to 29	101	33.8%	48.2%	
Class Size 30 to 39	111	37.1%	85.3%	
Class Size 40 to 99	20	6.7%	92.0%	
Class Size 100 to 199	24	8.0%	100.0%	
<b>Total No. of Classes</b>	<b>299</b>			<b>39.34</b>



# Measures of Productivity:

## Class Size

Class Size Average - Fall 2016		
Class Level	COB	University
	Average	Average
100	56.3	44.9
200	45.4	29.4
300	24.5	20.8
<b>Grand Total</b>	<b>41.1</b>	<b>33.4</b>

College of Business class size is 23% larger overall than the University average



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# Use of Additional Funds

to Enhance Accomplishments and Productivity

## Instructional Capacity *(Total NTT):*

IC Funds	\$582,587
Budget Rescission SBC	\$181,549
<b>Added by COB</b>	<b>\$80,868</b>
Permanent NTT	<u>\$490,045</u>
Total NTT	\$1,335,049



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# Use of Additional Funds

to Enhance Accomplishments and Productivity

## Summer 2017 Funding:

Received from Provost	\$455,000
<b>Funds provided by COB</b>	<b>\$234,164</b>
Total committed to Summer	\$689,164



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# Use of Additional Funds

to Enhance Accomplishments and Productivity

## Foundation Funds:

Foundation funds were used to supplement general revenue funds for many initiatives in the College of Business, academic departments, and centers and institutes. The funds were used to ***support student leadership, scholarships, faculty and student development, faculty research, faculty travel, alumni related activities and events, advisory councils, technology, and to acquire research databases.***

**Total FY17 Foundation Funds used to  
support and enhance area goals**

**\$1,867,733**



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# Use of Additional Funds

to Enhance Accomplishments and Productivity

## Variance Dollars:

The College is spending an additional \$80,868 on non-tenure track expenditures. These funds help cover classes added to the spring schedule because of increased enrollments and because of a mid-year resignation in Accounting. In addition, the College will spend \$212,518 on summer faculty research support and College Centers/Institutes Director support. The College also spent \$149,243 for research databases and specialized software in 2016.

<b>Total FY17 Variance Dollars used to support and enhance area goals</b>
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<b>\$442,629</b>
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# Use of Additional Funds

to Enhance Accomplishments and Productivity

## Technology Tuition Dollars:

Received from Tech Tuition	\$124,891.57
<b>Fund Provided by COB</b>	<b>\$10,696.65</b>
Total committed to activity	\$135,588.22



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# FY18

## Planning



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# #1 - FY18 Major Objectives

- Build on momentum from AACSB extension of accreditation for 2017 to 2022 by completing a new 5-year strategic plan



## ***Some Perspective:***

No. of business schools/colleges world wide	> 10,000
No. of those accredited by AACSB	777
No. accredited in both business and accounting	185

The ISU COB is in the elite 1.85 per cent of accredited business and accounting schools world wide. *We can proudly say that we have attained and maintained the accreditation gold standard."*



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## #2 - FY18 Major Objectives

- Begin offering the B.S. in International Business degree in Panama in partnership with Quality Leadership University



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## #3 - FY18 Major Objectives

- Continue Implementation of the Redbird Career Portfolio (career and professionalism program) for all COB freshman and sophomores. COB juniors and seniors will be phased in starting in Fall 2018.

Redbird  
CAREER PORTFOLIO



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## #3 - FY18 Major Objectives

- Implement Suitable software service to track student progress toward RCP Certificate in Professionalism
  - Suitable students vs. Other students

2.6x

more likely to have  
an internship

2.3x

more likely to attend  
extra curricular  
events

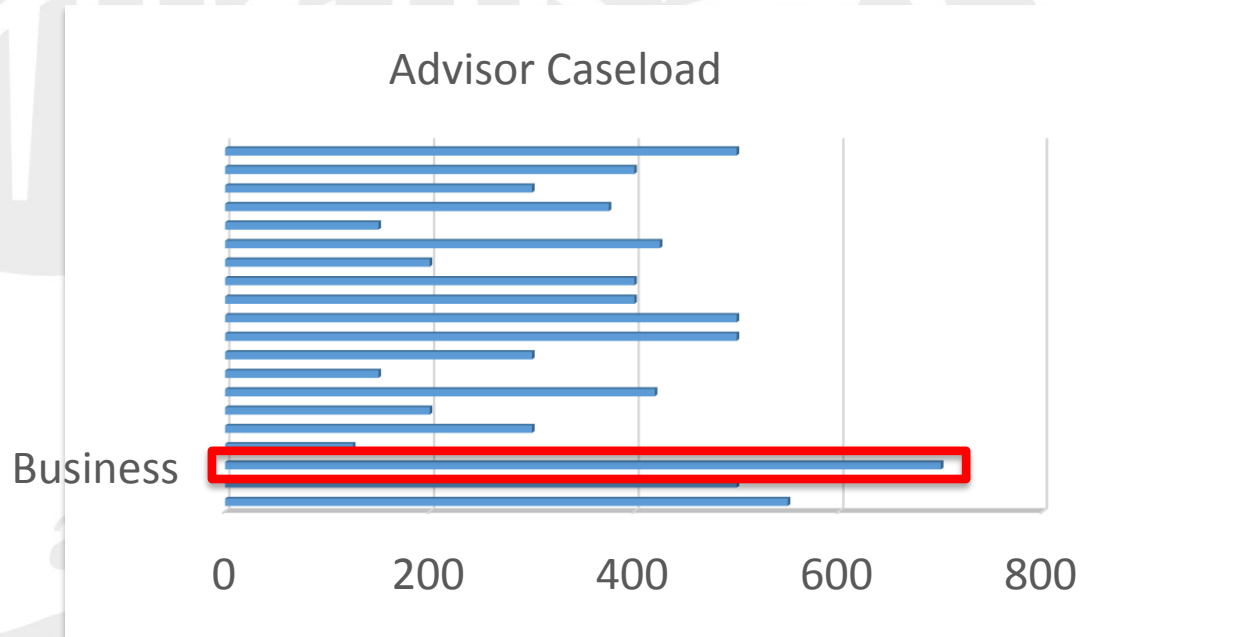


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# #4 FY18 Major Objectives

- Increase the number of Academic Advisors in the COB



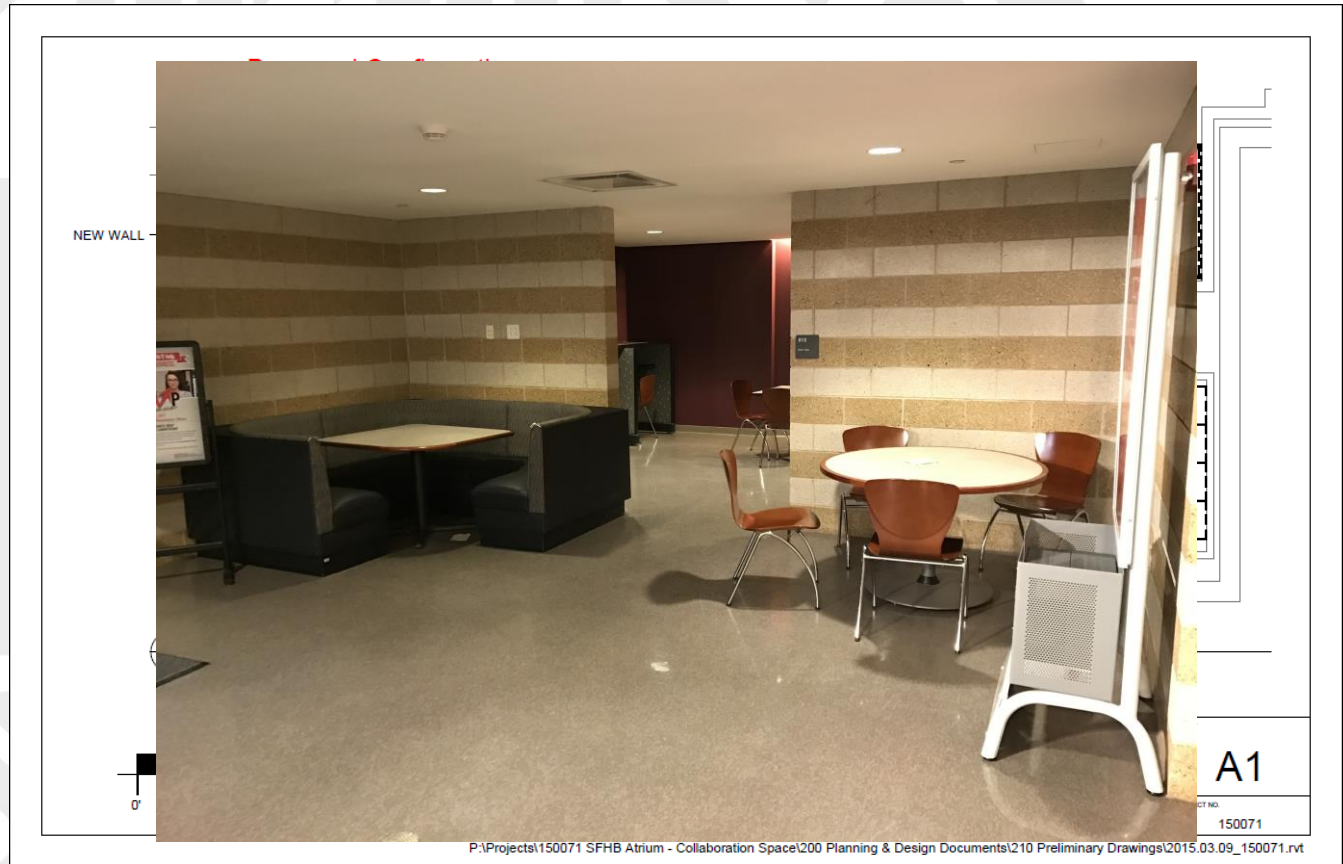
- AACSB peer review team cited our high advising case load as an opportunity for improvement. **National best practice average = 350; COB average = 615.**



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# #5 FY18 Major Objectives

- Increase collaboration space



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# #6 FY18 Major Objectives

- Strengthen enrollment in the MBA/CMBA Programs



IT'S TIME TO INVEST IN YOURSELF.



ILLINOIS STATE MBA  
*Illinois State University*

*Illinois State MBA Billboard Design | October 2016*



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# FY18

## Permanent Funding Requests

### 1. College of Business Academic Advisor

- COB enrollment increase 15% since fall 2014
- AACSB cited advising load as an area for improvement
- COB average advising load = 615 students/advisor
- Typical load outside the COB = 150 to 400



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# FY18

## Permanent Funding Requests

**1. College of Business Academic Advisor**

**2. Director of Student Professionalism and Career Development**

- Focused internships, programs in business professionalism and etiquette, communication skills, financial literacy, networking, etc. are expected of COB grads by recruiters



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# FY18

## Permanent Funding Requests

- 1. College of Business Academic Advisor**
- 2. Director of Student Professionalism and Career Development**
- 3. Assistant Director of Marketing**
  - Increased external and internal communications plus doing more writing, production, and promotion in-house creates a need for this position.



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# FY18

## Permanent Funding Requests

- 1. College of Business Academic Advisor**
- 2. Director of Student Professionalism and Career Development**
- 3. Assistant Director of Marketing**
- 4. Director of Business Administration Program**
  - College inter-disciplinary program requires coordination of curriculum, assurance of learning, and career counseling for students.



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# FY18

## Permanent Funding Requests

- 1. College of Business Academic Advisor**
- 2. Director of Student Professionalism and Career Development**
- 3. Assistant Director of Marketing**
- 4. Director of Business Administration Program**
- 5. Assistant Director of the MBA Program**
  - Competitive market for MBA students, growing the traditional MBA program, maintenance of the on-campus CMBA program, and re-starting both the Decatur and Chicago CMBA programs requires an assistant director



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# FY18

## Permanent Funding Requests

- 1. College of Business Academic Advisor**
  - 2. Director of Student Professionalism and Career Development**
  - 3. Assistant Director of Marketing**
  - 4. Director of Business Administration Program**
  - 5. Assistant Director of the MBA Program**
  - 6. Civil Service Staff for MQM Department**
- Support is needed for the Means Center, the International Business Program, the Organizational Leadership Institute, and the MQM office (39 TT and NTT faculty)



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# FY18

## Permanent Funding Requests

1. College of Business Academic Advisor
2. Director of Student Professionalism and Career Development
3. Assistant Director of Marketing
4. Director of Business Administration Program
5. Assistant Director of the MBA Program
6. Civil Service Staff for MQM Department
7. Assistant Director of International Programs
  - Expanded opportunities for international experiences require assistance for the IB program.



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# FY18

## Strategic Budget Carryover

### Requests are for:

- Summer Teaching
- Faculty Start-up Packages
- GA Support
- Research Support
- New Faculty Recruiting and Moving Expenses
- Operating Expense Support
- Collaboration Space
- Student Recruitment
- AACSB Accreditation Maintenance



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# FY18

## Provost Enhancement Request

Enhancement Title	FY18 Provost Contribution	FY18 COB Contribution	Total Enhancement Cost
New Faculty Startup Packages	\$59,286	\$59,286	\$118,572
Databases and Software For Research and Instruction	\$40,000	\$109,000	\$149,000



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# FY18

## Personnel Requests

#	Department	Specialization	Rationale
1	ACC	Financial Accounting	Growth, accreditation, & TT resignation
2	ACC	Financial Accounting	Growth & accreditation
3	ACC	Business Information Systems	Growth, new analytics offerings, & accreditation
4	FIL	Insurance	TT resignation (FY16) & growth
5	FIL	Insurance	TT resignation (FY17) & growth
6	FIL	Insurance	TT resignation (FY17) & growth
7	FIL	Finance	Growth & NTT resignation
8	FIL	Finance	Growth



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# FY18

## Personnel Requests

#	Department	Specialization	Rationale
9	MKT	Analytics	TT resignation (FY16), growth, reassignment
10	MKT	Sales	TT retirement (FY16) & growth
11	MKT	General Marketing	TT retirement (FY16) & growth
12	MQM	Organizational Behavior	TT resignation (FY17) & growth
13	MQM	Strategy	Enrollment growth
14	MQM	Operations Management	TT retirement (FY17) & growth
15	MQM	Organizational Behavior	Enrollment growth



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# Thank you!



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