
SCHOOL OF BUSINESS

ANNUAL REPORT

ACADEMIC YEAR 2002-03

AUBURN UNIVERSITY MONTGOMERY

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School of Business Highlights

Office of the Dean

Jane R. Goodson, Acting Dean

David L. Sollars, Associate Dean

Brad Holmes, Project Coordinator

Charles Kaysing, Program Coordinator

Jan Hargrove, Executive Secretary

Highlights

Acting Dean Goodson Completes Second Year. Acting Dean Jane Goodson completed her second year in this position. She was instrumental in coordinating the completion of the AACSB self evaluation report.

Associate Dean Sollars Leaves. Associate Dean David Sollars was named Dean of the School of Business at Washburn University, Topeka Kansas.

AACSB Self Evaluation Report Completed. The AACSB Self Evaluation Report was completed and submitted to the AACSB and peer review team members. The peer review team will be visiting in Spring 2004.

Outstanding Business Leader Award. Lawrence Cole, Jr., President, First Tuskegee Bank, received the Outstanding Leader in Business Award. He was recognized for his entrepreneurial spirit, the development of First Tuskegee Bank, his community zeal, and his demonstrated leadership abilities. A plaque in his honor was added to the AUM

School of Business Wall of Honor, and gave a lecture as part of the Distinguished Speakers Series.

Outstanding Alumna Award. Wallace Darnelle, Senior Vice President, Weil Brothers Cotton, received the Outstanding Alumna Award. A 1982 MBA graduate, he was recognized for his leadership at Weil Brothers Cotton, his involvement with professional associations, and his dedication to community service. A plaque in his honor was added to the AUM School of Business Wall of Honor.

The SSG program, dubbed “SSG Fast Track,” was initiated in January. The Department of Information System and Decision Sciences developed a program for the Standard Systems Group (SSG), located at the Gunter Annex of Maxwell Air Force Base. SSG, the software development agency for the United States Air Force, is interested in achieving the status of a JAVA center of excellence. To help them achieve this distinction, the ISDS department developed a program of five three-credit hour courses offered in the undergraduate IS curriculum

Community and Professional Outreach. Continuing the tradition of building relationships with the Montgomery business community, the School hosted and/or sponsored a number of programs and events. These included the Annual Accounting and Auditing Conference (see page 6), the Business Economics Forum (see page 12), Information Systems ACTE competition (see page 20), Becker CPA Review Course, VITA tax return preparation assistance, the Distinguished Speakers in Business Series and the School of Business Speakers Program. School of Business faculty and staff continue to build relationships with leaders in the business community helping to find new employees, providing training and professional expertise, and offering opportunities for Business to tie into the School's resources.

Faculty Recruitment. Two departments in the School had success in recruiting new faculty for the upcoming year. Joseph Newman (Ph.D., University of Tennessee) will join the Department of Accounting and Finance. William Foxx (Ph.D. candidate, University of Alabama) will join the Department of Marketing.

Little, Clark, and Lewis take on Administrative Roles. Associate Professor Robert Little of the Department of Information Systems and Decision Science was named Department Head. Professor Joy Clark of the Department of Economics took on the responsibility of Associate Dean. Christine Lewis, Associate Professor in the Department of Management has been named Director of the Honors Program. This is a three-year appointment.

Mary Carrol Wins Award. Mary Carrol, Custodian in the School of Business, received the AUM Staff Council Outstanding Service Award in the Maintenance/Service category.

Business Scholarship and Awards Reception. On May 12, 2003 the School sponsored a reception to honor Business scholarship donors and recipients, Departmental Outstanding Students, and other student award winners. This year the school recognized fifty-eight students for their academic accomplishments.

Chancellor's Scholar. Electra Henry, from the Department of Economics, was named the Chancellor's Scholar from the School of Business. Henry, a member of the AUM women's tennis team has also been named an Academic All-American. She is a member of Phi Kappa Phi and Omicron Delta Kappa honor societies and is listed in the 2003 volume of Who's Who Among Students in American Universities and Colleges. Henry is marketing officer for American Humanics.

AACSB Peer Review Team Visit. Spring 2004 is the scheduled visit by the School's AACSB Peer Review Team.

New initiatives for the future. The School committed to four key initiatives, consistent with the mission and attainable in a five-year time frame, to ensure movement of the School toward its vision. These include working toward becoming a center for international business education, strengthening the managerial experience of the MBA program and the quality of its students, working toward separate AACSB accreditation for the Accounting Program, and developing educational and applied research partnerships with business, professional, nonprofit, and government organizations, with primary emphasis on information technology.

Department of Accounting and Finance

Faculty and Staff

Lee Gurley, Department Head and Associate Professor

Professors: Raymond Johnson, Judith Kamnikar, and David Lange (Distinguished Teaching Professor)

Associate Professors: Jan Heier, Rita Jones, and Sam Lett

Assistant Professors: Ken Johnson, Nicholas Marudas, and David Sayers

Instructor: Keren Deal

Secretary: Keshia Scott

Department Highlights

We were very fortunate to have two new faculty members with us during the year. Ken Johnson started in the summer 2002 semester. He received his Ph.D. from The University of Alabama in 2001 and teaches finance. Prior to entering the Ph.D. program, he was a realtor in Montgomery for thirteen years. Nicholas Maradus started in the fall 2002 semester. He received his Ph.D. from Georgia State University in 2001 and teaches accounting. He was the Senior Manager of Internal Audit with CARE before beginning work toward his Ph.D.

In February 2003, we entered the AACSB International precandidacy program. Beginning the process for obtaining separate accreditation represents a long-term commitment to excellence in the Accounting program. Currently, only three schools in Alabama have separate AACSB accreditation for their Accounting programs.

The Tenth Annual Financial Accounting and Auditing Conference was held on the AUM campus on September 20, 2002. The Alabama Society of Certified Public Accountants

(ASCPA) cosponsors the event. Attendance exceeded 120. The program included an AICPA's Ethics Update and the GAO's Independence Rules by Catherine Allen of the Professional Ethics Division of the American Institute of Certified Public Accountants, Accounting for Business Combinations and Accounting Standards Update by Joann Noe Cross from the University of Wisconsin-Oskosh, and Auditing Standards Update by Sanford Warren from Millsaps College. Kent Quinn, President of the ASCPA, was the luncheon speaker.

With a membership of approximately 50 students, the Accounting and Finance Club had another active year. Outside speakers from companies and departments of Alabama state government presented programs at seven of the meetings. A tour of Aldridge Borden and Company, P.C. provided members with insights into the public accounting field, and a tour of the Montgomery Chamber of Commerce Small Business Incubator introduced members to entrepreneurship possibilities in the community. The club was also actively involved in campus-wide activities, including the Annual Easter Egg Hunt for Disadvantaged Children (sponsored by the American Humanics Club) and Thanksgiving collections for the Montgomery area Food Bank.

Lori Ward was named the Outstanding Student from the Department of Accounting and Finance. Emily Watson received the Alabama Society of Certified Public Accountants Accounting Achievement Award as the outstanding Accounting major in the department. John Harders received the Wall Street Journal Student Achievement Award. Allison Hartzog and Carl Smith received recognition as Financial Executives International Scholars. In addition, Jennifer Mills received the Mary R. Golden Scholarship and Rebecca McNider received the Aldridge Borden and Company, P.C. and Mary Golden Scholarship.

Keren Deal continues to be a Faculty Advisor for the Accounting and Finance Club. Along with the officers of the club, she coordinated and attended both fieldtrips that the club held during the academic year. In addition to her usual teaching assignments, she also served on the School of Business Scholarship Committee as well as the School AACSB Faculty Planning/Development Committee. She was also part of the Scholarship Committee for Maxwell Federal Credit Union, which chose scholarship recipients from the tri-county area.

Lee Gurley completed his third year as department head. He served on the Auburn University Insurance & Benefits Committee. In the School, he served on the following: Mission and Goals Committee; Business Faculty Size, Composition, Deployment and Qualifications Committee; and Executive Committee. He was actively involved in the recruiting of one new finance faculty member for the 2003-2004 academic year. In the fall 2002 semester, he initiated the use of outside speakers for presentations to the Cornerstone of Business classes. Keren Deal continued this effort in the spring 2003 semester. He was very active in student recruiting, advising, and placement. He coordinated the participation of five of our students in the Alabama Society of CPA's Accounting Interview Day. He is co-coordinator of the effort to gain AACSB accreditation for the school's accounting program. He is a member of the Alabama Society of CPAs, the American Institute of Certified Public Accountants, and the American Accounting Association.

Jan Heier continued to be involved in all aspects of the university experience. His campus-wide service activities included membership on the AUM Faculty Welfare Committee. At the School of Business level, Dr. Heier acted as a co-chair of the Institutional Resources Committee that prepared that section of the AACSB self evaluation document. In addition, he continued as Co-Editor of the *Southern Business and Economic Journal*. At the Department level, Dr. Heier is serving as the co-coordinator of the effort to gain AACSB

accreditation for the School's accounting program. In the business community, Dr Heier continued as a member of the Montgomery Chapter of the Institute of Management Accountants (IMA) serving this year as the Chapter Roster and Program Book editor. The book won the 2001 - 2002 GOLD MEDAL for the best CHAPTER ROSTER AND PROGRAM BOOK (Warner, Small Chapter Division). Dr. Heier was active in research. One article was published and another accepted for later publication. He had two papers that were presented at academic meetings. Finally, throughout the year Dr. Heier attended several continuing professional education seminars that help him to maintain his CPA license and stay current in his class-room presentations.

Raymond Johnson continues to be active in all aspects of university and professional activities. In addition to his usual teaching assignments, he taught a number of independent study classes as well as an Honors course. He served on a number of committees including the AACSB Mission and Goals committee, the School of Business Curriculum Committee, and the Department of Accounting and Finance Curriculum Committee. Dr. Johnson was also active in the Birmingham Chapter of the Financial Executives International having attended their monthly meetings on a regular basis and coordinated the annual Academic Night where outstanding accounting and finance students were recognized. He was a member of the Program Committee of the Midwest Finance Association, and attended and participated in two professional meetings during the past year. He presented two papers that have been submitted for publication. He was an ad hoc reviewer for two professional journals. Also, he has provided technical consultation for Texas Instruments' BAII Plus calculator and their graphing calculator series.

Ken Johnson joined the School of Business faculty this year. He had two articles accepted for publication in peer reviewed journals. In addition, he presented multiple original works concerning real estate related issues at several academic conferences throughout the year. Dr. Johnson is also very involved in the business community. Specifically, he serves on the Montgomery Area Association of Realtors Multiple Listing Service Technology Committee and maintains an active interest in both local and national real estate issues. Dr. Johnson serves as a Faculty Advisor for the Accounting and Finance Club. His committee memberships include the Accounting and Finance Assessment Committee and the School of Business Intellectual Contributions Committee.

Rita Jones served for the fifth year as the faculty advisor for Delta Epsilon Kappa, the Accounting Honor Society. She continued to serve the School of Business and the Department by coordinating the department's Outcomes Assessment activities. Dr. Jones co-authored and presented two research papers at conferences this year. She also served as a paper discussant for both conferences. She is a member of the Montgomery Institute of Management Accountants chapter, and she completed the requirements to earn the Certified Management Accountant credential in December 2002.

Judith Kamnikar served as the President of the Government Finance Officers Association of Alabama (GFOAA). At the conclusion of her term, she assumed the position of Immediate Past President which includes Chair, Scholarship, Service, and Awards Committee. Dr. Kamnikar was the Alabama delegate to the Government Finance Officers Association of the United States and Canada at the annual meeting in Denver, Colorado. Her university service includes chairing the Faculty Senate Calendar Committee, the School AACSB Faculty Planning/Development Committee, the Accounting Curriculum Committee and membership on the School Business Curriculum Committee. She is a member of the Alabama Society of CPA's, the Association of Government Accountants, Montgomery Chapter and the American Institute of Certified Public Accountants.

David Lange is the AUM School of Business Lowder-Weil Professor and is responsible for the Applied Life Insurance Education and Research Program. Dr. Lange is extremely

active in professional organizations. He served as Program Chair for the 2003 Annual Meeting and is the current President of the Academy of Economics & Finance, and also is a Director on the Eastern Finance Association Board. He is on the editorial board for *Financial Decisions*, *Journal of Applied Business Research*, *Journal of Research in Finance*, and *Southern Business & Economic Journal*. Dr. Lange is the School of Business MBA Coordinator and Chair of the Teaching Effectiveness Committee. As Chair of the School of Business Faculty Handbook Committee, he coordinated a significant revision of the Handbook. For the University, he was the Chair of the Vice Chancellor of Finance & Administrative Service Search Committee, a member of the Graduate Council, and representative to Academic Affairs Council.

Sam Lett continues to coordinate the Becker-Conviser CPA Review Course for the Department. He coordinated the volunteer income tax assistance (VITA) program at AUM. This program enables AUM accounting majors to prepare tax returns for AUM students as well as senior and low-income taxpayers in the Montgomery area. The group also had assistance from members of the Montgomery Chapter of the Institute of Management Accountants. He also assisted the State of Alabama Department of Revenue with their electronic income tax filing seminar held on the AUM campus.

Nicholas Marudas presented papers at two academic conferences. He chaired a session at one of the conferences and was a discussant at the other. Dr. Marudas was awarded an AUM new faculty grant-in-aid to further his research efforts and was an invited attendee to the American Accounting Association's New Faculty Consortium sponsored by Ernst and Young. He is a member of the American Institute of Certified Public Accountants and the Institute of Internal Auditors. He provided forensic auditing services and other litigation support services to Hawkins and Parnell, LLP and Gorby, Reeves, and Peters, LLP and conducted a special audit investigation in the Republic of Georgia for CARE. Dr. Marudas served on the School of Business Faculty Size, Composition, Deployment and Qualifications Committee and Financial Accounting and Auditing Conference Committee.

David Sayers served as coordinator of the 2002 Financial Accounting and Auditing Conference. He had one paper that was presented at an academic conference. He directed two independent studies in Auditing in the fall 2002 semester.

Publications: Refereed Articles

Heier, Jan and Rita Jones. "Continuity and Change and Cost Management Education Since 1962: A Content Analysis of Subject Matter in Charles Horngren's *Cost Accounting, A Managerial Emphasis*." *Journal of Accounting and Finance Research* (Fall 2002): 49 – 59.

Johnson, Ken. "Real Estate Broker Liability and Property Condition Disclosure." *Journal of Real Estate Law* (2003): Volume 34, Number 4: 285-302.

Johnson, Ken. "Internet Use and Real Estate Brokerage Market Intermediation." *Journal of Housing Economics*: forthcoming.

Johnson, Raymond and Carl McDevitt. "A Pedagogic Approach to ROIC Analysis: An Extension of Spreadsheet Technology." *Journal of Accounting Finance Research*: forthcoming.

Lange, David, Steven T. Jones and Ken G. Himes. "In-Force Policy Illustrations – A Financial Planning Tool." *Journal of Financial Planning*: forthcoming.

Lantz, Keith, Lee Gurley, and Kenneth Linna. "Popular Support for the Elimination of Estate Taxes in the United States?" *Tax Notes*: forthcoming.

Publications: Proceedings

Heier, Jan. "Finding the GAP in current GAAP: A Review of Current Practice in Light of Concepts Statement #2." *Collected Abstracts of the Southeast American Accounting Association Meeting*, Charleston, SC, (2003): 10.

Johnson, Raymond and Carl McDevitt. "EVA: An Evaluation and Application for the Classroom." *Proceedings of the Academy of Economics and Finance*, (2003): forthcoming.

Kamnikar, Judith and Edward Kamnikar, "Infrastructure Reporting Under GASB 34." *Proceedings of the Northeast Decision Sciences Institute Thirty-Second Annual Meeting*, Providence, Rhode Island, (2003): 14-16.

Lange, David and Betty J. Simkins. "The Retrospective Life Insurance Method: A Pedagogic Spreadsheet Application." *Academy of Financial Services – Paper Abstracts, Proceedings CD*; San Antonio, Texas (2002): 43.

Publications: Other

Kamnikar, Judith. "From the President", \$\$ Money Talk \$\$, *The Alabama Journal of Government Finance*, Volume 2, Summer, Edition #10, Government Finance Officers Association, (2002): 2.

Kamnikar, Judith. "From the President", \$\$ Money Talk \$\$, *The Alabama Journal of Government Finance*, Volume 2, Fall, Edition #11, Government Finance Officers Association, (2002): 3.

Kamnikar, Judith. "From the President", \$\$ Money Talk \$\$, *The Alabama Journal of Government Finance*, Volume 2, Winter, Edition #12, Government Finance Officers Association, (2003): 2.

Kamnikar, Judith. "From the Immediate Past President", \$\$ Money Talk \$\$, *The Alabama Journal of Government Finance*, Volume 2, Spring, Edition #13, Government Finance Officers Association, (2003): 2.

Paper Presentations and Conferences (Unpublished)

Heier, Jan, David Sayers and Mike Dugan. "The Evolution and Eventual Authoritative Devolution of the Administrative Control Review Function." *Academy of Accounting Historians Research Conference*, San Antonio Texas, August 2002.

Jones, Rita and Keith Atkinson. "The Cash Flow Statement—Why Did It Take So Long, and Where Are We Now?" Annual Meeting of the Academy of Economics and Finance, Savannah, Georgia, February 2003.

Jones, Rita and Lee Gurley. "Educational Expenses: Qualifying and Deductions." Society of Business, Industry, and Economics Annual Conference, Fort Walton, Florida, April 2003.

Johnson, Ken, R.I. Anderson and S.P. Salter. "The Real Estate Firm: A Portfolio of Agents." Annual Meeting of the International Financial Management Association, San Antonio, Texas, October 2002.

Johnson, Ken, R.I. Anderson and S.P. Salter. "The Real Estate Firm: A Portfolio of Agents." Annual Meeting of the Academy of Financial Services, San Antonio, Texas, October 2002.

Johnson, Ken, T.M. Springer and C.M. Brockman. "Not for Sale Properties: The Pricing of Non-Traditionally Marketed Properties." Annual Meeting of the Academy of Economics and Finance, Savannah, Georgia, February 2003.

Johnson, Ken and B.L. Gordon. "Buyer Representation in the Residential Real Estate Industry: An Analysis of Relevant Court Decisions, Extant Literature Review, and Survey of Broker Knowledge and Implementation." Annual Meeting of the Academy of Economics and Finance, Savannah, Georgia, February 2003.

Johnson, Ken, R.I. Anderson and J.D. Benefield. "Salesperson Bonuses and Their Impact on Residential Property Price and Duration." Annual Meeting of the American Real Estate Society, Monterey, California, April 2003.

Lange, David and Betty J. Simkins. "The Retrospective Life Insurance Method: A Pedagogic Spreadsheet Application." Eastern Finance Association Annual Meeting, Orlando, Florida, April 2003.

Lange, David, Steven T. Jones and Betty J. Simkins. "Applied Life Insurance Policy Illustrations." Southern Risk & Insurance Association Annual Meeting, New Orleans, Louisiana, November 2002.

Lange, David and Betty J. Simkins. "The Retrospective Life Insurance Method: A Pedagogic Spreadsheet Application." Financial Management Association Annual Meeting, San Antonio, Texas, October 2002.

Lett, Samuel L. "Taxation of Deferred Annuities: Too Much of a Good Thing." Academy of Economics and Finance Annual Meeting, Savannah, Georgia, February 2003.

Marudas, Nicholas and Fred A. Jacobs. "Determinants of Charitable Donations: New Evidence from Panel Data." Decision Sciences Institute Annual Meeting, San Diego, California, November 2002.

Marudas, Nicholas. "Effects of Nonprofit Organization Wealth and Efficiency on Private Donations to Large Nonprofit Organizations." Academy of Economics and Finance Annual Meeting, Savannah, Georgia, February 2003.

Department of Economics

Faculty and Staff

Philip Gregorowicz, Department Head and Professor

Professors: Joy Clark (Distinguished Teaching Professor), Keivan Deravi, and Charles Hegji (Distinguished Research Professor)

Associate Professors: David Sollars (Associate Dean, Distinguished Teaching Professor)

Assistant Professor: John Francis, Ken Linna, and Evan Moore

Instructors: Jeff Bates, and Carel Ligeon

Secretary: Sherlene Nix

Department Highlights

This academic year the Department welcomed two new faculty members - Dr. Evan Moore who just recently completed his Ph.D. at Virginia Polytechnic University, and Dr. John Francis, who completed his Ph.D. at Michigan State University one year earlier and was a visiting professor at the University of Wisconsin-Oshkosh. We also welcomed a new Administrative Assistant Ms. Angie Ingram. Sherlene Nix retired from this position to become a full-time mother to her new baby daughter.

The academic year was once again extremely active and productive for the Economics Department in meeting its teaching, research and service objectives. The Department experienced an increase in enrollment in its upper level economics courses for the 7th consecutive year and overall enrollment in economic courses has increased substantially over this time period. In addition, fifteen students graduated with a degree in economics this school term and the number of majors continues strong. Student teaching evaluations of Economics faculty indicate that the department ranks among the highest in the university in this measure of teaching performance.

Dr. Philip Gregorowicz, Dr. Keivan Deravi organized and coordinated the 20th Annual Business Economics Forum on October 24, 2002. This year's Forum was called "Forum

@ 2002 The Montgomery Area Economy-The New Era” and dealt with the economic development and change in the Regional and State Economy. Speakers included Dr. David Bronner-CEO, Alabama Retirement Systems; Todd Strange, Director, Alabama Development Office, The Honorable Bobby Bright, Major of Montgomery, Alabama; Jim Wilson III, President and CEO, Wilson Holdings, Inc.; Dave Echols, Project Specialist, Alabama Development Office; and Ellen McNair, Director of Corporate Recruitment, Montgomery Chamber of Commerce. There were two hundred fifty attendees representing business, community, government leaders and AUM faculty and staff. Also attending were high school teachers, and over 50 high school seniors from 5 different schools. Forum Sponsors included Mr. Wylie Johnson, Rheem Water Heaters Inc, Reinhardt Toyota, BellSouth, The Economic Development Institute of Auburn University, Office of University Outreach-AUM, Office of Academic Affairs-AUM, and Office of Student Affairs-AUM.

In addition to the Forum, as part of the Department’s Community Outreach and Information responsibilities Dr. Keivan Deravi gave five major speeches to community, civil and business organizations and provided nineteen media interviews on various economic issues and problems. Philip Gregorowicz gave one speech and appeared on State Public Television program For the Record, to discuss current economic issues.

Dr. Keivan Deravi did significant contract work for various state government agencies and for the University Outreach. He conducted two major special reports, one for the Citizens Commission on Constitutional Reform and a second on the Economic Impact of AUM on the Montgomery Economy.

In this academic year department members published five papers in refereed scholarly journals and three papers were submitted for consideration to refereed journals. Four papers were accepted for publication in proceedings of professional organizations, five papers were added to the School of Business Working Paper Series. In addition, nine papers were presented at professional meetings.

The Department continues to coordinate the teaching of the School Business Statistics I and II courses and the data analysis course for managers in the MBA program. In addition, the option in Global Business Studies continues to generate student interest. This option is a multidiscipline program, which combines training in business and economic skills, with language skills and an appreciation for the cultural differences that affect business operations in the global market place.

The Department continues to publish the *Southern Business and Economic Journal*. Joy Clark and Jan Heier (Accounting Department) serve as co-editors. In addition, the editors continue in their efforts to make the journal self-financing and maintain and improve the quality of submissions and publications in the journal

Six academic Scholarships were awarded for the next academic year by the Seth Johnson Scholarship Foundation. This scholarship program allows the department to support high quality students majoring in economics. These scholarships include a two-semester, full tuition scholarship to Tiffany Pruitt, a one-semester, full tuition to Rodrick Shivers, a \$1500 scholarship to Jerry Mohjarin, a \$1000 scholarship to Cameron Mohjarin, and a \$500 scholarship to William Lamar. In addition, the Department award it first ever Business and Economics Forum Scholarship covering full-tuition for two semesters to Kristjana Steintrimsdotter who is an AUM student from Iceland.

The Margaret Sturgis Foundation once again funded the award for Excellence to two outstanding graduating seniors. These awards were made to Keante’ Harris and Anastasia Hughes.

The 2002-2003 Outstanding Student from the Department of Economics was Electra Devries Henry. Ms. Henry was also awarded the Chancellor's Scholar Award as the Outstanding Student from the School of Business for this academic year.

The Economics club was very active. Economics Club members attended and assisted in the Business and Economics Forum in October 2003. Fund raising activities included \$300 from a Krispy Kreme Doughnut Sale fund raiser, and \$200 generated when the club sponsored and chaperoned the Local Battle of the Bands concert for high school students. The Club also invited local high school students to be their guest at the AUM-Faulkner basketball game. Over two hundred high school students attended the game. Members of the Economics Club also represented the Economics Department in the March Against Juvenile Diabetes. Mr. Oliver Darden, a local business leader and entrepreneur was invited to speak to School of Business students. Club members donated a TV-VCR to the Department of Economics to enhancing teaching and used Club funds to provide a Summer School Scholarship to a needy foreign student.

David Sollars served as Associate Dean of the School and was the AACSB-International Self-evaluation coordinator for the School. Dr. Sollars has been named the new Dean of the School of Business, at Washburn University in Topeka, KS.

Joy Clark served as co-editor, with David Sollars, of the Papers and Proceedings Issue of the 29th meeting of the Academy of Economics and Finance

Jeff Bates taught courses in Cornerstones of Business, Principles of Macroeconomics, Business Statistics 1 and Entrepreneurship. He was selected as a Feature Teacher of the Week by the AUMNIBUS, the AUM newspaper. Mr. Bates served on the Department Scholarship Committee, and was also a technical assistant to the Department and School Teaching Assessment Committees, and Statistics Teaching Committee. He was active in School recruitment activities and the Economics Department Scholarship Committee. He served as the faculty advisor to the Economics Club. He assisted in the coordination of the Business and Economics Forum. He is active in the Covington County Economic Developmental Board and Commissioner's meetings and continues to work with the Covington County Republican Party.

Joy Clark taught courses in Principles of Macroeconomics, Issues in Global Trade and Finance, Comparative Economic Systems and Economics of Decision-making. She developed a Web-CT course complement for the Comparative Economic Systems course. Dr. Clark continued to serve as the co-editor of the School of Business *Southern Business and Economic Journal*. She also served as co-chair of the AACSB Mission and Goals Committee for the School of Business, was the Economics Department representative on AACSB Undergraduate Curriculum Committee, and the Economics Department representative on the AACSB Graduate Curriculum Committee. Dr. Clark was a representative for the School of Business at the School's display for Career Day held at AUM on January 28. Dr. Clark was active in the Faculty Senate, serving as past-president of Faculty Senate, a member of the Planning, Priorities and Budget Committee for the University and served as chair of the Faculty Handbook Committee. She was also the School of Business representative on University Graduate Council. Within the Economics Department, Dr. Clark was a member of the Economics Department Scholarship Committee and was the department representative on the School of Business Curriculum Committee and the Department advisor to Omicron Delta Epsilon. Dr. Clark also served as Economics Department, ad hoc webmaster and served on the Economics Department Course and Teaching Assessment Committee.

Keivan Deravi taught courses in Principles of Macroeconomics, Issues in Global Trade and Finance and Public Finance. In a continuing effort to incorporate technology in the classroom, Dr. Deravi has worked to develop PowerPoint presentations for each of his

courses. Dr. Deravi also continues to provide professional economic consulting service to state government and associated economic development agencies. He appeared as a speaker and economic expert in numerous print and media programs on state economic development. He provided four televised interviews and participated in sixteen newspaper interviews. In addition to being appointed to The Alabama Commerce Commission-Technology Subcommittee, Dr. Deravi also conducted seven economic impact reports for the Governor's Office. Within the Department, he worked extensively on the planning and preparation of the Forum 2002 and served as a reviewer for the *Southern Business and Economic Journal*. In the Montgomery community, Dr. Deravi was appointed to the Finance Committee of the Montgomery Board of Education. He made five major keynote speeches on Economics to groups that included the Auburn Economic Development Institute, Leadership Montgomery, The Institute of Supply Management, Huntsville CVB, and Vision 2002. In addition, Dr. Deravi provided twenty media interviews to the print, radio and television media. These included the Associated Press, the Wall Street Journal, National Public Radio, Alabama Public Television, the Montgomery Advertiser, the Mobile Register, the Birmingham News, the local TV station, WSFA.

John Francis completed his first year at AUM and taught courses in Principles of Microeconomics and Issues in Global Trade and Finance, Intermediate Microeconomics and Market Structures for MBA students. Dr. Francis attended the Faculty Enrichment Seminars in the Fall 2002. He served as a referee for *The Southern Business & Economic Journal*. He reviewed "Principles of Macroeconomics" by Robert Frank and Ben Bernanke, first edition and draft of second edition, Summer 2002. He served on the University Faculty Planning, Recruitment, Selection and Orientation, Development, Promotion, Retention and Renewal Committee and on the School of Business International Business Studies Committee.

Philip Gregorowicz serves as the department head and coordinates various activities within the Economics Department. He taught courses in Principles of Macroeconomics, Intermediate Macroeconomics and Macroeconomic History – Booms and Busts. In addition, he developed a website for his intermediate and macroeconomic history courses with notes available for student use. Dr. Gregorowicz appeared in several TV and radio economic news programs as an economic analyst and provided numerous interviews with the printed media. Dr. Gregorowicz also served as an economic consultant to several private law firms. He organized and coordinated the Departments Business and Economics Forum. He served on several university wide committees and was active in the Economics Club activities. He is a member of the University Department Head Council. He was very active in student recruitment and advising functions.

Charles Hegji, once again, had an extremely active year in research and professional activity. He published five papers in professional journals and four additional articles, individually authored or co-author with other faculty in the School, were submitted for consideration. Dr. Hegji taught courses in Principles of Microeconomics, Business Statistics I and II, as well as an Introductory Microeconomics and Introductory Macroeconomics course for MBA students. He served on the AUM Faculty Senate and the AUM-Auburn University Joint Research Council. He also worked as a consultant to the Alabama Mobile Home Association. He served on the AUM Faculty Senate Election Committee and as Book review Editor for *Southern Business and Economic Journal*. He served as chair of the Intellectual Contribution Committee for the School of Business AACSB accreditation process, and served on the University Curriculum Committee. He also reviewed "In Every Cournot Model there is a Competitive Equilibrium," for the *Journal of Economic Education*. He served as a reviewer for *Principles of Microeconomics* by Bernanke and Frank.

Carel Ligeon taught courses in Business Statistics I and II, and Data Analysis for Managers in the MBA program. Dr. Ligeon served on the Statistics Assessment Committee, where his responsibilities were to work to improve the statistics courses, so that the students can better understand these courses. He also served on the Department Scholarship Committee, and on the AACSB Self Evaluation Committee for student assessment. He served as a Peer reviewer for the 1890 Institution Capacity Building Grants Program (USDA) where he reviewed 12 grant proposals for USDA and attended the peer reviewer's meeting with USDA officials in Washington DC, April 15-April 17, to discuss these twelve proposals. He also served as a reviewer for the *Southern Business and Economic Journal*.

Ken Linna is in his fourth year at AUM and taught courses in Business Statistics I and II and Data Analysis for Managers in the MBA program. Dr. Linna served on the University Research Council for a second academic year and on the AACSB Intellectual Contributions Committee. Dr. Linna served as a referee for the *Journal of Quality Technology*.

Evan Moore completed his first year at AUM and taught courses in Principles of Microeconomics and Economics of Decision Making. He also attended the Faculty Enrichment Seminars, Fall 2002 and served as an Ad Hoc Reviewer for *The Southern Business & Economic Journal*. Dr. Moore served on the Department Student Committee and aided the Economics Club.

David Sollars served as the Associate Dean of the School of Business. David taught courses in Cornerstones of Business and Law and Economics. He was the AACSB-International Self-evaluation coordinator, and attended numerous AACSB-International conferences during the year. He was a member of the Auburn Board of Trustees Budget Committee, the AUM Budget and Planning Committee, and served on the AUM Salary Advisory Committee. Active in the Alabama Association for Higher Education in Business (AAHEB), he was elected President-Elect of the organization and was named Vice-Chair of the Business Preprofessional Academic Committee (PAC) of the Alabama Articulation and General Studies Committee. After thirteen productive years at AUM, Dr. Sollars will be leaving to take the position of Dean, School of Business, Washburn University.

Publications: Refereed Articles

Charles Hegji, "Fixed Costs, Marginal Cost, and Market Structure," *Quarterly Journal of Business and Economics*, Vol. 40, No.4, Winter 2001, pp. 17-24.

Charles Hegji, "Fixed Cost, Marginal Cost, and the Decision to Make or Buy," *Managerial and Decision Economics*, (forthcoming).

John Francis, "European Ag-Biotech Preferences and Policy: Growth and Trade Implications", with Jim Oehmke and Dave Weatherspoon, *Review of International Economics*, (forthcoming).

John Francis, "The Declining Cost of International Trade and Unemployment", *Journal of International Trade and Economic Development*, (forthcoming)

Ken Linna, "Popular Support for the Elimination of Estate Taxes in the United States," with Keith Lantz and Lee Gurley, *Tax Notes*. Volume 99, Number 8, May 26, 2003, p 1263-1269.

Publications: Proceedings

Keivan Deravi and Fernando Sedano, "Historic District Designation and Property Values in Alabama, A Case of Positive Externalities", in the Proceedings of the Academy of Economics and Finance (forthcoming).

Carel Ligeon, Curtis Jolly, Rex Dunham and Henry Kinnucan, "The effect of introduction of the hybrid catfish, (channel catfish *Ictalurus punctatus*, female X blue catfish, *I. furcatus*, male) on the catfish industry", the Proceedings of the Academy of Economics and Finance.(forthcoming)

John Francis, Proceedings, "Labor Market Asymmetry in a Core-Periphery Model of Globalization", *The Global Economy: Financial Legal and Technological Asymmetries*, APF Press, (forthcoming)

Ken Linna and Phil Gregorowicz, "Empirical Test of the Corruption Perceptions Index" in the Proceedings of the Academy of Economics and Finance (forthcoming)

Publications: Other

Keivan Deravi, "Special Report: Report to the Citizens Commission on Constitutional Reform " Technical Advisors Committee for Economic Development, October, 21, 2002.

Keivan Deravi, "Economic Impact of AUM on Montgomery Economy", Special Report for AUM Chancellor Guin Nance, March 15, 2003.

Evan Moore, Working Paper 03-20. "Bubbles and Experience: An Experiment on Speculation", with Martin Dufwenbert and Tobias Lindqvist, submitted to the *Journal of Political Economy*.

Evan Moore, Working Paper 03-21. "Using the Cauchy CDF in Binary Dependent Variable Modeling".

Evan Moore, Working Paper 03-22, "Measuring Ambiguity Aversion"

Evan Moore, Working Paper 03-23, "Attitudes Toward Uncertainty and the Service Contract Purchase Decision."

Evan Moore, Working Paper 03-24. "Investigating the Demand for Service Contracts"

Paper Presentations and Conferences (Unpublished)

Charles Hegji, "Can Maximizing Sales Maximize Profits." Academy of Economics and Finance, February 2003, Savannah, GA.

John Francis, "Intra-Industry Trade and Job Creation", AUM Business School Seminar Series, April 2003.

John Francis, "Explaining the Spatial Shift in U. S. Manufacturing", 42nd Annual Meeting of the Western Regional Science Association in Rio Rico, AZ, February 2003

Department of Information Systems and Decision Science

Faculty and Staff

Tom Lucy-Bouler, Acting Head and Associate Professor

Professor: Tom Griffin

Associate Professors: David Ang, Ava Honan, Robert Little, and Carl McDevitt

Assistant Professors: Bob Gehling, Nancy Davidson, and John Remko and Bennie Waller

Secretary: Julia Grey

Department Highlights

The major initiative for the department this year was the development of a program for the Standard Systems Group (SSG) located at the Gunter Annex of Maxwell Air Force Base. SSG is the software development agency for the United States Air Force and is interested in achieving the status of a JAVA center of excellence. To help them achieve this distinction, the department proposed and SSG accepted the proposal for their personnel to complete a specialized training program consisting of five three-credit hour courses offered in the department's undergraduate IS curriculum: INFO2200, Object-Oriented Design Fundamentals; INFO3000, JAVA I; INFO3010, JAVA II; INFO3560, Database Systems; and INFO4560, Database System Applications.

The SSG program, dubbed "SSG Fast Track," was initiated in January with two classes of 16 and 15 students respectively. The first class is scheduled to complete on July 2, 2003, and the second class will complete on August 7, 2003. Classes are conducted in the AUM Technacenter classrooms and computer laboratories on a compressed schedule of four days per week for four weeks for each course, with a one week break between courses. The first two classes were funded under the provisions of the Air Force Tuition Assistance Program available to Air Force non-commissioned officers and airmen. The SSG program effort was spearheaded by Tom Lucy-Bouler.

The SSG program has been quite successful as a startup effort, and SSG is interested in continuing a similar program in the future to be funded as an Air Force contract instead of the Tuition Assistance Program. The department responded to a Request for Information (RFI) in May regarding AUM's capability to continue to provide this training for selected SSG personnel. It is expected that SSG will issue a Request for Proposal in the summer of 2003 to open the competitive process for contract award for future training of this type.

The department sponsored both the Alabama Council for Technology in Education (ACTE) regional and state-wide competitions in March 2003 and May 2003 respectively at AUM. These competitions are for students in grades 3 through 12. In the South Central regional competition, 189 students competed in categories including Multimedia, Computer Programming and Hardware-Robotics. Winners from the regional competition went on to the state competition. The state-wide competition hosted 405 students, with both competitions being reported by regional and state representatives from ACTE as resounding successes. Many department faculty members judged at the regional and state fairs, including Nancy Davidson, Ava Honan, Bennie Waller, Carl McDevitt, Tom Griffin, and Bob Gehling. The fair director for both competitions was Dr. Thomas Lucy-Bouler.

With the completion of the Faculty Development Institute (FDI) by Dr. Bob Gehling in the Spring 2002 class, the total number of faculty members in the department that have completed FDI training stands at 8 of ten assigned faculty members. Dr. David Ang will be scheduled for the earliest possible class during academic year 2003-2004, and since Dr. Bennie Waller has announced his resignation at the end of the summer semester 2003, he will be unable to complete FDI during his remaining time at AUM. The department should achieve one hundred percent completion of FDI training in this next academic year.

The ISDS Club continued to be a very active student organization for IS majors, with Dr. Bennie Waller serving as advisor to the club. The club met monthly for informative meetings on career planning for information technology professionals, resume preparation, job opportunity presentations by representatives from local IT organizations, and other related subjects. The majority of the club's meetings were held as pizza luncheon sessions over the students' lunch period to encourage maximum participation. Additionally, the club sponsored a booth at AUMFest and constructed a float for the rained-out AUM Mardi Gras celebration.

Brian C. Davis was named Outstanding Student for the Department of Information Systems and Decision Science.

Dr. David Ang served as chair for a Decision Support Systems session of the Seventh Annual Asia-Pacific Decision Science Institute Conference in July 2002. He also presented a paper published in the Proceedings of that same conference. As the lead instructor of the QMTD 3600 course, David taught seven sections of that course during the year and was in charge of assessment activities for the course. He also taught one section of INFO2070. He chaired the AACSB Self-Evaluation Faculty Size, Composition, Deployment, and Qualifications Committee. He served as a member of the Faculty Council Academic Standards Committee and was instrumental in preparing a proposal to the AUM Faculty Senate to raise the admission standards for AUM Prelude and Probationary students.

Dr. Nancy Davidson taught seven courses for the year and completed three independent studies, one during each term and all courses were in the information systems area. She proposed and developed two new graduate courses (INFO6250, Information Resource Management, and INFO6200, Management of Information Technology). She co-authored one article for a major IS journal (*Information & Management*) which was accepted for

publication, and continues to work on several other articles in an active research program. She is a reviewer for the 2003 Decision Sciences Institute conference and the 2003 Academy of Management National Conference. She also reviewed a book chapter for McGrawHill/Irwin. She also serves as reviewer for *The Case Research Journal*. Nancy served as a School of Business senator on the Faculty Senate, as a member of the IS Department's Curriculum Committee, and as a member of the School of Business AACSB Mission and Goals Committee. She also was on the AUM Float Committee for Mardi Gras and participated as an AUMFest volunteer.

Dr. Bob Gehling taught six courses for the year, five in his primary area of data communications and one MIS introduction course, as well as one independent study. He is extremely active in using and further developing WebCT capabilities for all of his courses, and is conducting surveys and collecting case studies to further improve his teaching, which has been exceptional in his second year. Currently he is working on four papers in the IT area, including a revision to a paper published in 1995 in the *Journal of Management Information Systems*, a highly-regarded IS publication. He is a member of the IS Department's undergraduate Curriculum Committee, the School of Business AACSB Technology Committee, and the School of Business Curriculum Committee.

Dr. Tom Griffin taught seven courses in the programming, software, and MIS areas, also conducting four independent studies. He continued to improve the content of his courses by adding more technology innovations, including Visual Source Safe for the INFO3890 and INFO3400 courses and Alphabet.com for INFO3890. These simulation programs, as well as a computerized version of the simulations developed by Tom, add a great deal of realism to his courses. He continues to maintain web sites for all his classes as well as websites for the IS Club and International Students Association. He serves as editor of the newsletter *Software Quality* for the Software Division of the American Society of Quality, as well as serving as one of the seven voting members on that division's Council. He developed the software enabling the proceedings of the 12th International Conference on Software Quality to be published on CD-Rom, as well as reviewing 41 papers for the conference. Tom served as reviewer for eight papers submitted to *Psychology and Marketing*. He also serves as lead instructor for programming classes at the Advanced Training Group of AUM and was selected as one of the first department instructors for the SSG program.

Dr. Ava Honan taught eight classes for the year, principally in the programming and database areas, and completed several independent studies with both undergraduate and graduate students. She co-authored one article accepted for publication in *The Journal of Education for Business*, submitted two articles on health care information systems, and is actively working several new articles for submission. Ava served as Co-Chair of the University Mardi Gras Parade Committee, served as an advisor for AUM Continuing Education, participated on the University ITAC Committee, served on the School of Business AACSB Faculty Committee, and was very active in the department Curriculum Committee. Ava was one of the first instructors selected to participate in the new SSG program.

Dr. Bob Little taught eight courses for the year, all in the information systems field. He had one peer-reviewed article published in a Tier 1 MIS research journal, and had two submissions to two other Tier 1 journals. He is a member of the editorial review board for the *Journal of Database Management*, a reviewer for the *Journal of Global Information Management*, and a book reviewer for the journal *Interfaces*. He also served as a reviewer for the Data Warehouse mini-track of the Organizational Systems and Technology track for the Thirty-sixth Annual Hawaii International Conference on System Sciences. Bob was a member of the program committee of the 2003 Information Resources Management Association International Conference held in Philadelphia in May 2003. He serves as co-chair of the School of Business Committee on Academic Resources for the forthcoming

AACSB visit in January 2004. Bob has been selected as the department head, to be effective June 1, 2003.

Dr. Thomas Lucy-Bouler continued his role as acting head of the department. He was a member of the AUM ITAC committee, the ad hoc AUM Website Review Committee, and the FDI Steering Committee. He served as Director of both the South Central regional technology fair and the state of Alabama technology fair for the ACTE conducted on the AUM campus. He is a member of the Montgomery Chamber of Commerce Information Technology Committee (ITC), serving also on the ITC Steering Committee and the ITC Education Subcommittee. Tom taught two programming courses and one data communications class during the year. His scholarly activities included a presentation at the 2002 Annual Conference of the Decision Sciences Institute, which was published as an abstract in the conference proceedings.

Dr. Carl McDevitt taught nine courses in the operations management and information systems areas, as well as completing two independent studies during the year. He continued to serve as the department coordinator for assessment and collected all assessment data for the department. He served as a paper reviewer for the 2002 Annual Conference of the Midwest Decision Sciences Institute, and co-authored paper presentations made at the Annual Meeting of the American Academy of Accounting and Finance and the Annual Meeting of the Academy of Economics and Finance. Carl is a member of the Editorial Review Board for *Southern Business Review*, and has been an extremely active board member for the Central Alabama Chapter of the American Production and Inventory Control Society (APICS). He is the department representative on the School of Business AACSB Assessment Committee, a member of the University Traffic Committee, and served as a volunteer for AUMFest. Carl also consulted with the Alabama Department of Transportation and the Alabama Department of Public Health, performing statistical analyses for those state agencies.

Dr. John Remko taught seven INFO2070 courses during the year. He maintained his certification as a Certified Computer Professional. He served as one of the School of Business senators on the AUM Faculty Senate, was a member of the University Mardi Gras Parade Committee, the School of Business Annual Alumni and Friends Reception Committee, and the INFO2070 Steering Committee. He serves as the Director/Secretary-Treasurer of the Montessori Academy in Montgomery.

Dr. Bennie Waller joined the departmental faculty in the summer of 2002. He came to the department from Francis Marion University located in Florence, South Carolina. Bennie has a Ph.D. in Finance from the University of Mississippi and is currently completing a second Ph.D. in MIS (ABD) at that same institution. He spent his first year splitting teaching duties with this department and the Department of Accounting and Finance, teaching four financial management courses and four IS courses. Bennie continued his active research program, with one peer-reviewed publication, one-peer-reviewed conference proceeding, and completion of the first three chapters of his MIS dissertation. He was a paper reviewer for the 2002 Annual Conference of the Decision Sciences Institute, a member of both the ISDS and School of Business Undergraduate Curriculum Committees, and served as advisor for the ISDS Club.

Publications: Refereed Articles

Honan, Ava S., Pappanastos, Ed, and Hall, Marc. "Order of Operations: Do Business Students Understand the Correct Order?" *The Journal of Education for Business*, 78: 81-84.

Little, Robert G. Jr., and Gibson, Michael L. "Perceived Influences on Implementing Data Warehousing." *IEEE Transactions on Software Engineering* (April 2003), Volume 29, Number 4: 290-296.

Waller, Bennie, Kethley, Bryan, and Festervand, Troy. "Improving Customer Service in the Real Estate Industry: A Property Selection Model Using Taguchi Loss Functions." *Total Quality Management* (2002), Volume 13, Number 6: 739-748.

Publications: Proceedings

Ang, David S. "Decision Support Systems to Cell Manufacturing." *Proceedings of the Seventh Annual Conference of the Asia-Pacific Decision Sciences Institute*, July 24-27, 2002, Bangkok, Thailand.

Waller, Bennie, Kethley, B., Riley, N., and Church, M. "Using Taguchi Loss Functions as an Aid in Selecting the Right Position in Academics: The Case of MIS Professors." *Proceedings of the 2002 Annual Conference of the Decision Sciences Institute*, San Diego, CA.

Publications: Other

Gehling, Robert G. Ancillary instructor materials for *Management of Telecommunications: Business Solutions to Business Problems* (2nd Edition), Houston Carr and Charles Snyder, McGraw-Hill Publishers, 2003.

Presentations and Conferences (Unpublished)

McDevitt, Carl and Johnson, Raymond M. "A Pedagogic Approach to ROIC Analysis: An Extension of Spreadsheet Technology." Annual Meeting of the American Academy of Accounting and Finance, December 2002, New Orleans, LA.

McDevitt, Carl and Johnson, Raymond M. "EVA: An Evaluation and Application for the Classroom." Annual Meeting of the Academy of Economics and Finance, February 2003, Savannah, GA.

Department of Management

Faculty and Staff

Kevin Banning, Acting Head and Associate Professor

Professors: Edwin Arnold, Neville Duarte, and Jane Goodson, Acting Dean

Associate Professors: Marc Hall and Christine Lewis

Assistant Professor: Mary Kiker and Scott Kiker

Secretary: Vicky Riley

Department Highlights

During the year the department initiated an internship program at Hyundai Motors' new Montgomery operation. The Department also conducted internships at East Alabama Medical Center, Colonial Bank, Rheem Manufacturing, Max Federal Credit Union, Carquest, Russell Corporation, and the Alabama Public Service Library. The faculty published five refereed journal articles and several proceedings. Matt Abele was named Outstanding Student for the Department of Management.

Edwin Arnold published two refereed journal articles, had a paper accepted at the Annual Meeting of the Industrial Relations Research Association, and presented a case at the Annual Meeting of the Academy of Economics and Finance. Dr. Arnold served on the Editorial Review Board for *Southern Business Review* and reviewed papers for the *Labor Studies Journal* and *Case Research Journal*. He also reviewed papers for the Academy of Management Human Resource Management Division and was a member of its Program Committee. Dr. Arnold continued serving as coordinator for the Society for Human Resource Management certification course. He served as Treasurer of Phi Kappa Phi and worked on the following School of Business Committees: Intellectual Contributions Committee, the Curriculum Content and Evaluation (MBA Graduate) Committee, the Lowder-Weil Eminent Scholar Committee, and the Faculty Handbook Review Committee. Dr. Arnold participated in the Faculty Development Institute program, including the Cyber Café. Dr. Arnold teaches in the Human Resource Management area.

Kevin Banning published one refereed journal article, presented four papers at three different professional meetings, authored a proceedings publication, and served as a

reviewer for the *Southern Business & Economic Journal*. He also reviewed papers for the Business Policy and Strategy division of the Southern Management Association Meetings. He served the second of a three-year term on the University Core Curriculum Oversight Committee. Dr. Banning also serves on the university's Salary Advisory Committee and the Planning and Budget Committee. In the School, he served on the Management Department Assessment Committee and as chair of the Curriculum Committee. Dr. Banning continues to serve on the Executive Board of the Montgomery Area Nontraditional Equestrians. Dr. Banning's teaching is primarily in the strategy area.

Neville Duarte served as co-faculty advisor for the student chapter of the Society for Human Resource Management and faculty advisor for the International Students Association. In the Management Department, he was involved in assessment of the core and was the chair of the Management major assessment. He was also coordinator of HR and Management Internships. Among other contributions to the School, he has worked on the development of the International MBA, including recruitment, advising, and development of promotional materials, has been a member of the AACSB re-affirmation Mission & Goals committee, and serves on the Globalization Priority committee. Dr. Duarte teaches Management and Human Resource Management courses.

Marc Hall served as the Business Law instructor for Becker's 2002-2003 CPA Review Course taught in the School of Business. Dr. Hall presented a paper at the annual meeting of the American Society for Quality. He was involved in core and HRM assessment in the Department of Management. Dr. Hall served on the AUM Student Discipline Hearing Committee, Faculty Grievance Committee, University Traffic and Safety Committee, AACSB Faculty Development Committee, and the Eminent Scholar Oversight Committee. Dr. Hall teaches Business Law courses.

Mary Brtek Kiker was actively involved in assessment for both the School and Management Department in her role as assessment coordinator. As advisor for the SHRM club, Dr. Kiker organized fundraisers, arranged speakers, and was the student liaison with the Montgomery SHRM chapter. She served on the Faculty Senate and on the Graduate Policy Committee for the school, and she served on the Title VI Committee for the university. Dr. Kiker and her coauthors presented a paper at the 2002 Southern Management Association meeting in Atlanta, GA. Dr. Kiker teaches Management and Human Resource Management courses.

Scott Kiker published two refereed journal articles in the areas of performance appraisal and training effectiveness. He also served on the Student committee to study recruitment efforts at AUM and was the co-adviser for the Society for the Advancement of Management. In addition, Dr. Kiker also served on the Institutional Review Board and attended the Southern Management Conference in Atlanta, Georgia to continue his professional development. Dr. Kiker teaches Strategy and Organizational Behavior.

Christine W. Lewis had three paper presentations this year, a refereed journal publication, and a proceeding. Dr. Lewis served on the search committee to select AUM's first full time Athletic Director. Additionally, she served on the AUM grievance committee and the intramural sports committee. She taught a seminar for the National Association of Women in Construction and served on a care team for the Church of the Ascension. She served the School of Business by co-chairing a subcommittee for the instructional resources committee to aid in AACSB accreditation, and served as co-faculty advisor to the SAM club for the School of Business. Dr. Lewis teaches Business Law courses.

Publications: Refereed Articles

Scott, Clyde & Edwin Arnold. "Deauthorization Elections and Decertification Elections: An Analysis and Comparison of Trends." *Journal of Labor and Society*. Forthcoming.

Arnold, Edwin and Marcia Pulich. "Personality Conflicts and Objectivity in Appraising Performance". *Health Care Manager*. Forthcoming, July-September 2003.

Banning, K.C. 2003. "Incorporating New Knowledge Into Management Education". *Konodai Bulletin of Economic Studies*, 14(2): 59-66.

DeGroot, T. and Scott Kiker. 2003. A Meta-Analysis of The Non-Monetary Effects of Employee Health Management Programs. *Human Resource Management Journal*, 42: 53-69.

Johnson, D., Erez, A., Kiker, Scott, and S. Motowidlo. 2002. Liking And Attributions of Motives as Mediators of The Relationships Between Individuals' Reputations, Helpful Behaviors, and Raters' Reward Decisions. *Journal of Applied Psychology*, 87: 808-815.

Pappasantos, E., Hall, M., and A. Honan. 2002. Order of Operations: Do Business Students Understand the Correct Order?". *The Journal of Education for Business*, 78: 81-84.

Staff, Marcia and Christine W. Lewis. 2003. Arbitration Under NAFTA Chapter Eleven: Past, Present, and Future". *Houston Journal of International Law*, 25: 297.

Publications: Refereed Proceedings

Arnold, Edwin. 2003. Tank Car Company. *Proceedings of the Academy of Economics and Finance* (forthcoming).

Banning, K.C. 2003. Validating the Relationship between Managerial Discretion and Firm Performance. *Proceedings of the Academy of Economics and Finance* (forthcoming).

Kiser, Sara B., Lewis, Christine W., Culverhouse, Renee D., and Danielle C. Coburn. 2003. The Death and Rebirth of "In Loco Parentis": What Duty is Owed to Students? *Southeast Decision Sciences Institute Proceedings* 310.

Scott, Clyde and Edwin Arnold. Deauthorization and Decertification Elections: An Analysis and Comparison of Trends. 2003. *Proceedings of the 56th Annual Meeting of the Industrial Relations Research Association* (abstract only - forthcoming).

Paper Presentations and Conferences (Unpublished)

Banning, K.C. & Jones, S.T. 2002. Presidential Election Cycles and Stock Market Returns. Paper presented to the annual meeting of the American Academy of Accounting and Finance, New Orleans, LA.

Jones, S.T. & Banning, K.C. 2003. Partisan Control of the U.S. Government and Stock Market Returns. Paper presented to the annual meeting of the Academy of Economics and Finance, Savannah, GA

Kiker, M.B., Mero, N., and A. Brownlee. 2002. Effects of Procedure and Outcome Accountability on interview notes and fidelity. Paper presented at the 2002 Southern Management Association Annual meeting, Atlanta, GA.

Yoshida, Y., Banning, K.C., Cross, T.C., Kudo, K., and Kuwana, Y. 2002. Management Education for Strategic Organizational Learning: Comparative Research in American and Japanese Major Companies. Paper presented to the annual meetings of the Academy of Management, Denver, CO.

Department of Marketing

Faculty and Staff

Vaughan Judd, Professor and Head

Professor: Donald Self (Distinguished Teaching Professor)

Associate Professor: Jim Williams

Assistant Professor: Jeffery Periatt

Secretary: Angie Ingram

Department Highlights

The marketing department actively conducted a national search for a new tenure-track faculty member to replace Michael Jones who resigned at the end of Summer term, 2002. William Foxx III was recruited and hired in the Spring semester and will begin teaching in the Department in Fall semester 2003. Ms. Angie Ingram, former Departmental Secretary in the Marketing Department transferred to the Economics Department in early May 2003.

Vaughan Judd completed his tenth year as department head. He continued his program of "Secondary Data Across the Marketing Curriculum" by team-teaching three "Secondary Data Workshops" for two different courses. Vaughan served as Co-Chair of the School of Business AACSB Mission, Goals, and Strategic Planning Committee, as a member of the School of Business Curriculum Committee, and the School of Business International Business Option Committee. He developed business math components for two courses -- ACCT 1000, Cornerstone of Business and MKTG 3310, Principles of Marketing -- to be implemented beginning in Summer term 2003.

Jeffery Periatt was part of a project team selected by the Council of Logistics Management to develop material for textbook authors and faculty to enhance coverage and delivery of logistics material in Principles of Marketing classes. The material was released in August 2002. He was elected to serve as senator, and served on the following University Committees: Senate Rules Committee, University Strategic Planning Committee, and Teaching Effectiveness Committee. Jeffery serves on the School of Business Graduate Policy Committee.

He is a member of the Council of Logistics Management and Institute for Supply Management.

Don Self was granted a sabbatical leave for the Spring semester. He continued to serve on the board of three journals: *Health Marketing Quarterly*, *Services Marketing Quarterly*, and *Journal of Hospital Marketing and Public Relations*. Development work on the Competitive Strategy Analyzer, an interrelated series of computer-based tutorials was continued as well as work in a decision-model based on marketing strategy. Don served as Chair of the Student Section of the AACSB report. At the university level, he served on the Administrator Evaluation Committee and the Academic Affairs Council. Don was a speaker at new faculty orientation.

Jim Williams joined the Marketing Department in August 2002 and was granted graduate faculty standing. In the fall he participated in nine of the ten new faculty orientation seminars Jim continued to serve as a reviewer for the *Journal of Business and Entrepreneurship*. He prepared and taught five different courses during the two semesters and promoted the use of his "Position Papers" as applications of text materials to MBA students' work environment. Jim served as a member of the School of Business AIM Committee.

Amy Shropshire was named the Outstanding Student from the Department of Marketing.

Publications: Referred Articles

Judd, Vaughan. "Achieving A Customer-Oriented Using 'People-Power,' the 5th P" will appear in Volume 37, 2003 (forthcoming) of the *European Journal of Marketing*.

Publications: Proceedings

Self, Donald, Kevin Dunlop, and Elizabeth Weiner. "Military Strategy of the late Col. John R. Boyd Applied to the Competitive Advantage of a Firm," *Proceedings of the Atlantic Marketing Association* (2002): 168-174.

Self, Donald, Elizabeth Weiner, and Kevin Dunlop. "The Competitive Strategy Analyzer" *Proceedings of the Society of Marketing Advances* (2002): p.9.

Paper Presentations and Conferences (Unpublished)

Don Self attended the Atlantic Marketing Association meeting held in Savannah, GA on October 2-5, 2002 to present a paper and as a member of the Board of Directors.

Don Self attended the Society for Marketing Advances meeting in St. Pete Beach, FL on November 13 - 16, 2002 to recruit a new faculty member.

Jeffery Perriatt attended the Society for Marketing Advances meeting in St. Pete Beach, FL on November 13 - 16, 2002 to recruit a new faculty member.

Business Information and Advising Office

Staff

Associate Dean: David Sollars

MBA Coordinator: David Lange

Undergraduate Coordinator: Kathryn C. Mitchell

Advisors: Debby Barkley Edwards, Joy Strong

Secretary: Tina Nabors

Department Highlights

The Business Information and Advising Office (BI&AO) continues to offer one-stop convenience for advising and registration. The Office is an information center for the School and ensures those students are on track for graduation.

Doug Griggs left the office in August and was replaced with a full-time Advisor, Debby Barkley-Edwards.

Kathy Mitchell continued to work with the Campus Pipeline Action Team, which made its recommendation to Dr. Nance in December. She will act as a Web Content Provider for the BI&AO. Training will begin for this soon. The University Retention Committee was re-organized and she will represent the School of Business.

The BI&AO staff actively participated in the gathering and correlating of data for the AACSB Self Study.

The School of Business Ambassadors continued as an important part of the School. The Ambassadors helped with the Alumni and Friends reception, the School of Business Honor's Reception and new student orientation.

General Services

The BI&AO evaluated all transcripts for undergraduate transfer students and potential new students and completed a curriculum check sheet. AUM students changing their major to Business also have their previous work evaluated by BI&AO staff. The office conducted all transcript evaluation for students planning to enter the MBA program.

BI&AO staff completes early graduation checks and final graduation worksheets for both graduate and undergraduate students.

The BI&AO coordinated the registration of current and transfer, graduate and undergraduate students during pre-registration, regular registration and WEB registration for the academic year 2002-03.

Each term, letters were mailed to all new students explaining the registration procedure and inviting students to make an appointment for advising. Current students are sent flyers through their classes reminding them of registration.

Graduate students were again allowed to register in the easiest manner for them. Letters were distributed through graduate classes with registration form attached for dropping off by BI&AO for entering. They could also call in and register.

Each term letters are mailed to newly admitted and registered students inviting them to orientation. Kathy Mitchell served as a Mentor during orientation and helped with the training of Business Peer Leaders.

Student files are maintained in the BI&AO. Grades are posted each term, grade changes are posted and filed and pertinent memorandums placed in student files.

BI&AO has continued to operate the BANNER system with minimal inconvenience to students. Input of schedules, articulation of transfer work, as well as report generation is done on a regular basis.

Students wanting access to the BANNER WEB can receive their PIN and registration code (alternate PIN) from the BI&AO.

The Grade Adjustment Policy is handled through BI&AO. Students must meet with an advisor prior to applying for GAP.

An alumni database continues to be updated and maintained in the BI&AO.

Recruitment Activities

Collecting prospect data from the AUM Admissions database and various other sources, the BI&AO mailed business information packets to potential students who expressed an interest in studying business. An e-mail database was started of prospective high school students, with periodic e-mails reminding them of upcoming events and deadlines.

A recruiting post-card "Why Study Business" was designed, ordered, and received for upcoming mailings to high school students.

During the year, letters were mailed to all AUM students undecided as to their major (GCA) with information about the School of Business programs.

Members of the BI&AO actively participated in recruiting students by the coordinating and/or attending the following college fairs: Autauga County, Montgomery County Junior League, Lee County, Wetumpka High School, Benjamin Russell High School, Dallas/Perry/Wilcox County, Alabama Christian Academy, Central High School – Hayneville, Central High School – Letohatchee, Hillcrest High School, Sparta Academy, Mobile County, Troy Regional Program, Crenshaw County, Dothan Regional, Dale County.

Members of the BI&AO also attended a luncheon to meet high school counselors on campus to attend the ACT Workshop. Members also attended the AUM visitation day, Super Saturday, where visiting high school students can meet with faculty and staff.

Credit Hour, Cost, Faculty Usage and Program Status Information

Notes: Data below were generated by AUM Institutional Studies Office, AUM Computer Center, and School of Business using data in BANNER. Due to changes in reporting protocols and data errors, caution should be used when comparing data in this report with that found for previous years.

Effective Fall quarter 1998, the responsibility for QMTD 2740 and QMTD 2750 was shifted to the Department of Economics. Credit hours, costs, and related data for these courses are included in the Department of Economics' totals. Effective with the 1999-2000 report, all credit hour, section, and cost data associated with the ACCT 1000 Cornerstone of The Business course is included in the home department of the instructor.

Table I. Undergraduate Credit Hour Production				
	FALL	SPRING	SUMMER	TOTAL
2001-02	9,575	9,739	4,897	24,211
2002-03	9,760	9,797	4,956	24,513
TOTAL CHANGE	185	58	59	302
% CHANGE	1.9%	0.6%	1.2%	1.2%

Table II. Graduate Credit Hour Production				
	FALL	SPRING	SUMMER	TOTAL
2001-02	1,039	989	656	2,684
2002-03	1,215	1,164	627	3,006
TOTAL CHANGE	176	175	(29)	322
% CHANGE	16.9%	17.7%	-4.4%	12.0%

Table III. Total Credit Hour Production				
	FALL	SPRING	SUMMER	TOTAL
2001-02	10,614	10,728	5,553	26,895
2002-03	10,975	10,961	5,583	27,519
TOTAL CHANGE	361	233	30	624
% CHANGE	3.4%	2.2%	0.5%	2.3%

Table IV. Annual Undergraduate Cost by Department

DEPARTMENT	STUDENT CREDIT HOURS	FTE USED	AVERAGE CREDIT HOURS PER FTE	INSTRUCTIONAL COST	INSTRUCTIONAL COST PER CREDIT HOUR
ACCT. & FINANCE	6,543	8.9	736	\$799,921	\$122.26
ECONOMICS	5,992	9.2	650	\$552,658	\$92.23
IS & DS	4,289	8.1	529	\$723,167	\$168.61
MANAGEMENT	5,211	6.1	853	\$477,798	\$91.69
MARKETING	2,478	3.7	676	\$239,985	\$96.85
TOTAL	24,513	36.0	681	\$2,793,528	\$113.96

Table V. Annual Graduate Cost by Department

DEPARTMENT	STUDENT CREDIT HOURS	FTE USED	AVERAGE CREDIT HOURS PER FTE	INSTRUCTIONAL COST	INSTRUCTIONAL COST PER CREDIT HOUR
ACCT. & FINANCE	1,064	1.8	598	\$186,469	\$175.33
ECONOMICS	615	1.0	615	\$64,012	\$104.08
IS & DS	408	0.9	432	\$94,723	\$232.16
MANAGEMENT	515	0.9	579	\$52,996	\$103.01
MARKETING	405	0.9	429	\$60,939	\$150.47
TOTAL	3,006	5.6	541	\$459,139	\$152.74

Table VI. Annual Undergraduate-Equivalent Cost by Department

DEPARTMENT	STUDENT CREDIT HOURS	FTE USED	AVERAGE CREDIT HOURS PER FTE	INSTRUCTIONAL COST	INSTRUCTIONAL COST PER CREDIT HOUR
ACCT. & FINANCE	8,138	10.7	763	\$986,390	\$121.20
ECONOMICS	6,915	10.2	676	\$616,669	\$89.18
IS & DS	4,901	9.1	541	\$817,890	\$166.88
MANAGEMENT	5,983	7.0	855	\$530,794	\$88.72
MARKETING	3,086	4.6	669	\$300,924	\$97.53
TOTAL	29,022	41.6	698	\$3,252,667	\$112.08

Table VII. Faculty Research, Sabbatical and University Assignments Cost

FUNCTION	COST	COST PER UNDERGRADUATE EQUIVALENT CREDIT HOUR
SCHOOL RESEARCH AND ASSIGNMENTS	\$51,415	\$1.77
SABBATICALS AND LEAVE	\$42,470	\$1.46
UNIVERSITY ADMINISTRATION AND ASSIGNMENTS	\$92,701	\$3.19
TOTALS	\$186,586	\$6.43

Table VIII. Administration and Maintenance Costs

FUNCTION	COST	COST PER UNDERGRADUATE EQUIVALENT CREDIT HOUR
ADMINISTRATION AND SUPPORT (SCHOOL)	\$366,755	\$12.64
ADMINISTRATION AND SUPPORT (DEPARTMENT)	\$389,965	\$13.44
OPERATIONS AND MAINTENANCE (BUDGETED)	\$177,088	\$6.10
TOTALS	\$933,808	\$32.18

Table IX. Total School Costs

INSTRUCTIONAL COSTS (SALARY ONLY)	\$3,252,667
RESEARCH, SABBATICALS AND ASSIGNMENTS COST	\$186,586
ADMINISTRATIVE COSTS (DEPARTMENT AND SCHOOL)	\$756,720
OPERATION AND MAINTENANCE COSTS	\$177,088
TOTAL SCHOOL COSTS	\$4,373,061
2001-02 TOTAL COST PER UNDERGRADUATE EQUIVALENT CREDIT HOUR	\$134.24
2002-03 TOTAL COST PER UNDERGRADUATE EQUIVALENT CREDIT HOUR	\$150.68
CHANGE	\$16.44
PERCENT CHANGE	12.2%

Table X. Undergraduate Sections and Average Class Size			
DEPARTMENT	NUMBER OF SECTIONS	ENROLLED STUDENTS	STUDENTS PER SECTION
ACCT. & FINANCE	80	2,194	27.43
ECONOMICS	83	2,001	24.11
IS & DS	73	1,433	19.63
MANAGEMENT	55	1,737	31.58
MARKETING	33	826	25.03
TOTAL	324	8,191	25.28

Table XI. Graduate Sections and Average Class Size			
DEPARTMENT	NUMBER OF SECTIONS	STUDENTS	STUDENTS PER SECTION
ACCT. & FINANCE	16	406	25.38
ECONOMICS	9	248	27.56
IS & DS	8.5	178	20.94
MANAGEMENT	8	218	27.25
MARKETING	8.5	152	17.88
TOTAL	50	1,202	24.04

Table XII. Faculty Rank and Status (Fall Semester)				
FACULTY STATUS			% TOTAL FACULTY	
	2001-02	2002-03	2001-02	2002-03
FULL-TIME*	39	42	--	--
Earned Doctorate	34	40	87.2%	95.2%
PROFESSORS	12	12	30.8%	28.6%
ASSOCIATE PROFESSORS	13	14	33.3%	33.3%
ASSISTANT PROFESSORS	9	13	23.1%	31.0%
INSTRUCTORS	5	3	12.8%	7.1%
WITH TENURE	25	26	64.1%	61.9%

*Excludes Dean

Table XIII. Adjunct Usage								
	NUMBER OF SECTIONS			NUMBER OF SECTIONS			PERCENT ADJUNCT	
	<u>2001-02</u>			<u>2002-03</u>			2000-01	2001-02
	TOTAL	FULL-TIME	ADJUNCT	TOTAL	FULL-TIME	ADJUNCT		
FALL	139	111	28	143	116	27	20.1%	18.9%
SPRING	143	109	34	145	116.5	28.5	23.8%	19.7%
SUMMER	89	66	22	86	66	22	24.7%	25.6%
TOTAL	371	286	84	374	298.5	77.5	22.6%	20.7%

Source: Semester School of Business Adjunct Usage Report.

Table XIV. Program Status: Students in Each Program By Semester						
PROGRAM	FALL		SPRING		SUMMER	
	2001-02	2002-03	2001-02	2002-03	2001-02	2002-03
ACCOUNTING	230	247	215	224	147	161
ECONOMICS	127	110	119	86	51	39
FINANCE	133	152	129	129	96	89
GENERAL BUSINESS	1	11	0	20	7	22
INFO. SYSTEMS	426	365	411	369	224	239
MANAGEMENT	166	159	151	138	76	86
MARKETING	181	196	191	188	104	118
HR MANAGEMENT	90	123	95	107	73	61
UNCLASSIFIED	6	8	13	4	4	5
TOTAL UNDERGRAD.	1,360	1,371	1,324	1,265	782	820
% CHANGE		0.8%		(4.5%)		4.9%
MBA	179	199	168	195	166	156
% CHANGE		11.2%		16.1%		(6.0%)
SCHOOL TOTAL	1,539	1,570	1,492	1,460	948	976
% CHANGE		2.0%		(2.1%)		2.95%

Source: Semester Enrollment Data from BANNER.

Table XV. Degree Completions		
JULY 1 TO JUNE 30		
PROGRAM	2001-02	2002-03
ACCOUNTING	48	34
ECONOMICS	11	9
FINANCE	28	23
GENERAL BUSINESS	19	11
INFO. SYSTEMS	80	61
MANAGEMENT	26	24
MARKETING	18	30
HR MANAGEMENT	18	29
TOTAL B.S.B.A	248	221
MBA	75	66
SCHOOL TOTAL	323	287

Source: Degree Completion Data, BI&AO

