General Information
The McIntire School of Commerce has achieved a national reputation in business education and has been cited as one of the top business schools in the country. Founded in 1921 under the guise of the Wilson School of Economics, the name was changed after a substantial donation was made by Paul G. McIntire. A native of Charlottesville and successful businessman, Mr. McIntire attended the University of Virginia for one term before venturing to Chicago and New York to pursue his fortune in the business world. Mr. McIntire felt the purpose of the school should be to provide training for a career in business, affording young people the vast opportunities of the business life.

The McIntire School of Commerce has grown immensely over the years, housing the undergraduate business school and two graduate programs: accounting and the management of information technology. At the graduate level, these innovative degree programs combine the managerial perspective of an M. B. A. with a sharply defined professional and technical focus. To be successful at McIntire, graduate students must maintain an intellectual enthusiasm for their program of choice. They must have the desire not only to master their field, but also to apply that mastery. Our programs are for people who are both drawn to, and envision being leaders in, these fields because of the opportunities they offer to make a difference in the world of business.

The Master of Science programs are demanding and rigorous. Faculty and staff work very hard in their effort to prepare students for leadership positions and to ensure that the results are well worth the effort. The faculty consult continually with their colleagues in the business world, observing business trends and changes in technology in order to bring a contemporary perspective to the classroom. Classroom training is supported by the latest in instructional technology, as well as the School’s extensive computer resources. McIntire offers a specialized business education on the leading edge.

Admission and Financial Aid

Admission
Graduate Admissions Office
McIntire School of Commerce
Monroe Hall
University of Virginia
P.O. Box 400173
Charlottesville, VA 22904-4173
www.comm.virginia.edu/admissions
(434) 924-3571 or Toll Free (877) 349-2620

The Graduate School of Commerce seeks well-rounded individuals who bring exceptional intellectual capabilities along with a passion for their chosen field. The admissions process looks for evidence of competitive academic performance, work and life experiences, diversity of perspective, and qualities of character such as motivation, maturity, tenacity, integrity, ability to work with others, self-reliance, and leadership. Candidates who are non-native English speakers must demonstrate sufficient oral and written English language skills to be successful in an intensive and collaborative learning environment.

All applicants are considered without regard to age, color, disability, national or ethnic origin, political affiliation, race, religion, sex (including pregnancy), sexual orientation, or veteran status.

Please see individual program descriptions or visit the McIntire website (www.commerce.virginia.edu) for information on specific admission and program requirements.

Financial Aid
The Graduate School of Commerce assists students in meeting the cost of education through a range of scholarships, fellowships, assistantships, loans, work-study, payment plans, and employer sponsored tuition remission programs.

U.S. Citizens and permanent residents who are seeking any type of financial aid through the University must file (1) a Free Application for Federal Student Aid (FAFSA), (2) a University Graduate Financial Aid Form and (3) a Departmental Funding Request. The required FAFSA and University Graduate Financial Aid forms can be obtained directly from the Office of Student Financial Assistance, P.O. Box 400204, University of Virginia, Charlottesville, VA 22904-4204 (434) 982-6000 or via their website at www.virginia.edu/financialaid. The required Departmental scholarship and assistantship forms can be obtained from the Graduate School of Commerce website at www.commerce.virginia.edu/

Availability of departmental funds for international students is limited and varies by program.

Applicants will not be considered for financial assistance until they have been admitted to the Graduate School of Commerce and submitted the required documentation. Admissions decisions are made without regard to an applicant’s financial situation. Please see individual programs for information on specific scholarships and GTA requirements.

Departmental Financial Aid Please see individual program description for further information and application instructions.

Veterans’ Benefits The Office of the University Registrar is the University liaison with the Veterans Administration in matters concerning educational benefits available to veterans and war orphans under the provisions of Chapters 34 and 45 of Title 38 USC (Cold War G.I. Bill). This office provides information and furnishes application forms on request. Please address inquiries regarding educational benefits available through the Veterans Administration to the Registrar’s Office, Carruthers Hall, (434) 924-4138.

Tuition Waiver Program Due to the cohort driven format of the MS degree programs, the Graduate School of Commerce does not participate in the University of Virginia Tuition Waiver program for University employees. Interested applicants employed at the University of Virginia should contact the admissions office to determine whether any special tuition assistance may be available.

Academic Information
Transfer of Credit The Graduate School of Commerce requires students to complete 30 credit hours of graduate level work in residence. Because of the cohort, lock-step format of the programs, transfer credit is not given.

Language Requirements. All foreign students, whose first language is not English, are required to take the Virginia English Proficiency Examination unless a waiver has been received by the Associate Dean. This is not a substitute for the TOEFL examination required for admissions. Students whose examination results are lower than deemed necessary for success in graduate studies will be required to develop a plan of remedial study.

Enrollment Requirements Students must carry a minimum of 9 credit hours to be considered a full time student at the University of Virginia. Departmental program policies may vary as to the minimum semester credit hour requirements within each program.

Incomplete Policy An IN is recorded when reasons known to the professor are judged adequate to justify an extension of time to complete course requirements. An IN may not be used to allow a student to attempt to raise a grade at the end of the term. The time
to change the IN to a grade is determined between the student and the instructor, but may not exceed beyond one semester in which the class was taken. Students must enter into a written agreement specifying the remaining requirements and agreed-upon time line. If the agreed time for completion has passed and the student has not met the agreement, the grade automatically becomes an F unless changed by the instructor.

**Program Attendance** Given the intensive and cumulative nature of the program, students are required to attend all scheduled class meetings. In addition, students are expected to clearly communicate program commitments to all relevant parties (i.e., both family and work relationships). In the event that a student cannot be present for any part of the program, or falls behind for any reason, it is the responsibility of the student to make up the work in a manner that is approved by the faculty. Attendance may be reviewed periodically by the faculty and absence from more than 20% of any course will automatically result in an evaluation of non-performance (“F”).

**Leave of Absence** Requests for a leave of absence should be made in writing to the Associate Dean for Graduate Programs and cannot exceed one calendar year. Please note that due to the lockstep, cohort nature of McIntire’s graduate programs, permission to take a leave of absence is granted only in rare circumstances.

**Withdrawals and Refund Policy** Students may withdraw from any program in the Graduate School of Commerce upon the following conditions:
1. Withdrawals must be submitted in writing to the Associate Dean for Graduate Programs.
2. The withdrawal becomes effective the date it is received.
3. Students who withdraw have no guarantee of readmission.

**Refunds**
1. All requests for refunds must be made in writing to the Associate Dean for Graduate Programs.
2. The date of the postmark, fax or in-person written request determines the amount of any refund.
3. Refunds are calculated according to the following conditions:
   - If the student withdraws before the first class meeting, a full tuition refund, less a $12.00 processing fee, is granted. If the student has paid for materials, that fee is not refunded.
   - For courses of three to nine sessions, 80% of the tuition is refunded if the student withdraws between the first and second class meeting. No refunds are granted after the second meeting.
   - For courses of one or two sessions, no refund is available after the course begins.
   - All departmental scholarship and fellowship allocations are rescinded upon a student’s withdrawal.

Student Financial Services issues refund checks, if applicable. Allow four to six weeks for processing refund payments. Please direct inquiries to the Graduate Programs Office.

**Grade Changes** After it has been submitted to the Office of the University Registrar, no grade may be changed without the approval of the dean. The dean is not authorized by the faculty to change a grade submitted to the Office of the University Registrar except when an instructor certifies that, because of errors in calculation or transcription, an incorrect grade has been submitted.

**Grade Appeals** McIntire students who wish to appeal a grade must first attempt to resolve the issue with the instructor of the course. The appeal must be in writing and filed within thirty days of the first class day of the following semester. Absent a satisfactory outcome, the student should submit a written appeal to the Associate Dean for Graduate Programs, who reviews the matter and consults with the Graduate Program Committee. The final level of appeal is to the Dean of the McIntire School of Commerce.
Degree Programs

Ernst & Young Accounting Program
The Graduate School of Commerce, in partnership with Ernst & Young, LLP, offers a unique, customized accounting program for students who want to earn their master’s degree while working for Ernst & Young. Applicants are recruited for the program by Ernst & Young. Upon admission by the McIntire School’s admissions committee, students also become employees of Ernst & Young. For additional information, please visit the Ernst & Young website at www.ey.com/careers/masters.

Master of Science in Accounting – Tax Consulting
The Master of Science in Accounting – Tax Consulting is an innovative and rigorous program that provides students with a deep and comprehensive understanding of the tax law and of how strategic tax planning can facilitate the achievement of the personal, investment, and business objectives of individuals and organizations. In addition, students are challenged to develop a functional awareness of the context within which competing tax strategies must be evaluated including the underlying business and legal issues, economic ramifications, and financial statement effects associated with each alternative. The program equips its graduates with the technical knowledge, the strategic insight, and the broad array of core competencies required to successfully pursue comprehensive understanding of the tax law and business objectives of individuals and of how strategic tax planning can facilitate consulting.

The M.S. in Accounting – Tax Consulting program is a 30 credit hour curriculum. Students enter the program in late August and proceed as a cohort through the two (2) semester prescribed curriculum, graduating May of the following year.

Program Prerequisites: Prior to entering the program, students are expected to have completed the following undergraduate courses:
- Introduction to Accounting I and II
- Intermediate Accounting I
- Federal Taxation I (Principles of Taxation for Business and Investment Planning)
- Federal Taxation II (Taxation of Corporations, Partnerships and Estates)

Admission Requirements: Admission to the Master of Science in Accounting – Tax Consulting Program is highly competitive. Prior to entering the Master’s Program, candidates must have earned a bachelor’s degree from an accredited collegiate institution and show high promise for success at the graduate level. Other factors considered for admission include letters of reference, prior academic performance, strong performance on the Graduate Management Admissions Test (GMAT), honors, awards, and extracurricular activities. Relevant work experience, if applicable, is also considered. Students being considered for admission may be asked to interview with the admissions committee. International students whose first language is not English must also submit a TOEFL score. A $40 application fee is required which can be paid online with the application. If accepted, a non-refundable deposit of $500 will be required and is credited toward the first tuition payment. For more information or to access the online admissions services, please visit the website or contact:

Office of Graduate Admissions
McIntire School of Commerce
University of Virginia
P.O. Box 400173
Charlottesville, VA 22904-4173
(434) 924-3571
(877) 349-2620 [toll-free]
e-mail: mcintri@grad@virginia.edu
www.commerce.virginia.edu

Grading Policy: Grades are awarded only to those students who are registered for, and who complete a course for, credit. The letter grade symbols used for grading graduate students in the Accounting program are: A+, A, A-, B+, B, B-, C, D, F. Students are required to maintain a GPA of 3.0 to remain in the program and graduate. All courses are on a credit basis only. A student who earns six credit hours of sub-standard performance (“C”) is placed on probation; a probationary student who earns one additional grade of C is dropped from the program. A student who receives a grade of F (non-performance) in any course is automatically dropped from the program.

Course Structure and Faculty: Please refer to the website at www.commerce.virginia.edu.

M.S. Accounting Course Descriptions

GCOM 731 - (3)
Strategic Business Advising and Communication
This course is designed to help students develop basic advising competencies while exposing them to the dynamics of strategy, process, technology, and change management advising. The course is structured to integrate theoretical and practical knowledge, simulated experience, and active discussion of three different topics relevant to the total advising experience: (1) the advising engagement lifecycle, (2) various methodological approaches and tools used by advisors in structuring and solving clients’ problems, and (3) strategic-thinking and behavioral techniques that facilitate the advising process. Time is also devoted to the active listening, feedback, coaching, constructive conflict, and meeting facilitation skills that make effective communication possible.

GCOM 732 - (3)
Enterprise Risk Management and Accounting Policy
This course has two major and interrelated parts—enterprise risk management and accounting policy. The first part of the course looks at the strategic, operational, and financial risk that organizations face. Through case discussions, the process of risk identification, risk assessment, and risk monitoring is covered. The second part of the course focuses on the accounting policy making process by the FASB and SEC and includes case discussions of specific corporate policy making in reporting to shareholders and other stakeholders.

GCOM 741 - (3)
Research, Analysis, Writing, and Communication
This course is designed to equip students with the special investigative skills, and the technical tools, techniques, and insights required to analyze, interpret, summarize, and present complex financial, tax, accounting, and business related issues in a manner that is both understandable and supported by documentary evidence. This course has been designed to expose students to the various statutory, administrative, and judicial sources of the tax law. Case studies are used throughout the course to assist students in developing and refining their proficiency in identifying issues, locating and interpreting pertinent authority, and effectively and professionally communicating their conclusions. Students learn how to use several commercially available research tools (LEXIS/NEXIS, RIA CheckPoint, etc.), analytical tools (e.g., financial modeling tools and simulation tools), and presentation tools more creatively, more efficiently, and more effectively. This course will assist students in developing and refining problem recognition skills and analytical and legal reasoning abilities. It places considerable emphasis on the development and refinement of effective oral and written communication skills. The course contains short modules on tax procedure, leadership, teamwork, and business ethics.

GCOM 742 - (2)
Tax Jurisprudence: Pervasive Tax Doctrines and Their Practical Application
This innovative course promises to be of interest and immense practical value to all tax professionals—regardless of their areas of practice and specialization. It examines the tax law from a nontraditional perspective: It analyzes the evolution and development of each of the statutory and judicial doctrines that collectively give rise to the “conceptual framework” of the U.S. federal income tax law and then illustrates their practical application to a host of sophisticated and contemporary fact patterns. These familiar doctrines have broad practical application throughout virtually all areas of federal income taxation. They include: the “realization” doctrine, the “assignment of income” doctrine, the “claim of right” doctrine, the “Arrowsmith” doctrine, the “functional equivalence” doctrine, the “functionally unrelated” doctrine, the two “tax benefit” doctrines, the “substance over form” and “step transaction” doctrines, the “annual accounting period” concept, “legal transition,” and several others. One of the objectives of this course is to arm students with theoretical and practical insights that will measurably enhance their ability to (1) understand, retain, and apply the tax law; (2) to more effectively identify the tax issues lurking in a given set of facts; and (3) to develop more creative and credible solutions
to the problems or opportunities that these tax issues create.

**GCOM 743 - (3)**
**Tax Strategies for Limited Liability Companies and Other Conduit Entities**
This case-oriented, transaction-based course addresses the various legal, business, and tax issues arising in connection with the formation, operation, termination, and reorganization of conduit entities and their shareholders. The course provides in-depth coverage of the technical rules of Chapters K and S and places special emphasis on the identification and implementation of tax-planning strategies available to conduit entities and their shareholders. The course contains modules on entrepreneurship and accounting for partnership transactions.

**GCOM 744 - (4)**
**Tax Strategies for Corporations and Shareholders**
This case-oriented, transaction-based course addresses the various financial, tax, and accounting issues arising in connection with the formation, operation, termination, and reorganization of domestic corporations and their shareholders. The course provides in-depth coverage of the technical rules of Chapters K and S, and places special emphasis on the identification and implementation of beneficial tax planning strategies available to corporations and their shareholders.

**GCOM 745 - (4)**
**Corporate Mergers, Acquisitions, Divisions and Recapitalizations**
This eclectic, case-oriented, transaction-based course addresses the various financial, tax, and accounting issues arising in connection with corporate mergers, acquisitions, divisions, and recapitalizations. It presents a detailed introduction to the qualitative and quantitative valuation techniques used in analyzing proposed transactions. Students are exposed to the vast array of legal, tax, and accounting issues that arise in connection with negotiating, structuring, closing, and reporting these transactions and how these various factors impact corporate value. Tax due diligence and financial statement analysis are also covered. This course also examines the conceptual themes and the technical rules that govern the filing of consolidated tax returns and compares and contrasts the rules with the generally accepted accounting principles that govern the preparation of consolidated financial statements. SFAS 109 (tax provision) is also covered in this course.

**GCOM 746 - (3)**
**Tax Strategies for the Executive and the Entrepreneur**
This is an eclectic course that addresses the federal income, estate, and gift tax issues and strategies that arise in connection with executive compensation [stock options, nonqualifying deferred compensation strategies, etc.], planning for the death or incapacity of the owners of a closely held business [buy-sell arrangements, succession planning, etc.], gratuitous inter vivos and testamentary transfers of large wealth. The course provides in-depth coverage of federal estate and gift taxes, the generation-skipping transfer tax, and the use of trusts. Related business issues non-tax aspects of executive compensation and business succession planning and related financial accounting principles are also covered.

**GCOM 747 - (5)**
**International Business and Investment Transactions**
This eclectic, case-oriented, transaction-based course addresses the various financial, accounting, and tax issues arising in connection with a wide range of international business and investment transactions. It presents a detailed introduction to international finance [e.g., accessing international financial markets, managing foreign exchange risk, and using various financial instruments], and comprehensive coverage of international taxation and tax planning strategies (including transfer pricing, foreign tax credit planning, Subpart F, etc.). The course also contains a module on U.S. accounting principles applicable to multinational transactions and operations, and on the managerial accounting aspects of control systems for multinational business operations. Students are exposed to international accounting standards promulgated by the International Accounting Standards Committee. The tax and accounting systems of several countries are compared and contrasted with those of the United States. The course also contains a module on state and local taxation.

**GCOM 751 - (1-3)**
**Independent Study and Supervised Research**
Students taking this course will explore areas and issues of special interest that are not otherwise covered in the graduate curriculum. Research is conducted under the supervision of a professor chosen by the student. This course is offered at the discretion of the supervising professor. The Director of the Master's Program in Accounting must approve a requesting student's written proposal prior to registration for the course. In addition to other requirements imposed by the instructor, the course requires a final paper of publishable “law review” quality be completed and submitted prior to the end of the semester.

**Master of Science in the Management of Information Technology**
The McIntire School of Commerce is a recognized leader in developing technology-savvy business decision makers. The MS MIT program provides an intensive, collaborative learning experience that teaches business and technology professionals how to deliver greater business value through the effective management and use of information technologies. The program is based on 30 credit hours with a curriculum that synthesizes management, finance, accounting, marketing, strategy, and leadership skills with technical knowledge of IT architecture, e-business, enterprise systems, data communication, and data warehousing. The program is conducted in an executive format, which allows professionals the option of completing a master’s degree while remaining on their job. Students may complete their coursework in 12 months by attending classes every other Friday and Saturday in Charlottesville or in 16 months by attending classes every other Saturday in Reston, Virginia. Both sections join for an initial two-week residency in Charlottesville at the McIntire School of Commerce. The 16 month program meets for an additional one-week residency in Charlottesville toward the end of their first year. Both sections follow the same 30 credit hour curriculum, just at a different pace.

**Program Prerequisites**
The Master of Science in the Management of Information Technology requires that candidates have successfully completed a bachelor's degree from an accredited college or university. Prior to admission, a candidate must have a minimum of two years of relevant professional work experience including significant managerial or technical involvement with an IT project, program or product. There are no specific requirements as to undergraduate major or prerequisite coursework required.

**Admission Requirements**
Admission to the Master of Science in the Management of Information Technology is highly competitive. Prior to entering the Master's Program, candidates must have earned a four year bachelor's degree from an accredited collegiate institution and show high promise for success at the graduate level. A minimum of two years of professional work experience at least some of which must be relevant technical or managerial experience in information technology is required for consideration. Other factors considered for admission include letters of reference, prior academic performance, strong performance on the Graduate Management Admissions Test (GMAT), quality and relevance of work experience, honors, awards, and extracurricular activities. Students being considered for admission may be asked to interview with the admissions committee. International students whose first language is not English must also submit a TOEFL scores. Candidates with a minimum of eight years of professional work experience beyond their bachelor's degree and who possess a strong record of achievement may request a waiver of the GMAT requirement. A $40 application fee is required which can be paid online with the application. If accepted, a non-refundable deposit of $500 will be required and is credited toward the first tuition payment. For more information or to access the online admissions services, please visit the website or contact:
MIS 779 - (6)
IT Architecture
The IT Architecture module is intended to provide a technology foundation for the program - our way of looking at IT. We study how IT infrastructure and applications are designed, developed, and deployed to meet the needs of the business enterprise and add economic value. Throughout the module we place a special emphasis on design and modeling of enterprise level business activities that are integrated through the deployment of IT resources. Object-oriented methods are also included, as a fundamental approach to delivering information technologies to organizations that must respond to changing conditions. Throughout the module we emphasize the evaluation and management of alternative architectures and emerging technologies. Class sessions will include a combination of lectures, discussions, case studies, guest speakers, hands-on modeling workshops and team-based project work.

MIS 780 - (3)
Data Communications
Data Communications focuses on the infrastructure necessary to conduct business electronically (e.g., networking models and telecommunications protocols). The focus of the class is to build a broad understanding of communications technologies and how they enable business strategies.

MIS 781 - (3)
E-Business Strategies & Systems
E-Business Strategies & Systems covers a high-level overview of emerging E-business models and best practices. The class uses cases and speakers to explore the current E-business environment. The class project involves a research paper about an existing or planned E-business in terms of its business model, technology model, competitive analysis and future prospects.

MIS 783 - (6)
IT Project Management
This course is designed to develop project managers skilled in rapid application development techniques and such business-related knowledge and skills as estimation and scheduling, staffing, managing teams, budgeting, activity-based costing, and change management. Teams are responsible for conducting a project post mortem on a real world IT project and present their findings and recommendations to the rest of the class. Specific tools include Visio, MS Project and SourceSafe.

MIS 784 - (6)
IT Strategy and Management
This course is the most macro in scope and provides the heaviest concentration of business-related material, including strategic planning, new ventures, marketing, financial accounting, auditing and security, managing IT personnel, managing emerging technologies, management control systems, performance measurement, enterprise risk management and IT valuation. Project teams will develop business plans as a means to integrate module/program learning.

MIS 785 - (3)
Enterprise Systems
This course attempts to develop a working knowledge of enterprise application integration (EAI) and business-to-business (B2B) solutions through messaging technologies. Architectures supporting enterprise resource planning (ERP), supply-chain management (SCM), and customer relationship management (CRM) applications will be developed. Examples will include applications from SAP, Oracle, and B2B general frameworks. A variety of case studies will expose the essential principles for matching business models with enterprise-wide and industry-wide architectures.

MIS 786 - (3)
Data Warehousing
This course is designed to give students an overview of data warehousing by covering the various steps involved in the warehousing process, the software used during each step, different types of problems and issues that need to be addressed on a data warehouse project, and emerging issues and trends.
Faculty

Office of the Dean of the
Mcnintire School of Commerce

Michael D. Atchison, B.S., M.B.A., Ph.D., Associate Dean of the B.S. in Commerce Program
Thomas Fitch, B.A., M.Ed., Assistant Dean for Commerce, Director of Career Services
Cynthia N. Huddleston, B.S., M.Ed., Assistant Dean for Graduate Marketing & Admissions
Michael L. Koenig, B.A., M.A., Assistant Dean for Student Affairs
Rebecca L. Leonard, B.S., M.B.A., Assistant Dean for External Affairs

Eric E. Meier, B.S., M.S., Assistant Dean of Technology, CTO
George A. Overstreet, Jr., B.B.A., M.A., M.B.A., Ph.D., Associate Dean for Research and Center Development
Gerald D. Stairs, B.A., M.B.A., Associate Dean for Administration
Peter A. Todd, B. Comm., Ph.D., Associate Dean for Graduate Programs
Diana M. Walker, Associate Dean for External Affairs
Ellen M. Whitener, B.A., M.B.A., Ph.D., Senior Associate Dean

FacultY

Professors
Gib Akin, B.A., Ph.D.
Michael D. Atchison, B.S., M.B.A., Ph.D., C.P.A.
Elias M. Awad, B.S., M.B.A., M.A., Ph.D., Virginia Bankers Association Professor of Bank Management
O. Whitfield Broome, Jr., A.B., M.S., Ph.D., C.P.A., Frank S. Kaulback, Jr. Professor of Commerce
Mary Jo Hatch, B.A., M.B.A., Ph.D.
Sally M. Jones, B.B.A., M.P.A., Ph.D., KPMG Peat Marwick Professor of Professional Accounting
John H. Lindgren, Jr., B.A., M.B.A., D.B.A., Consumer Bankers Association Professor of Retail Banking
David M. Maloney, B.S., B.A, M.A.S., Ph.D., C.P.A.
David G. Mick, B.A., M.A., M.H.A., M.B.A., Ph.D., Robert Hill Carter Professor of Commerce
R. Ryan Nelson, B.S., M.P.A., Ph.D.
Richard G. Netemeyer, B.S., M.B.A., Ph.D.

George A. Overstreet, Jr., B.B.A., M.A., M.B.A., Ph.D., Walker Professor in Growth Enterprises
Laurence C. Pettit, Jr., B.S., M.S., D.B.A.
David G. Smith, B.S., Ph.D.
Peter A. Todd, D.E.C., B.Comm., Ph.D., Chesapeake & Potomac Professor of Commerce
Robert I. Webb, B.B.A., M.B.A., Ph.D., Paul Tudor Jones II Research Professor
Ellen M. Whitener, B.A., M.B.A., Ph.D.
William J. Wilhelm, Jr., B.B.A., M.A., Ph.D.

Associate Professors
Rajesh K. Aggarwal, B.A., M.A., Ph.D.
Robert B. Brown, B.S., M.B.A., Ph.D.
William K. Carter, B.S., M.S., Ph.D., C.P.A.
Patrick J. Dennis, B.S., M.B.A., Ph.D.
Gayle R. Erwin, B.S., M.S., Ph.D.
Adelaide W. King, B.A., M.B.A., Ph.D.
David W. LaRue, B.B.A., M.S., Ph.D.
Malcolm H. Lathan, Jr., B.S., M.B.A., Ph.D., C.P.A.
Felicia C. Marston, B.S., Ph.D.
Susan E. Perry, B.S., M.B.A., Ph.D., C.P.A., C.M.A.
Paul L. Walker, B.B.A., Ph.D., C.P.A.
Mark A. White, B.A., M.S., M.B.A., Ph.D.
Barbara Wixon, B.A., Ph.D.
Clay Looney, B.A., Ph.D.
Janette Martin, B.A., M.A., Ph.D.
Roger D. Martin, B.S., Ph.D.
James G. Maxham III, B.S., M.B.A., Ph.D.
Michael G. Morris, B.S., M.S., Ph.D.
Elizabeth K. Thurston, B.A., M.B.A., Ph.D.
John O. Wheeler, B.A., J.D.

Assistant Professors
James E. Burroughs, B.B.A., M.B.A., Ph.D.
Robert L. Cross, B.S., M.B.A., D.B.A.
Stefano Grazioli, M.I.S., Ph.D.
Ira C. Harris, B.B.A., M.B.A., Ph.D.
Carrie M. Heilman, B.A., Ph.D.
Clay Looney, B.A., Ph.D.

Lecturers
Sheri L. Aggarwal, B.A., M.A., Ph.D.
Lucien L. Bass III, B.S., M.B.A.
Michael D. Bills, B.A., M.B.A.
Karin B. Bonding, C.F.A.
John A. Griffin, B.S., M.B.A.
Eric Keshin, B.S.
Lawrence K. Kochard, B.A., M.A., M.B.A., Ph.D.
Rebecca L. Leonard, B.S., M.B.A.
Eric E. Meier, B.S., M.S.
Marcia Lynn Pentz-Harris, B.A., M.Ed., M.A.