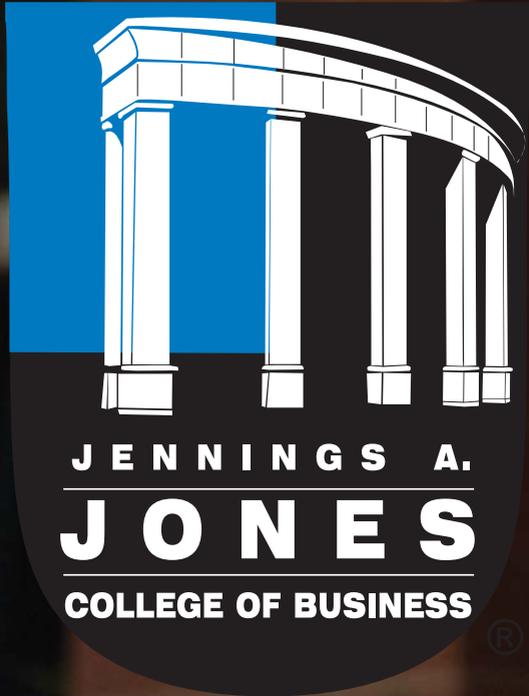


**MIDDLE TENNESSEE
STATE UNIVERSITY**



**2006–2007
Annual Report**

Contents

Jennings A. Jones College of Business	2
Department of Accounting	6
Department of Business Communication and Entrepreneurship	7
Department of Computer Information Systems	8
Department of Economics and Finance	9
Department of Management and Marketing	10
Graduate Programs	11
Tennessee Small Business Development Center	12
Jennings and Rebecca Jones Chair of Excellence in Urban and Regional Planning	13
Jennings A. Jones Chair of Excellence in Free Enterprise	13
Weatherford Chair of Finance	14
Martin Chair of Insurance	15
Japan-U.S. Program	16
Business and Economic Research Center	16
Center for Economic Education	17
New Faculty and New Responsibilities	18
Scholarship Awards	20



Students and guests peruse the College of Business Scholars Day poster exhibit in the south lobby of the Business and Aerospace Building.

Cover: Governor Phil Bredesen speaks and signs a bill to increase funding for higher education in the courtyard of the Business and Aerospace Building.

Dear Faculty, Students, Alumni, and Friends of Jones College:

Academic 2006–2007 was another remarkable year. Faculty and students achieved significant accomplishments and received local, regional, national, and international recognitions. Since this has been happening for years in the Jennings A. Jones College of Business, no one should be surprised.

While I am not surprised, I am very pleased. Faculty are asked to do so much in so many places. The number of classes they teach is greater than comparable peer universities require, and yet they continue to produce intellectual contributions that enhance their disciplines and to work with students in professional organizations, competitions, and other endeavors.

Many of our students perform at an exceptional level. Even with the lottery scholarships, the majority must work many hours each week to pay their college expenses. Many also have family responsibilities. Yet in these pages are pictures and stories detailing prestigious awards, honors, and competitions they have won. They have done well, and we are proud of them.

There is another group I want to address: our alumni and friends. Much of what I described above as faculty and student achievements would not be possible without the help you have provided. As you know, the best costs more, certainly more than the budget provided by the State of Tennessee.

Thank you, faculty and students, for your dedication to excellence. And thank you, alumni and friends, for your support that provides a margin to achieve that excellence.

As we turn our attention to the year ahead, the crystal ball is focused clearly on one salient issue: assessment. The U.S. Secretary of Education, the U.S. Congress, national accreditors, state legislators, and others have made assessment the A-level priority.

Simply put, assessment is a process that addresses the question: What have we accomplished compared to what we intended to? It requires that we set quantifiable objectives, measure against them, and vigorously evaluate the results. It isn't easy, but it is the right thing to do, and we will do it.

I look forward to 2007–2008. Thank you for all you have done.



E. J. Burton
Dean, Jennings A. Jones College of Business



Dean Burton confers with chairholder Aubrey Harwell of the Jennings A Jones Chair of Excellence in Free Enterprise at the Economic Outlook Conference.



Earl Swensson, FAIA, chairholder, Jennings and Rebecca Jones Chair of Excellence in Urban and Regional Planning, speaks at an Obesity Initiative meeting.

Jennings A. Jones College of Business Overview

Academic Quality

Strengthening and streamlining curriculum

■ Accounting improvements

- Intermediate Readiness, an assessment and retention initiative;
- Ernst & Young Leadership Program for student recruiting;
- KPMG Leadership Program for student recruiting;
- on-campus Becker CPA Review preparing students at the graduate level.

■ CIS improvements

- a revised undergraduate curriculum implemented in fall 2006 including new course requirements (Web Development, Programming Logic w/VB.Net, Objected Oriented Programming with C#.Net, Project Management and Systems Development, and Advanced Web-Enabled Application Development);
- development of new concentrations for the graduate program in the area of IT Project Management and IT Audit and Security;
- an on-campus AITP competition created by Charles Apigian.

■ Management and Marketing improvements

- offering in fall 2006 Senior Seminar as an elective for all majors to facilitate the college-to-career transition and enhance students' personal marketing skills in the job search;
- for management in fall 2007 requiring Business Ethics and offering First-Year Seminar to introduce students to major, subdisciplines, faculty, and other students;
- for marketing in fall 2007 requiring Senior Seminar.

Attracting meritorious students

- MTSU received reaffirmation of accreditation from the Southern Association of Colleges and Schools in December based on a compliance audit and quality enhancement plan.
- Jones College of Business is one of the largest in the nation, with more than 3,600 majors, 129 faculty members, and over 400 students in M.B.A. and master's in accounting and information systems programs.



Rebecca Jones

Rebecca Jones, seated, attended the 16th annual Executives in Residence Day luncheon April 6. From left are students Jeanice McCord, Courtnie Holliday, Casey Smith, Daniel Wood, Kim Morrow, Jo Gilley, and Roy Adcock.



Distinguished Alumnus Award

Wayne Rollins (B.S. '75, M.B.E. '76) received the award at the President's Celebration of Excellence (from left, Business Communication and Entrepreneurship Chair Stephen Lewis, Rollins, President Sidney A. McPhee, and National Alumni Association President Bob Lamb).



Guest Speaker

Bob Womack, 83, MTSU professor of educational leadership, spoke to Barbara Haskew's macroeconomics class (Department of Economics and Finance) about differences in consumer behavior over the past 50-plus years.



Matthew Starling

An MTSU Affair

Tamara Clark and Craig Mercer, who met as students in the Department of Computer Information Systems and both received a B.B.A. in 2000, were married in the courtyard of the Business and Aerospace Building.

- Jones College continued to grow at the rate of 1.45 times the growth of the University as a whole (in student credit hours over the past eight years).
- An enrollment management plan was approved for implementation in fall 2007.

Student awards for 2006–2007

- McNair Scholar: Jeffrey Blackman, “Personal Privacy: Risks of the Internet Analysis” (Charles Apigian, mentor);
- Omega Chapter of Gamma Iota Sigma (GIS) honors at National Management Conference, Indianapolis: Alumni Relations Award (chapter), Public Relations Award (chapter), Anita Benedetti Award (Dipti Natha), and Warren L. Weeks Scholarship (Dipti Natha).

Faculty development opportunities and rewards

- donation from State Farm Insurance Companies to the MTSU Foundation for Jones College to enhance an endowment fund established in 2003 for a professorship, which will be used to provide an increase in salary for a current professor or attract a new one;
- continued/established Distinguished Professorships (Bridgestone/Firestone, Robert W. McLean, and Jones College Professional Advisory Board);
- funds supplied for professional development for faculty;
- additional travel funds awarded to top 30 faculty for teaching excellence;
- summer research grants awarded to faculty members; and
- support for business students studying in Austria in summer 2007 with Troy Festervand.

Technology integration

- Sedona software implementation for faculty data.

Student-Centered Learning

Jones College fostered a responsive and experiential learning environment by

- partnering with the Career and Employment Center to present the mock interview program, etiquette dinner, and alumni career mentor pilot program;
- funding seven graduate assistantships with business fee funds;
- funding student travel for three research paper presentations to the Academy of Economics and Finance Annual Meeting;
- funding student organization travel including
 - Gamma Iota Sigma (GIS) Derek Hughes/NAPSLO Educational Foundation Excess and Surplus Lines

- GIS Management Conference in Indianapolis,
- GIS third annual Excess and Surplus Lines Insurance Symposium in Chicago,
- IMA Student Leadership Conference in Cleveland,
- Beta Gamma Sigma Leadership Forum, Coral Springs, Florida,
- FMA Federal Reserve field trips (St. Louis and Boston),
- FMA Finance Leaders' Conference in Chicago,
- FMA RISE Seventh Global Student Investment Forum 2007 in Dayton,
- AITP in Detroit;
- supporting, with TSBDC, business plan competitions;
- supporting Paul W. Martin Sr. Honors College Institute of Leadership Excellence, led by David Foote and Earl Thomas, Management and Marketing.

Service-learning activities

- Omega Chapter of Gamma Iota Sigma received a certificate of appreciation from the Tennessee Department of Transportation for sustained effort in the Adopt-A-Highway Program.
- Accounting tax students continue participation in free tax preparation for others through VITA.
- Jones College offered seven experiential learning (EXL) courses.
 - EXL projects included **sports marketing** (development of a marketing plan for a race car driver and rodeo performer to get sponsorships), **business ethics** (1,200 volunteer hours working with nonprofit organizations in middle Tennessee), and **promotion** (development of 10 marketing plans for local businesses and nonprofit organizations).
- Faculty members are Management and Marketing Chair Jill Austin, Laura Buckner, and Don Roy.

Effective advising program

- Advisors created a Jones College faculty advising newsletter for faculty.
- Advisors created an advising Web site including a Student Skills Workshop on time management, note taking, and improving test performance (www.mtsu.edu/~busadv).
- Academic advisors received national training.

Book of Town and Gown

Signing the Honors College Book of Town and Gown at right are, from left, Lucinda Lea, vice president, Information Technology, President Sidney McPhee, Dean Burton, and Vice President and Provost Kaylene Gebert.



Quiz Bowl

Rachel Sellers spins, Representative Kent Coleman guest judges, and Representative John Hood, below, hosts this business law event (Accounting).



Students in Free Enterprise

Faculty sponsor Laura Buckner, right, leads a group project presentation by SIFE members Jermaine Cooper, left, and Rumana Sultana to Tom Tenpenny, owner of Garage Master, not pictured. Members of the second-place team in 2007 SIFE regional competition were Sultana, Cindy Frye, Stefan Markov, Cody Underwood, Kristin Brown, and Darius Moore.





Nobel Peace Prize Winner

Muhammad Yunus, right, taught economics at MTSU from 1969 to 1972. He won the 2006 Nobel Peace Prize for developing and applying the concept of microlending to alleviate the poverty of millions in Bangladesh and the world. He is pictured with his former colleague, MTSU professor Kiyoshi Kawahito.

- Advisors held five faculty advising workshops.
- In addition to handling regular advising duties for summer 2006, advisors processed 115 individualized packets for new students in transfer advising sessions and 340 individualized packets for new freshman CUSTOMS students.
- The addition of an advisor allowed for active maintenance of records to enhance graduation rates (fall graduates increased by 33 percent, spring by 24 percent, and summer by 10 percent).

Enhancements through technology:

- retention of the student laptop loaner program, averaging 28 laptop requests per month and
- maintenance of the 24/7 computer lab facility, which was accessed in fall 2006 by 12,687 individuals, 25 percent of which were Jones College students.



Spring Business Plan Winners

From left are, front row, spring judges Eric Parks, Green Bank; Tara Head, Wilson Bank & Trust; and Rene Jennings, Pinnacle Financial Partners; back row, Patrick Geho (Business Communication and Entrepreneurship); Bud Klika, Tennessee Small Business Development Center, judge; winners Justin Lane and Chris Swoner; and judge Ronnie H. Martin, MidSouth Bank.



Partnerships

Jones College partnerships:

- existing Industry Council partnership;
- Rutherford County Books from Birth;
- Center for Economic Education participation in Murfreesboro City Schools partnership;
- Executive Briefing Series partnerships with Craig Leipold, owner/governor, Nashville Predators LLC, and Major General Gus L. Hargett Jr., adjutant general, Tennessee National Guard;
- VITA (Volunteer Income Tax Assistance);
- College and departmental advisory boards;
- Business and Economic Research Center partnerships with numerous area agencies.

Speed Networking

At left, sales and marketing career fair participants included, left to right, Courtnie Holiday; Jennifer Romano; Cheryl Justin, Frito-Lay; Jon Harper; and Mark Adams, Frito-Lay. Katie Kemp was the faculty sponsor.

Accounting

Mission statements for the bachelor's and master's programs were revised and the curriculum redesigned. The department acquired funds for databases and online learning modules and awarded over \$25,000 in scholarships.

G. Robert Smith Jr. and Beta Alpha Psi students hosted **Meet the Firms and Beat the Firms** events and participated in a service project at Stones River National Battlefield.

Dwayne McSwain hosted **Meet the Corporations Day** March 22. Students interacted with representatives from participating corporations including AmSurg Corporation, Cracker Barrel Old Country Store, LifePoint Hospitals, Northwestern Mutual Financial Network, Psychiatric Solutions Inc., the Tennessee Department of Audit, and the U.S. IRS.

The department is partnering with **Becker CPA Review** to offer on-campus noncredit classes to increase pass rates on the CPA exam in the hope graduates will leave MTSU with most or all of the exam completed. The department implemented a testing initiative to ensure accounting majors have the skills and knowledge to succeed in the program.

Jobe, Hastings & Associates CPAs sponsored the **Quiz Bowl** for business law students April 26. Representative John Hood and Senior Judge Steve Daniel served as moderators. Winners included John Miller, first, and Jeremy Tibbs, second, in individual and Nadine Apkarian, Brian Buff, Glenda Dean, Thomas Dutton, and Tien Nguyen in team competition.

Kevin James and John Wermert were granted tenure and promoted to associate professor. Jeannie Harrington won a 2006 *Tennessee CPA Journal* Best Paper award. G. Robert Smith Jr. received the 2006 Tennessee Society of CPAs (TSCPA) Discussion Leader Award. Rebecca Foote received the Greek Life Faculty Mentor Award. Carol Cox won an Allied Academies Distinguished Research Award.

Mike Creekmur placed second and Michael Dodson third in **TSCPA** student manuscript competition; 16 students were awarded TSCPA scholarships.

The **Accounting Advisory Board** elected Larry Morton, Crowe Chizek and Company LLC, chair, adding new members Kim Holleman, Ernst & Young LLP; Rick Murray, Sumner Bank & Trust; Jami Pope, Puryear, Hamilton, Hausman, & Wood



Funded Professorships

Funded Accounting Professorship recipients are, from left, Tim Koski (Crowe Chizek), G. Robert Smith Jr. (Dempsey, Vantrease & Follis), and Terry Ward (Deloitte & Touche USA LLP). Paula Thomas is the Professional Advisory Board distinguished professor.

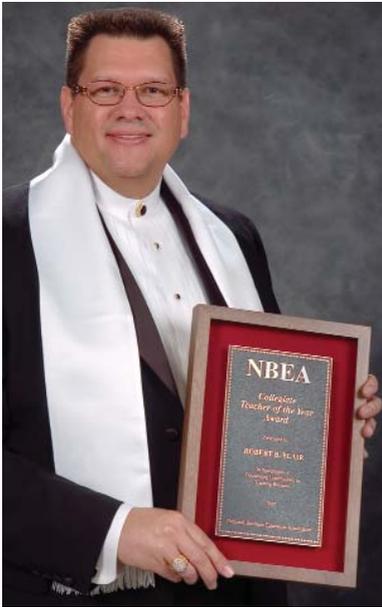


Experiential Learning Project

Commercial broker Laws Bouldin meets Sandy Benson's business law class at Mellow Mushroom to discuss commercial real estate contracts (from left, Bouldin, Marcus McKeller, Benson, Yvonne Weldon, and Victoriiah Lloyd).

PLC; Clare Tucker, Division of State Audit; and Rebecca Upton, Dempsey Vantrease & Follis PLLC. Former chair Bubba Dempsey and Gregg Hawkins retired from the board.

Over 100 alumni and friends attended **Alumni Appreciation Day** April 26, earning continuing professional education credit. Speakers were Jim Metzler, American Institute of CPAs vice president of small firm interests, and Wallace Drueck, senior special agent, computer investigative specialist, U.S. Department of the Treasury. Joey Peay, Murfreesboro Medical Clinic CEO, received the Outstanding Alumni Award.



NBEA Teacher of the Year

Robert B. Blair, BCEN, received the 2007 National Business Education Association Collegiate Teacher of the Year Award at the NBEA annual meeting in New York April 6. He is the first Tennessean to receive the award since its inception in 1978. Blair was also the 2006–2007 Robert McLean Distinguished Associate Professor.

Business Communication and Entrepreneurship

Entrepreneurial Studies Advisory Board members are Steve Benefield, president, and Lee Rennick, business education partnership director, Rutherford County Chamber of Commerce; Jon D. Jaques, CPA; Rhett Smith, President, Citylife Group, L.L.C.; Mollie Murphree, Director of Operations, Five Senses Restaurant & Bar; and Rebecca Ward, Partner, CBO Books.

Fall entrepreneurship seminar speakers were Sandra Kelly Sanders, A Soothing Touch Therapeutic Massage, “Entrepreneur: Challenges for a Person with a Disability”; Coreen Holden, 2Cute! Fashion, Jewelry, and Gifts, “Challenges of a Young Entrepreneur”; and Robert and Rebekah Sofia, Sofia Granite and Marble, “What You Should Know about Selling a Business.”



Fall Business Plan Competition

Business Communication and Entrepreneurship Chair Stephen Lewis poses with fall business plan development competition winners Favian Osborne and Lauren Windsor and Patrick Geho in the courtyard of the Business and Aerospace Building.

Spring entrepreneurship seminar speakers were Tad DeMilly, Milton Country Store and Restaurant, “Starting a Restaurant and the Surprises Encountered”; John Harris, MTSU Disabled Student Services, “Entrepreneurial Opportunities for Persons with Disabilities”; and Ryan Allis, Broadwick Corporation, “Zero to One Million.”

Vincent Smith was promoted to full professor. K. Virginia Hemby was selected for inclusion in the 2006–2007 Marquis Who’s Who of American Women and Who’s Who in American Education. Linda McGrew is on the National Business Education Association Publications Committee. Gerry Scheffelmaier received an **Instructional Technology Fellowship** in summer 2006 and has traveled to numerous conferences promoting awareness for disabled students.



Elevator Pitch

Lee Brown, senior, far left, delivers an elevator pitch on his airplane detailing business to judge Kissy Black of Lotos Nile, as part of an Entrepreneurship Week U.S.A. seminar on campus February 26–28.

Innovator

Gerry Scheffelmaier won the Lana Doncaster Innovation Award for creative and original activities in the distance learning field for his work in courses for the Tennessee Board of Regents Online Degree Program.

Computer Information Systems

The department focused on two major objectives for 2006–2007: implementation of a newly **redesigned undergraduate curriculum**, consisting of six new courses and one redesigned course, and the **creation and approval of two specializations in the graduate program**: IT Project Management and IS Audit and Control. Six new courses were created and one redesigned for these specializations. The first courses will be offered in the spring semester of 2008.

The current graduate degree is an M.S. in Accounting and Information systems with a specialization in Information Systems. The department is pursuing a new graduate degree, an **M.S. in Information Systems** with concentrations in **IT Project Management and IS Audit and Control**. This new graduate degree would replace the current M.S. in Accounting and Information Systems.

Jeffrey Blackman, working with Charles Apigian placed second in undergraduate **Scholars Week** competition for Jones College for “Personal Privacy: Risks of the Internet Analysis.” Terry Tilton, Matt Vance, Max Wolke, and David Joye, working with faculty mentor Tim Greer, won third place in graduate competition for “Student Book Exchange.”

MTSU’s **Association of Information Technology Professionals (AITP)** student chapter is the second largest in the nation with 75 members. At the national conference, the MTSU team placed in the top 10 in network design and second in the banner contest. At the regional conference, MTSU students placed first in PC troubleshooting (written), second in PC troubleshooting (technical), second in systems analysis and design, and second in Web design.

The chapter hosted the first **AITP/MTSU InfoSys Competition**. Winners for database design were Gary Meier, first; Jason Stafford and Stephen Ziehr, second; and Richard Jenkins and Gerald Wilson, third. For Visual Studio.Net programming, Jessica Ford and Rebekah Crager finished first, and Andy Hutchins and Alex Khalaf were second. Winners for Web design were Andy Hutchins and Alex Khalaf, first; Damien Williams and Nathan Lowry, second; and Cory Wurst, third. In security analysis, Jessica Ford and Rebekah Crager were first, Gary Meier and Jeffrey Blackman were second, and Jason Stafford was third.

Scott Seipel was granted tenure and promoted to associate professor.



Highest CIS GPA

Computer Information Systems Chair Stan Gambill congratulates student Amy Davis, who had the highest GPA in the department.



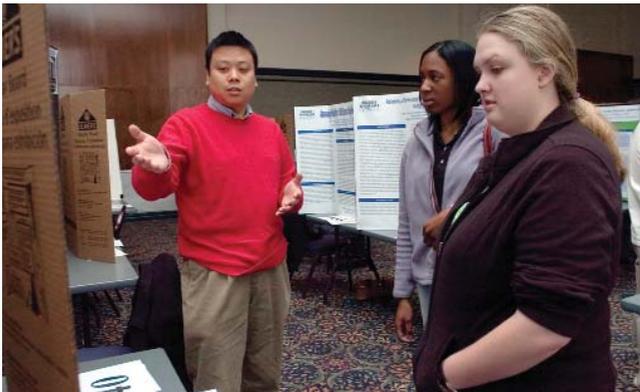
2005–2006 Outstanding Faculty

Receiving this honor were Charles Apigian, CIS, right, and Timothy Koski, Accounting.



Economics and Finance

Franklin Michello, sponsor, accompanied **Financial Management Association (FMA)** students on fields trips to St. Louis and Boston. The MTSU chapter earned the Superior Chapter designation for 2005–2006, given to fewer than five percent of FMA chapters, and is nominated for 2006–2007. The chapter received the 2005–2006 National Honor Society Bronze Membership Development Award for recruitment of new student members (fewer than seven percent of chapters).



Three faculty members are retiring from the department this year: **Kiyoshi Kawahito**, professor of economics, **Thomas Strickland**, professor of finance, and **Nghiep Nguyen**, associate professor of economics.

International Programs and Services held a reception and roast in recognition of Kawahito's many contributions over the years. Among the 70 attendees were five former students who served as interns in Japan and a contingent of visiting bank executives from Japan. Kawahito holds MTSU's only career international "triple crown": the Distinguished International Services Award, Study Abroad Professor of the Year award, and President's Award on International Development.

Scholars Week Competition

First-place Jones College winners (top) were **Matthew Bullington**, undergraduate, and **Pamela Morris**, graduate. **Zhijie Qi**, who graduated with a Ph.D. in economics, presents his research to students **Gloria Ewulo** and **Ellen-Craig Russell** at the University-wide poster exhibit.

Muhammad Yunus, who taught economics at MTSU from 1969 to 1972, was awarded the **2006 Nobel Peace Prize** for his work in the field of microcredit.

Matthew Bullington was awarded a full scholarship valued at over \$250,000 to Vanderbilt University to earn both a Ph.D. in economics and a law degree. He received a \$5,000 Phi Kappa Phi academic excellence award for 2007–2008.

Multiple Honor Recipient

Joachim Zietz received the **2006–2007 State Farm Excellence Professorship** and **MTSU's Outstanding Achievement in Instructional Technology** award. He was also named a **Research Fellow** by the **Academy of Economics and Finance** at its 2007 meeting.



In **Scholars Week** undergraduate competition, Matthew Bullington, working with Anthon Eff, placed first ("Domestic Mexican Migration: A Gravity Model"). In graduate competition, Pamela Morris, working with Albert DePrince, won first place ("Club Participation: Effects on Future Household Earning Potential"); Alan Seals and John Nunley placed second ("Property Crime Rates: A Structural Time Series Approach"); and Zhijie Qi, working with Anthon Eff, placed third ("Study of Trinity Puzzle of the Housing and Business Cycle").

Brandy Ford, senior finance major, received the **Financial Executives International (FEI)** Outstanding Student award.

Stuart Fowler was granted tenure and promoted to associate professor.

Management and Marketing

Cheryl Ward won the 2006 Research Award at the Summer Internet Conference with a coauthor, and the 2006 Allied Academies Distinguished Research Award. International Conference on College Teaching and Learning Best Paper went to **Troy Festervand** and coauthors. **Don Roy** won the 2006 Marketing Education Best Paper Award from the Society for Marketing Advances and 2007 Best Paper Award from the Marketing Management Association (Sports Marketing Track), both with coauthors. **DeAnna Kempf and Jinfeng Yue** were granted tenure and promoted to associate professor.

MTSU's Sales Team (Katie Kemp, sponsor) placed seventh of 44 universities at the 2007 National Collegiate Sales Competition. Recognized students were Michael Wheeler, semifinalist, and Jon Harper, quarterfinalist. At the **MTSU Professional Sales Program** (www.mtsu.edu/sales) employment opportunities mixer, students seeking internships and jobs met with recruiters from 25 companies including ADP, American Cellular, Cumulus Media, Dex Imaging and Mailing, Federated Insurance, Frito-Lay, GlaxoSmithKline, Northwestern Mutual, Office Depot, ServPro, and Walgreen's.

MTSU's chapter of national sales and marketing fraternity **Pi Sigma Epsilon** (Katie Kemp, sponsor) won the Sales Project Competition at the National PSE Convention. Rodney Henry placed second in the Free Enterprise Essay Contest sponsored by Sales and Marketing Executives International. Jo Gilley and Josh Sewell were finalists in the National Pro/Am Sellathon competition. Jo Gilley was the 2006 ProAm Sellathon winner at the regional conference in Baton Rouge.

Jessica Gault and Tabitha Taylor, working with Melodie Phillips, placed third in Jones College undergraduate **Scholars Day** competition.

State Farm Distinguished Professor

Jackie Gilbert received one of two 2006–2007 State Farm Distinguished Professorships and a summer 2006 Instructional Technology Fellowship.



Second MTSU National Master Teacher

Don Roy won the national Marketing Management Association Master Teacher award.



College GIS Outstanding Professor

Student insurance fraternity members voted **Cliff Welborn** Gamma Iota Sigma Outstanding Professor.

Graduate Programs

Courtesy the Holland Group



2006 Marketing Challenge

The Holland Group's Daphne Lowell, second from right, poses with Marketing Challenge winners. From left are Kevin Bridges, LaQunda Partee, Kari Pierce Tabor, Lowell, and Austin Maxwell.

Accounting M.S. Program

The Master of Science (M.S.) in Accounting program has continued to grow with graduate enrollment increasing 37 percent from fall 2005 to fall 2006. The program continues to draw interest from MTSU graduates as well as students nationally and from countries such as China, Saudi Arabia, and Ethiopia. The program restructured the curriculum to reflect the revised mission statement. To help students better acquire knowledge and professional skills, it will offer new elective courses in 2007–2008 (Advanced Financial Accounting, Taxation of Business Entities, and External Auditing II) to help students endeavoring to complete the 150-hour requirement necessary to sit for the CPA exam. Some graduate students are taking advantage of Becker CPA Review courses now taught at MTSU by professors in the Accounting Department. Kevin James is the program coordinator.

Computer Information Systems (CIS) M.S. Program

The CIS Department's strong reputation in IT application development and management is the cornerstone of its graduate program. Specializations in IT project management and IS audit and control have been added to meet the exploding market demand for skilled professionals in these areas. Six courses were created and others modified to keep IT studies

at MTSU on the leading edge. The department offers the M.S. in Accounting and Information Systems with information systems as the primary field as well as courses for the M.B.A. degree and a graduate minor in information systems. Jeff Clark is the CIS graduate studies coordinator.

Economics Graduate Program

During the 2006–2007 academic year, the economics graduate program graduated three students with the Ph.D. degree, and all three currently have jobs either in academics or in the private sector. During the 2007–2008 academic year, the economics program anticipates graduating up to eight Ph.D. students. With these students also on the job market, the economics graduate program plans to play a role in the upcoming year training these students for interviews and marketing their skills to potential employers with resumes posted on our Web page and mailed to economics department chairs at other universities. Numerous first- and second-year graduate students are progressing through the program, having passed corresponding coursework and qualifying exams. Charles L. Baum III directs the program.

M.B.A. Program

The Holland Group rewarded four MTSU M.B.A. students for work on a marketing campaign to be implemented by Holland's employment and consulting company, headquartered in Murfreesboro. The Holland Marketing Challenge tested the research, planning, and presentation skills of four teams of graduate students. A multimillion-dollar company with 54 offices in 10 states, the Holland Group awarded \$200 to each participating student and \$5,000 to Jones College. Daphne Lowell is now the Holland Group's marketing manager. The Holland Marketing Challenge will be held again this summer. Troy Festervand is director of the M.B.A. program.

M.B.E. Program

The Master of Business Education (M.B.E.) program graduated 29 students in 2006, a 45 percent increase over 2005. Many have filled teaching vacancies at area high schools while others work in training or have continued their education. Approximately 40 students are enrolled, and inquiries and applications arrive regularly. M.B.E. enrollment consists of diverse students with varied educational and experience backgrounds, resulting in lively and informative class discussions. The department is exploring the feasibility of offering more M.B.E. courses online and in hybrid format.

Tennessee Small Business Development Center (2006)

- TSBDC counseled 3,689 clients in 2006, resulting in more than 16,889 hours of counseling.
- TSBDC trained 12,628 people in small-business related subjects.
- The **return on investment** is greater than 89 percent.
- TSBDC clients are better prepared to seek financing for their endeavors and are exponentially better prepared to start or expand their businesses.
- Tennessee SBDCs are an important factor in the economic growth of the state.
- **Counseling services** included over 7,386 sessions across the state on ownership structure, business plans, banking needs, market research, and sales and marketing for new business and growth capital, cash flow issues, employee issues, customer service, growth issues, government procurement, and international trade for existing businesses.
- **Training programs** included 767 training sessions with 12,628 attendees on how to start a small business, how to write a business plan, how to bid on government contracts, how to increase marketing and sales efforts, planning for business succession, how to understand taxes, supervisory management training, and other management topics.
- **The TSBDC has offices** in Chattanooga, Clarksville, Cleveland, Columbia, Cookeville, Dyersburg, Jackson, Johnson City, Kingsport, Knoxville, Memphis (two locations), Murfreesboro (lead center), Nashville, and Oak Ridge (plus a new one in Gallatin in 2007).

TSBDC clients

- created 816 jobs, saved 935 jobs, generated \$48.2 million in incremental sales, and saved \$57.8 million in sales;
- generated \$4.7 million in state and \$2.5 million in federal **tax revenues** (total of \$7.2 million), or \$1.89 in tax revenues for every \$1 spent for the entire operation;
- raised more than \$29.4 million in financing; and
- included many minority (more than 35 percent) and female (47 percent) **business owners**.

Entrepreneurship Speakers (BCEN)

Fall entrepreneurship seminar speakers converse in the Business and Aerospace Building courtyard. They are, left to right, Ryan P. Allis, Broadwick Corporation; John Harris, MTSU Disabled Student Services, and Tad DeMilly, Milton Country Store and Restaurant.



Rising Stars

Maple Street Grill owners Mike and Debbie Zelenak won the TSBDC Rising Star Award for success in developing a new business.





Free Enterprise Champion

At left, Dean Jim Burton (right) presents the Jennings A. Jones Champion of Free Enterprise Award to Mark Pirtle at the Economic Outlook Conference.

Spirit of America

Below left, Dean Jim Burton presents the Joe M. Rodgers Spirit of America award to Joel C. Gordon, a health care pioneer and principal of the Gordon Group, a private investment firm.

Jennings A. Jones Chair of Excellence in Free Enterprise

The chair cosponsored the Economic Outlook Conference, the fall and spring Entrepreneurship Seminars, and the fall and spring semester business plan competitions.

The Executive Breakfast Series featured Craig Leipold, former owner/governor, Nashville Predators, LLC; and Major General Gus L. Hargett Jr., adjutant general, Tennessee National Guard.

The chair sponsored Executives in Residence Day April 6.



Jennings and Rebecca Jones Chair of Excellence in Urban and Regional Planning

The chair hosted the fifth Training and Continuing Education Pursuant to Public Chapter 862 conference on December 8.

Chairholder Earl Swensson taught Mark Barr's Honors class on creativity March 28.



Jones College Exemplar Award

At left, Dean Jim Burton presents the award, given annually to an individual whose business, professional, and personal achievements are a model for others, to Joseph N. Steakley, senior vice president, internal audit services, Hospital Corporation of America, as MTSU Executive Vice President and Provost Kaylene Gebert looks on.

Keynote Speaker

William Poole, president and CEO of the Federal Reserve Bank in St. Louis, delivers the keynote address at the annual Economic Outlook Conference in September.

Weatherford Chair of Finance

The Weatherford Chair of Finance cosponsored the annual Economic Outlook Conference featuring speaker **William Poole, CEO of the Federal Reserve Bank of St. Louis**. His talk on data dependency explained how the Federal Reserve's leaders use economic data to make monetary policy decisions.

The chair's 18th annual **Weatherford Scramble Golf Tournament** on September 26 at Old Fort Golf Course attracted a sellout field of 144 area bankers and their top customers, grossing \$36,000 to be used to support the chair's student programs, scholarships to students concentrating in Financial Institution Management, and other activities.

William F. Ford, chairholder, made 15 appearances in 2006 on nationwide business news networks such as **CNBC/TV** and **Bloomberg Television**, made presentations on the economic outlook to a dozen business and academic groups in middle Tennessee and across the nation, and appeared on six national and regional business conference programs, where he delivered talks on the outlook for the U.S. economy and various industries.

During 2006 Ford served as a member of the **National Association for Business Economics (NABE)** audit committee and as a trustee of the NABE Foundation, which supports research in the field of business economics.

The chair established working relationships with three new banks entering the local market: Wilson Bank and Trust; Community First Bank and Trust; and First National Bank of McMinnville.

Economic Outlook Conference

Donald Ratajczak, Regent's Professor of Economics Emeritus and former director of the Economic Forecasting Center at Georgia State University, gave his annual luncheon address.





Chairholder

Kenneth Hollman, chairholder, Martin Chair of Insurance, speaks to Tennessee high school guidance counselors about job opportunities available in the insurance industry at a June workshop on campus.

Martin Chair of Insurance

The chair's endowment balance is \$1,250,000. Scholarship endowment accounts grew by \$30,000 to \$500,000 in 2006–2007. Many contributions were less than \$5,000. In 2006–2007, 57 students received scholarships through the Chair of Insurance, and 17 students worked as interns with local insurance agencies.

Gamma Iota Sigma Insurance Fraternity has 85 members, won four awards from the Grand Chapter in competition with 46 other local chapters, sponsored a campus-wide MTSU collegiate Quiz Bowl, sponsored an “Outstanding Professor in the College of Business” election, staged four highway pickups and a career fair, and published a resume book.

The chair coordinated the selection and induction of three professionals into the **Robert E. Musto Tennessee Insurance Hall of Fame** in 2006, bringing the total to 31: the late Roy K. McDonald, Chattanooga; William S. Phillips, Memphis; and Jack Westbrook, Knoxville. **Kenneth Hollman, chairholder**, will himself be inducted July 31.

Chairholder Kenneth Hollman's 2006–2007 projects included educational consulting for the Independent Insurance Agents of Tennessee, Nashville; serving on the Education Advisory Committee of the Professional Liability Underwriting Society, Minneapolis; and serving on the application review panel for the Institute for Defense Analysis, Washington, D.C.

The chair held a workshop June 4–6 for 20 high school guidance counselors in Tennessee on job opportunities available in the insurance industry. The chair is in the process of establishing an insurance industry museum on campus.

Golf Tournament

Robert L. Musto putts in the Chair of Insurance tournament April 17, which produced \$34,500 net for scholarships and program costs. The Robert E. Musto Tennessee Insurance Hall of Fame is named for his father.



Japan-U.S. Program

Japan-U.S. Program projects included the Bonsai Show, the new Asian students welcome reception, the Tanaka Art Exhibition, the New Year's Celebration, the Music from Japan Concert, and a key part of the International Exhibit and Banquet. The program disseminated monthly e-mail newsletters to 350 subscribers and responded to numerous Japan-focused inquiries from domestic and international sources. These services were available to the general public. Most other outreach functions, such as K-12 school presentations, were minimized due to the lack of experienced staff and increased emphasis on services to MTSU students and faculty.

Program director and economics professor Kiyoshi Kawahito visited and strengthened MTSU's **academic partnerships** with seven Asian universities (four in Japan), explored collaborative possibilities with several partners, and chaired a session on Asian economic and financial conditions at the Academy of International Business annual meeting in Bangkok.

Special projects included planning activities for visiting MTSU Foundation Board of Trustees member Yoshio Susa and his KENSHIN Bank managers as well as efforts to invite 2006 Nobel Peace Prize Laureate Muhammad Yunus to MTSU.



Director Retiring

Kiyoshi Kawahito is retiring after 36 years and will serve MTSU on a part-time basis beginning in the fall.

Business and Economic Research Center (BERC)

The BERC completed several studies during the year on such topics as the economic impact of higher education in middle Tennessee, the economic impact of career colleges in Tennessee, retail trends and the supply/demand balance in Rutherford County, the economic impact of Austin Peay State University, and a needs assessment for the Williamson County United Way.

Clients during the year included Vanderbilt University, Belmont University, the United Way of Williamson County, the Nashville Chamber of Commerce, Austin Peay State University, the Tennessee Association of Independent Colleges and Schools, and the Rutherford County Chamber of Commerce.

The *Tennessean* featured **the economic impact of higher education** study in a front-page story. The needs assessment for the Williamson County United Way was quickly put

to use to refocus resources for the highest priority needs for Williamson County residents. The retail study, sponsored by the Rutherford Chamber of Commerce, helps small businesses identify potential existing and growing markets.

BERC staff presented research results at two academic conferences and several local presentations on area economic conditions. BERC staff shared research on the relationship between energy prices and local economic activity at the St. Louis Federal Reserve Bank and presented results of the higher education impact study at the Nashville branch of the Atlanta Federal Reserve Bank. This year BERC research was accepted in six peer-reviewed journals including *Social Science Quarterly*, *Applied Economics*, *Regional Economic Development*, the *Journal of Developing Areas*, and, with Joachim Zietz, *American Economist* and the *Journal of Regional Analysis and Policy*.

Center for Economic Education (CEE)

Robert B. Blair, director, and Maria L. Edlin, assistant director, increased CEE efforts to promote economic education across Tennessee, emphasizing Rutherford and surrounding counties, and their work was made possible through funding by Jones College and the Jennings and Rebecca Jones Foundation.

The Tennessee Stock Market Game (SMG) stimulates learning about economics, finance, and the American economic system. In a 10-week simulation, participants invest a hypothetical \$100,000. State coordinator Maria Edlin conducts nine SMG workshops hosted by seven regional newspapers annually. The program is funded through a partnership with First Tennessee Bank, which also sponsors an internship program for each of the newspapers supporting Newspapers in Education's promotion of the SMG in grades 4–12. The Securities Industry Association Southern/ South Central District Grant provided additional funding. In 2006–2007, a total of 3,318 teams (15,686 students) and 483 teachers from 365 schools across the state participated in the SMG. Tennessee's SMG is ranked eighth in the nation.

The International Economic Summit (IES) provides high school students an opportunity to explore basic international trade concepts. Student teams adopt a country and act as economic advisors to improve its living standard through

international trade. The culminating summit event brings all countries together to implement strategic plans in a day of negotiation and trade. In fall 2006, 62 teams (271 students) and 13 teachers from 10 schools participated. Winning teams (sponsors) were New Zealand, first, and Uganda, second (Mark Horsely, Dickson County High School) and Saudi Arabia, third (Barbara Marks, Watertown High School). Winning teams received a plaque/trophy and a monetary award.

The Foundation for Teaching Economics provided three generous grants (\$90,000) for the CEE to cosponsor the Right Start Institute in October 2006 and March 2007 and the HSBC Institute on the Environment and the Economy in January 2007. The programs incorporate a blend of practical learning activities, including hands-on classroom activities and simulations. Graduate credit in economic education for each program was available for participants through Florida Gulf Coast University. The HSCB Environment and the Economy Institute assists teachers desiring to integrate real-life environmental concepts into course content. New high school economics teachers or those who have taught economics or related courses for five or fewer years were invited to the Right Start Institute, which helps teachers learn basic economic content and develop lesson plans for effectively teaching high school economics. Sixty participants were involved in the institutes in Brentwood. The Jennings and Rebecca Jones Foundation sponsored luncheons.

Robert B. Blair and Maria Edlin team-taught graduate course **Innovations and Problems in Economic Education** in July 2006 to assist economics, business education, marketing education, and family and consumer science teachers to become highly qualified by meeting No Child Left Behind mandates. Emphasis was placed on a thorough review of basic economic concepts covered on the Economics Praxis exam. The course included teaching materials, methods/ strategies, and professional organizations. A majority of students seeking economics certification have achieved their highly qualified status to teach high school economics.

The CEE has developed a partnership and initiatives with the Federal Reserve Bank of Atlanta–Nashville Branch, the Belmont University College of Business, the University of Tennessee at Chattanooga Center for Economic Education, the University of Memphis Center for Economic Education, the Tennessee Council for the Social Studies, Tennessee Talented and Gifted, and the KidSAKE Foundation.



Courtesy Federal Reserve Bank of Atlanta

Evening at the Fed

BERC Associate Director Murat Arik, left, and Director David Penn, right, gave a workshop, Economic Impact of Higher Education, at the Federal Reserve Bank of Atlanta's Nashville branch (Mel Purcell, senior vice president and manager, center).

New Faculty and New Responsibilities in 2006–2007

Tammy Bahmanziari, Accounting

Tammy Bahmanziari received a Ph.D. from Southern Illinois University in accounting, an M.B.A. from Murray State University, and two B.S. degrees in business (accounting and economics). She teaches Managerial Accounting and Accounting Systems. Bahmanziari has published two articles in the *Journal of Computer Information Systems*. She was selected the 2006 Outstanding Graduate Teaching Assistant at Southern Illinois University.

Her research interests include exploring trust in the e-commerce environment, banking compliance software, participative budgeting, group decision support systems, and enterprise resource planning software implementation. Bahmanziari is a certified federal compliance regulator with several years of experience as a federal bank examiner for the U.S. Treasury Department and as a cost accountant in the private sector with General Dynamics and Murray, Inc.

Robin Blackman, CIS

Robin F. Blackman received a Ph.D. in instructional technology from the University of Tennessee, and an M.S. and a B.B.A. in computer information systems from MTSU. Her primary research interests include information technology and development, evaluation and assessment of online courses, and pedagogical issues and distance learning. Her current research focuses on student learning outcomes assessment, specifically course-imbedded assessment for online delivery. She worked in the MTSU Provost's Office as director of special projects from 2001 to 2003 and as an instructor in CIS from 1993 to 1998.

Before returning to MTSU, Blackman was director of information technology and assistant professor of information systems at Bethel College in west Tennessee, where she taught Web development and design, electronic commerce, introduction to computer applications, and introduction to information systems. Blackman teaches introduction to management information systems and two courses through the Regents Online Degree Program (RODP).



Carol Cox, Accounting

Carol Cox received her B.S. in business administration from the University of Connecticut in 1990 and her Ph.D. from Virginia Commonwealth University in 2003. Her primary research areas are environmental disclosures and derivatives. She recently won the 2007 Allied Academies Distinguished Research Award and will be published in the forthcoming issue of the *Academy of Accounting and Financial Studies Journal*.

Cox previously taught undergraduate accounting courses at George Mason University, and she is teaching in the cost and managerial areas at MTSU. She worked in public accounting as a staff accountant with Deloitte and Touche and in private industry as an internal auditor for Hershey Foods Corporation. Later, at CSX Corporation, she was promoted to senior accountant before entering a doctoral program. Cox is a certified public accountant in Virginia and Tennessee.



Patrick Geho, BCEN

Patrick Geho is the state executive director of the Tennessee Small Business Development Center Network and chair of the MTSU Business Resource Center. As a new associate professor, he is teaching Business Plan Development, the capstone course of the entrepreneurship major.

Previously, Geho was treasurer of Consolidated Investors, Inc., an industrial and commercial properties development corporation, and CEO and majority shareholder of SCC, Inc., a tier-two automotive and light truck steering assembly, CV, and drive shaft subassembly manufacturer. He has a J.D. from Nashville School of Law and a B.S. from Saint Leo College, did graduate coursework at Tennessee Technological University, and completed a program at Harvard School of Government that focused on community development and related administration. His numerous public service activities include serving as a representative to the White House Conference on Small Business and the Office of Advocacy for Small Business.



Ronda Henderson, BCEN

Ronda Henderson received her Ph.D. in career and technical education with an emphasis in business information technology from Virginia Tech (2005), her M.S. in business education from the University of North Carolina–Greensboro (1996), and her B.S. in business education from North Carolina A&T State University (1995). As an instructor at NC A&T State University for six years, she taught business programming online, data entry and digital input applications, and information processing applications.



Currently, Henderson teaches Business Communication and Word Processing Concepts. She has published in the *Encyclopedia of Business and Finance* and had papers accepted at the Delta Pi Epsilon National Conference and the Atlantic Coast Business, Marketing, and Information Technology Education Conference. She has presented at numerous conferences, and her research interests include e-learning, teaching with technology, and the digital divide.

**Mark Owens,
Economics and Finance**

Mark Owens received a B.S. in economics from Saint Vincent College in 2001 and a Ph.D. in economics from Ohio State University in 2006. His main research interests include experimental and behavioral economics, labor economics, and industrial organization. His current research focuses on how social norms may enter into labor markets and influence the effectiveness of policies such as the minimum wage and employment subsidies. Owens has presented his work at the International Meeting of the Economics Science Association.



Owens previously taught undergraduate courses in intermediate microeconomics, current issues in the U.S. economy, industrial organization, and principles of economics while at Ohio State, earning the highest teaching award granted to graduate students there. At MTSU, he teaches principles of microeconomics (undergraduate) and two graduate courses in advanced microeconomics and labor and industrial relations.

**Garry Smith,
Management and Marketing**

Garry Smith received a Ph.D. in marketing from Texas A&M University, an M.B.A. in marketing from the University of North Texas, and a B.B.A. in economics from the University of Texas at Tyler. Prior to his employment at MTSU, he taught a variety of marketing courses at the University of North Texas and Texas A&M. As a doctoral student, he was recognized for teaching excellence by the Department of Marketing and the dean of Mays Business School at Texas A&M.



Smith's research interests include spirituality in the workplace and ethics, particularly how someone's faith might influence job-related attitudes and life satisfaction. He has conducted a consulting project for one of the largest U.S. automobile dealership groups. His sales and sales management career of over two decades included work in computer hardware and software, financial services, and consumer packaged goods. In his sales management roles, he and his team twice received the highest sales honor awarded by the largest U.S. confectionery manufacturer (Hershey). Smith teaches Personal Selling and Principles of Marketing and this fall will also teach Sales Management.

**Cliff Welborn,
Management and Marketing**

Cliff Welborn received a Ph.D. from the University of Texas at Arlington, an M.S. from Auburn University, and a B.S. from Kansas State University, all in industrial engineering. He teaches Supply Chain Management and Production and Operations Systems (undergraduate) and Management and Operations Concepts (graduate). His research interests include supply chain management, Lean and Six Sigma implementations, and mass customization. Previously, Welborn held progressive engineering and operations management positions in industry in fields including aerospace, electromechanics, power generation, and packaging. He established supply chain relationships with domestic and international vendors. He received a U.S. patent for his work on a generator design team, the Westinghouse Signature Award for Excellence in Manufacturing, and the Six Sigma Black Belt (www.sixsigma.com).



Scholarship Awards

Awards from Jones College Banquet

College-Wide and Graduate Business Studies

- **Beta Gamma Sigma Scholarship**, Jenny K. Williams
- **Jones College Alumni Scholarship**, Courtney L. Dunlap
- **Financial Executives Institute Award**, Lory S. Waldron
- **Jones College Dean's Scholarship**, Courtney L. Dunlap
- **Jones College Exemplar Award**, Joseph N. Steakley
- **Murfreesboro Credit Bureau Scholarship**,
Elise M. Waggoner
- **SunTrust Bank MBA Award**, William F. Welchance

Accounting

- **Accounting Alumni Appreciation Day**
 - **Merit Scholarship**, Tanya M. Coe, Charity L. Douglas, Si-Hyoung Lee, Kerri L. Logan, Jonathan S. Mullins, Kari A. Meutsch, Tien Nguyen, Jing Shao, Olivia D. Snyder, and Christina M. Welch
 - **Outstanding Senior**, Thomas S. Dutton
 - **Outstanding Junior**, Melissa A. McDonald,
 - **Service Award**, Rachel A. Kelley
 - **M.S. in Accounting Scholarship**, Rachel E. Mercer
- **Crowe Chizek and Company LLC Outstanding Accounting Student Scholarship**, Brian K. Buff
- **William J. Grasty Scholarship**, Melissa A. McDonald
- **E. W. (Wink) Midgett Accounting Scholarship**, Keri L. Brunstad, Charles C. McCall, Thomas N. Morgan, Tara D. Nevill, and Andrew B. Monks
- **Bill and Linda Mooningham Scholarship**, Wesley W. Bynum
- **W. Wallace Robertson Accounting Scholarship**, Orry D. Clayborne, Erin B. Egly, Wesley H. Fort, Kayla N. Gill, Brandon C. Henthorn, and Sandie M. Lewis

Business Communication and Entrepreneurship

- **Elaine Stepp Parchment Award**, Jennifer L. Hasty
- **Entrepreneurship Scholarship**, Emily J. Combs
- **Grady R. Haynes Scholarship**, Justin W. Morton
- **Ivey Chance Memorial Scholarship**, Brittany J. Hawks
- **Joe E. Sawyer Business Education Award**, Carolyn S. Recher
- **National Business Education Association Award of Merit**, Carolyn S. Recher
- **Nancy J. Fann Business Education Scholarship**, Megan R. Price
- **Outstanding Student in Office Management**, Kathryn A. Kapuga



Computer Information Systems

- **Andrew Louis Douglas Annual Scholarship**, Stephen A. Ziehr
- **Julia Coleman Douglas Annual Scholarship**, Ryne W. Joyner
- **Kailash Wati Aggarwal Memorial Endowed Scholarship**, Eugenia M. Williams
- **Highest GPA**, Amy Davis
- **Outstanding Junior**, Brent D. Winczewski
- **Outstanding Senior**, Michael P. Neal

Economics and Finance

- **Billy W. Balch Scholarship**, Christopher N. Clabough
- **Faculty Scholarship**, Steven E. Sibley
- **Firman Cunningham Scholarship**, Frank E. Feller
- **Outstanding Economics Senior**, Nathaniel D. Terrell
- **Outstanding Finance Senior**, Brandy L. Ford
- **Primus Financial Services Scholarship**, Jody D. Partin
- **Robert L. Martin Memorial Scholarship**, Tara M. Tolbert
- **Wall Street Journal Award**, Amanda M. Blackwell



Weatherford Chair of Finance Scholarships

- **ASCEND Federal Credit Union**, Jonathan K. Jones
- **Federal Credit Union**, Mary E. Hill
- **Bank of America**, Lin Lin Zheng
- **First National Bank of Pulaski**, Benjamin J. Heitz
- **Jack O. Weatherford**, Jacob L. Alsup
- **Pinnacle Financial Partners**, Jason N. Gerald
- **Q. M. Smith**, Christopher S. Lewis

Management and Marketing

- **Archer-Johnstone Scholarship in Management**, William F. Andrews, Marshall B. Farmer
- **Institute for Supply Management Scholarship**, Kimberly F. Davison, Jaclyn D. McNabb
- **James C. Douthit Scholarship in Business Administration**, Stacie E. Woodward
- **J. D. and Marge Vance Scholarship in Marketing**, Tia A. Stoxstill-King
- **Marketing Sales Scholarships**
 - **American Cellular**, Meghan E. Sheehan

- **Cumulus Media**, Hope M. Brown
- **Dell**, Morgan E. Chambers
- **Liberty Mutual**, Timothy B. Looney
- **Michael H. Peters Production/Operations Management Scholarship**, Marshall B. Farmer
- **Restorative Health Services Marketing Scholarship**, Daniel A. Wood
- **Outstanding Business Administration Junior**, Ramzi J. Halim
- **Outstanding Management Junior Fowler I. Todd Scholarship**, Courtney L. Dunlap
- **Outstanding Marketing Junior Bernard Goldstein Scholarship**, Jaymes C. Buckner, Brandon W. Reedy
- **Sports Marketing Scholarship**, Hope M. Brown
- **Outstanding Business Administration Senior**, James A. Whittington
- **Outstanding Management Senior**, Shauna N. Beach
- **Outstanding Marketing Senior**, Jenny K. Williams

Beta Gamma Sigma Inductees

- Zaid N. Abdel Fattah
- Ryan P. Aldridge
- Christopher B. Allred
- Nadine Apkarian
- Benjamin B. Barnes
- Darcy D. Barrett
- Jeremy G. Beeman
- Mitzi T. Brandon
- Ashley L. Brown
- Charilyn Q. Burgeson
- Kyle N. Center
- Orry D. Clayborne
- Harold Cox
- Rebekah A. Crager
- Jacob D. Davis
- Courtney L. Dunlap
- Layne A. Edwards
- Christopher M. Estes
- Alexandria D. Freeman
- Andrea R. Freeze
- Tracie M. Gault
- Paulette J. Gillum
- Leandra M. Greene
- Holly N. Greer
- Benjamin V. Hall
- Jermain D. Haltom
- Jennifer L. Hasty
- Breanna D. Hawkins
- Lauren M. Henslee
- Kathy L. Holt
- Hope K. Howell
- Victor A. Jeffreys
- Chasity A. Jernigan
- Christopher L. Johnson
- Betsy M. Jordan
- SoJung Kong
- Joseph D. Labeots
- Scarlett M. Lamb
- Jason R. Lawrence
- Barbara T. Layman
- Rebecca A. Lien
- Karlie D. Lyles
- Wesley K. Martin
- Tiffany N. McCown
- Amanda J. McCurley
- Melissa A. McDonald
- Tennille McVetty
- Lindsey B. Meador
- Rachel E. Mercer
- Kari A. Meutsch
- Jonathan S. Miller
- Aimee L. Millsbaugh
- Michael P. Neal
- Tien D. Nguyen
- Jared P. Norris
- Terricka N. O'Hara
- Angelo V. Partemi
- Jodie L. Pennington
- Jessica L. Porter
- Ashlee B. Powers
- Krista D. Rader
- Mary A. Ragland
- Matthew K. Ray
- Carolyn S. Recher
- Virginia P. Rhome
- James E. Roberts
- Jennifer A. Romano
- Steven R. Routon
- Sidney F. Schaad
- Lynn M. Sewak
- Steven E. Sibley
- Ashley A. Smith
- April K. Spencer
- Lisa T. Spradling
- Shellie D. Sullins
- Brittany R. Sullivan
- Nathaniel D. Terrell
- Christopher D. Turner
- Benjamin T. Vance
- William F. Welchance
- Adrienne West
- James A. Whittington
- Laura E. Whittington
- Jenny K. Williams
- Tammy K. Wiseman
- Amy P. Womack
- Cory J. Wurst
- Fang Yang
- Pang Yang
- Yixiu Zhou
- Brandon M. Zimmerman