



## UNIVERSITY OF FLORIDA

COLLEGE OF BUSINESS ADMINISTRATION  
JOHN L. KRAMER, INTERIM DEAN  
ARTHUR ANDERSEN PROFESSOR

GAINESVILLE, FLORIDA 32611  
(904) 392-2397  
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GENERAL FACULTY MEETING  
Monday, September 11, 1989  
11:45 a.m. - 1:30 p.m.  
102 BUS

### A G E N D A

1. Minutes from the April 28, 1989, Faculty Meeting
2. Introduction of new faculty by academic unit heads
3. Fall 1989 Enrollments
  - C. Tapley - Undergraduate Program
  - D. Snowball - Accounting Program (Attachment 1)
  - S. DeKrey - MBA Program (Attachment 2)
  - R. Lutz - Ph.D. Program
4. Dean's Report
5. Committee Reports
  - Undergraduate Committee - Jack Faricy
  - Dean's Search Committee
6. Bryan Hall Renovations - J. B. Ray
7. Announcements

JLK:FACAGN/TXTSAH

cc: Steve Beeland  
Tom Boyden  
Larry Humes

## FISHER SCHOOL UPDATE

ENROLLMENT

	<u>Fall 1983</u>	<u>Fall 1984</u>	<u>Fall 1985</u>	<u>Fall 1986</u>	<u>Fall 1987</u>	<u>Fall 1988</u>	<u>Fall 1989</u>
B.S.Ac.	556	559	567	500	497	610	680
Post. Bac.	18	49	51	36	59	44	58
M.Acc.	33	57	121	98	80	118	125
	—	—	—	—	—	—	—
	<u>607</u>	<u>665</u>	<u>739</u>	<u>634</u>	<u>636</u>	<u>772</u>	<u>863</u>

BREAKDOWN OF ENROLLMENT

	<u>Fall '86</u>	<u>Fall '87</u>	<u>Fall '88</u>	<u>Fall '89</u>
3AC	226	256	316	344
4AC	274	241	294	336
6AC	36	59	44	58
7AC	98	70	102	114
7AC/JD		10	16	11

FALL '89 ADMITS

	<u>Native</u>	<u>Transfer</u>	<u>Total</u>
B.S.Ac.	107	123	<u>230</u>
Mean G.P.A.	3.26	3.21	
Mean SAT	1080	Unknown	
M.Acc.	42	27	<u>69</u>
Mean G.P.A.	3.30	3.50	
Mean GMAT	565	560	

FALL '89 DENIALS

	<u>Native</u>	<u>Transfer</u>	<u>Total</u>
B.S.Ac.	54	Unknown	Unknown
M.Acc.	4	20	24

CLASS ENROLLMENT NUMBERS

	<u>Fall 1985</u>	<u>Fall 1986</u>	<u>Fall 1987</u>	<u>Fall 1988</u>	<u>Fall 1989</u>
ACG 2001	1185	974	1036	945	1108
ACG 3132	228	146	175	307	286

GRADUATES

B.S.Ac.

	<u>1985 - '86</u>	<u>1986 - '87</u>	<u>1987 - '88</u>	<u>1988 - '89</u>
Fall	54	57	58	67
Spring	78	84	72	77
Summer	<u>70</u>	<u>53</u>	<u>47</u>	<u>68</u>
	<u>202</u>	<u>194</u>	<u>177</u>	<u>212</u>

M.Acc.

	<u>1985 - '86</u>	<u>1986 - '87</u>	<u>1987 - '88</u>	<u>1988 - '89</u>
Fall	18	32	19	19
Spring	21	12	10	24
Summer	<u>47</u>	<u>24</u>	<u>23</u>	<u>33</u>
	<u>86</u>	<u>68</u>	<u>52</u>	<u>76</u>



## UNIVERSITY OF FLORIDA

MBA Program  
 1991 Class Profile
Enrollment

First Year	84
JD/MBA	4
MHS/MBA	6
Second Year	84
Fall 1989 Total	168

Characteristics

Female	21%
Minority	12%
Married	18%
Own PC	43%
Average Age	25
Age Range	21-36

Work Experience

1 or more years	68%
Average	2.7 years
Experience Range	0-15 years
Reported Salaries	
Average	\$30,000
Range	\$19,000-\$52,000

Placement

Probability of Florida Career:	
Definite (100%)	18%
Likely (75%)	36%
Possible (50%)	36%
Doubtful (25%)	8%
None (0%)	3%

Interviews

22% of incoming class

Residency

Florida	77%
South	4%
Midwest	5%
East	5%
West	3%
Foreign	6%

Undergraduate Record

Institutions represented	50
GPA Range (Middle 50%)	3.0-3.5

## Majors:

Business	33
Engineering	14
Hard Science	9
Soc. Science	5
Health Rel.	2
Economics	8
Government	5
Arts	5
Other	3

GMAT Test Score Ranges

Total (Middle 50%)	550-640	75-90	%ile
Quant (Middle 50%)	31- 39	65-90	%ile
Verbal (Middle 50%)	30- 39	65-90	%ile



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### GENERAL FACULTY MEETING September 11, 1989

1. The meeting was opened by Dean Kramer at 11:27 a.m. The Dean welcomed the faculty to the new academic year of 1989-90 and asked that the Academic Unit Heads introduce their new and visiting faculty.

They are as follows:

#### Fisher School of Accounting

Tarak Amer, Assistant Professor, from Ohio State University  
Ray Hunt, Visiting Scholar, from the University of Virginia

#### Decision and Information Sciences

Mark Pendergast, Assistant Professor, from the University of  
Arizona  
Patrick Thompson, Assistant Professor, from the University of  
Wisconsin-Madison

#### Economics

Kim Sawyer, Visiting Associate Professor, from the University  
of Melbourne  
Gi-ryong Jung, Visiting Assistant Professor, from Clemson  
University  
David Sappington, Professor, from Bell Laboratories will be  
joining us in January  
Jim Adams has returned after a leave of absence

#### Finance, Insurance and Real Estate

Mark Flannery, Barnett Banks Eminent Scholar, from the  
University of North Carolina at Chapel Hill

Christopher James, William H. Dial/SunBanks Eminent Scholar,  
from the University of Oregon

David Ling, Associate Professor, from Southern Methodist  
University

Peggy Wier, Visiting Associate Professor, from the University of  
Oregon

#### Management

Steve Motowidlo, Associate Professor, from the University of  
Minnesota

Marketing

Barbara Bickart, Assistant Professor, from the University of Illinois at Urbana-Champaign

MBA Program

Steve DeKrey, Director and Assistant Dean, from Northwestern University

2. Minutes

The minutes of the April 28, 1989, Faculty Meeting were unanimously approved as distributed.

3. Fall 1989 Enrollments

Undergraduate Program:

Dr. Tapley reviewed the statistics as shown in the handout distributed at the beginning of the meeting (Attachment 1). He pointed out that the applicant pool and the number of students admitted had increased. There was a drop in the ratio of female/male students this year. Regarding growth by major, all increased except for CIS, Economics (LAS), and Real Estate. The total students taught by departments showed a decrease for the FIRE department and an increase for DIS, MKG and MAN. Economics remained unchanged. Since 1986, the number of sections taught has decreased 9% while the number of students taught has increased 10%. Our Business Minor has admitted 147 students, most of whom are from Liberal Arts and Sciences. There are 13 Business students who are currently minoring in Economics through Liberal Arts and Sciences. This is a matter that the Undergraduate Committee will be looking into.

Accounting Program:

Dr. Snowball summarized the statistics for the Fisher School of Accounting, as shown in attachment 1 from the meeting agenda. There has been a substantial growth in enrollment for the second straight year. The MAcc program is up 6%. There was a 13% increase in BSAC & post-baccalaureate students. There is a 52% male/48% female ratio for all students. Regarding the quality of the program, the GMAT scores and SAT scores have remained relatively constant from last year.

MBA Program:

Dr. DeKrey reported on the MBA Program, referring to the profile sheet which was attachment 2 of the meeting agenda. There are 84 new MBA students enrolled. The percentage of work experience is up, with two-thirds having at least one year. The entering class has been earning around \$30,000 annually prior to returning to school. There has been a slight increase in percentage of undergraduate business majors in the program. There has been a decrease in the female enrollment and the average age of the students has remained constant. Ninety

percent of these students are anticipating a career in Florida upon graduation.

Ph.D. Program:

Dr. Lutz reported on the Ph.D. program (Attachment 2). For Spring 1989, the mean GPA and GMAT scores were up. Applications for Fall 1989 were up from the total received in 1988. The GPAs and GREs have remained constant from last year. Admission was offered to 49 students with 26 acceptances. The percentage of minorities has dropped due to the fact that the College receives so few minority applications.

4. Dean's Report

Dean Kramer reported that, when he took over as the Interim Dean, it was not with the intention of serving as "Care-taker". In his search for an Associate Dean, he looked for someone who would also be willing to take an active stand in the administration of the College and make some changes. The organizational structure has changed; there is only one Associate Dean now, Andy McCollough. He and Dean Kramer are sharing the responsibilities that had been previously divided among three administrators. Adrienne Cannon now reports to the Dean, who will manage the financial responsibilities of the College.

The goals of previous years for program sizes will continue be used. The Dean will ask the Faculty Advisory Committee to evaluate these goals and objectives and decide if these are realistic. Hiring this year will be on a "replacement" basis. Currently, the College is searching to fill five eminent scholar positions. Teaching and research will receive the same relative emphasis as in the past. There will be an increased utilization of speakers, etc. across the units to maximize the benefit of each speaker to the College.

Regarding space, the College will be looking at raising private money to expand the Bryan Hall renovation or perhaps to possibly obtain a portion of Anderson Hall when it is vacated by Student Services. Space is tight now and will be tighter once the renovation is underway.

There will be an effort to increase communication within the College. When, what and how decisions are made will be communicated. There will be an open-door policy regarding decisions. The Dean will be willing to discuss and explain decisions that have been made to both faculty and staff. It has been suggested that there is a need to increase the awareness of and planning for upcoming events. To do this, two documents are being generated regularly; a "Monthly Calendar of Events" and a "Weekly List of Events". It is hoped that these will help increase attendance at College events. Academic Unit Heads and Program Directors will meet

together with the Dean regularly and, hopefully, the information from those meetings will be taken back to the faculty members.

Regarding the State budget, the salary situation is not good. The raise pool was 5% of the faculty salary base. Sixty percent of the increased salary allocation for 1989-90 is for "across-the-board" raises and forty percent is discretionary. Sixty percent of that which is for "discretionary" salary adjustments was allocated by the Provost to special adjustments, 14% for promotions and 26%, or .55 of 1% out of a total 5% -- \$280/faculty member, is left for merit or discretionary raises. The Provost is currently reviewing the salary setting process. The item of special salary adjustments has been discussed with the academic unit heads and the College will again make a request for adjustment of College salaries to bring them up to market value. The other budget items were equally unexciting. Other personal services money was up 1.3%; operating expense money was down 3.9% and other capital outlay monies was up 9.8%.

The 1988-89 budget deficit was reduced to \$12,000 with the help of Hadley Schaefer. Tighter controls over spending have been implemented. Actions that have been taken within the College to reduce expenses include a change in the "coffee procedures". Each academic unit will be required to make their own arrangements for coffee. The College spent \$12,000 last year on coffee and \$15,000 to \$20,000 on the faculty dinner. There will be no faculty dinner this year since Andy McCollough and Dean Kramer have agreed that they are already known by the faculty and that they would much rather have the monies spent on the faculty and research activities. Two new projects have been funded. \$300,000 for networking the Business Administration Building and Matherly Hall has been allocated. Additional money will be needed for networking when Bryan Hall is renovated. In addition, the Bryan Hall renovation has been budgeted and will cost \$3 1/2 million.

Regarding Development, we are in the third year of the five-year Capital Campaign. The College of Business Administration has reached its \$22 million goal. The University has obtained \$213 million out of its \$250 million goal. During the past year, the College has received one eminent scholar chair, five professorships, four endowed fellowships, and one ten-year commitment for faculty research grants. This year, the priorities have changed. In the past, the College has primarily looked for eminent scholar chairs and professorships. Now the emphasis is to name the College. There is currently a proposal outstanding for \$15 million. This would result in \$22 million being received with the matching program. Another priority for this year is to name the Business Administration Building. The proposal for this will be \$3 million and, with the matching program, that will increase to \$4 million. Other priorities which will be focused on this year are:

1. raising unrestricted funds through term gifts;



2. faculty research support;
3. Professorships (in the \$300,000 to \$450,000 range);
4. student fellowships.

Three regional capital campaigns are going on now, with seven more regional campaigns to be started this academic year. The campaigns are focusing on the smaller gifts of \$10-\$100 thousand instead of on major gifts.

5) Committee Reports

Dean's Search Committee

Dr. Lutz reported for the Dean's Search Committee, stating that they had met three times. An announcement has appeared in the Chronical of Higher Education with a closing date of January 15, 1990. To date, there have been 40 nominations or applications; 27 of the nominees have not yet responded to their willingness to be considered; 13 resumes are on hand. This committee is also closely watching the Presidential Search.

6) Bryan Hall Renovations

Dr. Ray reported that \$3.5 million has been allocated for this project. An initial space allocation plan was prepared by former Deans Alan Merten and Hadley Schaefer, in consultation with Doug Snowball, the academic unit heads and the program directors. A College Committee will be gathering information during 1989-90 relative to our needs and relaying this information on to the University architect, who will then give the information to the BOR architect. The next step in the renovation process is a bid request to select the actual architect. By December 3, 1989, the architect is to be selected. In March 1990, the architect will talk to us again. Plans and preparations are to be ready by September 30, 1990 and advertisement will begin for a contractor. Time allowed for construction is 365 days. Therefore, if construction is begun as planned on December 10, 1990, completion should be in December 1991. It is proposed that there will be major changes in the "stacks" area, the rest of the building will be upgraded and renovated and used basically as is. The proposal also allows for the computer lab to be moved to the stacks and the current computer laboratory be made into a classroom and auditorium. Graduate space, with 100 carrels, is also proposed for the stacks area.

The meeting was adjourned at 12:50 p.m.

FACMIN.2/TXTSAH

Materials For  
General Faculty Meeting  
September 11, 1989

Undergraduate Program Information

Summary  
Admissions  
Enrollment  
Graduation  
Departmental  
GPA Distributions

University of Florida  
College of Business Administration

# Summary Data

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## College of Business Administration Undergraduate Program Information

	<u>Fall 1988</u>	<u>Fall 1989</u>
Applicant Pool		
- Transfer	304	446
- Native	477	490
- Combined	781	936
Admissions		
- Transfer	75	167
- Native	302	356
- Combined	377	523
Enrolled		
- Transfer	---	128
- Native	---	349
- Combined	---	477

College of Business Administration  
Undergraduate Program Information

	<u>Fall 1988</u>	<u>Fall 1989</u>
Enrollment*	1396	1605
By Race		
- Asian	27	33
- Black	50	47
- Foreign	27	32
- Hispanic	69	74
- Indian	1	2
- Unknown	1	6
- White	1221	1411
By Sex		
- Female	539	558
- Male	857	1047

\*CBA Students Currently Enrolled

## College of Business Administration Undergraduate Program Information

	<u>Fall 1988</u>	<u>Fall 1989</u>
Enrollment*	1396	1605
By Department		
- CIS	101	88
- Economics	33	48
- Finance	728	775
- Insurance	4	12
- Management	160	214
- Marketing	326	417
- Real Estate	44	37
Economics (LAS)	117	114

\*CBA Students Currently Enrolled

## College of Business Administration Undergraduate Program Information

	<u>Fall 1988</u>	<u>Fall 1989</u>
Enrollment*	11235	11750
By Department		
- DIS	1211	1708
- Economics	4078	4072
- Finance	1428	1331
- Insurance	41	37
- Management	2425	2513
- Marketing	1628	1788
- Real Estate	423	293
General Business	3	8

\*Total Enrollment In CBA Classes

## College of Business Administration Undergraduate Program Information

	<u>1987-1988</u>	<u>1988-1989</u>
BSBA Degrees	765	780
By Department		
- CIS	50	25
- Economics	21	19
- Finance	387	431
- Insurance	5	2
- Management	71	86
- Marketing	203	190
- Real Estate	28	27
Economics (LAS)	38	68



## College of Business Administration Undergraduate Program Information

	<u>Number</u>
Approved for CBA Minor	147
By College	
- Agriculture	8
- Architecture	2
- Building Construction	3
- Engineering	24
- Fine Arts	1
- Health & Human Performance	7
- Journalism	16
- Liberal Arts	86
Graduated	33
Certified	17

## College of Business Administration Undergraduate Program Information

	<u>Number</u>
CBA Students With Minors	26
By Minor	
- East Asian Languages	2
- Economics	13
- German	2
- Geography	1
- History	4
- Mathematics	1
- Russian	2
- Sociology	1
Graduated	9
Certified	--

Ph. D. Students--Spring 1989

Major	Number	Mean GPA	Mean GMAT*	% Foreign	% Black	% Women	Current GPA
Accounting	20	3.41	632	20%	5%	40.0%	3.62
DIS	9	3.00	549	89%	0%	44.4%	3.72
Economics	35	3.28	569	69%	0%	17.1%	3.62
FIRE	15	3.11	619	47%	7%	26.7%	3.57
Managment	3	2.96	610	0%	0%	66.7%	3.47
Marketing	16	3.46	626	50%	0%	43.8%	3.47
TOTAL	98	3.27	598	52.3%	2.1%	31.6%	3.58

\* Mean GMAT includes GRE scores converted to GMAT equivalent using the following formula:  $\{\text{GRE} \div 100\} - 2$

Fall 1989 Ph.D. Applications (Admits and Denies Only)

	Number	Mean GPA	Mean GMAT*	% Foreign	% Black	% Female
Accounting	Fall 88	46	3.36	575-576	45.7%	-
	Fall 89	51	3.31	597	39.2%	29.4%
DIS	Fall 88	-	-	-	-	-
	Fall 89	40	2.90	577	77.5%	7.5%
Economics	Fall 88	24	3.31	542-562	54.2%	-
	Fall 89	51	3.42	528	58.8%	23.6%
FIRE	Fall 88	54	3.46	570-575	57.4%	-
	Fall 89	56	3.32	578	60.7%	12.5%
Management	Fall 88	36	3.06	557-565	41.7%	-
	Fall 89	27	3.23	540	33.3%	33.3%
Marketing	Fall 88	36	3.33	585-588	61.1%	-
	Fall 89	42	3.30	598	73.8%	11.9%
TOTAL	Fall 88	196	3.30	569-575	50.5%	-
	Fall 89	267	3.28	570	58.1%	19.1%

\* Mean GMAT includes GRE scores converted to GMAT equivalent using the following formula:  $\{GRE \div 100\} - 2$

Fall 1989 Ph.D. Admits

	Number	% Admitted	Mean GPA	Mean GMAT	% Foreign	% Black	% Female
Accounting	5	9.8%	3.22	646	20.0%	20.0%	20.0%
DIS	7	17.5%	2.53	640	57.1%	0%	0%
Economics	14	27.5%	3.62	575	71.4%	0%	36.0%
FIRE	10	17.9%	3.56	653	20.0%	10.0%	0%
Management	6	22.2%	3.53	617	0%	16.7%	33.3%
Marketing	7	16.7	3.60	687	57.1%	0%	14.3%
TOTAL	49	18.4%	3.40	629	42.8%	6.1%	18.4%

Fall 1989 Ph.D. Acceptances (with Financial Aid)

	Number Enrolled	Mean GPA	Mean GMAT	% Foreign	% Black	% Female
Accounting (5 offers)	3	3.35	640	33.3%	33.3%	33.3%
DIS (7 offers)	4	2.30	660	33.3%	0%	0%
Economics (14 offers)	8	3.62	581	50.0%	0%	50.0%
FIRE (10 offers)	7	3.48	651	0%	10.0%	0%
Management (6 offers)	3	3.00	670	0%	0%	0%
Marketing (7 offers)	3	3.45	676	33.3%	0%	0%
TOTAL (49 offers)	26	3.33	659	28.1%	7%	19.2%