

GLOBAL REPUTATION. PROVEN IMPACT.



The Kelley Evening MBA

Offering today's working professionals a unique, graduate learning experience, the Kelley School of Business Evening MBA program is nationally recognized and built on a tradition of excellence in business education.

Kelley Indianapolis' unparalleled partnerships with small businesses and global corporations alike ensure a valuable link between classroom study and real-world business. A strong focus on experiential, hands-on learning means Kelley Evening MBA students tackle real business problems, while forging career-long connections with industry leaders, business executives and qualified peers.

The cohort is the hallmark of the Evening MBA program because it emphasizes collaborative decision-making, teamwork and networking—all skills you will need to be successful. Kelley students learn quickly the importance of qualified peers, for they use one another's specialties to amplify the value of work in class. The contacts you will make as part of a Kelley Evening MBA cohort will serve you throughout your career.

Majors and areas of study

The Evening MBA program offers five majors to match your career goals, while addressing the demands of employers.

- Accounting
- Entrepreneurship
- Finance
- Marketing
- Supply Chain Management



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Kelley Evening MBA program profile

- Individualized degree completion plan to complement both professional and personal life responsibilities.
- Classes offered in a technology-enhanced format.
- Wide-ranging, extensive course catalog; five majors and three experiential Enterprise programs help build knowledge and experience in new fields.
- Recognized faculty who are widely published and respected leaders in their fields.
- Cohort structure focused on groups of qualified peers taking courses together—designed to stimulate critical thinking in a diverse, collaborative learning environment.
- Professional career coaching to enhance leadership skills and marketability.
- Established network of corporate partners and more than 95,000 Kelley alumni recognized worldwide.

Taking the first step

To learn more about the Kelley School of Business Evening MBA program, we encourage you to attend an information session or schedule an appointment with our graduate admissions staff. Full admissions information, including criteria and the application process, can be accessed online at kelley.iupui.edu/mba.



kelley.iupui.edu/mba

Sample schedule

51 credit hours = 30 core course hours + 21 elective hours

Based on a Fall start. Number of terms and schedule may vary.

Fall 1

A524: Managing Accounting Info for Decision Making (3 credits)
J501: Developing Strategic Capabilities (1.5 credits)
X511: Seminar in Management Issues (1.5 credits)
K503: Statistical Analysis (1.5 credits)

Spring 1

F523: Financial Management (3 credits)
G511: Microeconomics for Managers (1.5 credits)
G512: Macroeconomics for Managers (1.5 credits)
X522: Enterprise Lectures (1.5 credits)

Summer 1

L512: Law and Ethics in Business (3 credits)
Electives

Fall 2

M501: Strategic Marketing Management (3 credits)
P501: Operations Management (3 credits)
Electives

Spring 2

J506: Leadership and Ethics in Business (3 credits)
Electives

Spring 2

International Dimension (3 credits)
Electives

Fall 3

Electives

Based on a Spring start.

Spring 1

A524: Managing Accounting Info for Decision Making (3 credits)
J501: Developing Strategic Capabilities (1.5 credits)
X511: Seminar in Management Issues (1.5 credits)
K503: Statistical Analysis (1.5 credits)

Summer 1

L512: Law and Ethics in Business (3 credits)
Electives

Fall 1

F523: Financial Management (3 credits)
G511: Microeconomics for Managers (1.5 credits)
G512: Macroeconomics for Managers (1.5 credits)

Spring 2

M501: Strategic Marketing Management (3 credits)
P501: Operations Management (3 credits)
X522: Enterprise Lecture Series (1.5 credits)

Summer 2

International Dimension (3 credits)
Electives

Fall 2

J506: Leadership and Ethics in Business (3 credits)
Electives

Spring 3

Electives

Majors

Accounting	12 hours of accounting electives
Entrepreneurship	10.5 hours of entrepreneurship electives
Finance	10.5 hours of finance electives
Marketing	10.5 hours of marketing electives
Supply Chain	10.5 hours of supply chain electives



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Evening MBA application checklist

The Kelley School of Business Evening MBA program has a two-part, online application process. Applicants must complete both online applications.

- Kelley Evening MBA application
- IUPUI graduate application, which includes a \$60 application fee

We suggest you refer to this checklist as you work through the application process. Application materials do not need to be submitted in a specific order. However, we do not process incomplete applications. You'll find application documents and web links on our website: kelley.iupui.edu/mba. Link to Admissions. We encourage you to review thoroughly your materials before submitting.

Essay

The application essay may be uploaded to the IUPUI graduate application or may be submitted via email to mbaindy@iupui.edu.

Résumé

Submit your résumé to mbaindy@iupui.edu.

Letters of recommendation

We ask you to submit two letters of recommendation. You may access the recommendation form on our website: kelley.iupui.edu/mba. Link to Admissions; link to How to Apply.



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Transcripts

Provide official college or university transcripts from all institutions you've attended. Applicants do not need to request transcripts from Indiana University.

GMAT results

Your GMAT results must be submitted directly from Pearson VUE. The Kelley School of Business Evening MBA program, Indianapolis GMAT code is **GKS-8M-27**.

Mailing address

Your letters of recommendation and transcripts should be submitted directly by mail to:

Kelley School of Business Indianapolis
Evening MBA Program
801 W. Michigan St. BS 3024
Indianapolis, IN 46202-5151

Application deadlines

For August admission

Priority deadline: April 1

Final deadline: June 1 (space available)

For January admission

Priority deadline: October 1

Final deadline: November 1 (space available)



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VALUE OF THE KELLEY COHORT.



Cohort fosters rich collaboration, valuable networking.

Fueled by a competitive admissions process, the Kelley School of Business Evening MBA program attracts the most experienced and talented business professionals in central Indiana. Our goal is to assemble a group of students each semester who will contribute as much to the learning environment as they will take from it.

The cohort includes up to 60 professionals from an array of industries and backgrounds who serve as classmates and peer mentors throughout the program. The cohort concept significantly enhances the learning experience and provides collaborative advantages unmatched by other graduate business programs.

Building a bridge between theory and practice

Engaging students at nearly every turn, the cohort contributes extensively to Kelley's focus on active learning. Stated simply, students work with and learn from the talented peers in their classes. The benefits of this interaction are both meaningful and far-reaching.

- Faculty members build upon students' working knowledge to form an important bridge between business theory and practice.
- The cohort structure promotes a valuable, challenging classroom experience—one that encourages students to think critically and creatively about issues and to devise appropriate solutions.



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- Students within the cohort come from diverse backgrounds and professional environments, enriching classroom discussion and the study of case examples with varied perspectives and points of view.
- Evening MBA students develop stronger networking relationships because of the cohort structure.
- The value of the cohort extends far beyond graduation. Relationships with peers in the cohort endure, providing an important, unparalleled asset to students throughout their careers.

Taking the first step

To learn more about the Kelley School of Business Evening MBA program, we encourage you to attend an information session or schedule an appointment with our graduate admissions staff. Full admissions information, including criteria and the application process, can be accessed online at www.kelley.iupui.edu/mba.



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Kelley Evening MBA: Requirements for Majors

MBA Core: 30 credit hours required

Students completing a major need to take the required courses for the major, as well as additional courses to total 21 credit hours of electives.

Accounting: 12 credit hours required

Required Courses:

- A510: Financial Accounting Theory and Practice I (3)
- A511: Financial Accounting Theory and Practice II (3) (P: A510)
- A514: Auditing Theory and Practice (3) (P: A511)
- A515: Federal Income Taxes (3)

Students with undergraduate degrees in accounting or finance should inquire with the Graduate Accounting Office regarding requirements for the accounting major.

Entrepreneurship: 10.5 credit hours required

Required Course:

- W511: Venture Strategy (3) (P: J506)

Choose 3 credit hours or more:

- F517: Venture Capital and Entrepreneurial Finance (1.5)
- M503: Applied Marketing Research (3)
- M506: Marketing Engineering (1.5)

Choose 1.5 credit hours or more of field experience:

- D546: China in Transition (3, classroom & trip)
- W525: New Ventures and the Venture Community of Indianapolis (1.5)
- X524: Enterprise Experience II (DIVE) (1.5) (P: X522 & X523)

If total from above courses is less than 10.5 credit hours, choose from list below to total 10.5 hours:

- D594: International Competitive Strategy (3)
- D595: International Management (3)
- J522: Strategic Management of Technology and Innovation (1.5)
- M511: Marketing Performance and Productivity Analysis (1.5)
- P552: Project Management (1.5)
- W520 Turnaround Management (1.5)

Finance: 10.5 credit hours required

Required Courses:

- F520: Asset Valuation and Strategy (1.5)
- F540: The Firm in the Capital Markets (1.5)

Choose 7.5 credit hours of advanced courses:

- F509: Financial Analysis for Corporate Decisions (1.5)
- F517: Venture Capital and Entrepreneurial Finance (1.5)
- F525: Corporate Financial Risk Management (1.5) (P: F520)
- F526: Derivative Securities (1.5) (P: F520)
- F528: Fixed Income Investments (1.5) (P: F520)
- F529: Equity Markets (1.5) (P: F520)
- F548: Corporate Governance and Restructuring (1.5)
- F570: International Financial Markets (1.5)
- F571: International Corporate Finance (1.5)

Marketing: 10.5 credit hours required

Required Course:

- M503: Applied Marketing Research (3)

Choose 3 credit hours:

- M506: Marketing Engineering (1.5)
- M511: Marketing Performance and Productivity Analysis (1.5)
- M513: Marketing Strategy and Simulation (1.5)
- M595: Special Topics in Marketing (1.5)

Choose 4.5 credit hours of 500-level marketing courses:

- M544: Marketing, Advertising and Sales Promotion (1.5)
- M550: Customer-Oriented Strategies (1.5)
- M594: Global Marketing Management (3)

Supply Chain Management: 10.5 credit hours required

Required Courses:

- P509: Supply Chain Operations (1.5)
- P527: Operations Processes I (1.5)
- P552: Project Management (1.5)
- P561: Supply Chain Management Technologies (1.5)

Choose 1.5 credit hours:

- P528: Operations Processes II (1.5)
- P590: Independent Study in Operations Management
- X524: Enterprise Experience II (gSCIE) (1.5) (P: X522 & X523)

Choose 3 credit hours:

- A511: Financial Accounting Theory and Practice II (3)
- A560: Auditing Information Technology (3)
- D546: China in Transition I (1.5, classroom) (3, classroom & trip)
- D595: International Management (3)
- F509: Financial Analysis for Corporate Decisions (1.5)
- F571: International Corporate Finance (1.5)
- K510: Advanced Decision Models (1.5)
- K516: Quantitative Decision Models (1.5)
- M503: Applied Marketing Research (3)
- M550: Customer-Oriented Strategies (1.5)
- M594: Global Marketing Management (1.5)
- M595: Special Topics in Marketing (1.5)
- P510: Service Operations (1.5)
- P576: Healthcare Operations Management (1.5)
- P590: Independent Study in Operations Management
- W519: Knowledge Management (3)
- W550: Management Consulting and Strategy (3)



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MBA Core: 30 credit hours required

Required coursework for all Kelley Evening MBA students.

A524: Managing Accounting Info for Decision Making (3) **1A**

F523: Financial Management (3) **1B**

G511: Microeconomics for Managers (1.5) **1B**

G512: Macroeconomics for Managers (1.5) **1B**

J501: Developing Strategic Capabilities (1.5) **1A**

J506: Leadership and Ethics in Business (3) **2B**

K503: Statistical Analysis (1.5) **1A**

L512: Law and Ethics in Business (3) **1S**

M501: Strategic Marketing Management (3) **2A**

P501: Operations Management (3) **2A**

X511: Seminar in Management Issues (1.5) **1A**

X522: Enterprise Lectures (1.5) **1B**

International/Global coursework (see * courses below) (3)

Electives: 21 credit hours required

The following list of electives represents courses offered previously, and it does not guarantee identified courses will be available in future semesters.

A508: Accounting for Non-Profit Organizations (3) **S, Su**

A510: Financial Accounting Theory and Practice I (3) **F**

A511: Financial Accounting Theory and Practice II (3) (P: A510) **F, S**

A514: Auditing Theory and Practice (3) **F, S, Su**

A515: Federal Income Taxes (3) **F, S, Su**

A516: Federal Estate and Gift Taxation (3) **S**

A517: Financial Analysis and Firm Valuation (3) **S**

A528: State and Local Taxation (3) **F**

A538: Corporate Taxation II (1.5) **F**

A539: Advanced Taxation I (3) **F, S**

A551: Tax Research (1.5) **F, S, Su**

A554: Income Tax (1.5) **S**

A555: Taxation of S Corporations (3) **F**

A556: Timing Issues in Taxation (3) **Su**

A558: Taxation of Tax Exempt Organizations I (1.5) **Su**

A560: Auditing Information Technology (3) **F, S**

A562: Advanced Financial Accounting (3) **F, Su**

A567: Taxation of Tax Exempt Organizations II (1.5) **Su**

A590: Independent Study in Accounting (credits arranged)

*D546: China in Transition I (1.5, classroom) (3, classroom & trip) **Su**

*D590: Independent Study in International Business (credits arranged)

*D594: International Competitive Strategy (3) **Su**

*D595: International Management (3) **Su**

F509: Financial Analysis for Corporate Decisions (1.5) **Su**

F517: Venture Capital and Entrepreneurial Finance (1.5) **S**

F520: Asset Valuation and Strategy (1.5) **F, S**

F525: Corporate Financial Risk Management (1.5) (P: F520) **F**

F526: Derivative Securities (1.5) (P: F520) **F**

F528: Fixed Income Investments (1.5) (P: F520) **F, S**

F529: Equity Markets (1.5) (P: F520) **F, S**

F540: The Firm in the Capital Market (1.5) **F, S**

F548: Corporate Governance and Restructuring (1.5) **Su**

*F570: International Financial Markets (1.5) **S**

*F571: International Corporate Finance (1.5) **S**

F590: Independent Study in Finance (credits arranged)

G590: Independent Study in Business Economics and Public Policy (credits arranged)

J522: Strategic Management of Technology and Innovation (1.5) **S**

K510: Advanced Decision Models (1.5) **Su**

K516: Quantitative Decision Models (1.5) **Su**

M503: Applied Marketing Research (3) **F, S**

M506: Marketing Engineering (1.5) **S**

M511: Marketing Performance and Productivity Analysis (1.5) **S**

M513: Marketing Strategy Simulation (1.5) **S**

M544: Marketing Advertising and Sales Promotion (1.5) **F**

M550: Customer-Oriented Strategies (1.5) **S**

M590: Independent Study in Marketing (credits arranged)

*M594: Global Marketing Management (1.5) **F**

M595: Special Topics in Marketing (1.5) **F, S**

P509: Supply Chain Operations (1.5) **F**

P510: Service Operations (1.5) **F**

P527: Operations Processes I (1.5) **S**

P528: Operations Processes II (1.5) **S**

P552: Project Management (1.5) **F**

*P561: Supply Chain Management Technologies (1.5) **F**

P576: Healthcare Operations Management (1.5) **S**

P590: Independent Study in Operations Management (credits arranged)

S555: Information Technology for Managers (1.5) **Su**

W511: Venture Strategy (3) (P: J506) **F**

W519: Knowledge Management (3) **Su**

W520: Turnaround Management (1.5) **S**

W525: New Ventures and the Venture Community of Indianapolis (1.5) **F**

W550: Management Consulting (3) **S**

W590: Independent Study in Management and Administration (credits arranged)

X518: Business of Life Sciences I: Trends (1.5) **S**

X519: Business of Life Sciences II: Value Chain (1.5) **F**

X523: Enterprise Experience I (1.5) (P: X522) **S**

X524: Enterprise Experience II (1.5) (P: X523) **Su**

X551: Career Management (1.5) **Su**

*BE599: Emerging Markets (3) **S**

X576: Kelley International Prospect Field Study

X577: Strategic Client Project Practice

Z590: Independent Study in Personnel & Organizational Behavior (credits arranged)



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