

M MICHIGAN ROSS SCHOOL OF BUSINESS



UNDERGRADUATE PROGRAMS
SOPHOMORE BULLETIN
2017-2018
LEADING IN THOUGHT AND ACTION

Disclaimer

The information contained in this Bulletin is subject to change at any time. Please note that this document is accurate as of June 2017. Subsequent updates and corrections made to the most current version can be viewed online: <http://www2.bus.umich.edu/MyiMpack/academics/bulletins>.

This Bulletin is published by the Ross Registrar's Office:

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<http://www.accreditation.umich.edu/>

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Campus Safety Statement

Each year, the University of Michigan prepares an "Annual Security Report" and publishes it in the Campus Safety Handbook. The report, which is issued each October 1, contains detailed information on campus safety and security policies, procedures, and programs, including information on: emergency services, security telephone numbers, sexual assault policy, stalking laws, handling obscene phone calls, sexual harassment policy, dealing with workplace violence and threats, police agencies, health services, counseling services, safe transportation after dark, safety tips, and alcohol and drug policies and programs. The report also includes statistics concerning crimes on campus. If you would like to receive a complete copy, visit the University of Michigan Department of Public Safety website at <http://www.dpss.umich.edu/> or call 734-763-3434.

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I. MESSAGE FROM LEADERSHIP

For most students, the undergraduate years are the best opportunity to broaden horizons, explore streams of knowledge, and develop habits of the mind, such as intellectual curiosity and critical thinking, which are vital to lifelong learning. These are also years in which to develop skills, such as effective interpersonal communication, to become committed to basic ethical principles and standards of professional conduct, and to formulate an integrated view of the many dimensions of our rapidly changing world.

Business education - delivered via the Bachelor of Business Administration (BBA), the Minor in Business or individual course selection - is the pinnacle of a program of undergraduate studies that integrates liberal and professional education. We believe that both the liberal arts portion of a student's undergraduate studies (e.g., in the Humanities, Social Sciences, Natural Sciences, and Quantitative Methods) and the professional portion of those studies (e.g., in Accounting, Finance, Marketing, Operations and Managerial Statistics, etc.) can make important contributions to these educational objectives. We also believe that competencies that are critical to professional effectiveness begin to take root in the liberal arts underpinnings of undergraduate education. If these competencies are then reinforced, practiced, and applied in the professional portion of Ross programs, they will grow and strengthen, and become central to the individual's approach to professional opportunities and challenges.

We believe the Ross BBA is an excellent preparation for a business career. Many students start meaningful careers immediately after graduation, but the program is much more. The skills emphasized and required for success in the BBA Program are fundamental to success in any endeavor. That makes the BBA Degree Program a good foundation for your career and graduate work in a variety of disciplines.

The Minor in Business, the Sales Track and other options of business coursework complement the learning in other UM disciplines and add value to the personal and career trajectories. Applying knowledge, regardless of discipline, through a business perspective provides one of the most effective ways to make a positive difference locally and globally.



Paul Kirsch

Managing Director of Undergraduate Programs

II. STATEMENT OF COMMUNITY VALUES

All members of the Ross Business School community agree to abide by the Ross School of Business Statement of Community Values. It is a hallmark of how we study and work together. The Statement of Community Values states:

“We, the members of the Ross School of Business community – students, faculty and staff – shall work together in striving for excellence in every aspect of our School’s activities. We seek to be a model of how members of an academic community can combine their spirit and talents to achieve such institutional excellence.

We understand that in striving for excellence, our personal and institutional integrity is our most precious asset. Accordingly, we accept accountability for our behavior and will not knowingly act in ways that might damage that integrity.

We commit ourselves to performing our work and fulfilling our responsibilities honestly and professionally. In particular, we will not tolerate cheating of any sort by any member of our community in any situation.

We shall treat each other with respect, honoring the dignity and value of each member of our community. We will cooperate with each other and fulfill our mutual commitments. We will extend these same courtesies to our guests.

We pledge to share community assets, such as facilities, library materials and information technology resources, in ways that are responsible, that comply with established policies and that reflect the principle of fairness.

We accept adherence to these values as a condition of membership in the Ross School of Business community.”

Accompanying the Statement of Community Values are Codes of Conduct and specific procedures in the case of a reported violation.

These codes are maintained on the Ross website at: <http://www2.bus.umich.edu/MyiMpact/academics/ross-community-values>.

All Ross School of Business students, and U-M students enrolled in Ross courses are responsible for reading these documents.

III. INTRODUCTION TO THE BULLETIN¹

Students are responsible for knowing the rules and policies in the Bulletin. Students will follow the rules of the Ross School of Business Undergraduate Programs Bulletin in effect for the academic term in which they are admitted to a Ross School of Business Undergraduate Program. Students who are readmitted into a Ross School of Business Undergraduate Program follow the Bulletin in effect for the academic term in which they resume their studies.

The online Bulletin reflects the most up-to-date information available and is updated as changes are made to the curriculum. To view past versions of the Ross School of Business Undergraduate Programs Bulletin, please visit our archives at <http://www2.bus.umich.edu/MyiMpact/academics/bulletins>.

Note: Archived Bulletins are only applicable to that academic year's course requirements. Please visit your Academic Advisor for more information, or if you have questions regarding the Bulletin.

IV. BBA CURRICULUM & DEGREE REQUIREMENTS

It is the student's responsibility to know and meet all degree requirements, as outlined below. These requirements are accurate for students admitted to the BBA program in **Fall 2017**. Students admitted **prior to Fall 2017** should review the archived program bulletin for their admit year (see <http://www2.bus.umich.edu/MyiMpact/academics/bulletins>).

A. BBA Credit Requirements

The BBA degree requires a minimum of 120.0 credits. 58.0 of these credits must be business credits, and 54.0 of the 120.0 total credits must be non-business credits (including credits used to meet distribution requirements). The remaining 8.0 credits may be either business or non-business course work.

B. BBA Core Courses

The BBA program is organized around 40 credits of required core courses, 29.5 credits of which must be taken in the prescribed order. Students complete those core courses in an assigned cohort (or section) of students and **may not drop or complete required core courses out of sequence**. 10.5 credits of core coursework is designated as "Floating Core." Students may elect to complete the floating core coursework in any sequence between the Winter term of Sophomore year and Fall term of Senior year. A required [capstone course](#) (credits vary) must also be completed in the Winter term of Senior year.

If a BBA core course (e.g. ACC 300) was completed at the Ross School of Business prior to entering the BBA program and a minimum course grade of "C" was earned, those credits will transfer into the Ross program and the core course may not be repeated for additional credit toward the BBA degree. Students who complete courses offered specifically for non-business students (typically course number 302), prior to entering the BBA program will NOT earn credit for those courses towards the BBA degree (See elective section for other business courses not accepted toward BBA.)

Required Core Courses and Sequence: Three-Year Program

BBA Program: Sophomore Year			
Fall Term Courses	Credits	Winter Term Courses	Credits
ACC 300: Financial Accounting	3.00	ACC 301: Managerial Accounting	3.00
BA 200: Business & Leaders: The Positive Difference	3.00	BCOM 250 ¹ : Introduction to Business Communication	1.50
TO 301: Business Analytics and Statistics	4.00	STRATEGY 290: Business Strategy	1.50
		Optional: Floating Core Course(s)	varies
		Optional: approved business elective(s)	varies
Fall or Winter Term Courses			Credits
Other classes to include any degree requirements: <ul style="list-style-type: none">ECON 102: Principles of Economics II²Non-Business coursework (to meet distribution or 54 required non-Business credits)Complete progress toward Identity and Diversity in Organizations (IDO) milestone			varies

BBA Program: Junior Year			
Fall Term Courses - Integrative Semester	Credits	Winter Term Courses	Credits
BCOM 350: Professional Communication Strategies	1.50	International Semester Exchange, or UM-Ann Arbor coursework to meet degree requirements	
BL 300: Business Law and Ethics	3.00		
MO 300: Behavioral Theory in Management	3.00		
TO 313: Operations Management	3.00		
Fall and Winter Term Courses			Credits
Other classes to include any degree requirements: <ul style="list-style-type: none">ECON 102: Principles of Economics II²Business ElectivesFloating Core CoursesNon-Business coursework (to meet distribution or 54 required non-Business credits)Complete progress toward Identity and Diversity in Organizations (IDO) milestone			varies

BBA Program: Senior Year			
Fall Term Courses	Credits	Winter Term Courses	Credits
STRATEGY 390: Corporate Strategy	3.00	Capstone Course	varies
Floating Core Course(s)	varies		
Fall and Winter Term Courses			Credits
Other classes to include any degree requirements: <ul style="list-style-type: none">• Business Electives• Non-Business coursework (to meet distribution or 54 required non-Business credits)• Complete progress toward Identity and Diversity in Organizations (IDO) milestone			varies

Floating Core Courses: Must be completed between Winter term Sophomore year and Fall term Senior year	
BE 300: Applied Economics	3.00
FIN 300: Financial Management	3.00
MKT 300: Marketing Management	3.00
TO 300: Business Information Systems	1.50

a) Waiving Core Business Courses

Effective Fall 2014, no BBA core courses may be waived.

¹ Effective Fall 2014, LHC 250 renamed as BCOM 250.

² If not completed prior to the first day of the first semester in the Ross BBA program, ECON 102 must be completed by the end of the Winter semester Junior year.

C. Additional Degree Requirements

ECON 102

ECON 102 must be completed, and the grade posted to the student's transcript, by the end of Winter term of Junior year. Transfer courses that are equivalents based on the Office of Undergraduate Admissions transfer guide (http://www.ugadmiss.umich.edu/TCE/Public/CT_TCESearch.aspx) will be accepted. No credit will be accepted for courses taken online. Students will be required to provide the Ross Registrar's Office with a syllabus or other documentation showing that the course was taken in person.

Business Elective Credits

Students must elect enough business elective credits so that elective credits and all business core course credits (including a required capstone course) total 58 or more business credits prior to graduation. Business elective courses cross-listed with other schools will count only as Business credit. Students who complete elective business courses offered specifically for non-business students (e.g. BA 201, ES 212 and FIN 275) prior to entering the B B A program will NOT earn credit for those courses towards their 58 business credit requirement.

Capstone Course Requirement

Students must elect one required capstone course in the Winter semester* of their Senior (third) year in the BBA program. Capstone courses make connections between academic learning and the professional world; they include topics that address complex concepts, require diverse skills and perspectives, and are relevant to future professional endeavors. Some capstone courses also include an Action-Based Learning (or ABL) component, allowing students to have a direct customer/stakeholder interaction and a deliverable that integrates learning and analysis and applies it to a real-world situation. Most capstone courses are three (3) credits. Students can discuss their course selection and planning for a capstone course with their Academic Advisor. See the BBA capstone requirement website (<http://www2.bus.umich.edu/MyiMpact/academics/bbacapstone>) for current course offerings.

*On the occasion when a capstone course is offered in the Fall term Ross has created an inverse learning format for those students electing to take the Fall capstone. Ross has determined that BBA students will not take the capstone course and Strategy 390 concurrently so that students will be able to meet all of the learning objectives of both courses and benefit from the two semester learning trajectory.

BBA Distribution Requirements

Ross distribution (which includes foreign language requirements) is similar to the College of Literature, Science and the Arts (LSA), with exceptions noted below. Students should refer to the LSA Course Guide (<http://www.lsa.umich.edu/cg/>) to see if a course meets the requirements for a distribution area. Courses may have one of the following designations: natural science (NS), social science (SS), humanities (HU), or mathematical and symbolic analysis (MSA). Classes without one of the above designations may not be used towards an area distribution plan. In selecting courses, note the following policies:

Complete **three** of the following four requirements:

Foreign Language (fourth-term proficiency in a language other than English): Fourth-term proficiency in a foreign language is determined by successful completion of a proficiency examination administered by U-M or by completion of a fourth-semester college-level foreign language course. The language requirement cannot be satisfied by out-of-residence credit which is elected after the student has begun degree enrollment at the University of Michigan unless the appropriate language department has approved that plan in advance. AP course work that meets fourth-term proficiency fulfills this requirement. The final course in an elementary language sequence used to satisfy the language requirement must be elected on a graded basis. See the LSA Bulletin for details: (http://www.lsa.umich.edu/students/academicsrequirements/lsadegreesrequirements/languagerequirement)	0-20.0 credits
Humanities (HU): Fourth semester of a second foreign language may be used for HU credits. (e.g., If an English-speaking student met Foreign Language requirement with Spanish and then took French classes through FR 232, FR 232 may count towards HU). The course must cover at least 4 credits of fourth-term material and be recognized as a course that fulfills the fourth-term foreign language proficiency to be accepted as HU.	9.0 credits
Natural Sciences (NS) and/or Mathematical and Symbolic Analysis (MSA)	9.0 credits
Social Sciences (SS) (excludes ECON 101 & 102)	9.0 credits

(See section [IV.E](#) regarding which test credits can be used to fulfill distribution areas)

IDO: Identity and Diversity in Organizations

Students must complete the IDO milestone requirement by March 1 of their final Winter semester. To fulfill this requirement, each student must attend and reflect upon three IDO-certified experiences. The first experience must address identity and is due by the end of the student's sophomore year in the BBA program. The second experience must address diversity and is due by the end of the student's junior year in the BBA program. The third experience must address organizations and is due by March 1 of the student's senior year in the BBA program. Students should complete the identity experience before the diversity experience, and the diversity experience before the organizations experience. Students who fail to complete the IDO milestone segment during the required academic year will be placed on Academic Probation. Each IDO experience will highlight one of the following topics:

- **Identity:** This multifaceted concept includes a person or group's conception and expression of who they are and how society describes and affects them. Understanding intersectionality, individuality, saliency, and self-awareness are key features of this topic.
- **Diversity:** A compilation of various identities that, together, contribute to the unique makeup of individuals and groups. In business, recognizing and promoting diversity allows organizations to better-serve their clients/customers, employees, and other stakeholders.
- **Organizations:** Units composed of individuals who share common goals. These IDO programs will address how identity and diversity affect organizational performance and how firms leverage them for success.

To complete this requirement, each student must attend three different IDO-certified experience (one for each topic area) and write corresponding reflection papers. These papers must address the points presented in the IDO

Reflection Paper Guidelines and will be due no later than two weeks after the start date and time of the IDO experience attended. Reflection papers will be reviewed by a Ross trained evaluator. By following a standard rubric, these evaluators have the authority to approve or not approve the completion of this milestone requirement. For more information, including guidelines and a calendar of programs see the IDO webpage on iMPact (<http://www2.bus.umich.edu/MyiMPact/academics/identity-and-diversity-organizations-ido>).

Once a student has attended the three experiences and has had all three reflection papers approved, the IDO requirement will be marked as complete and a milestone remark will be posted to the unofficial transcript. Students must have this milestone remark complete in order to receive the BBA degree.

D. Required Grade Point & Academic Standing

All students will begin an official Ross GPA upon admittance to the BBA Program, which includes all courses (those offered by both the Ross School and other University of Michigan units) that have been elected for grades while enrolled in the BBA Program. This means that a student's GPA "starts over" when he/she joins the Ross community, and the student's official cumulative Ross GPA shown on the official U-M transcript at graduation will only include those classes taken while enrolled in the BBA Program. Students must maintain a minimum 2.000 GPA in all business courses taken while at Ross, as well as an overall minimum 2.000 GPA for both business and non-business courses taken while at Ross. Should either calculated cumulative GPA fall below 2.000, the student is subject to academic probation, and will not be able to graduate until both calculated cumulative GPAs are at 2.0 or higher. (See section [IV.E.](#) for more information regarding academic standing.)

E. Credits Accepted Toward BBA Degree Progress

Students are responsible for knowing if their course work is accepted by the Ross School of Business. Students will enter the BBA program with a maximum of 45 credits

General guidelines for all transfer credits

The below rules apply to coursework completed at U-M-Ann Arbor before admittance to the BBA program, and to coursework completed outside of U-M-Ann Arbor before or during the BBA program:

- Only courses with a grade of C or higher are transferable. Courses with a grade of C- or below do not transfer).
- Courses elected on an optional Pass/Fail grading basis courses must be accompanied by official documentation of a C grade or better.
- Computer courses are only accepted if from a math, computer or engineering department.
- A Level Courses: only non-business course work transfers.
- No business course work is accepted for transfer, with the exception of courses taken at University of Michigan-Ann Arbor.
- For coursework completed prior to Spring 2014: Students who have completed less than 60.0 earned college credits (including AP/IB credit) may transfer in credits from a community college up to the 60.0 limit. Once students have completed 60.0 credits toward the BBA degree, they cannot earn additional degree credit for courses elected at a two-year college.
- For coursework completed in Spring 2014 or later: Students may transfer in coursework completed at a community college regardless of credits completed, as long as coursework meets all other Ross guidelines.
- Any transfer credit (Advanced Standing or coursework) applied will not be removed once a student has been admitted to the Ross School of Business

Advanced Placement Credits

Advanced Placement credits are accepted for degree credit as non-business courses according to the guidelines of the School or College you were admitted to prior to the Ross School of Business. Note that AP credits will not be

applied against distribution. Please refer to the Undergraduate Admissions website at: http://www.admissions.umich.edu/admitted/freshmen/adv_credit/.

IB (International Baccalaureate) and A-Level Credits, Transfer Credit

Ross uses IB and A-level credits as appropriate for distribution (e.g. Physical science credits will be used for NS/MSA, etc.). This policy is subject to review and change, with any changes noted in future program bulletins. The Ross School tries to maintain parallels with the guidelines set by the School or College you were admitted to prior to the Ross School of Business on these transfer credits.

CLEP (College Level Examination Program) Credits

CLEP credits are accepted for elective BBA degree credit according to the guidelines established by the School or College you were admitted to prior to the Ross School of Business. Note that CLEP credits will not be applied against distribution. Currently only schools and colleges that use the LSA guidelines accept CLEP credits. Please refer to LSA's website at: <http://lsa.umich.edu/lsa/academics/lsa-academic-policies/special-kinds-of-credit/test-credit.html>

Retroactive Language Credits

Students may earn up to a maximum of 8 retroactive credits for prior academic work completed in French, German, Hebrew, Latin, Modern Greek, and Yiddish. To earn these credits students must complete an upper-level course into which they were placed with a grade of B or better.

Details and Restrictions

- Students must successfully complete a designated course on the U-M-Ann Arbor campus with a B or better.
- The course taken to earn retro-credits must be the first college course in the foreign language and must be designated as appropriate for this purpose by that department. Although there is no time limit on retro-credit, students are advised to complete coursework and apply for retro-credits within their first year of enrollment.
- Taking a designated course Pass/Fail disqualifies students from receiving the retroactive credit.
- Transfer students are not allowed to earn double credit for the same work. That is, transfer students may either receive transfer credits for the foreign language or retroactive credits given through successful completion of the designated course, but not both.
- Students may receive a maximum of 8 credits through AP/IB examination and/or retroactive credits. For guidelines on AP/IB credit the relevant language department.
- Retroactive language credits are available only to students who began learning French, German, Hebrew, Latin, Modern Greek, or Yiddish as a second/non-native foreign language, primarily in a school setting. Students with native language fluency (i.e., students who learned the target foreign language in ways other than formal schooling/instruction) are not eligible to earn retro-credits in that foreign language. Unusual cases will be addressed by the individual departmental department advisors.

Dual Enrollment while in High School

Ross will allow transferable dual enrollment credits to count toward requirements. Admissions will review dual enrollment credit for transfer credit and they will post accepted courses to a student's U-M transcript. Students should work with their academic advisor to determine how transfer credits work toward their degree requirements. Business credit is non-transferable.

University of Michigan Placement Exams

No credit is granted for the math placement exam given before or during orientation. The purpose of this exam is to determine your preparation for entry level courses.

Policies for U-M-Ann Arbor coursework taken before and during the BBA program

- No more than 30.0 non-graded credits may count toward the 120.0 credits needed for the degree. All courses elected on a Pass/Fail grading basis prior to admission to the BBA program must have a grade of C or higher in order to be eligible for transfer. (See section [VI.B](#) for pass/fail guidelines.)
- No credit for Physical Education course work.
- No credit for vocational course work.
- Limit of 4.0 credits granted for writing practicum course work. For details, see: <http://www.lsa.umich.edu/students/academicsrequirements/lsadegreesrequirements/writingrequirements>
- Limit of 4.0 credits granted for English Language Institute (ELI) course work (see <http://www.lsa.umich.edu/eli>).
- Courses offered through the Officer Education Program at U-M only receive credit if the course is cross-listed in another academic department (e.g., UC, EECS, etc. Ross uses the guidelines established by LSA.
- School of Music, Theatre, & Dance ensemble courses yield degree credit, but no honor points.
- Experiential courses: A maximum 15.0 credits of experiential courses may count towards a degree. This limit includes credits earned both prior to and during the BBA program. A maximum 8.0 credits may be earned from any one LSA project. This includes credit for Residential College and Lloyd Hall Scholars Program experiential courses. Only one experiential project may be elected each term.
- Independent Study/Experiential/Directed Reading Courses: No more than 30.0 credit total may be counted in the degree from these types of courses. Note: Within this 30.0 credit total, a maximum of 7.0 independent study Business credits may be counted in the degree. (See section [IV.F](#) for additional independent study criterion.)
- Any coursework taken prior to admission into Ross on an optional pass/fail grading basis must have a C or higher grade in order to transfer into the Ross School of Business.
- All School of Kinesiology courses (including UMOVE) are recorded as “not for credit” except for courses appearing below. Students may receive credit for the following approved courses, as of Winter 2014:
 - Athletic Training (AT):
 - Winter 2015 only 375
 - Winter 2014 and later: 220/221
 - Prior to Winter 2014: 310
 - Health Fitness (HF):
 - Winter Winter 2015 and later: 425, 434, 437 and 446
 - 2014 and later: 220/221, 240, 241, 331, 333, 434, 437
 - Kinesiology (KINESLGY):
 - Winter 2016 and later: 402, 413, 414, 415, 435, 505
 - Winter 2015 and later: 423, 425, 427, 438, 446, 448, 450, 474, and 545 (WI 15 only)
 - Winter 2014 and later: 302, 421, 422, 423, 424, 425, 427, 437, 438, 441, 442, 443, 444, 445 (WI14 only), 471, 505 (WI14 only), 513 (WI 14 only) , 533, and 542
- Prior to Winter 2014: 302 (effective SU13), 421, 422, 424, 441, 442, 443, 444, 445, 471, 505, 513, 533 and 542
 - Kinesiology Study (KINSTUDY): none
 - Movement Science (MOVESCI):
 - Winter 2016 and later: 435
 - Winter 2015 and later: 219, 361, 423, 425, 426, 427, 438, 446, 448, 450, and 474
 - Winter 2014 and later: 110, 230, 231, 240, 241, 250, 280, 320, 330, 340, 421, 422, 424, 432 (WI14 only), 433 (WI14 only), 437, 441, 442, 443, 445 (WI14 only), and 471
- Prior to Winter 2014: 110, 230, 231 (effective Fall 2012), 240, 241, 250, 280, 320, 330, 340, , 421, 422, 424, 432, 433, 441, 442, 443, 445 and 471

- Physical Education (PHYSED):
 - Winter 2015 and later: 255 and 336
 - Winter 2014 and later: 444
 - Prior to Winter 2014: 265, 310, 331 and 444 (effective Fall 2011)
- Sport Management (SM)
 - Winter 2016 and later: 437, 446
 - Winter 2015 and later: 331, 341, 432, 433, 435, 436, 438, 439, 440, and 444
 - Winter 2014 and later: 101 (No credit for students with Junior or Senior standing), 111, 203, 217, 249, 332, 333, 342, 346, 421 (WI14 only), 431, 434, 437, and 446
 - Prior to Winter 2014: 101 (No credit for students with Junior or Senior standing), 111, 203 (effective Winter 2012), 217, 249 (effective Fall 2012), 332, 333, 342, 346, 421 (effective Winter 2013), 431, 434, 437 and 446
- U-Move (UMOVE)
- other SUBJECTs in the School of Kinesiology: none

Transfer of Summer Courses Taken at Other Institutions

Prospective BBA students who are planning to take Spring or Summer term courses at other institutions prior to anticipated enrollment in the BBA program should check in advance with their home school Academic Advisor regarding how these credits may transfer to the University of Michigan. The Ross School of Business does not transfer any business credits from other schools. These pre-BBA credits are considered part of the total 45.0 credit limit of transferable credits entering the BBA program.

Current BBA students in good academic standing may request permission from the Ross Registrar's Office to transfer in up to 9.0 credit hours total in non-business courses from another accredited US institution during the time of the BBA Program. This could be after the Sophomore or Junior year, during summer sessions. Students may not enroll concurrently with another college or university while enrolled in a regular term at U-M Ross School of Business. BBA students are expected to be registered only at U-M Ross School of Business during the Fall or Winter terms.

BBA students considering taking course work at other institutions should first submit a completed BBA Transfer Credit Preliminary Evaluation form to the Ross Registrar's Office to confirm that the course work will be accepted toward the BBA degree. Note that permission will not be granted for business courses. Upon completion of the coursework, an official transcript must be sent to the Ross Registrar's Office, 700 East University, Kresge Hall 3rd Flr East, Ann Arbor MI, 48109-1234. Grades earned in these courses must be C or better and are not averaged into the BBA cumulative grade point average.

Students can access the BBA Transfer Credit Preliminary Evaluation form online:

<http://www2.bus.umich.edu/MyiMpact/academics/forms>.

V. BBA DEGREE PROGRAM OPTIONS

A. BBA Curriculum Planning

Outside of the sequenced core BBA course work, responsibility for meeting additional degree requirements and elective selection rests with students. Thorough familiarity and understanding of the regulations contained in this Bulletin are essential for sound planning.

BBA students are expected to work in collaboration with an [Academic Advisor](#) to plan an appropriate educational plan for their degree, and should utilize resources such as degree requirements checklists (<http://www2.bus.umich.edu/MyiMpact/academics/degree-requirements>), as well as live degree advisement report

B. BBA Dual Degrees

The Ross School of Business offers the option for BBA students to pursue undergraduate dual degrees with one of several different units within the University of Michigan-Ann Arbor. Applicants interested in dual degrees must be admitted by both degree programs and majors independently.

Approved dual degrees programs include:

- Penny W. Stamps School of Art & Design
- College of Engineering
- College of Literature, Science, and the Arts
- School of Information
- School of Kinesiology Sport Management program
- School of Music, Theatre, & Dance

Students interested in pursuing dual degrees are encouraged to talk with an Academic Advisor. Students must be in good academic standing in order to pursue dual degrees. Students will work with Academic Advisors in both degree programs to create a course plan that meets requirements. As part of the dual degrees application, students are required to submit a course plan. Degree planning tools are available:

<http://www2.bus.umich.edu/MyiMpack/academics/degree-requirements>.

Dual degree students are required to have a home school on record. The home school determines academic and registration policies. Each semester, students must be enrolled for all classes under their home school, regardless of the courses taken. Students pursuing the following dual degrees are required to maintain the Ross School of Business as the home school:

- College of Engineering
- College of Literature, Science, and the Arts

Students pursuing the following dual degrees may select either the Ross School of Business or their partner school as their home school, and should discuss this decision with their Academic Advisors:

- Penny W. Stamps School of Art & Design
- School of Information
- School of Kinesiology Sport Management program
- School of Music, Theatre, & Dance

Students are responsible for scheduling meetings with Academic Advisors in both programs to track progress toward graduation. Students must apply for graduation from each degree program, along with completing any other required documents. For all dual degrees programs, both degrees must be awarded simultaneously. If any degree requirement is incomplete for either degree, neither degree will be awarded. Completion of both degree requirements results in two different degree citations on the transcript and in two separate diplomas.

Effective November 2012, students pursuing dual degrees may share a maximum of 9.0 credits of the 58.0 credits of business courses needed to meet BBA degree requirements towards the requirements of the non-business major, per approval. Students pursuing dual degrees should consult with their Academic Advisor for specific policies within their non-business major. Students pursuing both dual degrees and an academic minor may share a maximum of 12.0 credits of the 58.0 credits of business courses needed to meet BBA degree requirements towards the requirements of the non-business major and minor (maximum 9.0 credits shared with major and maximum 3.0 credits shared with minor). Students pursuing dual degrees and an academic minor should consult with their Academic

For more information, including eligibility and requirements see: <http://www2.bus.umich.edu/MyiMpact/academics/bba-dual>

C. BBA Minors

BBA students may pursue academic minors from other units within the University of Michigan-Ann Arbor, including many of the minors offered by the College of Literature, Science, and Arts, the Penny W. Stamps School of Art & Design, the College of Engineering and the School of Social Work. BBA students may choose minors from any LSA department or center. A complete list of available University minors can be found here: <http://www2.bus.umich.edu/MyiMpact/academics/bba-minors>. If students have questions regarding eligibility for a particular minor, they should contact a Ross Academic Advisor.

Effective November 2012, students pursuing an academic minor may share a maximum of 3.0 credits of the 58.0 credits of business courses needed to meet BBA degree requirements towards the requirements of the academic minor. Students pursuing both dual degrees and an academic minor may share a maximum of 12.0 credits of the 58.0 credits of business courses needed to meet BBA degree requirements towards the requirements of the non-business major and minor (maximum 9.0 credits shared with major and maximum 3.0 credits shared with minor). Students pursuing a minor should consult with their Academic Advisor for specific policies within their academic minor.

Declaration of the minor and certification that appropriate courses have been completed should be communicated to the Ross Registrar's Office. The department offering the minor should submit a Minor declaration either by the established electronic declaration system (if available), by email (<mailto:rossregistraroffice@umich.edu>), or the student must bring a hard copy of declaration form to the Ross Registrar's Office. All minors must be declared prior to the end of the student's last term.

As a student nears graduation, he/she should have their minor advisor submit a Minor Release prior to the end of the student's last term. Students should work directly with their minor advisor to understand their department's timeline and requirements for requesting minor releases. The department offering the minor should submit a Minor Release either by the established electronic release system (if available) or by email (<mailto:rossregistraroffice@umich.edu>). If, during the final degree audit, the Ross Registrar's Office cannot verify that the specific requirements listed on the Minor Release form are complete, and if the Ross Registrar's Office has not received documentation that the minor requirements are met, the student will be notified that degree requirements are not met and a degree will not be awarded. The student is provided the option of: (1) dropping the minor so the degree can be awarded, or (2) postponing graduation to a later date to finish the minor requirements.

For more information, see: <http://www2.bus.umich.edu/MyiMpact/academics/bba-minors>.

D. Supplemental Studies

BBA students may pursue Supplemental Studies programs (formerly Certificate programs). As of February 2017, approved Supplemental Studies programs include:

Fundamentals of Public Health: The Fundamentals of Public Health Supplemental Studies (FPHSS) program is a 10-credit course sequence providing students who do not intend to complete the new undergraduate degree in Public Health a formal academic structure through which they will gain an understanding of the evolution and mission of the field of public health, as well as an appreciation of its key methods and applications.

For more information: <https://sph.umich.edu/undergrad/degrees/fph.html>

Graham Undergraduate Sustainability Scholars: Open exclusively to top-performing undergraduate students at U-M, the Graham Undergraduate Sustainability Scholars program engages 60 students per year in action-based learning courses

and co-curricular activities that foster systems thinking skills and leadership development for sustainability. For more information: <http://www.graham.umich.edu/learning/undergraduate-scholars>.

Supplemental Studies in Public Policy: The Supplemental Studies in Public Policy (SSPP) program is a 10-credit course sequence for students outside of the BA program in Public Policy. This program provides an opportunity to acquire a formal specialization in the fundamental and broadly applicable skills of policy analysis, as well as appreciation of key methods and skills necessary to analyze critical social problems.

For more information: <http://fordschool.umich.edu/ba/supplemental-studies-public-policy>

For students admitted to Supplemental Studies programs effective Winter 2014 and later, no courses may be shared between the requirements for a Supplemental Studies program and the 58.0 business credits required for the BBA degree.

E. Off-Campus/Travel Course Opportunities

The Ross BBA program offers students a number of opportunities to expand their learning experience to environments outside of campus. Both of the below opportunities require special application.

Washington Campus

The Washington Campus program is an intensive, one-week course in Washington, D.C., designed to provide BBA juniors with the frameworks, concepts, and tools needed to incorporate the public policy dimension into managerial decision making and strategic planning. Students admitted to the course are designated as “Carson Scholars.” Students receive business elective credits for BL488: Business and the Public Policy Process, which is offered in May each year.

For more information: <http://www2.bus.umich.edu/MyImpact/academics/washington-campus/bba>.

Global Opportunities

The BBA Curriculum, through the Office of Global Initiatives, offers undergraduates a number of ways to incorporate an international experience into their education. Students are encouraged to immerse themselves in an unfamiliar culture for both personal and professional benefit, providing a deeper knowledge of business on a global scale. U-M undergraduates of all colleges and majors are invited to apply for Global Initiatives offerings.

Short-Term Offerings:

Ross Global Initiatives offers short-term international programs to undergraduates via **Global Practicum Courses**, **Global Immersion Courses**, and **Global Study and Intern Programs**. These programs range from one to three weeks in length during Winter break, May or August as well as a ten week summer study/internship program. Depending on the program, students are able to obtain up to 3 credits by participating in one of these courses. Previous offerings have included programs in Chile, Morocco, Rwanda, China, Croatia, and India with internship programs in Australia, New Zealand, Singapore, and Hong Kong. Most coursework is targeted toward students with Sophomore or Junior standing (freshmen and seniors may apply on a case-by-case basis; please seek out Global Initiative advising). Please note that programs typically change on an annual basis.

Undergraduate Global Semester Exchange:

The Ross Undergraduate Global Semester Exchange Program provides students with the opportunity to study business coursework abroad during Winter term of Junior year. Students apply and are selected through Ross and are then nominated to the partner school where they take courses alongside local students. Students enroll into a full course load at one of the partner schools and will be eligible to receive general business elective credit. Students also have the opportunity to earn non-business credits at some partner institutions.

Advising:

Global Initiatives offers walk-in advising hours to undergraduate students during Fall and Winter terms. Students

are welcome to schedule an advising appointment outside of these hours by emailing ross-globalinitiatives@umich.edu and indicating their availability for the week. Global Initiatives strongly encourages students to connect with a Ross Global Initiatives Advisor regarding any questions or concerns about our programs.

HTH Insurance:

All undergraduates are required to have health insurance through HTH when participating in Ross Global Initiatives programs. The mandatory fee will be charged as part of the student's total program fee.

Additional Information:

Students may explore U-M and non-U-M study abroad options for Spring or Summer term of any year if that is a better fit due to the set sequence of BBA core courses. Students may also receive general (non-business) elective course credit for non-Ross, U-M sponsored study abroad programs. All coursework should be reviewed for approval prior to departure.

For Ross students, the Ross Semester Exchange program or another U-M program is the standard semester abroad format. Courses taken outside U-M-Ann Arbor are applicable to all transfer credit rules and policies (see section [IV.E](#)).

Standards of Personal and Academic Conduct:

Students on Global Initiatives programs are expected ***at all times*** to be as responsible and considerate as they would on their own campus or in their home communities. **All students are subject to U-M regulations, U-M codes of conduct, host institution program guidelines (if applicable), program partner guidelines (if applicable) as well as the laws of the host country.**

- Ross Code of Conduct: <http://www2.bus.umich.edu/MyiMpact/academics/ross-community-values>
- Statement of Student Rights and Responsibilities: <https://oscr.umich.edu/statement>

Withdrawal/Dismissal Policy:

Please see M-Compass to view the Withdrawal/Dismissal policy for student's desired program:
<https://mcompass.umich.edu/>

Connect With Us:

For more information please go to our website: <https://michiganross.umich.edu/programs/global-initiatives>

F. Elective Options

The Ross School of Business does not officially designate or certify majors, concentrations, or areas of emphasis on the students' undergraduate transcript. Students are encouraged to select elective courses that will help develop a broad understanding of business and integrate their liberal arts and professional education.

Students can review the Ross elective course offerings at:

<http://www.bus.umich.edu/CourseManagement/CourseDescriptions.asp> and should plan to register for most business electives during their Junior and Senior years; some specific elective courses may be open for Sophomore students in the Winter semester, Sophomore year. Student standing with regards to Ross electives is based on year in BBA Program, not earned credits. Permissions may not override general enrollment requirements (student standing, GPA, etc.).

Non-Business Courses

While BBA degree candidates may elect almost any course in the University, note the following constraints:

- Undergraduates may need special permission for graduate course work in other schools.

- Upper division students (Junior/Senior) may not receive credit for specified lower level undergraduate courses restricted to Freshmen and Sophomore standing.
- Business courses cross-listed with other schools will count only as Business credit.
- No BBA degree-credit is granted for courses that may not be transferred. (See section [IV.E](#) for more information regarding credits accepted toward the BBA degree.)

Independent Study Projects

In order to count independent study credits toward the BBA degree, the independent study must meet the following conditions:

- Students may earn one to three credit hours per project.
- A maximum of one project can be taken a term.
- A maximum of seven credit hours of Ross independent study coursework may count toward a degree.
- A maximum of three projects are allowed toward BBA degree progress.
- Research projects/independent study work may not be shadows of existing classes, nor used to bypass class registration constraints.

Ross Independent Study Course for Juniors and Seniors (catalog number 399)

Individual and group academic research or action-based learning projects, supervised by Ross faculty, are available to BBA Juniors and Seniors (defined by year in program) in good academic standing. Non-business students who have attained at least-third year standing (55.0 CTP) prior to the term in which they will be registering may also complete individual and/or group projects under the Ross Independent Study Course (399) listing.

To select a project, students should consult the appropriate professor about the nature of the work and the number of credit hours it would earn. Appropriate forms must be completed and processed, indicating faculty, Department Chair, and Dean's Office approval of the project.

For each project, the student will submit a final project or paper to the faculty supervisor who will evaluate the character and quality of the work and render a grade. The paper is stored by Kresge Library Services using the University's Deep Blue service (<http://deepblue.lib.umich.edu>). The student must submit the paper to the faculty member no later than exam week of the term in which the project was elected.

Registration policies include:

- Completed forms must be submitted to the Ross Registrar's Office no later than three weeks prior to the last day of classes for the term in which credit is requested.
- Enrollment in Independent Study project courses is open only to students enrolled at the University of Michigan-Ann Arbor who are in good academic standing (minimum 2.000 GPA) with at least 55.0 CTP for Non-business students or Junior and Senior standing (as defined by year in program) for BBA Students.

Details and forms are available online: <http://www2.bus.umich.edu/MyiMpact/academics/forms>.

Non-Ross Independent Study/Research Courses

BBA students may earn credit for independent study/research courses outside of the Ross School of Business provided the course conforms to the criterion defined above. Students should work with the Non-Ross department to identify independent study options and complete the registration process.

BBAs in graduate-level business courses

If the following conditions are met, a BBA student may take one graduate-level (500 level or higher) business elective class:

- Student must have earned at least 90.0 credits toward their program before the graduate-level class.
- GPA for all work attempted at Ross must be at least 3.300.
- The graduate-level class cannot be an MBA core course.
- The class cannot be one for which a close approximation exists at the BBA level.
- Student should request written approval from the instructor of the class. The instructor should send this approval via email to the Ross Registrar's Office (rossregistraroffice@umich.edu). Instructors may only admit BBA students into graduate-level courses if space is available after graduate students have had ample time to register.

If all these conditions are met, the Ross Registrar's Office will process the permission to admit the BBA student into the graduate-level class. BBA students who wish to take more than one graduate-level class must discuss their plans with their Academic Advisor and, in some situations, may need approval from the [Academic Standards Committee](#).

Note: Graduate-level classes may be graded on a non-letter grading scale. For undergraduate students taking graduate-level classes, the non-letter grade will be translated to a letter grade on the student's transcript according to a translation table based on the home school of the student. Contact the Ross Registrar's Office with questions on how these grades might convert.

VI. BBA REGISTRATION RULES & POLICIES

A. Student Records

Ross students have a student records file which is stored electronically with secured access. This file contains admissions material, test scores, unofficial copies of academic records, memoranda, correspondence, and notes which academic advisors have made about their conversations with a student. Information of a sensitive nature may be removed from the academic advising file at the discretion of the School Registrar or at the request of the student and placed into a confidential file. Confidential files may also be created for those students charged with some form of academic misconduct and for other serious violations.

Students have the right to examine most materials in their own academic files. Students who wish to review their files may do so by scheduling an appointment with the School Registrar. Details regarding student access to file material are also noted on the University of Michigan Registrar's website at: <http://www.umich.edu/~regoff/ferpa/>

Access to individual student files is restricted to official college academic advisors, Office of Undergraduate Programs staff and clerical staff who assist in managing student files. Only the Associate Dean for Graduate Programs, the Associate Dean for Undergraduate Programs, the Chair of the Community Values Committee, the School Registrar, and select administrative staff have access to individual confidential files. Parents, faculty, and graduate school admission committees do not have access to student advising files without express written authorization from the student.

The Ross School of Business shreds all student files seven years after a student has graduated from his/her program, including all confidential materials, unless the student has a violation sanction explicitly stating that the file is to be kept indefinitely. If a student does not graduate, the files are destroyed after ten years.

B. Registering for Classes

Undergraduate business students register for courses using several different methods, depending on their year in the program. In general, sequenced core courses are assigned for BBAs by the Ross Registrar's Office in conjunction with section assignments and may not be dropped from a student's schedule. It is always the student's responsibility to review his/her actual schedule in Wolverine Access and confirm that classes registered are correct. The student is expected and required to make any adjustments to his/her schedule within the stated timelines and guidelines.

The Ross Registrar's Office provides students with registration information before the registration period begins each term: <http://www2.bus.umich.edu/MyiMpact/academics/register>.

Students must check the registration dates and deadlines for each specific term:
<http://www2.bus.umich.edu/MyiMpact/academics/registration-dates>.

Credit Loads & Enrollment Requirements

a) Full-Time Enrollment Requirement

BBA students are required to register for 12.0-18.0 credit hours each full (Fall and Winter) term and should plan to complete the three-year degree program within six full semesters. Students pursuing dual degrees should expect to spend additional semesters in order to meet all requirements for both degree programs.

Students are not allowed to take classes on a part-time basis during full (Fall and Winter) terms, with the exception of the final two terms prior to graduation. Students who need fewer than 12.0 credit hours per term in their final year to graduate may take courses on a part-time basis in their final two terms. Students should consider how full-time or part-time student status affects areas such as financial aid, athletic eligibility, health insurance coverage, and, for international students, visa coverage. Students wishing to take fewer than 12.0 credit hours in their final two semesters must complete a degree progress review with their Academic Advisor. Students requesting less than full-time enrollment in a term other than the final semester prior to graduation must petition the Ross Academic Standards Committee. Failure to receive appropriate permission may result in academic probation (see section [VII.E](#))

b) Credit Limit Increases

Requests to take more than 18.0 credits must be reviewed by the Ross Registrar's Office and an Academic Advisor. BBA Sophomores are not eligible for increases above 18.0 credits in their first Fall term in the BBA program; all Fall grades must be posted and reviewed prior to approval for increases in the first Winter term in the BBA program. Students must be in good academic standing and meet minimum GPA qualifications to pursue higher course loads.

c) Concurrent Enrollment

Students may not enroll concurrently with another division, school, college, or university while enrolled in a regular term at U-M Ross School of Business. BBA students are expected to be registered only at U-M Ross School of Business during the Fall or Winter terms. Requests to take courses in another division, school, college, or university must be submitted to and approved by the Academic Standards Committee (see section [XI.A.](#)).

Modifying Class Selections

a) BBA Core Classes

BBA students are expected to take all sequenced core courses in their proper semester and with the assigned student section. Students are not allowed to drop a core course. Students who fail to complete a core course during the required term will be placed on Academic Probation (see section [VII.E](#)).

Students who would like to change their assigned course sections will need to complete and submit a Core Course Swap Request form. Students can use this form to indicate which sections of a course will work in their preferred schedule. The Ross Registrar's Office will match requests, one-to-one, on a first-come, first-served basis, conditional on availability of a match. The Ross Registrar's Office will release the swap form after all students have been block enrolled in their assigned core course sections.

In specific situations, the Ross Registrar's Office may be able to perform a swap without finding a matching partner. Standard rules of exception for making changes to an assigned core course section are as follows:

- Documented health issue: requires a signed letter on official letterhead from a physician or from the Office of Services for Students with Disabilities (<http://ssd.umich.edu>).
- Documented student athlete: requires a signed letter on official letterhead or an email from the @umich.edu email account of the University of Michigan head coach.
- Documented religious conflict: Requires a signed letter on official letterhead from the religious leader or organization.
- Documented academic conflict (declared dual degree students): Dual degree students are first encouraged to try the Core Course Swap form. If students are unable to secure a partner, they will be required to provide an email from the non-Ross Academic Advisor indicating:
 - the specific course is required for the degree program (elective courses that may be one of several options do not qualify),
 - the specific course must be taken a specific term in order to stay on track to graduate, and
 - there are no alternative sections available.

Students in these situations should submit the swap form, along with any required documentation, to the Ross Registrar's Office prior to each academic term.

b) Floating Core and Elective Classes

Students may use Wolverine Access to add or drop floating core and elective classes prior to the start of the term and during the drop/add period. The student's revised course schedule, however, must meet the enrollment regulations of the program (see [full-time status requirement](#)).

c) Permissions

A permission, or override, allows students to enroll in a class if there are certain restrictions active in the system that block them from enrolling. Instructors may not issue permissions that override general enrollment requirements (student standing, GPA, classroom capacity, etc.). See [elective options](#) for information on student standing requirements. See section [BBAs in graduate-level business courses](#) for information on GPA requirements.

Students must contact the instructor of the course to request permission to register. A student would need to obtain instructor permission in the following instances:

- A class is closed:
 - Class is set up as permission of instructor only.
 - Class is full, but instructor is willing to admit students above capacity, or if there is a waitlist, as enrolled students drop and seats become available.
- A class is open, but the student does not meet the requirements for enrolling in the course:
 - Student does not meet the listed prerequisites.
 - Available seats are reserved for a specific student type (e.g. Senior BBAs, Minor in Business Students, etc.).

For more information: <http://www2.bus.umich.edu/MyiMpact/academics/permissions>

d) Drop/Add Deadlines

The drop/add deadlines for Fall, Winter and Spring/Summer (14-week and 7-week) courses are available online: <http://www2.bus.umich.edu/MyiMpact/academics/registration-dates>.

Note that different dates may apply for intensive or alternatively scheduled course offerings. Check the class listing and registration deadlines for details.

For more information regarding the Drop/Add process, see: <http://www2.bus.umich.edu/MyiMpack/academics/how-add-drop-classes>.

Modifying Class Selections Before the Drop/Add Deadline

Prior to the published Drop/Add Deadline for the given term, students may modify their class schedule through Wolverine Access. The student's revised course schedule must meet the enrollment regulations of their program (see section [VI.B](#)) by the drop/add deadline. Prior to these deadlines, approval from the Ross Registrar's Office is not required to drop/add and no 'W' will be posted on the student's transcript for courses dropped.

Students should be aware of class attendance policies; if adding a class after the first class meeting, students should check with the instructor prior to registering.

Modifying Class Selections After the Drop/Add Deadline

After the published Drop/Add Deadline for the given term, students may not modify their class schedule without permission from instructor and processing by the Ross Registrar's Office. **The final deadline to drop classes is no later than the last regular class meeting for the term.** Non-Business Administration students must obtain approval from their home school to add or drop classes after the drop/add deadline.

The following procedures only apply to Business Administration students. Non-Business Administration students must obtain approval from their home school to add or drop classes after the drop/add deadline. BBA students should complete the following steps to add or drop courses after the Drop/Add Deadline (but before the last class meeting):

- Late Add Process: Proceed through standard registration steps for the requested class through the Student Center in Wolverine Access. After clicking the "Finish Registering" button, a "Request for Late Add" button will display, allowing access to a late add request form. Late add requests are reviewed by the Ross Registrar's Office if the instructor approves the request and are then directed to the Registrar's Office as appropriate.
- Late Drop Process: Using the "Drop" feature in Student Center, select the class and click "Finish Dropping/Adding" to prompt the "Request for Late Drop" button. Complete and submit the form after verifying that the class selected is correct.

Notes:

- Students can view the status of their request upon completion of the form by using the "View Request Status" link under "Late Drop/Add Request" in their Student Center. The request may also be cancelled in the "View Request Status" page.
- If the "Request for Late Add/Drop" button does not appear, the student should reach out to Academic Services for further instructions.

(1) Considerations for Late Adds

- Late adds must have the full support of the instructor regardless of seat capacity in the class, even prior to the Drop/Add deadline.
- Students must meet all prerequisites for the desired class.
- Adding credits may affect tuition. For more information, contact the Office of the Registrar Tuition and Fees: <http://www.ro.umich.edu/tuition/>.
- Students must have room in their schedule to add the desired class:
 - BBA students are capped at 18 credits in a full term. Late Adds may not exceed this limit.

(2) Considerations for Late Drops

- Sequenced core courses may not be dropped.

- Floating core and elective courses may be dropped only up to the last regular class meeting, with instructor approval.
- Failure to complete the drop process by the last regular class meeting for that class means the class will remain on the student's record and a grade will be assigned.
- If the course to be dropped is the only class registered in the term, do not use the Drop/Add Verification Form, but follow procedures for a Term Withdrawal. See: <http://www2.bus.umich.edu/MyiMpact/academics/register>.
- When a course is dropped after the deadline, a "W" notation appears on the student's transcript indicating that the student elected the course and later dropped it, even if the student never attended the class. This "W" has no effect on GPA.
- Tuition charges are not reduced by a late drop if the student has other courses remaining on his/her schedule. For tuition policies and applicable deadlines, see: <http://www.ro.umich.edu/tuition/>.
- Dropping a course may affect current financial aid and/or future financial aid eligibility. For further information, students should contact the Office of Financial Aid (financial.aid@umich.edu, 734-763-6600).
- International students who wish to drop below full time status should contact the International Center. Full time for visa purposes is 12.00 credits for undergraduate students.
- Student athletes who wish to drop classes should contact their Student Athlete Academic Success Program advisor to ensure this will not impact their athletic eligibility.

Petitions for late drops not covered by the above guidelines will be reviewed by the [Ross Academic Standards Committee](#) only in cases of grave personal emergency.

Term Withdrawal

Term withdrawal means the elimination of all courses for a given term after the term has begun. Students wishing to withdraw from all classes for the term should contact the Ross Registrar's Office. Students who register and subsequently withdraw after the term begins will be responsible for the registration/disenrollment fee, regardless of their class attendance. For tuition policies and applicable deadlines, see: <http://www.ro.umich.edu/tuition/>. (Also see [Active Degree Candidacy and Readmission](#)).

Auditing (Visiting) Courses

Students are expected to elect courses for credit. Occasionally, however, a student may wish to attend a course but not elect it for credit. This arrangement can take the form of an official audit (sometimes called Visitor status).

To audit a course, the following conditions must be met:

- Course may not be core course.
- Student must obtain written permission from the instructor to audit a course (via instructor email or instructor signed DROP/ADD form (or "University Election Worksheet"); space must be available in the class (if a class has a limited enrollment, students who take the class for credit will receive priority).
- Student must bring proof of instructor consent to the Ross Registrar's Office for final approval
- Student must register in-person at the Office of the Registrar and present the approved DROP/ADD form (or "University Election Worksheet"). Students will NOT be allowed to register for a Class Audit through Wolverine Access.

Audited courses will count toward the student's credit capacity for the term, but will NOT count toward the degree. Regular course fees apply. An official audit obligates a student to attend classes regularly and complete course requirements (e.g., papers, assignments, tests, and the final examination). When the student has satisfactorily completed a course for an official visit, the course will be listed on the permanent academic record with the notation "VI" in place of a grade. If the student does not complete the course to the satisfaction of the instructor, the course will

be entered on the record with the notation "E" or "ED" (unofficial drop) and calculated as a failing grade.

Changes from audit to credit and credit to audit are not permitted after Wolverine Access registration has closed for the class (by the drop/add deadline, generally 2-3 weeks into the start of the class). Because this choice of Audit/For Credit becomes final after these deadlines, students are advised to plan carefully before requesting these changes.

Class Attendance

At the discretion of the instructor, students may be dropped from a class if they do not attend the first class meeting for a once-a-week class, or the first two class meetings for a twice-a-week class. In addition, based on the pedagogical needs of any particular class, an instructor may set specific attendance guidelines. If a student is considering missing classes, or wishes to add a class after it has started meeting, he/she is responsible for contacting the instructor in advance to confirm that it is permissible to add the class late, and to agree on a plan for catching up on missed material. Students are responsible for reviewing the Canvas site, class syllabus, and emails sent from the instructor for additional attendance guidelines regarding each class. A student who has been absent from studies for more than one week because of illness or other emergency should consult their academic advisor to determine the advisability of reducing course loads.

Non-Graded Courses (P/F, CR/NC, S/U)

BBA students may NOT elect Ross (business) classes Pass/Fail unless the classes are set up as *mandatory pass/fail* courses. This rule applies to all BBA students and Ross classes, regardless of earned credits or year in program. **Students are responsible for validating their correct grading basis in Wolverine Access during registration for the course.**

Prior to electing any non-business coursework as optional pass/fail, Ross School of Business students are encouraged to consider this decision carefully and discuss this decision with a Ross Academic Advisor. Whether a student may elect a course as optional pass/fail and the deadlines for when that election may take place are determined by the home school of the student. Students should review the information below *carefully*, and check with a Ross Academic Advisor or the Ross Registrar's Office in advance if there are any questions.

BBA Student Guidelines:

- BBA students are allowed to take **non-Ross classes** (e.g. LSA, Engineering, etc.) on a non-graded basis (P/F, CR/NC, S/U).
- Non-graded courses may be included in a distribution plan. (Note: the final course in a sequence used to satisfy the Foreign Language Requirement may not be elected on an optional pass/fail basis and must be completed for a grade.)
- Courses included towards a minor must be taken for a grade; courses elected on an optional pass/fail basis will not be counted towards minor requirements.
- BBA students may only modify the grading pattern for non-Ross courses during registration on Wolverine Access. A change in grading pattern for a non-Ross course (from graded to optional pass/fail, or from optional pass/fail to graded) is not permitted after registration has closed on Wolverine Access for that specific class (also referred to as the drop/add deadline for that class; generally 2-3 weeks after the first day of class).
- Courses added late - after registration has closed on Wolverine Access - may not be elected on a non-graded basis unless the course is offered as a mandatory non-graded course.
- Students may count a maximum of 30.0 non-graded credits toward the 120.0 credits required for a degree. Non-graded credits are earned in courses for which no letter grade (A+ through E) is recorded on the transcript. Only those non-graded credits actually earned are counted as part of the total number of non-graded credits applicable toward a degree. (Advanced Placement credits as well as transfer courses for which students earned grades at another institution do not count against the 30.0-credit limit).
- Instructor approval is not required for a choice in the elected grading pattern nor should the instructor be

informed of such a choice. Instructors report letter grades (A through E) for all students in their courses, except in mandatory P/F, CR/NC, S/U courses. In the case of a student who has chosen to elect a non-Ross graded course on an optional pass/fail basis, the Office of the Registrar converts the letter grades according to the following policies:

- Grades of A+ through C- are posted on a transcript as “P” (Pass); credit toward a degree is earned
- Grades of D+ through E are posted on a transcript as “F” (Fail); no degree credit is earned
- Non-graded courses earn credit toward a degree but not honor points. Therefore, “Pass/Fail” (or Credit/No Credit, etc.) grades do not enter into the computation of the term or cumulative grade point averages.

Additional Information:

- Students planning to apply to law schools should be aware that the Law School Data Assembly Service counts “F” grades from P/F classes as F’s in computing a student’s grade-point average. All graduate schools may require that P/F grades be revealed as part of their review process.
- A student may pay a special fee set by the Registrar’s Office and request a specially prepared appendix to the transcript on which the original grades submitted for all courses elected as optional pass/fail are listed.

Retaking Courses

A student may repeat a course in which a passing grade was received if the desire is to strengthen knowledge or improve the grade, but only if classroom seats are available after students wishing to attempt the course for the first time have registered. Both the old and new grades are used to compute the student’s grade point average (receive MSH (Michigan Semester hours) and MHP (Michigan Honor Points), but the credit hours for a passing grade are counted only once toward degree requirements (does not earn CTP (Credits Toward Program.)) Both the initial and the second course registration will be displayed on the student’s transcript.

A student will be required to repeat a core course in which a failing grade was received. Both the original failing grade and the grade received when the course is retaken are used to determine the student’s academic standing and honors. If a passing grade is received on the second attempt, that course election will earn credits towards the degree (CTP (Credits Toward Program)). For more information on retaking courses in cases of academic review, see [Academic Probation and Good Academic Standing](#) .

C. Active Degree Candidacy and Readmission

Students must attend and complete courses during the term they are first admitted to the BBA Program. If a student is admitted, but withdraws from the BBA Program in his/her first term without completing a course, the student will be required to reapply to the BBA Program. In addition to this guideline requiring completion of course work in the initial admit term, University policy requires students to complete at least one course within any consecutive twelve-month period to maintain active degree candidacy. If no academic work has been completed within a twelve-month period, the student becomes ineligible to continue. To continue or finish the BBA Program, the student must apply for readmission to the program. Readmitted students must comply with the degree requirements in effect at the time of their readmission. Admission to the school is highly competitive, and applications for readmission are decided based on the standard for the term in which the former student wishes to enroll.

D. Time Limit for Completing Degree Requirements

Students must complete the requirements for the BBA degree within 10 years of their initial enrollment. Students who desire more time must submit a written petition to Academic Standards Committee, including the reasons for the request and specific plans for the completion of the degree program.

E. Transferring to another School or College

Students wishing to leave Ross for another school or college within the university should make an appointment to talk with their academic advisor to discuss their decision and the process for leaving. The decision to transfer, once

completed, is final. Students who leave the BBA program and wish to enter any Ross program, including the BBA and Minor in Business, will have to apply through the standard process for the program.

F. Crime and Conduct

The BBA program reserves the right to withdraw a student's admission offer if: 1) there has been a misrepresentation in or a violation of any of the terms of the application process and the Preferred or Regular Admission program; or 2) we learn that an applicant or student has engaged in behavior prior to matriculation that indicates a serious lack of judgement or integrity. The BBA program further reserves the right to require applicants and students to provide additional information and/or authorization for the release of information about any matter. Lastly, the BBA program reserves the right to require the withdrawal of any student whose condition endangers his or her own well-being or the well-being of other students or precludes him or her from doing the required work.

VII. BBA GRADING POLICIES & ACADEMIC HONORS

A. Grading System

Grades are recorded by letter, but grade points are used to compute averages. Letter grades and the corresponding number of grade points for each hour of semester credit are as follows:

A+	4.400	C	2.000
A	4.000	C-	1.700
A-	3.700	D+	1.400
B+	3.400	D	1.000
B	3.000	D-	0.700
B-	2.700	E	0.000
C+	2.400	F,NR,X,I,Y, ##	0.000

- A notation of P, F, CR, NC, S, U, Y, ##, or a missing grade does not affect a student's term or cumulative grade point average.
- No credit toward satisfaction of degree requirements is granted for courses in which grades of E, ED, F, I, Y, X and NR are received. Courses elected under the pass/fail, credit/no-credit and satisfactory/unsatisfactory policies are not considered in computing grade point averages.

B. Course Grading Guidelines

The Dean's Office and Faculty have set the following guidelines for grades issued in our undergraduate business classes.

Current BBA students earn credit toward degree requirements with any grade of D- or higher while in the Ross School of Business, although lower grades may cause the GPA to fall below satisfactory levels. (See section [VII.E](#)). This includes business and non-business courses, as long as the courses are not restricted from credit by other policies. (See section [IV.E](#)).

- A grade of "E" carries no credit; the course must be repeated only if it is a required course.
- All BBA core classes grades are to be distributed as: $\leq 40\%$ A- or above; $\leq 90\%$ B or above; $\geq 10\%$ B- or below.
- In BBA elective classes grades are to be distributed as: $\leq 60\%$ A- or above; $\leq 90\%$ B or above; $\geq 10\%$ B- or below.

These grading guidelines are subject to review and change by the Dean's Office and Faculty.

C. Special Grades

- I = Incomplete: An incomplete should be assigned when a particular student has not completed all necessary course work by the appropriate deadline set for the entire class, and the quality of the work actually completed is at least of C- quality or better. This includes instances when a faculty member may approve delaying a final project or paper, or when an instructor may allow a later final exam. This also includes instances where the student provides documentation (medical or other) of the reason for the incomplete. The "I" grade simply denotes that the course was finished later than the normal class deadline. *In all instances*, once the work is complete and evaluated, the "I" will remain on the student's record with the final grade appended (ex. "IC"). A notation of "I" is calculated in academic honors as a failing grade.
Grades of "I" must be resolved and corrected within four weeks following the last day of classes of the term in which they were earned. If the grades are not corrected within this period, they automatically are lapsed to failures ("ILF"). These failing grades will stand unless the instructor allows the student to complete all requirements at a later time.
- NR = No Grade Reported: NR should be assigned when one of the following scenarios occur:
 - Student never attended class
 - Pending Community Values Committee (CVC) investigation
 - A notation of "NR" is calculated in academic honors as a failing grade. If not replaced by a passing grade, the "NR" will also lapse to "ED" (fail) four weeks after the end of the term.
- Y = Extended Course: Y should be for a course approved to extend beyond one term. This code is rarely applicable. Contact rossregistrarsoffice@umich.edu for more information. A notation of "Y" will lapse to "ED" one year after the end of the term, at which point it will be computed into academic standing as a failing grade.
- NG or ## = No Grade Reported: An NG or double pound is assigned by the Office of the Registrar when a change is made after the grade roster has been created (the student enrolls, or changes the credit hours or a grading basis on an enrolled course). A notation of "NG," "##," or a missing grade will lapse to "ED" one year after the end of the term, at which point it will be computed into academic standing as a failing grade.

D. Dispute of Final Grades

Occasionally, after a faculty member determines a final grade, a student may feel it necessary or appropriate to question or dispute that grade. Students should review the Ross procedures for student disputes with an instructor (<http://www2.bus.umich.edu/MyiMpact/academics/forms>) and proceed to the first step: discussing the issue with the instructor (in person).

Note: Any grade dispute must be initiated by the student within fifteen (15) business days of the grade being posted on Wolverine Access.

E. Academic Probation and Good Academic Standing

BBA Students will be placed on Academic Probation if any of the following conditions are met (full descriptions of probation conditions below):

- Failure of a core business course or ECON 102 (see [section IV.B.](#))
- Failure to complete a core business course or ECON 102 by required term
- Failure to complete the IDO graduation milestone degree requirement by required year
- Failure to meet required minimum 2.0 GPA in all U-M classes in any one term, or cumulative
- Failure to meet required minimum 2.0 cumulative GPA in business classes
- Failure to meet minimum required enrollment

Students on Academic Probation may have restrictions placed on their ability to register for future courses, and will have to meet certain requirements in order to be taken off Academic Probation. These restrictions and requirements are determined by the [Ross Academic Standards Committee](#) and will be communicated to the student in writing. Students who remain on Academic Probation for consecutive terms will be considered for suspension or dismissal from the BBA program. Consideration will be made if the failed course is not offered in the next term. If a student is suspended he or she must remain out of registration for at least one Fall or Winter semester and then request readmission through a written petition submitted at least six weeks prior to the term they hope to return.

Failure of core business course or ECON 102: Students who fail any core business course or ECON 102 will automatically be placed on Academic Probation. When a core business course or ECON 102 is failed, students must repeat that specific failed course in the next available term to meet degree requirements. Students have one chance to repeat the course and receive a passing grade. If the course is failed a second time, the student will be dismissed from the BBA program. Both the original failing grade and the grade received when the course is retaken are used to determine the student's academic standing and honors.

If a business elective or capstone course is failed, students may elect to complete another course in that area to meet the degree requirement. If a different class is elected, the grade received for the new course is weighted with full points and credits in the student's GPA. If the same failed class is repeated, both the original failing grade and the grade received when repeating the course will be used when calculating the student's GPA.

Failure to complete a core business course or ECON 102 by required term: Students who do not elect or successfully complete a core business course or ECON 102 by the required term will be placed on Academic Probation. Students must successfully complete the missing course at the next full (Fall or Winter) term offering in order to be removed from Academic Probation. Students who drop ECON 102 or a Floating Core class in the final term permitted will be placed on Academic Probation.

Failure to complete IDO milestone segment during the required academic year

Students who do not complete the "I" milestone in their sophomore year, "D" milestone in their junior year, and/or "O" milestone in their senior year will be placed on Academic Probation. Students must successfully complete the missing milestone segment in order to be removed from academic probation.

Failure to meet required 2.000 GPA in either all U-M classes (term or cumulative), or in Ross classes (cumulative only): Two grade averages are computed for BBA students by dividing grade points earned by credit hours attempted while enrolled at Ross. If either of the averages described below falls below 2.000 cumulatively, or if the GPA for all U-M classes falls below 2.000 in any one term, a student will be placed on Academic Probation or will be dismissed from the program, depending on the circumstances of each individual case.

- The first GPA average includes all courses (those offered by both the Ross School and other University of Michigan units), which have been elected for grades. This is the student's official Ross GPA shown on the official U-M transcript for each term, and cumulatively.
- The second GPA average includes only business coursework offered by Ross and attempted while enrolled at Ross.

Failure to meet minimum required enrollment: Students who do not enroll in the minimum [required enrollment](#) (i.e. full-time during Fall and Winter semesters), and have not received permission from the Academic Standards Committee for a reduced course load will be placed on Academic Probation. Students who fail to follow required enrollment limits and procedures will not be eligible to register for future terms at U-M. Reinstatement to good academic standing, including registration privileges, will require a petition to and approval by the Academic Standards Committee.

Good Academic Standing: Students on academic or disciplinary probation (see [Statement of Community Values](#)) are not in good academic standing until the conditions of their probation are met. Probation status will impact any scholarship support.

F. Grades and Transcripts

Term grades are posted on Wolverine Access (<http://wolverineaccess.umich.edu>) shortly after grades are submitted online by instructors. Students may obtain copies of their transcripts free of charge through Wolverine Access, with details available at <http://www.ro.umich.edu/>. The Ross School of Business does not issue transcripts.

G. Academic Honors

Achievement of various kinds is recognized through special designations in the granting of degrees and offers of membership in several organizations.

Graduation "With Distinction" or "With High Distinction"

For the purpose of determining academic honors for BBAs, two calculations are done - one with all courses taken during residence at Ross, and one with only Ross business courses taken during residence at Ross. Students who qualify for honors under either calculation will receive their degree "With High Distinction" or "With Distinction." The University posts the award on the transcript and diploma when the degree is conferred.

The point conversions for honors for all BBA students range as follows:

- High Distinction: 3.600 and above
- Distinction: 3.200 to 3.599

Beta Gamma Sigma

Beta Gamma Sigma is an international honorary business administration society. Membership in Beta Gamma Sigma is the highest international recognition a student can receive in an undergraduate or master's program in business or management accredited by the Association to Advance Collegiate Schools of Business.

To be eligible for membership, a student must meet one of the following requirements:

- upper 10 percent of the Junior class
- upper 10 percent of the Senior class
- upper 20 percent of the graduating Master class

GPA calculations are completed in February of each year and students are notified by early March via email of their eligibility. Students who wish to join the society must fill out the on-line application attached in the email and forward the required fee to the address provided. Beta Gamma Sigma contacts eligible candidates for admission.

Phi Beta Kappa

Phi Beta Kappa, founded in 1776, is the oldest honorary scholastic society in America. Up to four percent of the year's graduating seniors in the College of Literature, Science, and the Arts are elected annually. Transfer students with superior academic records in the liberal arts may also receive invitations to join.

Outstanding BBA seniors are likewise eligible, as are outstanding seniors in other schools and colleges who have earned a minimum of 60 Michigan term credits taken in the College of Literature, Science, and the Arts and who have achieved a GPA of 3.800 and above in both LSA and the Ross School of Business. Invitations to membership in the national Phi Beta Kappa Society are issued by the local chapter, taking into account achievement in the liberal arts as indicated by a student's cumulative grade point average, strength of curriculum, demonstrated proficiency in foreign language and mathematics, and other factors.

The selection committee looks for evidence of both breadth and depth of interest in the liberal arts and sciences. A very high GPA alone is not a guarantee of election to Phi Beta Kappa. Fourth term proficiency in a language other than English (the equivalent of the LSA language requirement) is required, as is graded work in a sufficiently advanced quantitative area. Elements that can mitigate against an invitation include a large amount of pass/fail work, an entire distribution area taken pass/fail, more than one or two semesters of fewer than four academic courses of at least three credits each, and repeated semesters with light course loads.

Recommendations of eligible students are forwarded in February of each year to the LSA Honors selection committee for their final evaluation. For information, email phibetakappa@umich.edu.

Delta Sigma Pi Scholarship Key

The Delta Sigma Pi professional fraternity awards a Scholarship Key to the top graduating BBA senior in the Ross School of Business. The student must be on the April graduation list and have the highest cumulative GPA in that graduating class. This “key” is an honorary award with no costs or contingences attached. In late May, the Ross Registrar’s Office works with DSP to contact the eligible candidate via email. See the DSP website for further details: <http://www.dspnet.org/>.

H. BBA GRADUATION

Graduation Steps/Process

Follow the steps below to prepare for graduation:

a) Review Degree Audit

While the Ross Registrar’s Office completes an official audit for the purpose of degree confirmation, all students should regularly do a self-audit of their “Academic Requirements” via Wolverine Access, and meet with a Ross Academic Advisor in the Senior year to confirm remaining requirements. It is the student’s responsibility to monitor progress through degree requirements and to request advising if there are any questions. Once a student has met degree requirements and applied for graduation in Wolverine Access, he/she will be graduated by the Ross Registrar’s Office. Students pursuing a Minor or Dual Degree may have additional steps required to confirm they have met all requirements for those programs and should confirm the required steps for graduation with an Academic Advisor in that department.

b) Apply for Graduation in Wolverine Access

In order to receive a diploma, students use Wolverine Access (<http://wolverineaccess.umich.edu>) to apply for the term of expected graduation, confirm how they want their name to appear on the degree list and diploma, and provide all address information online. Dual degree students must apply for graduation for each degree program separately.

NOTE: Students who fail to apply for the appropriate term by the deadlines advertised by the Ross Registrar’s Office will miss deadlines for name inclusion in the printed commencement programs (both Ross and University programs), will not be eligible to receive tickets for the Commencement events, and will not be awarded a degree, even if all degree requirements are met. It is each student’s responsibility to ensure that he/she is applying for graduation correctly and by the advertised deadlines each term. Please note that applying for graduation does not require a student to participate in Commencement ceremonies.

A student’s graduation term will be no earlier than the term in which all degree requirements are completed. If the required academic work is not completed when expected, students must reapply to graduate in the subsequent term in which the work is actually completed. Students who apply for graduation in a given term and are approved to graduate may not continue taking classes at Ross in future terms unless they are enrolled as a student in another

program within the University of Michigan-Ann Arbor, or reapply as a [non-degree student](#).

c) Complete Exit Interview

Graduating students who have borrowed through the Federal Direct Loan Program – Subsidized and Unsubsidized – are required by Federal Law to complete an “Exit Interview.” The Exit Interview requires a 25-30 minute online counseling session and quiz about managing loan debt. Graduating students are sent email notifications about six weeks before graduation.

Commencement

The Ross School of Business offers a formal Commencement ceremony after the Winter term (in late April or early May). Only those students who are graduating within one semester of the Winter term (either in the Fall term immediately before or the Summer term immediately following) may participate in the event. Students who are graduating in the Fall term following the Commencement ceremony are not eligible to participate. Students may also participate in the University Commencement ceremonies at the end of the Fall and Winter terms if they have completed their graduation requirements in the previous, current, or following term.

Tickets are required for both the Ross and University commencement ceremonies and will be issued only to students who meet the above criteria. See [section VII.H.b](#) for details regarding inclusion in the Commencement program and applying to graduate. Further information regarding commencement can be found online: <http://michiganross.umich.edu/about/events/commencement>.

Delaying Graduation

Students who finish their BBA program requirements may request to extend graduation until a later term. These students should discuss their plans with an Academic Advisor, and then ‘apply’ for graduation for the desired term in Wolverine Access.

Please note the following:

- Any credits taken during the additional term(s) will count towards the degree and be added to final CTP.
- Any grades received during the additional term(s) will be factored into final GPA and degree honors calculations.

I. Taking Courses after Completion of Degree Requirements

Ross alumni who wish to take a course at the Business School after graduating must (1) apply for admission as a “special or non-degree student” and (2) must also have permission from the faculty to take the course. Please note that approval for Ross alumni may be restricted by course availability and current degree student enrollments. Contact rossregistraroffice@umich.edu for information about the guest student application process for Ross alums.

Requests for guest student admission from non-Ross alumni is more restricted and requires review of prior academic records, test scores, and a brief application process.

All persons evaluating this option should be familiar with Ross tuition rates (viewable at <http://ro.umich.edu/tuition/>). For further information, contact the Director of the Ross Registrar’s Office via rossregistraroffice@umich.edu.

VIII. STUDENT SERVICES

A. Office of Undergraduate Programs

The Office of Undergraduate Programs at Ross oversees business education for U-M undergraduate students

including the BBA degree, the Minor in Business, and offerings of business courses for students outside of Ross.

Academic Advising

The Ross Office of Undergraduate Programs provides academic advising and counseling to assist undergraduate students in developing meaningful educational plans that satisfy their academic goals. Academic Advisors are available to support students' transitions to the Ross School of Business; help students explore academic, personal, and professional interests and set goals; advise students on degree requirements, academic options, and course load; review students' academic plans; and provide support through any challenges or opportunities that may arise.

The academic advising program seeks to help students:

- clarify intellectual, professional and personal interests
- develop suitable educational plans
- select appropriate courses and other educational experiences
- understand institutional requirements
- understand available resources for assistance within and outside of the Ross School of Business
- develop personal and educational goals and evaluate their progress.

All students are assigned to an Academic Advisor in order to facilitate relationships, customize advising, and enable communication. However, students are free to meet with any Academic Advisor of their choosing and are not limited strictly to their assigned Advisor. To schedule an appointment, visit:

<http://www.bus.umich.edu/impact/CounselingCalendar/AcademicServices/>.

Student Life

Student Life at Ross encompasses the many experiences and opportunities that exist to ensure that the time spent outside the classroom is as valuable and meaningful as time spent in the classroom. By providing a supportive environment, Student Life helps students co-create their Ross experience to develop leadership, business, and life skills. Students are encouraged to get involved and pursue interests outside of the traditional classroom by being a part of BBA Council, BBA Student Clubs, Case Competitions, or Mentoring Programs. Not only does this participation enhance the overall student experience, but it is also an opportunity for BBAs to create networks, interact with faculty, staff, alumni and recruiters, and develop leadership and teamwork skills. For more information on Student Life, see <http://michiganross.umich.edu/our-community/students>.

B. The Ross Registrar's Office & Financial Aid

The Ross Registrar's Office is responsible for maintaining students' academic records and enforcing U-M and Ross academic policies. We assist students with course permissions, processing late add/drops, core course registration, section assignments, minor declarations, posting transfer credit, and awarding student degrees. We engage with students to troubleshoot registration problems and also process credit limit increases that the Academic Advisors have approved.

Students with questions about academic policies or records issues are welcome to contact the Ross Registrar's Office at 734-647-4933 or rossregistrarsoffice@umich.edu.

The Ross School of Business Office of Financial Aid (a satellite office of the University of Michigan Office of Financial Aid) is responsible for awarding all Ross BBA scholarships. Entering Ross BBA sophomores are considered for scholarships. No additional application is required. Continuing students who did not receive a Ross scholarship as an entering sophomore are re-considered for a scholarship each academic year. Many of the scholarships are continuing, provided students meet required GPA, enrollment, core values, and demonstrate need (if applicable).

Scholarships are paid equally split between the fall and winter terms with no exceptions. Students must be enrolled full-time to receive payment. An exception to enrollment may be made in the final term leading to graduation.

Students with scholarships who are less than full-time in their final term should notify Ross Financial Aid.

Many Ross BBA scholarships are need-based. Ross BBA students are encouraged to complete the Free Application for Federal Student Aid (FAFSA) to be considered for all scholarships. For BBA scholarships questions, contact Ross Financial Aid (rossfinaid@umich.edu).

For general financial aid processing, BBA students will work with the University of Michigan Office of Financial Aid (<http://finaid.umich.edu/>)

For general account inquiries, BBA students will work with the University of Michigan Student Financial Services (<http://finance.umich.edu/finops/student>).

C. Ross Career Services Office

Ross Career Services (RCS) helps students to develop necessary career search skills, to identify and pursue their career goals, and also provides opportunities for students to connect with companies and apply for positions. RCS serves BBAs through two teams: Career Consulting and Education, and Recruiting and Outreach. For more information on Ross Career Services, see <http://www.bus.umich.edu/MyiMpact/career.aspx>

Starting in their sophomore year, students may work with Ross Career Consulting and Education staff as well as with RCS Peer Coaches to explore career goals, create an internship/job search strategy, and develop career search skills such as resume writing, networking, and interviewing. RCS plays a big part in BBA sophomores' experience through BA200, helping students create a solid resume that will be helpful for future recruiting, as well as providing opportunities to learn interviewing techniques and get familiarized with different career paths through functional career panels. Each year, RCS hires over 100 BBA and MBA Peer Coaches (BBA Seniors and 2nd year MBAs who have a proven record of successful recruiting) to provide functional expertise to other Ross students. In addition to workshops, individual career consulting appointments, and walk-in consulting, conducted by RCS staff and Peer Coaches, Ross Career Services offers online resources and RCS newsletters to prepare students to pursue the job that best fits their skills and ambition. The BBA Career Guide (<http://www.bus.umich.edu/MyiMpact/Career/Resources/BBA-Career-Search-Guide-2014-15.pdf>) offers easy access to instruction, examples, and tips about the career search process in one publication.

The Recruiting and Outreach (R&O) team's primary responsibility is to work with organizations. There are four Recruiting Relations Managers responsible for specific industries that recruit from all degree populations at Ross. The R&O team conducts strategy sessions with organizations to discuss branding and recruiting strategies on campus. This team is also responsible for scheduling and facilitating on-campus recruiting presentations, networking opportunities and student on-campus interviews for full-time and internship recruiting. The team manages the bidding process for student interviews for Juniors and Seniors. The R&O team interacts with students to answer logistical questions related to on-campus interviews and to provide specific insights related to interacting with particular companies. For more information on Ross Career Services, see <http://www.bus.umich.edu/MyiMpact/career.aspx>

D. Business Communication Consulting

The Ross School of Business offers writing consultants available to all BBA students. The consultants can help students with a variety of writing needs from assignments and class work to employment applications and other materials. The consultants are available several hours each week, and students can sign up for a consultation online: <http://www.bus.umich.edu/iMpact/CounselingCalendar/WritingProgram/>.

E. Kresge Library Services

Kresge Library Services serves the business research needs of students, faculty, and staff at the Stephen M. Ross School of Business, the University of Michigan, and the surrounding community. Kresge librarians support research on an individual basis through reference, as well as systemic support for students' active

engagement projects and faculty research. The Kresge Library offers many resources, including the Course Syllabi Archive. See <http://www.bus.umich.edu/kresgelibrary/> for more information.

F. Sanger Leadership Center

The Sanger leadership Center develops leaders who transform lives, businesses, and society. Through thought leadership and high-impact experience-based learning initiatives, Sanger is dedicated to increasing:

- **Conviction.** Leaders who know their values, strengths, and aspirations – and who are committed to a clear vision for how they will make a positive difference in the world.
- **Character.** Leaders who embrace responsibility for the future, regardless of title or position, and role model our core values: empathy, drive, integrity, and courage.
- **Capabilities.** Leaders who have the mindset and skillset to build collaborative, strategic, and innovative organizations that deliver robust results.
- **Connections.** Leaders who break through organizational boundaries, develop shared understanding across cultural divides, and partner with complex networks of stakeholders to co-create the future.

This mission is deeply embedded in the Michigan Model of Leadership. To learn more about Sanger and its programs, including the Ross Impact Challenge and Leadership Crisis Challenge, visit:

<https://michiganross.umich.edu/sanger>.

G. Student Involvement

a) BBA Council

The BBA Council strives to create a student government that gains recognition by the student body for its work with the Ross School of Business. Its mission is to further the mission of the Stephen M. Ross School of Business by representing the needs and interests of undergraduate business school students, promoting undergraduate student involvement in the school, providing a liaison between the student body and the Ross administration, and driving positive change through learning and evolving to meet the needs of our core constituents.

b) RUSAB

The Ross Undergraduate Student Advisory Board (RUSAB) is a select group of undergraduate BBA students working together to share ideas and perspectives on academic issues at the Ross School of Business. The Board is sponsored and overseen by the Office of Undergraduate Programs; students in RUSAB have a unique opportunity to work closely with school administrators, help shape the future of the BBA Program, and represent the voices of their classmates. RUSAB continually takes on current, impactful projects to enhance the BBA academic experience.

c) Ross Club President's Council

All Ross approved club presidents meet twice a semester to discuss matters related to student organizations, share best practices, and serve as an organized platform to relay Undergraduate Student Life affairs.

IX. MINOR IN BUSINESS

A. ADMISSION

Eligibility & Admissions Timeframe

In order to declare the Minor in Business, students must first be admitted to the Minor in Business through the competitive application process. Entry to the Minor in Business is processed once per year, with applications due by May 31, and admission decisions conveyed in July. Only those students who are accepted to the minor via the admission process will be eligible to have the Minor in Business listed on their University record, regardless of coursework completed.

Applicants to the Minor in Business must meet the following criteria:

- Complete the prerequisites by the end of the Winter term in which they are applying
- Have junior standing or above (55.0 CTP or above) by the end of the Winter term in which they are applying
- Be enrolled in one of the following undergraduate degree programs in a school at UM-Ann Arbor that has approved the minor for its students
 - College of Engineering
 - College of Literature, Science, and the Arts
 - College of Pharmacy
 - Gerald R. Ford School of Public Policy
 - Penny W. Stamps School of Art & Design
 - School of Dentistry (Dental Hygiene)
 - School of Kinesiology
 - School of Information
 - School of Music, Theatre & Dance
 - School of Nursing
 - Taubman College of Architecture and Urban Planning

Prerequisites:

All applicants to the Minor in Business must complete the following requirements by the end of the Winter term in the year they apply. Applicants' U-M transcripts will be evaluated after Winter term grades have been posted. Any transfer or test credits must appear on applicant's U-M transcript by the end of Winter term in order to be considered for evaluation.

- MATH 105, 115, or 120
 - College credit for Pre-Calculus, Calculus I, Calculus II, or Calculus III is required.
 - Includes AP credit for Math 120
 - Includes IB, A-level, or transfer credit for an exact U-M course equivalent (not departmental credit, e.g., Math 101X)
 - Students who have upper level Calculus MATH courses or Honors Calculus will meet this requirement.
- First-Year Writing Requirement (FYWR) as approved through the LSA Sweetland Writing Center or ENGR 100
 - Includes transfer credit for any course approved as First-Year Writing at U-M by the Sweetland Writing Center (not departmental credit, e.g., English 101X or ENGCMPTC 101X)

B. Curriculum Requirements

The Minor in Business curriculum consists of 15.0 credit hours and has flexible core and elective components. Eligible courses taken prior to acceptance to the minor can be used to fulfill the 15.0 credit hour requirement. However, applicants are not required to complete any of the 15.0 credit hours prior to admission.

Core Requirements

Students must complete 12 credits of the below coursework; courses can be completed in any order.

- ACC 300 Financial Accounting (3) OR ACC 471 Accounting Principles (3)
- FIN 302 Making Financial Decisions (3) OR TO 302 Managing Business Operations (3)
- MKT 302 Marketing Management (3) OR MO 302 Positively Leading People and Organizations (3)
- STRATEGY 302 Business Strategy (3) OR approved Action-Based Learning course

Elective Requirement

Students must complete a minimum of 3 credits of electives from an approved list. See:

<http://www2.bus.umich.edu/MyiMpaact/academics/businessminor/curriculum>

Course Substitutions

Completion of any of the following courses prior to admission to the minor will substitute for Minor requirements as follows:

- MKT 300 for MKT 302

Co-Requisite Requirement

ECON 101 Principles of Economics I (Microeconomics) must be completed by graduation.

- Includes IB, A-level, or transfer credit for the exact U-M course equivalent (not departmental credit, e.g., Econ 101X)
- AP credit will NOT fulfill this requirement
- Can be completed for a letter grade or as Pass/Fail grading basis
- ECON 401 will also fulfill the ECON 101 co-requisite requirement

Additional Minor Requirements

- Students admitted to the minor must complete all minor requirement courses for credit and for a grade. Courses may not be taken on a Pass/Fail grading basis. A minimum cumulative GPA of 2.000 is required within the minor coursework.
- All core requirements must be taken from the Ross School of Business at the University of Michigan-Ann Arbor. Business courses taken at another institution are not acceptable for transfer towards the Minor in Business requirements.
- Students may complete the co-requisite ECON 101 and all required core courses in any sequence.
- Minor in Business students must follow the policies set by their home school regarding minors (for rules on sharing of courses, add/drop deadlines, etc.)

C. Registration & Resources

Advising & Registration

Students admitted to the Minor in Business will work with an Academic Advisor in the Office of Undergraduate Programs to declare the minor, confirm they are meeting the minor requirements, and determine the appropriate coursework from the available options. As students near graduation, they will need to request their Ross Academic Advisor to submit a Minor Release to their degree program. All students are assigned to an Academic Advisor in order to facilitate relationships, customize advising, and enable communication. To schedule an appointment:

<http://www.bus.umich.edu/impact/CounselingCalendar/AcademicServices/>.

Access to Ross Community Resources

As members of the Ross community, Minor in Business students have access to a wide variety of resources.

Specifically, Minor in Business students have access to:

- Academic Advising
- All undergraduate Ross elective courses including Ross Global Experience offerings, even those that don't count toward the Minor in Business. Note that registration in core and Floating Core BBA courses will not be allowed. Additionally some Ross courses may require instructor consent (to ensure prerequisites are met) and seats for Minor students may be limited.
- All Kresge Library Services, including Course Syllabi Archive, Faculty working papers, business databases and periodicals, and job search engines.

- Access to the Career Resources tab on iMpack (<http://www.bus.umich.edu/MyiMpack/Career.aspx>), including
 - Using online tools for self-assessment, developing a resume and brand, networking, interview preparation, negotiation, and career exploration.
 - Creating a resume in Ross iMpack site
 - Viewing job postings, networking hours, and recruitment events
 - Receiving iMpack messages from recruiters
- Corporate presentations, networking hours and recruiting events at Ross
- Career workshops and information throughout the career and search process conducted by Career Services Staff
- Walk-in counseling with an MBA or Senior BBA Peer Career Coach
- Printing allocations
- Reserving available study rooms throughout the Ross building
- Membership opportunities for select Ross student clubs

X. NON-BUSINESS STUDENTS

A. Cappel Sales Track

The Stephen Ross School of Business is offering a concerted set of courses that will advance the sales profession through academic leadership. The integration of these courses has three aims: (1) to create greater awareness of the sales function and sales careers; (2) to give undergraduate students an avenue to undertake formal studies in sales (both business to business as well as business to consumer sales); (3) to promote career services and recruiting opportunities that enables students to secure sales-related employment. Ross BBA students as well as students enrolled in other schools and colleges at the U-M may participate. Students completing all requirements receive a hard copy certificate indicating their completion of the course track.

Selling is the function responsible for creating revenue for every business throughout the world. The sales profession allows you to be measured as an individual contributor in your area of responsibility. Sales professionals are empowered to make decisions that maximize productivity and top performers have the potential for exceedingly high compensation.

To complete the course track and earn the certificate of completion, students must complete 12 credits from this set of courses as well as the negotiation requirement:

- MKT 300 Marketing Management (3)
- MKT 310 Fundamental of Sales Management (3)
- MKT 312 Retail Marketing Management (3)
- MKT 313 Consumer Behavior (3)
- Negotiation Workshop

Students are strongly encouraged to also participate in various extracurricular and experiential activities; examples include a sales internship, an active membership in the Michigan Sales Club, participation in a college-level sales competition and interaction with sales management professionals. In addition, Ross Career Services will identify and recruit companies hiring for sales positions for students who participate.

Interested students should email MichiganRossSalesTrack@umich.edu to be added to an email group that will be used to distribute more information on courses, employment opportunities, information sessions and guest speakers.

B. Non-Business Students in Business Courses

Students enrolled in other degree-seeking programs at the University of Michigan are eligible to enroll in certain Ross undergraduate elective courses if they have attained at least the appropriate student standing for that course

(most require Sophomore (25+ CTP) or Junior (55+ CTP) standing), and receive instructor permission (where applicable). Students should always check specific course restrictions and requirements on Wolverine Access.

Undergraduates may not take graduate Business courses numbered 500 or above unless they can meet the exceptions noted in '[BBAs in graduate-level Business Courses](#).'

XI. COMMUNITY MEMBERSHIP & CAMPUS RESOURCES

A. Ross Academic Standards Committee

The Ross Academic Standards Committee is made up of Directors from the Ross Registrar's Office, the Office of Undergraduate Programs, and Undergraduate Academic Advising. The committee reviews petitions related to academic policies, as well as requests for leaves of absence from the BBA degree. Students should always discuss their concern or request in person with their Academic Advisor prior to submitting a petition to the committee. Petitions should be thoughtful and well documented; additional information or documentation may be requested as needed. During the Fall and Winter semesters, petitions will be reviewed within 5-10 business days.

B. University Student Services

Services for Students with Disabilities (SSD)

G-664 Haven Hall, 505 S. State Street, Ann Arbor, MI 48109- 1045

<http://ssd.umich.edu/>

ssdoffice@umich.edu

Phone: 734-763-3000 (voice)

734-615-4461 (TDD)

734-619-6661 (VP)

Services for Students with Disabilities (SSD) provides services to students with visual impairments, learning disabilities, mobility impairments, or hearing impairments. They also work with students who have chronic health problems or psychological disabilities. SSD offers services which are not provided by other University offices or outside organizations. We provide such services as accessible campus transportation, adaptive technology, sign language and oral interpreting, readers and other volunteers, guidance for course accommodations, and requests to modify degree requirements. The services are free of charge.

Before and after a student enrolls at the University, SSD staff are available to answer questions and provide referrals concerning admission, registration, services available, financial aid, etc. In addition, SSD can help assess the need for modified housing, attendants, interpreters, transportation, classroom accommodations, note-takers, and adaptive equipment.

SSD Mentors is a program that helps students identify strengths and overcome challenges and teaches the process of goal setting and unique action plan development for student success. Sophomores and above can apply to be a mentor (<https://ssd.umich.edu/secure/content/mentor-application>), and students with disabilities can apply to be a mentee (<https://ssd.umich.edu/secure/content/mentee-application>). Email ssdmentors@umich.edu with any questions.

Office of Student Conflict Resolution: Statement of Student Rights and Responsibilities

G121 South Quad, 600 E. Madison, Ann Arbor, MI 48109-1372

<http://www.oscr.umich.edu/>

oscr@umich.edu

734-936-6308

Statement of Student Rights and Responsibilities

The University of Michigan, Ann Arbor (the University) is dedicated to supporting and maintaining a scholarly community. As its central purpose, this community promotes intellectual inquiry through vigorous discourse. Values which undergird this purpose include civility, dignity, diversity, education, equality, freedom, honesty, and safety.

When students choose to accept admission to the University, they accept the rights and responsibilities of membership in the University's academic and social community. As members of the University community, students are expected to uphold its previously stated values by maintaining a high standard of conduct. Because the University establishes high standards for membership, its standards of conduct, while falling within the limits of the law, may exceed federal, state, or local requirements.

Within the University, entities (such as schools and colleges, campus, professional, and student organizations) have developed policies that outline standards of conduct governing their constituents and that sometimes provide procedures for sanctioning violations of those standards. This Statement of Student Rights and Responsibilities (the Statement) does not replace those standards; nor does it constrain the procedures or sanctions provided by those policies. This Statement describes possible behaviors which are inconsistent with the values of the University community; it outlines procedures to respond to such behaviors; and it suggests possible sanctions which are intended to educate and to safeguard members of the University community.

The Office of Student Conflict Resolution also publishes a list of policies which govern non-academic student conduct on campus. Refer to the listing at <http://www.studentpolicies.dsa.umich.edu> for additional policy statements.

Counseling and Psychological Services

3100 Michigan Union, 530 S. State St., Ann Arbor, MI 48109

<https://caps.umich.edu/>

Life threatening emergencies: 911

Counselor-on-Duty: 734-764-8312

Dean of Students: 734-764-7420

U-M Psychiatric Emergency (24-hours): 734-996-4747

Sexual Assault Prevention and Awareness Center (24-hours): 734-936-9333

Dept of Public Safety: 734-763-1131

The mission of Counseling and Psychological Services is to foster the psychological development and emotional well-being of students through counseling and psychotherapy, preventive and educational programming, consultation and outreach, as well as contributions to the mental health professions. In collaboration with students, schools, colleges, and other units, Counseling and Psychological Services strives to develop a diverse, inclusive and multicultural community. Effective Fall 2015, CAPS has placed an embedded counselor at Ross directly available for Ross students.

The following list are some of the services CAPS provides:

- Brief individual and couples counseling
- Groups and drop-in workshops
- Crisis Services
- Psychiatric Evaluations and Medication Management
- Wellness Zone
- MiTalk (a self-help interactive website especially for students)
- ADHD Screenings and Support
- Eating Patterns Screening and Support
- Substance Abuse Screenings and Support
- Referral Services-assistance with referrals to other mental health resources

- Outreach and Education
- QPR suicide prevention program
- Campus Crisis Response Team

C. Qualifying for In-State Tuition

This section contains excerpts from the University of Michigan Residency Classification Guidelines published by the U-M Office of the Registrar's Residency Office. For complete information, including all updates, necessary documentation, guidelines, eligibility criteria, and forms, please see their web site at: <http://ro.umich.edu/resreg.php>

Please read the Guidelines carefully before submitting an application. Although you may be eligible under more than one track, you are only required to demonstrate your eligibility by one of the three distinct application methods, described in detail under Parts I, II and III of the Guidelines. The Guidelines contain specific eligibility criteria and instructions for filing an application. It is recommended that applications be submitted at least three months prior to the proposed term of enrollment in order to ensure a timely response.

You may qualify for in-state tuition in any of the following three ways:

1. Residence. By demonstrating that you are a permanent legal resident of the State of Michigan as defined by these Guidelines (see Part I) ;
2. Attendance. By demonstrating that you attended an accredited Michigan high school and accredited Michigan middle or junior high school (see Part II) ;
3. Service. By demonstrating that you or a family member are serving or have served in the U.S. military or Public Health Service (see Part III).

Applications are available online: <https://csprod.dsc.umich.edu/services/residency>

Filing Deadlines

September 30 for Fall Term

January 31 for Winter Term

July 31 for Spring, Spring/Summer, and Summer Terms

Refer to the Residency Office for all questions concerning residency status:

<http://ro.umich.edu/resreg.php>