

# Guide to the School of Management, Yale University, Records

RU 486



compiled by Daniel Hartwig

June 2007

Yale University Library  
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New Haven, CT 06520-8240  
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(203) 432-7441  
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## Table of Contents

|  |    |
|--|----|
| Collection Overview .....  | 3  |
| Requesting Instructions .....  | 3  |
| Administrative Information .....   | 3  |
| Conditions Governing Access .....  | 3  |
| Preferred Citation .....   | 4  |
| Scope and Contents .....   | 4  |
| General note .....   | 4  |
| Arrangement .....  | 4  |
| Collection Contents .....  | 5  |
| Accession 1994-A-029: Records, 1964-1986 .....   | 5  |
| Accession 2002-A-120: Grade reports, 1976-1997 .....   | 6  |
| Accession 2004-A-079: Profiles and statistics concerning student admissions, 1978-2000 .....                       | 8  |
| Accession 2006-A-191: "What's on Your Mind? State-of-the-School Questionnaire" student survey results, 2000 .....  | 11 |
| Accession 2007-A-164: Administrative records and video recordings of the Office of Communications, 1998-2003 ..... | 12 |
| Accession 2007-A-233: Records, 1976-1997 .....   | 14 |
| Accession 2013-A-074: Records, 1997-2000 .....   | 15 |
| Accession 2014-A-024: Registrar's notebooks, 1976-2009 .....   | 28 |
| Accession 2014-A-058: Admissions records, 2009-2012 .....  | 30 |
| Accession 2015-A-035: Office of Financial Aid records, 1992-2014 .....   | 31 |
| Accession 2016-A-059: Records of Clayton P. Alderfer, 1969-1997 .....  | 33 |
| Selected Search Terms .....  | 39 |

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## Collection Overview

**REPOSITORY:** Manuscripts and Archives  
Yale University Library  
P.O. Box 208240  
New Haven, CT 06520-8240  
(203) 432-1735  
(203) 432-7441  
beinecke.library@yale.edu  
<http://www.library.yale.edu/mssa/>

**CALL NUMBER:** RU 486

**CREATOR:** Yale University. School of Management

**TITLE:** School of Management, Yale University, records

**DATES:** 1964-2014

**PHYSICAL DESCRIPTION:** 36.75 linear feet (61 boxes)

**LANGUAGE:** English

**SUMMARY:** The records consist of administrative files, grade reports, admission files, a survey, registrar notebooks, financial aid records, and committee files documenting the establishment of and search for a dean of the Yale School of Organization and Management (known as the School of Management after 1995).

**ONLINE FINDING AID:** To cite or bookmark this finding aid, please use the following link: <https://hdl.handle.net/10079/fa/mssa.ru.0486>

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## Requesting Instructions

To request items from this collection for use in the Manuscripts and Archives reading room, please use the request links in the HTML version of this finding aid, available at <https://hdl.handle.net/10079/fa/mssa.ru.0486>.

To order reproductions from this collection, please go to [http://www.library.yale.edu/mssa/ifr\\_copy\\_order.html](http://www.library.yale.edu/mssa/ifr_copy_order.html). The information you will need to submit an order includes: the collection call number, collection title, series or accession number, box number, and folder number or name.

Key to the container abbreviations used in the PDF finding aid:

b.      box  
f.      folder

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## Administrative Information

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### Conditions Governing Access

While this collection as a whole is available for research, parts of it may be restricted due to law, university policy or fragility. Any restricted material will be noted as such.

Some records in this finding aid have been redacted, as they include student names, donor names, and other restricted data. These records will not appear in the published finding aid.

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## **Preferred Citation**

School of Management, Yale University, Records (RU 486). Manuscripts and Archives, Yale University Library.

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## **Scope and Contents**

The records consist of administrative files, grade reports, admission files, a survey, registrar notebooks, financial aid records, and committee files documenting the establishment of and search for a dean of the Yale School of Organization and Management (known as the School of Management after 1995) as well as the records of Professor Clayton P. Alderfer, former Director of Professional Studies.

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## **General note**

Forms part of Yale Record Group 30-A (YRG 30-A), Central records and records of the dean of the Yale School of Management.

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## **Arrangement**

The records are arranged by accession.

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## Collection Contents

### Accession 1994-A-029: Records, 1964-1986

Restricted until Jan 1, 2021

|                  |   |               |
|------------------|---|---------------|
| b. 1, f. 2       | Documents Regarding the Establishment of SOM          | 1964-1992     |
| b. 1, f. 3       | Management Education at Yale By John Perry Miller     | 1986 April 15 |
| b. 1, f. 4       | SOM Miscellaneous                                     | 1974-1985     |
| b. 1, f. 5       | Professional Masters Program, Establishment of at SOM | 1971-1974     |
| b. 1, f. 6       | SOM Conference (Search Committee)                     | 1974 April 4  |
|                  | Search Committee for the Dean of SOM                  |               |
| b. 1, f. 7       | Correspondence  | 1974-1975     |
| b. 1, f. 8       | Meetings  | 1973-1974     |
| b. 2, f. 9       | Meeting Notices and Minutes                           | 1973-1974     |
| b. 2, f. 10 - 12 | Nominations   | 1973          |

**Accession 2002-A-120: Grade reports, 1976-1997**

Arranged chronologically.

Restricted until Jan 1, 2072

|             |                  |
|-------------|------------------|
| b. 1, f. 1  | 1976 Fall Term   |
| b. 1, f. 1  | 1977 Spring Term |
| b. 1, f. 1  | 1977 Fall Term   |
| b. 1, f. 1  | 1978 Spring Term |
| b. 1, f. 1  | 1978 Fall Term   |
| b. 1, f. 2  | 1979 Spring Term |
| b. 1, f. 2  | 1979 Fall Term   |
| b. 1, f. 2  | 1980 Spring Term |
| b. 1, f. 3  | 1980 Fall Term   |
| b. 1, f. 3  | 1981 Spring Term |
| b. 1, f. 4  | 1981 Fall Term   |
| b. 1, f. 4  | 1982 Spring Term |
| b. 1, f. 5  | 1982 Fall Term   |
| b. 1, f. 5  | 1983 Spring Term |
| b. 1, f. 6  | 1983 Fall Term   |
| b. 1, f. 6  | 1984 Spring Term |
| b. 1, f. 7  | 1984 Fall Term   |
| b. 1, f. 7  | 1985 Spring Term |
| b. 2, f. 8  | 1985 Fall Term   |
| b. 2, f. 9  | 1986 Spring Term |
| b. 2, f. 10 | 1986 Fall Term   |
| b. 2, f. 11 | 1987 Spring Term |
| b. 2, f. 12 | 1987 Fall Term   |
| b. 2, f. 13 | 1988 Spring Term |
| b. 2, f. 14 | 1988 Fall Term   |
| b. 2, f. 15 | 1989 Spring Term |
| b. 3, f. 16 | 1989 Fall Term   |

|             |                                    |
|-------------|------------------------------------|
| b. 3, f. 17 | 1990 Spring Term                   |
| b. 3, f. 18 | 1990 Fall Term (PPM Courses)       |
| b. 3, f. 19 | 1990 Fall Term (Non-PPM Courses)   |
| b. 3, f. 20 | 1991 Spring Term                   |
| b. 3, f. 21 | 1991 Fall Term                     |
| b. 3, f. 22 | 1992 Spring Term (PPM Courses)     |
| b. 3, f. 23 | 1992 Spring Term (Non-PPM Courses) |
| b. 4, f. 24 | 1992 Fall Term                     |
| b. 4, f. 25 | 1993 Spring Term (PPM Courses)     |
| b. 4, f. 26 | 1993 Spring Term (Non-PPM Courses) |
| b. 4, f. 27 | 1993 Fall Term                     |
| b. 4, f. 28 | 1994 Spring Term (PPM Courses)     |
| b. 4, f. 29 | 1994 Spring Term (Non-PPM Courses) |
| b. 4, f. 30 | 1994 Fall Term                     |
| b. 4, f. 31 | 1995 Spring Term (PPM Courses)     |
| b. 5, f. 32 | 1995 Spring Term (Non-PPM Courses) |
| b. 5, f. 33 | 1995 Fall Term                     |
| b. 5, f. 34 | 1996 Spring Term (PPM Courses)     |
| b. 5, f. 35 | 1996 Spring Term (Non-PPM Courses) |
| b. 5, f. 36 | 1996 Fall Term                     |
| b. 5, f. 37 | 1997 Spring Term                   |

## Accession 2004-A-079: Profiles and statistics concerning student admissions, 1978-2000

Restricted until Jan 1, 2035

|             |   |      |
|-------------|---|------|
| b. 1, f. 1  | Class of 1978-Profiles and Statistics           | 1978 |
| b. 1, f. 2  | Class of 1979-Profiles and Statistics           | 1979 |
| b. 1, f. 3  | Annual Report - Class of 1980                   | 1980 |
| b. 1, f. 4  | Class of 1980-Profiles and Statistics           | 1980 |
| b. 1, f. 5  | ADMISSIONS FINAL REPORTS - Class 1980           | 1980 |
| b. 1, f. 6  | Class of 1981-Profiles and Statistics           | 1981 |
| b. 1, f. 7  | Annual Report - Class of 1981                   | 1981 |
| b. 1, f. 8  | Annual Report - Class of 1982                   | 1982 |
| b. 1, f. 9  | Annual Report - Class of '83/Statistics - '83   | 1983 |
| b. 1, f. 10 | Class of '84 Statistics                         | 1984 |
| b. 1, f. 11 | ADMISSIONS REPORT 1981-82 Class of 1984         | 1984 |
| b. 1, f. 12 | Statistics                                      | 1985 |
| b. 1, f. 13 | Statistics                                      | 1985 |
| b. 1, f. 14 | STATISTICS                                      | 1986 |
| b. 1, f. 15 | More '86 STATISTICS.                            | 1986 |
| b. 1, f. 16 | GMAT & GRE SCORES                               | 1986 |
| b. 1, f. 17 | STATISTICS - APPLICANTS/Enrolled & not enrolled | 1987 |
| b. 1, f. 18 | MISC. STATISTICS, LISTS, ETC.                   |      |
| b. 1, f. 19 | STATISTICS                                      | 1987 |
| b. 1, f. 20 | Statistics Profiles                             | 1988 |
| b. 1, f. 21 | Statistics Misc./GMAT, GRE                      | 1988 |
| b. 1, f. 22 | Statistics Misc.                                | 1988 |
| b. 1, f. 23 | Class of 1988 PROFILES                          | 1988 |
| b. 1, f. 24 | Misc. Statistics                                | 1989 |
| b. 1, f. 25 | Misc. Reports                                   | 1989 |
| b. 1, f. 26 | Statistics GMAT-GRE                             | 1989 |
| b. 1, f. 27 | Misc. Statistics/ Statistics GMAT-GRE           | 1990 |



|                  |   |      |
|------------------|---|------|
| b. 1, f. 28      | Staff Evaluations                                 |      |
| b. 1, f. 29      | Misc. Statistics                                  | 1990 |
| b. 1, f. 30      | Statistics GMAT-GRE/Inquiries & App. Flow/A.R.R.  | 1991 |
| b. 1, f. 31 - 32 | Profiles  | 1991 |
| b. 2, f. 33      | MISC. STATISTICS                                  | 1992 |
| b. 2, f. 34      | SCORES  | 1992 |
| b. 2, f. 35      | PROFILES  | 1992 |
| b. 2, f. 36      | "SO-FAR"  | 1992 |
| b. 2, f. 37      | PROFILES II                                       | 1992 |
| b. 2, f. 38      | "SO-FAR"  | 1993 |
| b. 2, f. 39      | PROFILES, CLASS OF 1993                           | 1993 |
| b. 2, f. 40      | SUB-POPULATION PROFILES                           | 1993 |
| b. 2, f. 41      | PROFILES '93, VOL. 2                              | 1993 |
| b. 2, f. 42      | STATISTICS '93/UPDATE REPORTS                     | 1993 |
| b. 2, f. 43 - 44 | PROFILES VOL.                                     | 1994 |
| b. 2, f. 45      | "SO-FAR"  | 1994 |
| b. 2, f. 46      | GENERAL STATISTICS                                | 1994 |
| b. 2, f. 47 - 48 | PROFILES  | 1995 |
| b. 2, f. 49      | "SO-FAR"  | 1995 |
| b. 2, f. 50      | MISC. STATISTICS                                  | 1995 |
| b. 2, f. 51      | PROFILES II                                       | 1995 |
| b. 2, f. 52      | GENERAL STATISTICS                                | 1996 |
| b. 2, f. 53      | MISC. SUMMARY STATISTICS/ VARIOUS YEARS - ONGOING |      |
| b. 2, f. 54      | "SO-FAR"  | 1996 |
| b. 2, f. 55 - 56 | PROFILES  | 1996 |
| b. 2, f. 57      | "INQUIRY"   | 1996 |
| b. 2, f. 58      | "SO-FAR"  | 1997 |
| b. 2, f. 59      | PROFILE   | 1997 |
| b. 2, f. 60 - 61 | PROFILES  | 1998 |
| b. 2, f. 62      | MISC. STATISTICS                                  | 1998 |

|             |   |           |
|-------------|---|-----------|
| b. 2, f. 63 | STATISTICS                                  | 1998      |
| b. 2, f. 64 | MCRPTG/ADMRPTG - ALTERNATE PROFILE VERSIONS |           |
| b. 2, f. 65 | "SO-FAR"                                    | 1998      |
| b. 2, f. 66 | SO-FAR                                      | 1999      |
| b. 2, f. 67 | STATISTICS                                  | 1999      |
| b. 2, f. 68 | "WE" STUDY                                  |           |
| b. 2, f. 69 | INQUIRY STATISTICS                          | 1999      |
| b. 2, f. 70 | CLASS OF 1999 PROFILES                      | 1999      |
| b. 2, f. 71 | PROFILES                                    | 2000      |
| b. 2, f. 72 | MISC.                                       | 2000      |
| b. 2, f. 73 | Publications DATA                           | 1999      |
| b. 2, f. 74 | CLASS OF '96 ENTRANCE SURVEY                | 1994-1996 |
| b. 2, f. 75 | CLASS OF '96 S.O.M. SURVEY                  | 1994-1996 |

**Accession 2006-A-191: "What's on Your Mind? State-of-the-School Questionnaire"  
student survey results, 2000**

Restricted until Jan 1, 2035

b.1

Student survey results

2000

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## Accession 2007-A-164: Administrative records and video recordings of the Office of Communications, 1998-2003

The materials are open for research with the exception of material in box 1, folder 2, which is restricted until January 1, 2038 due to University policy.

### Administrative records

|            |   |         |
|------------|---|---------|
| b. 1, f. 1 | Publications Guide  | 2003    |
| b. 1, f. 2 | Yale School of Management Investment Prospectus (Draft)<br>The materials in this folder is restricted until January 1, 2038 due to University policy. | 1998    |
| b. 1, f. 3 | SOM Coat of Arms and Logotype   | undated |

### Videorecordings

|       |   |                 |
|-------|---|-----------------|
| b. 2  | "Yale MBA" Japanese<br>1 Videocassette (VHS)  | undated         |
| b. 3  | "Yale MBA" Spanish<br>1 Videocassette (VHS)   | undated         |
| b. 4  | "Yale SOM" Chinese<br>1 Videocassette (VHS)   | undated         |
| b. 5  | Yale vs Harvard Debate<br>1 Videocassette (VHS)   | undated         |
| b. 6  | Yale MBA (Third Cut)<br>1 Videocassette (VHS)   | 2000 July 21    |
| b. 7  | Yale MBA<br>1 Videocassette (VHS)   | 2000 July 28    |
| b. 8  | Yale MBA<br>1 Videocassette (VHS)   | 2000 August 2   |
| b. 9  | Yale MBA<br>1 Videocassette (VHS)   | undated         |
| b. 10 | Student Interviews (last day of taping)<br>1 Videocassette (VHS)                        | 2000            |
| b. 11 | Yale SOM Faculty Interviews<br>1 Videocassette (VHS)                                    | 2001            |
| b. 12 | Yale Approval Copy<br>1 Videocassette (VHS)   | 2000 August 9   |
| b. 13 | Yale School of Management Interviews<br>1 Videocassette (VHS)                           | 2001 December 4 |
| b. 14 | A Meeting of Minds: Techniques for Interviewing SOM Candidates<br>1 Videocassette (VHS) | 1996 October 18 |

Videorecordings (continued)

|       |  |         |
|-------|--|---------|
| b. 15 | Yale University: Raw Footage<br><i>1 Videocassette (VHS)</i> | undated |
| b. 16 | Yale MBA<br><i>1 Videocassette (BetacamSP)</i>               | undated |
| b. 17 | Yale Review<br><i>1 Videocassette (VHS)</i>                  | undated |
| b. 18 | Dean Garten's Speech<br><i>1 Videocassette (VHS)</i>         | undated |
| b. 21 | Yale SOM Commencement<br><i>1 Videocassette (VHS)</i>        | 2001    |
| b. 22 | Yale SOM Graduation<br><i>1 Videocassette (VHS)</i>          | 2000    |

**Accession 2007-A-233: Records, 1976-1997**

Restricted until Jan 1, 2033

|            |                |             |
|------------|----------------|-------------|
| b. 1, f. 1 | Correspondence | 1976        |
| b. 1, f. 2 | Correspondence | 1989-1997   |
| b. 1, f. 3 | Courses        | 1977-1979   |
| b. 1, f. 4 | Courses        | 1986-1992   |
| b. 1, f. 5 | Internships    | 1977        |
| b. 1, f. 6 | Newsleter      | 1978, 1990  |
| b. 1, f. 7 | Press releases | 1980s-1990s |
| b. 1, f. 8 | Syllabi        | 1976-1977   |

**Accession 2013-A-074: Records, 1997-2000**

Restricted until January 1, 2075

## Grade reports

|             |   |           |
|-------------|---|-----------|
| b. 1, f. 1  | Grade Reports: Miscellaneous Course Check List                              | 1997 Fall |
| b. 1, f. 2  | Perspectives on Management  | 1997 Fall |
| b. 1, f. 2  | Grade Reports: PPM 505 Tax Planning for Individuals, Small ...              | 1997 Fall |
| b. 1, f. 2  | Grade Reports: PPM 510 Data Analysis and Statistics                         | 1997 Fall |
| b. 1, f. 3  | Grade Reports: PPM 520 Economic Analysis                                    | 1997 Fall |
| b. 1, f. 3  | Grade Reports: PPM 521 Macroeconomic Analysis                               | 1997 Fall |
| b. 1, f. 3  | Grade Reports: PPM 523 Managerial Negotiation                               | 1997 Fall |
| b. 1, f. 4  | Grade Reports: PPM 525 Competitive and Cooperative Strategies               | 1997 Fall |
| b. 1, f. 4  | Grade Reports: PPM 527 Strategic Management of Nonprofit Organizations      | 1997 Fall |
| b. 1, f. 4  | Grade Reports: PPM 528 The Environment: Public and Private Management       | 1997 Fall |
| b. 1, f. 5  | Grade Reports: PPM 529 Practice and Management of Creativity and Innovation | 1997 Fall |
| b. 1, f. 5  | Grade Reports: PPM 538 Managing Strategic Change                            | 1997 Fall |
| b. 1, f. 5  | Grade Reports: PPM 541 Corporate Finance                                    | 1997 Fall |
| b. 1, f. 6  | Grade Reports: PPM 543 Financial Instruments and Contracts                  | 1997 Fall |
| b. 1, f. 6  | Grade Reports: PPM 549 Derivatives and Financial Engineering                | 1997 Fall |
| b. 1, f. 6  | Grade Reports: PPM 552 Marketing Research                                   | 1997 Fall |
| b. 1, f. 7  | Grade Reports: PPM 558 Consumer Behavior                                    | 1997 Fall |
| b. 1, f. 7  | Grade Reports: PPM 559 Marketing Strategy                                   | 1997 Fall |
| b. 1, f. 7  | Grade Reports: PPM 572 Operations Management II                             | 1997 Fall |
| b. 1, f. 8  | Grade Reports: PPM 577 Russia's Emerging Capitalism and Market              | 1997 Fall |
| b. 1, f. 8  | Grade Reports: PPM 578 China as an Emerging Market                          | 1997 Fall |
| b. 1, f. 8  | Grade Reports: PPM 579 The International Firm and the Nation State          | 1997 Fall |
| b. 1, f. 9  | Grade Reports: PPM 580 Business, Government and the International Economy   | 1997 Fall |
| b. 1, f. 9  | Grade Reports: PPM 582 East Asia in the World Economy                       | 1997 Fall |
| b. 1, f. 9  | Grade Reports: PPM 589 Information Technology for Management                | 1997 Fall |
| b. 1, f. 10 | Grade Reports: PPM 611 Policy Modeling                                      | 1997 Fall |

## Grade reports (continued)

|              |  |             |
|--------------|--|-------------|
| b. 1, f. 10  | Grade Reports: PPM 615 Active Investing: Theory, Practice  | 1997 Fall   |
| b. 1, f. 10  | Grade Reports: PPM 621 Theory and History of Money and Financial Institutions                                | 1997 Fall   |
| b. 1, f. 11  | Grade Reports: PPM 625 Corporate Strategies: Case Study Approach   | 1997 Fall   |
| b. 1, f. 11  | Grade Reports: PPM 635 Venture Capital and Private Equity Investments  | 1997 Fall   |
| b. 1, f. 11  | Grade Reports: PPM 643 Investment Banking  | 1997 Fall   |
| b. 1, f. 12  | Grade Reports: PPM 660 Healthcare Delivery System Policy   | 1997 Fall   |
| b. 1, f. 12  | Grade Reports: PPM 690 and 691 Independent Reading and Research  | 1997 Fall   |
| b. 1, f. 12  | Grade Reports: PPM 694 Housing and Community Development   | 1997 Fall   |
| b. 1, f. 13  | Grade Reports: PPM 812 Financial Statement Analysis  | 1997 Fall   |
| b. 1, f. 13  | Grade Reports: PPM 814 Understanding and Evaluating the Financial Statements of Not-for-Profit Organizations | 1997 Fall   |
| b. 1, f. 13  | Grade Reports: PPM 815 Managerial Accounting   | 1997 Fall   |
| b. 1, f. 14  | Grade Reports: PPM 816 Advanced Managerial Accounting  | 1997 Fall   |
| b. 1, f. 14  | Grade Reports: PPM 818 Advanced Financial Reporting  | 1997 Fall   |
| b. 1, f. 14  | Grade Reports: PPM 820 Foreign Exchange and Related Derivative Instruments                                   | 1997 Fall   |
| b. 1, f. 15  | Grade Reports: PPM 822 How to Start a High Tech Company  | 1997 Fall   |
| b. 1, f. 15  | Grade Reports: PPM 832 The Strategic Manager   | 1997 Fall   |
| b. 1, f. 15  | Grade Reports: PPM 870 Fundamentals of Accounting  | 1997 Fall   |
| b. 1, f. 16  | Grade Reports: PPM 871 Financial Reporting   | 1997 Fall   |
| b. 1, f. 16  | Grade Reports: PPM 880 Strategic Environment of Management   | 1997 Fall   |
| b. 1, f. 16  | Grade Reports: PPM 881 The Politics of Strategic Management  | 1997 Fall   |
| b. 1, f. 17  | Grade Reports: PPM 890 and 891 Corporate Finance and Options   | 1997 Fall   |
| b. 1, f. 17  | Grade Reports: PPM 993 National Innovation Systems; Non-SOM Courses  | 1997 Fall   |
| b. 1, f. 17a | Grade Reports: Miscellaneous, Course Checklist   | 1998 Spring |
| b. 1, f. 18  | Grade Reports: PPM 501 Taxes and Business Planning   | 1998 Spring |
| b. 1, f. 18  | Grade Reports: PPM 515 Decision Analysis and Game Theory   | 1998 Spring |
| b. 1, f. 18  | Grade Reports: PPM 546 Macroeconomic Analysis  | 1998 Spring |
| b. 1, f. 19  | Grade Reports: PPM 522 Economic Analysis of the Public Sector  | 1998 Spring |
| b. 1, f. 19  | Grade Reports: PPM 523 Managerial Negotiations   | 1998 Spring |
| b. 1, f. 19  | Grade Reports: PPM 525 Competitive Strategies  | 1998 Spring |



## Grade reports (continued)

|             |  |             |
|-------------|--|-------------|
| b. 1, f. 20 | Grade Reports: PPM 526 Regulation Strategy Telecommunications                        | 1998 Spring |
| b. 1, f. 20 | Grade Reports: PPM 542 International Finance   | 1998 Spring |
| b. 1, f. 20 | Grade Reports: PPM 543 Financial Instruments and Contracts                           | 1998 Spring |
| b. 1, f. 21 | Grade Reports: PPM 544 Investment Management   | 1998 Spring |
| b. 1, f. 21 | Grade Reports: PPM 545 Financial Engineering   | 1998 Spring |
| b. 1, f. 21 | Grade Reports: PPM 547 Fixed Income Security Analysis                                | 1998 Spring |
| b. 1, f. 22 | Grade Reports: PPM 550 Marketing Management  | 1998 Spring |
| b. 1, f. 22 | Grade Reports: PPM 556 International Marketing                                       | 1998 Spring |
| b. 1, f. 22 | Grade Reports: PPM 557 Product Planning and Development                              | 1998 Spring |
| b. 1, f. 23 | Grade Reports: PPM 571 Operations Management I                                       | 1998 Spring |
| b. 1, f. 23 | Grade Reports: PPM 574 Management of Quality   | 1998 Spring |
| b. 1, f. 23 | Grade Reports: PPM 586 Strategy, Technology and War                                  | 1998 Spring |
| b. 1, f. 24 | Grade Reports: PPM 588 Building Competitive Advantage through Information Technology | 1998 Spring |
| b. 1, f. 24 | Grade Reports: PPM 590 Aspects of Investing in Emerging Markets                      | 1998 Spring |
| b. 1, f. 24 | Grade Reports: PPM 594 Emerging Markets of Latin America                             | 1998 Spring |
| b. 1, f. 25 | Grade Reports: PPM 618 Entrepreneurship  | 1998 Spring |
| b. 1, f. 25 | Grade Reports: PPM 626 New Haven and Problems of Urban Change                        | 1998 Spring |
| b. 1, f. 25 | Grade Reports: PPM 633 Strategic Human Resource Management                           | 1998 Spring |
| b. 1, f. 26 | Grade Reports: PPM 635 Venture Capital and Private Equity Investments                | 1998 Spring |
| b. 1, f. 26 | Grade Reports: PPM 642 Corporate Finance and Capital Markets                         | 1998 Spring |
| b. 1, f. 26 | Grade Reports: PPM 658 Cost Effectiveness Analysis and Decision...                   | 1998 Spring |
| b. 1, f. 27 | Grade Reports: PPM 673 International Strategy and Competition                        | 1998 Spring |
| b. 1, f. 27 | Grade Reports: PPM 675 TV  | 1998 Spring |
| b. 1, f. 27 | Grade Reports: PPM 690 and 691 Independent Reading and Research                      | 1998 Spring |
| b. 1, f. 28 | Grade Reports: PPM 694 Housing and Community Development                             | 1998 Spring |
| b. 1, f. 28 | Grade Reports: PPM 696 Introduction to Planning and Development                      | 1998 Spring |
| b. 1, f. 28 | Grade Reports: PPM 751 Seminar in Marketing II                                       | 1998 Spring |
| b. 1, f. 29 | Grade Reports: PPM 811 Emerging Markets Finance                                      | 1998 Spring |
| b. 1, f. 29 | Grade Reports: PPM 812 Financial Statement Analysis                                  | 1998 Spring |
| b. 1, f. 29 | Grade Reports: PPM 813 Advanced Financial Statement Analysis                         | 1998 Spring |

## Grade reports (continued)

|             |  |             |
|-------------|--|-------------|
| b. 1, f. 30 | Grade Reports: PPM 815 Managerial Accounting                           | 1998 Spring |
| b. 1, f. 30 | Grade Reports: PPM 817 Individual Tax Planning                         | 1998 Spring |
| b. 1, f. 30 | Grade Reports: PPM 818 Advanced Financial Reporting                    | 1998 Spring |
| b. 1, f. 31 | Grade Reports: PPM 819 The Practice of Real Estate I                   | 1998 Spring |
| b. 1, f. 31 | Grade Reports: PPM 827 Institutional Funds Management                  | 1998 Spring |
| b. 1, f. 31 | Grade Reports: PPM 828 International Mergers                           | 1998 Spring |
| b. 1, f. 32 | Grade Reports: PPM 829 The Practice of Real Estate II                  | 1998 Spring |
| b. 1, f. 32 | Grade Reports: PPM 833 Organizational Communication and Influence      | 1998 Spring |
| b. 1, f. 32 | Grade Reports: PPM 843 Strategic Communication and Business Management | 1998 Spring |
| b. 1, f. 33 | Grade Reports: PPM 836 Program Evaluation                              | 1998 Spring |
| b. 1, f. 33 | Grade Reports: PPM 871 Financial Reporting                             | 1998 Spring |
| b. 1, f. 33 | Grade Reports: PPM 883 Organizational Communication and Influence      | 1998 Spring |
| b. 1, f. 34 | Grade Reports: PPM 885 Foundation of Leaderships and Teams             | 1998 Spring |
| b. 1, f. 34 | Grade Reports: PPM 886 Designing and Managing Organizations            | 1998 Spring |
| b. 1, f. 34 | Grade Reports: PPM 891 Corporate Finance and Options                   | 1998 Spring |
| b. 1, f. 35 | Grade Reports: PPM 992 Strategy and Policy in New Health Care...       | 1998 Spring |
| b. 1, f. 35 | Grade Reports: PPM 995 Corporate Governance and the Role of Management | 1998 Spring |
| b. 1, f. 36 | Grade Reports: Non-SOM courses   | 1998 Spring |
| b. 1, f. 37 | Grade Reports: Miscellaneous, Course Checklist                         | 1998 Fall   |
| b. 1, f. 38 | Grade Reports: MGT 510 Data Analysis and Statistics                    | 1998 Fall   |
| b. 1, f. 38 | Grade Reports: MGT 520 Economic Analysis                               | 1998 Fall   |
| b. 1, f. 38 | Grade Reports: MGT 521 Macroeconomic Analysis                          | 1998 Fall   |
| b. 1, f. 39 | Grade Reports: MGT 525 Competitive and Cooperative Strategies          | 1998 Fall   |
| b. 1, f. 39 | Grade Reports: MGT 528 The Environment: Public and Private Management  | 1998 Fall   |
| b. 1, f. 39 | Grade Reports: MGT 541 Corporate Finance                               | 1998 Fall   |
| b. 1, f. 40 | Grade Reports: MGT 543 Financial Instruments and Contracts             | 1998 Fall   |
| b. 1, f. 40 | Grade Reports: MGT 544 Investment Management                           | 1998 Fall   |
| b. 1, f. 40 | Grade Reports: MGT 546 International Financial Markets                 | 1998 Fall   |
| b. 1, f. 41 | Grade Reports: MGT 550 Marketing Management                            | 1998 Fall   |

## Grade reports (continued)

|             |  |           |
|-------------|--|-----------|
| b. 1, f. 41 | Grade Reports: MGT 555 Pricing Strategy  | 1998 Fall |
| b. 1, f. 41 | Grade Reports: MGT 558 Consumer Behavior   | 1998 Fall |
| b. 1, f. 42 | Grade Reports: MGT 559 Marketing Strategy  | 1998 Fall |
| b. 1, f. 42 | Grade Reports: MGT 572 Operations Management II  | 1998 Fall |
| b. 1, f. 42 | Grade Reports: MGT 578 China as an Emerging Market   | 1998 Fall |
| b. 1, f. 43 | Grade Reports: MGT 579 Managing Risks, Oppportunities and Challenges in Foreign Markets  | 1998 Fall |
| b. 1, f. 43 | Grade Reports: MGT 589 Information Technology for Management   | 1998 Fall |
| b. 1, f. 43 | Grade Reports: MGT 596 Post-Communist Transition in Eastern Europe and the Former Soviet Union: Challenges for Business Strategies | 1998 Fall |
| b. 1, f. 44 | Grade Reports: MGT 611 Policy Modeling   | 1998 Fall |
| b. 1, f. 44 | Grade Reports: MGT 618 Entrepreneurship  | 1998 Fall |
| b. 1, f. 44 | Grade Reports: MGT 621 Theory and History of Money and Financial Institutions  | 1998 Fall |
| b. 1, f. 45 | Grade Reports: MGT 635 VC  | 1998 Fall |
| b. 1, f. 45 | Grade Reports: MGT 644 Structured Finance  | 1998 Fall |
| b. 1, f. 45 | Grade Reports: MGT 690 and MGT 691 (all sections) Independent Study Research   | 1998 Fall |
| b. 1, f. 46 | Grade Reports: MGT 694 Housing and Community Development   | 1998 Fall |
| b. 1, f. 46 | Grade Reports: MGT 695 Nonprofit Organizations Clinic  | 1998 Fall |
| b. 1, f. 46 | Grade Reports: MGT 679 Intermediate Planning and Development   | 1998 Fall |
| b. 1, f. 47 | Grade Reports: MGT 808 Introduction to Operations Research   | 1998 Fall |
| b. 1, f. 47 | Grade Reports: MGT 809 Managing the Unmanageable   | 1998 Fall |
| b. 1, f. 47 | Grade Reports: MGT 810 Global Business Environment   | 1998 Fall |
| b. 1, f. 48 | Grade Reports: MGT 812 Financial Statement Analysis  | 1998 Fall |
| b. 1, f. 48 | Grade Reports: MGT 813 Advanced Financial Statement Analysis   | 1998 Fall |
| b. 1, f. 48 | Grade Reports: MGT 814 Financial Statements for Not-for-Profits  | 1998 Fall |
| b. 1, f. 49 | Grade Reports: MGT 815 Managerial Accounting   | 1998 Fall |
| b. 1, f. 49 | Grade Reports: MGT 818 Advanced Financial Reporting  | 1998 Fall |
| b. 1, f. 49 | Grade Reports: MGT 822 How to Start a High-Tech Company  | 1998 Fall |
| b. 1, f. 50 | Grade Reports: MGT 826 Financial Engineering   | 1998 Fall |
| b. 1, f. 50 | Grade Reports: MGT 830 Numerical Methods in Options Pricing  | 1998 Fall |

## Grade reports (continued)

|             |   |             |
|-------------|---|-------------|
| b. 1, f. 50 | Grade Reports: MGT 831 Valuation of Technology                              | 1998 Fall   |
| b. 1, f. 51 | Grade Reports: MGT 835 Transportation Strategy and Management               | 1998 Fall   |
| b. 1, f. 51 | Grade Reports: MGT 837 Multivariate Methods for Management Consultants      | 1998 Fall   |
| b. 1, f. 51 | Grade Reports: MGT 838 Listening to the Customer                            | 1998 Fall   |
| b. 1, f. 52 | Grade Reports: MGT 840 International Financial Reporting                    | 1998 Fall   |
| b. 1, f. 52 | Grade Reports: MGT 870 Fundamentals of Accounting                           | 1998 Fall   |
| b. 1, f. 52 | Grade Reports: MGT 871 Financial Reporting                                  | 1998 Fall   |
| b. 1, f. 53 | Grade Reports: MGT 880 Strategic Environment of Management                  | 1998 Fall   |
| b. 1, f. 53 | Grade Reports: MGT 885 Foundations of Teams                                 | 1998 Fall   |
| b. 1, f. 53 | Grade Reports: MGT 890 Valuation and Investment                             | 1998 Fall   |
| b. 1, f. 54 | Grade Reports: MGT 992 Strategy and Policy in Health Care Sector            | 1998 Fall   |
| b. 1, f. 54 | Grade Reports: MGT 993 National Innovation Systems                          | 1998 Fall   |
| b. 1, f. 55 | Grade Reports: Non-SOM Courses  | 1998 Fall   |
| b. 1, f. 56 | Grade Reports: Miscellaneous, Course Checklist                              | 1999 Spring |
| b. 1, f. 57 | Grade Reports: MGT 515 Decision Analysis and Game Theory                    | 1999 Spring |
| b. 1, f. 57 | Grade Reports: MGT 521 Macroeconomic Analysis                               | 1999 Spring |
| b. 1, f. 57 | Grade Reports: MGT 523 Managerial Negotiating                               | 1999 Spring |
| b. 1, f. 58 | Grade Reports: MGT 525 Competitive Strategies                               | 1999 Spring |
| b. 1, f. 58 | Grade Reports: MGT 526 Regulation and Strategy in Telecommunications        | 1999 Spring |
| b. 1, f. 58 | Grade Reports: MGT 527 Strategic Management of Nonprofit Organizations      | 1999 Spring |
| b. 1, f. 59 | Grade Reports: MGT 529 Practice and Management of Creativity and Innovation | 1999 Spring |
| b. 1, f. 59 | Grade Reports: MGT 538 Managing Strategic Change                            | 1999 Spring |
| b. 1, f. 59 | Grade Reports: MGT 541 Corporate Finance                                    | 1999 Spring |
| b. 1, f. 60 | Grade Reports: MGT 542 International Finance                                | 1999 Spring |
| b. 1, f. 60 | Grade Reports: MGT 543 Financial Instruments and Contracts                  | 1999 Spring |
| b. 1, f. 60 | Grade Reports: MGT 544 Investment Management                                | 1999 Spring |
| b. 1, f. 61 | Grade Reports: MGT 547 Fixed Income Security Analysis                       | 1999 Spring |
| b. 1, f. 61 | Grade Reports: MGT 556 Designing and Implementing Global Strategies         | 1999 Spring |
| b. 1, f. 61 | Grade Reports: MGT 557 Product Planning and Development                     | 1999 Spr    |

## Grade reports (continued)

|             |  |             |
|-------------|--|-------------|
| b. 1, f. 62 | Grade Reports: MGT 571 Operations Management I                             | 1999 Spr    |
| b. 1, f. 62 | Grade Reports: MGT 574 Management of Quality                               | 1999 Spr    |
| b. 1, f. 62 | Grade Reports: MGT 580 Business, Governmentt and International Economy     | 1999 Spr    |
| b. 1, f. 63 | Grade Reports: MGT 529 Redesigning Organizations: A Computational View     | 1999 Spring |
| b. 1, f. 63 | Grade Reports: MGT 594 Emerging Markets of Latin America                   | 1999 Spring |
| b. 1, f. 63 | Grade Reports: MGT 616 Financial Derivatves and Risk Management            | 1999 Spr    |
| b. 1, f. 64 | Grade Reports: MGT 618 and 619 Entrepreneurship                            | 1999 Spring |
| b. 1, f. 64 | Grade Reports: MGT 633 Strategic Human Resource Management                 | 1999 Spr    |
| b. 1, f. 64 | Grade Reports: MGT 635 Venture Capital                                     | 1999 Spr    |
| b. 1, f. 65 | Grade Reports: MGT 645 Foreign Exchange and Related Derivative Instruments | 1999 Spring |
| b. 1, f. 65 | Grade Reports: MGT 646 Financial Institutions                              | 1999 Spring |
| b. 1, f. 65 | Grade Reports: MGT 659 Transportation and the Environment                  | 1999 Spring |
| b. 1, f. 66 | Grade Reports: MGT 668 Field Studies in Strategy                           | 1999 Spring |
| b. 1, f. 66 | Grade Reports: MGT 673 International Strategy and Competition              | 1999 Spring |
| b. 1, f. 66 | Grade Reports: MGT 675 Business and Regulation in the TV Industry          | 1999 Spring |
| b. 1, f. 67 | Grade Reports: MGT 690 and 691 Independent Reading and Research            | 1999 Spring |
| b. 1, f. 67 | Grade Reports: MGT 694 Housing and Community Development                   | 1999 Spring |
| b. 1, f. 67 | Grade Reports: MGT 695 Nonprofit Organizations Clinic                      | 1999 Spring |
| b. 1, f. 68 | Grade Reports: MGT 696 Introduction to Planning and Development            | 1999 Spring |
| b. 1, f. 68 | Grade Reports: MGT 740 Financial Economics I                               | 1999 Spring |
| b. 1, f. 68 | Grade Reports: MGT 802 Internet Strategy and Marketing                     | 1999 Spring |
| b. 1, f. 69 | Grade Reports: MGT 803 Leadership  | 1999 Spring |
| b. 1, f. 69 | Grade Reports: MGT 804 Marketing of Financial Services                     | 1999 Spring |
| b. 1, f. 69 | Grade Reports: MGT 805 Service Management                                  | 1999 Spring |
| b. 1, f. 70 | Grade Reports: MGT 806 Supply Chain Management                             | 1999 Spring |
| b. 1, f. 70 | Grade Reports: MGT 807 Mutual Funds  | 1999 Spring |
| b. 1, f. 70 | Grade Reports: MGT 812 Financial Statement Analysis                        | 1999 Spring |
| b. 1, f. 71 | Grade Reports: MGT 813 Advanced Financial Statement Analysis               | 1999 Spring |
| b. 1, f. 71 | Grade Reports: MGT 815 Managerial Accounting                               | 1999 Spring |
| b. 1, f. 71 | Grade Reports: MGT 816 Advanced Managerial Accounting                      | 1999 Spring |

## Grade reports (continued)

|             |   |             |
|-------------|---|-------------|
| b. 1, f. 72 | Grade Reports: MGT 818 Advanced Financial Reporting                                       | 1999 Spring |
| b. 1, f. 72 | Grade Reports: MGT 827 Institutional Funds Management                                     | 1999 Spring |
| b. 1, f. 72 | Grade Reports: MGT 829 Practice of Real Estate Development                                | 1999 Spring |
| b. 1, f. 73 | Grade Reports: MGT 833 Organizational Communication and Influence                         | 1999 Spring |
| b. 1, f. 73 | Grade Reports: MGT 836 Program Evaluation   | 1999 Spring |
| b. 1, f. 73 | Grade Reports: MGT 839 Active Investing   | 1999 Spring |
| b. 1, f. 74 | Grade Reports: MGT 840 International Financial Reporting                                  | 1999 Spring |
| b. 1, f. 74 | Grade Reports: MGT 841 Private Equity Investing   | 1999 Spring |
| b. 1, f. 74 | Grade Reports: MGT 849 Real Estate Finance for Institutional...                           | 1999 Spring |
| b. 1, f. 75 | Grade Reports: MGT 869 Integrative Management   | 1999 Spring |
| b. 1, f. 75 | Grade Reports: MGT 881 Politics of Strategic Management                                   | 1999 Spring |
| b. 1, f. 75 | Grade Reports: MGT 886 Designing and Managing Organizations                               | 1999 Spring |
| b. 1, f. 76 | Grade Reports: MGT 891 Corporate Finance and Options                                      | 1999 Spring |
| b. 1, f. 76 | Grade Reports: MGT 985 Professionalism Under Pressure in Law and Medicine                 | 1999 Spring |
| b. 1, f. 76 | Grade Reports: MGT 994 Strategy, Government, and Management of a Large Public Corporation | 1999 Spring |
| b. 1, f. 77 | Grade Reports: MGT 996 SynThesis; Non-SOM courses   | 1999 Spring |
| b. 1, f. 78 | Grade Reports: Miscellaneous, Course Checklist  | 1999 Fall   |
| b. 1, f. 79 | Grade Reports: MGT 510 Data Analysis and Statistics                                       | 1999 Fall   |
| b. 1, f. 79 | Grade Reports: MGT 520 Economic Analysis  | 1999 Fall   |
| b. 1, f. 79 | Grade Reports: MGT 521 Macroeconomic Analysis   | 1999 Fall   |
| b. 1, f. 80 | Grade Reports: MGT 525 Competitive Strategies   | 1999 Fall   |
| b. 1, f. 80 | Grade Reports: MGT 541 Corporate Finance  | 1999 Fall   |
| b. 1, f. 80 | Grade Reports: MGT 542 International Finance  | 1999 Fall   |
| b. 1, f. 81 | Grade Reports: MGT 543 Instruments and Contracts  | 1999 Fall   |
| b. 1, f. 81 | Grade Reports: MGT 544 Investment Management  | 1999 Fall   |
| b. 1, f. 81 | Grade Reports: MGT 546 International Financial Markets                                    | 1999 Fall   |
| b. 1, f. 82 | Grade Reports: MGT 547 Fixed Income Security Analysis                                     | 1999 Fall   |
| b. 1, f. 82 | Grade Reports: MGT 551 Internet Strategy and Marketing                                    | 1999 Fall   |
| b. 1, f. 82 | Grade Reports: MGT 555 Pricing Strategy   | 1999 Fall   |

## Grade reports (continued)

|             |  |           |
|-------------|--|-----------|
| b. 1, f. 83 | Grade Reports: MGT 558 Consumer Behavior                                     | 1999 Fall |
| b. 1, f. 83 | Grade Reports: MGT 559 Marketing Strategy                                    | 1999 Fall |
| b. 1, f. 83 | Grade Reports: MGT 578 China as an Emerging Market                           | 1999 Fall |
| b. 1, f. 84 | Grade Reports: MGT 585 Operating Systems                                     | 1999 Fall |
| b. 1, f. 84 | Grade Reports: MGT 586 Strategy, Technology and War                          | 1999 Fall |
| b. 1, f. 85 | Grade Reports: MGT 589 Information Technology for Management                 | 1999 Fall |
| b. 1, f. 85 | Grade Reports: MGT 593 Global Financial Reform                               | 1999 Fall |
| b. 1, f. 85 | Grade Reports: MGT 611 Policy Modeling                                       | 1999 Fall |
| b. 1, f. 86 | Grade Reports: MGT 618 Entrepreneurship                                      | 1999 Fall |
| b. 1, f. 86 | Grade Reports: MGT 567 Entrepreneurship                                      | 1999 Fall |
| b. 1, f. 86 | Grade Reports: MGT 621 Theory and History of Money                           | 1999 Fall |
| b. 1, f. 87 | Grade Reports: MGT 635 Venture Capital and Private Equity Investments        | 1999 Fall |
| b. 1, f. 87 | Grade Reports: MGT 690 and 691 Independent Reading and Research              | 1999 Fall |
| b. 1, f. 87 | Grade Reports: MGT 692 Business Ethics                                       | 1999 Fall |
| b. 1, f. 88 | Grade Reports: MGT 695 Nonprofit Organizations Clinic                        | 1999 Fall |
| b. 1, f. 88 | Grade Reports: MGT 696 Introduction to Planning and Development              | 1999 Fall |
| b. 1, f. 88 | Grade Reports: MGT 806 Supply Chain Management                               | 1999 Fall |
| b. 1, f. 89 | Grade Reports: MGT 808 Introduction to Operations Research                   | 1999 Fall |
| b. 1, f. 89 | Grade Reports: MGT 809 Leading Strategic Change                              | 1999 Fall |
| b. 1, f. 89 | Grade Reports: MGT 812 Financial Statement Analysis                          | 1999 Fall |
| b. 1, f. 90 | Grade Reports: MGT 813 Advanced Financial Statement Analysis                 | 1999 Fall |
| b. 1, f. 90 | Grade Reports: MGT 814 Financial Statements/Nonprofit Organizations          | 1999 Fall |
| b. 1, f. 90 | Grade Reports: MGT 816 Advanced Managerial Accounting                        | 1999 Fall |
| b. 1, f. 91 | Grade Reports: MGT 831 Valuation of Technology                               | 1999 Fall |
| b. 1, f. 91 | Grade Reports: MGT 840 International Financial Analysis and Equity Valuation | 1999 Fall |
| b. 1, f. 91 | Grade Reports: MGT 841 Private Equity Investing                              | 1999 Fall |
| b. 1, f. 92 | Grade Reports: MGT 861 Management of Computational Assets                    | 1999 Fall |
| b. 1, f. 92 | Grade Reports: MGT 868 Extreme Variability in Prices                         | 1999 Fall |
| b. 1, f. 92 | Grade Reports: MGT 870 Fundamentals of Accounting                            | 1999 Fall |
| b. 1, f. 93 | Grade Reports: MGT 880 The Strategic Environment of Management               | 1999 Fall |

## Grade reports (continued)

|              |   |             |
|--------------|---|-------------|
| b. 1, f. 93  | Grade Reports: MGT 885 Foundation of Teams  | 1999 Fall   |
| b. 1, f. 93  | Grade Reports: MGT 890 Valuation and Investment                                   | 1999 Fall   |
| b. 1, f. 94  | Grade Reports: MGT 994 Strategy, Governance and Management of Public Corporations | 1999 Fall   |
| b. 1, f. 94  | Grade Reports: Non-SOM courses  | 2000 Fall   |
| b. 1, f. 95  | Grade Reports: General Information, Course Checklist                              | 2000 Spring |
| b. 1, f. 96  | Grade Reports: MGT 515 (all sections) Decision Analysis and Game Theory           | 2000 Spring |
| b. 1, f. 97  | Grade Reports: MGT521 (all sections) Macroeconomic Analysis                       | 2000 Spring |
| b. 1, f. 98  | Grade Reports: MGT 522 MicroEconApplications: PubSectr                            | 2000 Spring |
| b. 1, f. 98  | Grade Reports: MGT 523 Advanced Managerial Negotiating                            | 2000 Spring |
| b. 1, f. 98  | Grade Reports: MGT 525 Competitive Strategies                                     | 2000 Spring |
| b. 1, f. 99  | Grade Reports: MGT 526 Corporate Strategies/Telecommunications                    | 2000 Spring |
| b. 1, f. 99  | Grade Reports: MGT 527 Strategic Management of Nonprofit Organizations            | 2000 Spring |
| b. 1, f. 99  | Grade Reports: MGT 541 Corporate Finance  | 2000 Spring |
| b. 1, f. 100 | Grade Reports: MGT 542 International Finance                                      | 2000 Spring |
| b. 1, f. 100 | Grade Reports: MGT 543 Instruments and Contracts                                  | 2000 Spring |
| b. 1, f. 100 | Grade Reports: MGT 544 Investment Management                                      | 2000 Spring |
| b. 1, f. 101 | Grade Reports: MGT 545 Financial Engineering                                      | 2000 Spring |
| b. 1, f. 101 | Grade Reports: MGT 547 Fixed Income Security Analysis                             | 2000 Spring |
| b. 1, f. 101 | Grade Reports: MGT 550 Marketing Management                                       | 2000 Spring |
| b. 1, f. 102 | Grade Reports: MGT 557 Product Planning and Development                           | 2000 Spring |
| b. 1, f. 102 | Grade Reports: MGT 571 Operations Management                                      | 2000 Spring |
| b. 1, f. 102 | Grade Reports: MGT 572 Operations Management II                                   | 2000 Spring |
| b. 1, f. 103 | Grade Reports: MGT 574 Management of Quality                                      | 2000 Spring |
| b. 1, f. 103 | Grade Reports: MGT 579 Managing Risks in Foreign Markets                          | 2000 Spring |
| b. 1, f. 103 | Grade Reports: MGT 588 Information Technology and Corporate Strategy              | 2000 Spring |
| b. 1, f. 104 | Grade Reports: MGT 594 Emerging Markets of Latin America                          | 2000 Spring |
| b. 1, f. 104 | Grade Reports: MGT 633 Strategic Human Resources Management                       | 2000 Spring |
| b. 1, f. 104 | Grade Reports: MGT 635 Venture Capital and Private Equity                         | 2000 Spring |
| b. 1, f. 105 | Grade Reports: MGT 640 Numerical Methods in Option Pricing                        | 2000 Spring |
| b. 1, f. 105 | Grade Reports: MGT 641 Behavioral Finance   | 2000 Spring |



## Grade reports (continued)

|              |  |             |
|--------------|--|-------------|
| b. 1, f. 105 | Grade Reports: MGT 644 Structured Finance  | 2000 Spring |
| b. 1, f. 106 | Grade Reports: MGT 647 Cases in Entrepreneurial Finance                              | 2000 Spring |
| b. 1, f. 106 | Grade Reports: MGT 648 Fixed Income Trading and Investment Strategies                | 2000 Spring |
| b. 1, f. 106 | Grade Reports: MGT 668 Field Studies in Strategy                                     | 2000 Spring |
| b. 1, f. 107 | Grade Reports: MGT 673 International Strategy and Competition                        | 2000 Spring |
| b. 1, f. 107 | Grade Reports: MGT 675 Law, Business and Regulation in TV                            | 2000 Spring |
| b. 1, f. 108 | Grade Reports: MGT 690 – Sections 01, 03, 04, 05, 06, 07, 08, 10 Independent Studies | 2000 Spring |
| b. 1, f. 109 | Grade Reports: MGT 697 Intermediate Planning and Development                         | 2000 Spring |
| b. 1, f. 109 | Grade Reports: MGT 803 Leadership  | 2000 Spring |
| b. 1, f. 109 | Grade Reports: MGT 804 Marketing of Financial Services                               | 2000 Spring |
| b. 1, f. 110 | Grade Reports: MGT 807 Antitrust Law and Business Mgr                                | 2000 Spring |
| b. 1, f. 110 | Grade Reports: MGT 812 Financial Statement Analysis                                  | 2000 Spring |
| b. 1, f. 110 | Grade Reports: MGT 815 Managerial Accounting   | 2000 Spring |
| b. 1, f. 111 | Grade Reports: MGT 818 Advanced Financial Reporting                                  | 2000 Spring |
| b. 1, f. 111 | Grade Reports: MGT 820 Foreign Exchange and Related Derivative Instruments           | 2000 Spring |
| b. 1, f. 111 | Grade Reports: MGT 822 How to Start a High Tech Company                              | 2000 Spring |
| b. 1, f. 112 | Grade Reports: MGT 827 Institutional Funds Management                                | 2000 Spring |
| b. 1, f. 112 | Grade Reports: MGT 829 Practice of Real Estate Development                           | 2000 Spring |
| b. 1, f. 112 | Grade Reports: MGT 833 Organizational Communications and Influence                   | 2000 Spring |
| b. 1, f. 113 | Grade Reports: MGT 837 Quantifying Customer Preferences                              | 2000 Spring |
| b. 1, f. 113 | Grade Reports: MGT 838 Applied Regression Analysis                                   | 2000 Spring |
| b. 1, f. 113 | Grade Reports: MGT 839 Active Investing  | 2000 Spring |
| b. 1, f. 114 | Grade Reports: MGT 840 International Financial Analysis                              | 2000 Spring |
| b. 1, f. 114 | Grade Reports: MGT 816 Advanced Managerial Accounting                                | 2000 Spring |
| b. 1, f. 114 | Grade Reports: MGT 842 Financial Policy/Emerging Market Nations                      | 2000 Spring |
| b. 1, f. 115 | Grade Reports: MGT 849 RealEstate/Institutional Investors                            | 2000 Spring |
| b. 1, f. 115 | Grade Reports: MGT 860 Challenges/Opportunities of Global Lead                       | 2000 Spring |
| b. 1, f. 115 | Grade Reports: MGT 862 Applied Urban Public Finance                                  | 2000 Spring |
| b. 1, f. 116 | Grade Reports: MGT 863 Life Sciences Business  | 2000 Spring |

## Grade reports (continued)

|                        |   |             |
|------------------------|---|-------------|
| b. 1, f. 116           | Grade Reports: MGT 865 Cuba                                 | 2000 Spring |
| b. 1, f. 116           | Grade Reports: MGT 871 Financial Reporting                  | 2000 Spring |
| b. 1, f. 117           | Grade Reports: MGT 872 Strategic Financial Decision Lab I   | 2000 Spring |
| b. 1, f. 117           | Grade Reports: MGT 881 Politics of Strategic Management     | 2000 Spring |
| b. 1, f. 117           | Grade Reports: MGT 886 Managing and Designing Organizations | 2000 Spring |
| b. 1, f. 118           | Grade Reports: MGT 887 Essentials/Managerial Negotiat       | 2000 Spring |
| b. 1, f. 118           | Grade Reports: MGT 891 Corporate Finance and Options        | 2000 Spring |
| b. 1, f. 118           | Grade Reports: MGT 984 Studies in Grand Strategy            | 2000 Spring |
| b. 1, f. 119           | Grade Reports: MGT 996 SynThesis                            | 2000 Spring |
| b. 1, f. 119           | Grade Reports: MGT 998 Strategy/Health Care Industry        | 2000 Spring |
| b. 1, f. 120           | Grade Reports: Non-SOM courses                              | 2000 Spring |
| MPPM to MBA conversion |   |             |
| b. 2, f. 121           | General Information/Class Lists                             | 1998        |
| b. 2, f. 122           | Alumni Forms, Class of 1978                                 | 1998-1999   |
| b. 2, f. 123           | Alumni Forms, Class of 1979                                 | 1998-1999   |
| b. 2, f. 124           | Alumni Forms, Class of 1980                                 | 1998-1999   |
| b. 2, f. 125           | Alumni Forms, Class of 1981                                 | 1998-1999   |
| b. 2, f. 126           | Alumni Forms, Class of 1982                                 | 1998-1999   |
| b. 2, f. 127           | Alumni Forms, Class of 1983                                 | 1998-1999   |
| b. 2, f. 128           | Alumni Forms, Class of 1984                                 | 1998-1999   |
| b. 2, f. 129           | Alumni Forms, Class of 1985                                 | 1998-1999   |
| b. 2, f. 130           | Alumni Forms, Class of 1986                                 | 1998-1999   |
| b. 2, f. 131           | Alumni Forms, Class of 1987                                 | 1998-1999   |
| b. 2, f. 132           | Alumni Forms, Class of 1988                                 | 1998-1999   |
| b. 2, f. 133           | Alumni Forms, Class of 1989                                 | 1998-1999   |
| b. 2, f. 134           | Alumni Forms, Class of 1990                                 | 1998-1999   |
| b. 2, f. 135           | Alumni Forms, Class of 1991                                 | 1998-1999   |
| b. 3, f. 136           | Alumni Forms, Class of 1992                                 | 1998-1999   |
| b. 3, f. 137           | Alumni Forms, Class of 1993                                 | 1998-1999   |
| b. 3, f. 138           | Alumni Forms, Class of 1994                                 | 1998-1999   |

## MPPM to MBA conversion (continued)

|                    |                                   |                |
|--------------------|-----------------------------------|----------------|
| b. 3, f. 139       | Alumni Forms, Class of 1995       | 1998-1999      |
| b. 3, f. 140       | Alumni Forms, Class of 1996 A - L | 1998-1999      |
| b. 3, f. 141       | Alumni Forms, Class of 1996 M - Z | 1998-1999      |
| b. 3, f. 142       | Alumni Forms, Class of 1997 A - L | 1998-1999      |
| b. 3, f. 143       | Alumni Forms, Class of 1997 M - Z | 1998-1999      |
| b. 3, f. 144       | Alumni Forms, Class of 1998 A - L | 1998-1999      |
| b. 3, f. 145       | Alumni Forms, Class of 1998 M - Z | 1998-1999      |
| Student ID numbers |                                   |                |
| b. 3, f. 146       | Class of 1978                     | 1998 October 2 |
| b. 3, f. 147       | Class of 1979                     | 1998 October 2 |
| b. 3, f. 148       | Class of 1980                     | 1998 October 2 |
| b. 3, f. 149       | Class of 1981                     | 1998 October 2 |
| b. 3, f. 150       | Class of 1982                     | 1998 October 2 |
| b. 3, f. 151       | Class of 1983                     | 1998 October 2 |
| b. 3, f. 152       | Class of 1984                     | 1998 October 2 |
| b. 3, f. 153       | Class of 1985                     | 1998 October 2 |
| b. 3, f. 154       | Class of 1986                     | 1998 October 2 |
| b. 3, f. 155       | Class of 1987                     | 1998 October 2 |
| b. 3, f. 156       | Class of 1988                     | 1998 October 2 |
| b. 3, f. 157       | Class of 1989                     | 1998 October 2 |
| b. 3, f. 158       | Class of 1990                     | 1998 October 2 |
| b. 3, f. 159       | Class of 1991                     | 1998 October 2 |
| b. 3, f. 160       | Class of 1992                     | 1998 October 2 |
| b. 3, f. 161       | Class of 1993                     | 1998 October 2 |
| b. 3, f. 162       | Class of 1994                     | 1998 October 2 |
| b. 3, f. 163       | Class of 1995                     | 1998 October 2 |
| b. 3, f. 164       | Class of 1996                     | 1998 October 2 |
| b. 3, f. 165       | Class of 1997                     | 1998 October 2 |
| b. 3, f. 166       | Class of 1998                     | 1998 October 2 |

**Accession 2014-A-024: Registrar's notebooks, 1976-2009**

The Registrar's notebooks consist academic calendars, course information and schedules, enrollment and tuition data, class/student lists (including non-SOM students), grade and degree requirements, diploma lists, and commencement records. Additional records are listed below in notes with the individual notebooks.

Restricted until January 1, 2084

The Registrar's notebooks are arranged chronologically by academic year (Fall-Spring).

|                |   |           |
|----------------|---|-----------|
| b. 1, f. 1     | 1976-1977   | 1976-1977 |
| b. 1, f. 2     | 1977-1978   | 1977-1978 |
| b. 1, f. 2A    | 1978-1979   | 1978-1979 |
| b. 1, f. 3     | 1979-1980   | 1979-1980 |
| b. 1, f. 4     | 1980-1981   | 1980-1981 |
| b. 1, f. 5     | 1981-1982   | 1981-1982 |
| b. 1, f. 6     | 1982-1983<br>Also includes exam schedules, course preference questionnaires, and Outside and Special student reports. | 1982-1983 |
| b. 2, f. 7     | 1983-1984   | 1983-1984 |
| b. 2, f. 8     | 1984-1985   | 1984-1985 |
| b. 2, f. 9     | 1985-1988   | 1985-1988 |
| b. 2, f. 10    | 1988-1991   | 1988-1991 |
| b. 2, f. 11    | 1991-1994   | 1991-1994 |
| b. 2, f. 12    | 1994-1995<br>Also includes faculty and staff list.  | 1994-1995 |
| b. 3, f. 13-14 | 1995-1996<br>Also includes Joint Degree student files and faculty and staff directory.                                | 1995-1996 |
| b. 3, f. 15-16 | 1996-1997<br>Also includes Preliminary Orientation Schedule.  | 1996-1997 |
| b. 3, f. 17-18 | 1997-1998<br>Also includes Course Evaluation summaries.   | 1997-1998 |
| b. 3, f. 19-20 | 1998-1999   | 1998-1999 |
| b. 4, f. 21    | 1999-2000   | 1999-2000 |
| b. 4, f. 22-23 | 2000-2001   | 2000-2001 |
| b. 4, f. 24-26 | 2001-2002   | 2001-2002 |
| b. 4, f. 27-28 | 2002-2003   | 2002-2003 |

|                |  |           |
|----------------|--|-----------|
| b. 4, f. 29-30 | 2003-2004<br>Also includes academic policies records.  | 2003-2004 |
| b. 4, f. 31-32 | 2004-2005<br>Also includes academic policies records.  | 2004-2005 |
| b. 4, f. 33-34 | 2005-2006<br>Also includes exam schedule.  | 2005-2006 |
| b. 4, f. 35-36 | 2006-2007<br>Also includes exam schedule.  | 2006-2007 |
| b. 4, f. 37-38 | 2007-2008<br>Also includes Enterprise Learning credits, financial aid records, Honor Code, International Experience files, exam schedule, Course Evaluation summaries, and Board of Advisor files. | 2007-2008 |
| b. 4, f. 39-40 | 2008-2009<br>Also includes Enterprise Learning credits, financial aid records, Honor Code, International Experience files, exam schedule, Course Evaluation summaries, and Board of Advisor files. | 2008-2009 |

**Accession 2014-A-058: Admissions records, 2009-2012**

Restricted until January 1, 2087

Class of 2009

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Class of 2010

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Class of 2011

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Class of 2012

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## Accession 2015-A-035: Office of Financial Aid records, 1992-2014

Restricted until January 1, 2089

| Administrative files      |  |           |
|---------------------------|--|-----------|
| b. 1, f. 1                | Declaration of finances  | 2006      |
| b. 1, f. 2                | Deutsche Bank loan program   | 2010-2011 |
| Gate student loan program |  |           |
| b. 1, f. 3                | Gate loan packaging  | 2000-2002 |
| b. 1, f. 4                | Portfolio performance status reports (PPSR)                        | 2002-2003 |
| b. 1, f. 5                | Portfolio performance status reports (PPSR)                        | 2005      |
| b. 1, f. 6                | Gate student loan program  | 2006      |
| b. 1, f. 7                | Homeland Security  | 2012      |
| International students    |  |           |
| Class of 2004             |  |           |
| b. 1, f. 8-9              | Local contact information  | 2004 Fall |
| b. 1, f. 10-14            | Personal data forms  | 2002      |
| Class of 2005             |  |           |
| b. 1, f. 15-19            | Certification forms and contact information                        | 2003      |
| Class of 2006             |  |           |
| b. 1, f. 20-24            | Certification forms and correspondence                             | 2004      |
| Class of 2008             |  |           |
| b. 2, f. 1-2              | Declararation of finances and correspondence                       | 2006      |
| b. 2, f. 3-5              | Loan forgiveness-data and correspondence                           | 1992-2000 |
| b. 2, f. 6                | Master of Business Administration-Electronic (MBA-E)-Class of 2014 | 2012      |
| b. 2, f. 7                | Master of Advanced Management (MAM)-admissions and correspondence  | 2012      |
| b. 2, f. 8-9              | Monthly summary of payment reports                                 | 1992-1998 |
| b. 2, f. 10-11            | Office of Institutional Research-reports and research data         | 2001-2003 |
| b. 2, f. 12               | Yale School of Management reports                                  | 1999-2001 |
| Student records           |  |           |
| Class of 2002             |  |           |
| Class of 2003             |  |           |

Student records (continued)

Class of 2004

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Class of 2005

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Class of 2006

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Class of 2007

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Class of 2009

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Class of 2010

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Class of 2011

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Class of 2012

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Class of 2013

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Class of 2014

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Student records MBA-E

Class of 2011

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Class of 2012

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Class of 2013

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Class of 2014

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## Accession 2016-A-059: Records of Clayton P. Alderfer, 1969-1997

Restricted until January 1, 2027

### Course Materials

|                |  |           |
|----------------|--|-----------|
| b. 1, f. 1     | AD SCI 523a Intergroup Relations in Organizations        | Undated   |
| b. 1, f. 2-3   | Gay/straight literature and teaching                     | 1988-1989 |
| b. 1, f. 4     | Financial analysis and management project schedules      | 1990      |
| b. 1, f. 5     | Fall term courses  | 1985-1986 |
| b. 1, f. 6     | Individual and Group Behavior (IGB) administrative memos | 1983-1988 |
| b. 1, f. 7     | IGB class lists  | 1987      |
| b. 1, f. 8     | IGB community building                                   | 1987      |
| b. 1, f. 9     | IGB community building-course designs                    | 1981-1985 |
| b. 1, f. 10    | IGB community building exercises                         | 1986-1987 |
| b. 1, f. 11-12 | IGB course evaluations                                   | 1987      |
| b. 1, f. 13    | IGB grades   | 1981-1983 |
| b. 1, f. 14    | IGB grades and course evaluations                        | 1985      |
| b. 1, f. 15    | IGB learning contract                                    | 1987      |
| b. 1, f. 16    | IGB organizations  | 1985-1986 |
| b. 1, f. 17    | IGB organizations  | 1986-1988 |
| b. 1, f. 18-19 | IGB organizations-course critiques                       | 1983      |
|                | IGB papers   |           |
| b. 1, f. 20    | "Afunious"   | 1987      |
| b. 1, f. 21    | "Globetrotters"  | 1987      |
| b. 1, f. 22    | "The Good Prospects"                                     | 1987      |
| b. 1, f. 23    | "The Independent Variable"                               | 1987      |
| b. 1, f. 24    | "Just Plain Spokes"                                      | 1987      |
| b. 1, f. 25    | "There be Dragons"                                       | 1987      |
| b. 1, f. 26    | IGB preparation  | 1985      |
| b. 1, f. 27    | IGB race   | 1981-1982 |
| b. 1, f. 28    | IGB section enrollment                                   | 1986      |
| b. 1, f. 29    | IGB staff  | 1980-1986 |

Course Materials (continued)

| IGB units              |  |           |
|------------------------|--|-----------|
| b. 2, f. 1             | Unit 1: Teaching introduction                            | 1983-1987 |
| b. 2, f. 2             | Unit 2: Adult Development                                | 1983-1987 |
| b. 2, f. 3             | Unit 3: Intragroup Dynamics                              | 1980-1987 |
| b. 2, f. 4             | Unit 4: Leadership Styles                                | 1986-1987 |
| b. 2, f. 5             | Unit 5: Intergroup Dynamics-Motto                        | Undated   |
| b. 2, f. 6             | Unit 6: Race and Ethnic Relations                        | 1984-1987 |
| b. 2, f. 7             | Unit 7: Gender   | 1984-1987 |
| b. 2, f. 8             | IGB written assignments-originals                        | 1986      |
| Professional Files     |  |           |
| b. 3, f. 1             | Berkeley conference                                      | 1974      |
| b. 3, f. 2             | CEGO lecture-discussion series                           | 1977      |
| Correspondence-general |  |           |
| b. 3, f. 3             | 1973-1980  | 1973-1980 |
| b. 3, f. 4             | 1980-1982  | 1980-1982 |
| b. 3, f. 5             | Correspondence-faculty and personnel                     | 1984      |
| b. 3, f. 6             | Correspondence and memoranda                             | 1987      |
| b. 3, f. 7             | Curriculum Committee                                     | 1973-1978 |
| b. 3, f. 8             | Curriculum Committee-second year                         | 1976-1977 |
| b. 3, f. 9             | Curriculum review  | 1979      |
| b. 3, f. 10            | Exchange article   | 1989      |
| b. 3, f. 11            | First New Haven National Bank-organizational study       | 1969      |
| b. 3, f. 12            | George Williams workshop                                 | 1982      |
| b. 3, f. 13            | Health services proposal                                 | 1977      |
| b. 3, f. 14            | School of Management-history and drafts                  | 1990      |
| b. 3, f. 15            | Lectures and speeches-notes and correspondence           | 1980-1981 |
| b. 3, f. 16            | Memoranda to the interim board                           | 1979      |
| b. 3, f. 18            | Oregon conference  | 1980      |
| b. 3, f. 19            | Ph.D. program memorandum                                 | 1978      |
| b. 3, f. 20            | The Phoenix Indian School-reports and research materials | 1970-1971 |

Professional Files (continued)

|   |  |           |
|---|--|-----------|
| b. 3, f. 21                                       | Project 60 report  | Undated   |
| b. 3, f. 23                                       | Taft School research report  | 1970      |
| b. 3, f. 24                                       | University of Virginia trip  | 1989-1990 |
| School of Management records                      |  |           |
| General files                                     |  |           |
| b. 3, f. 25                                       | 1975-1976  | 1975-1976 |
| b. 3, f. 26                                       | 1976-1977  | 1976-1977 |
| b. 3, f. 27                                       | Academic calendar  | 1983-1984 |
| b. 3, f. 28                                       | Admissions   | 1981-1982 |
| b. 4, f. 1  | Administrative science curriculum development-correspondence and documentation | 1972      |
| b. 4, f. 2  | Affirmative action   | 1978      |
| b. 4, f. 3  | Alumni   | 1983      |
| b. 4, f. 4  | Alumni board of directors  | 1982-1983 |
| b. 4, f. 5  | Alumni correspondence and ephemera   | 1984-1988 |
| b. 4, f. 6  | Alumni session feedback  | 1979      |
| b. 4, f. 7  | Alumni report: "Birth of the School" by William S. Beinecke                    | Undated   |
| b. 4, f. 8  | Alumni newsletter  | 1983-1984 |
| b. 4, f. 9  | Alumni survey  | 1989      |
| b. 4, f. 10                                       | Annual report  | 1979      |
| Assistant Director of Professional Studies (ADPS) |  |           |
| b. 4, f. 11                                       | ADPS counseling report   | 1982-1983 |
| b. 4, f. 12                                       | 1983-1984  | 1983-1984 |
| b. 4, f. 13                                       | ADPS job activities report   | 1982-1983 |
| b. 4, f. 14                                       | ADPS student interest groups report  | 1982-1983 |
| b. 4, f. 15                                       | ADPS tutoring report   | 1982-1983 |
| b. 4, f. 16                                       | ADPS special projects committee  | 1982-1983 |
| b. 4, f. 17                                       | 1983-1984  | 1983-1984 |
| b. 4, f. 19                                       | Black People in in Management Schools-presentation                             | 1983      |
| b. 4, f. 20                                       | Campus dedication ephemera   | 1979      |
| b. 4, f. 21                                       | Charter class facebook   | 1976      |

School of Management records (continued)

|                |  |           |
|----------------|--|-----------|
| b. 4, f. 22    | Charter class wrap-up meeting                          | 1978      |
| b. 4, f. 23    | Class of 1982-correspondence and ephemera              | 1982      |
| b. 4, f. 24    | Class of 1984-correspondence and ephemera              | 1984      |
| b. 4, f. 25    | Class of 1989-commencement ephemera and correspondence | 1989      |
| b. 4, f. 26    | Community day  | 1988      |
| b. 4, f. 27    | Class of 1990-commencement ephemera                    | 1990      |
| b. 4, f. 28    | Community building                                     | 1977      |
| Correspondence |  |           |
| b. 4, f. 29    | 1978   | 1978      |
| b. 4, f. 30    | 1979   | 1979      |
| b. 4, f. 31    | 1980   | 1980      |
| b. 4, f. 32    | 1982   | 1982      |
| b. 4, f. 33    | 1982   | 1982      |
| b. 4, f. 34    | 1983   | 1983      |
| b. 4, f. 35    | 1983   | 1983      |
| b. 4, f. 36    | 1984   | 1984      |
| b. 4, f. 37    | 1984   | 1984      |
| b. 4, f. 38    | 1984-1990  | 1984-1990 |
| b. 4, f. 39    | Correspondence-Benno Schmidt                           | 1985-1988 |
| b. 4, f. 40    | Correspondence-Mike Levine                             | 1988      |
| b. 4, f. 41    | Correspondence-Mike Levine                             | 1988-1991 |
| b. 4, f. 42    | CPO policy on Ph.D. people                             | 1983      |
| Curriculum     |  |           |
| b. 4, f. 43    | 1976   | 1976      |
| b. 4, f. 44    | 1977-1978  | 1977-1978 |
| b. 4, f. 45    | 1978-1979  | 1978-1979 |
| b. 4, f. 46    | Curriculum Committee                                   | 1978-1979 |
| b. 4, f. 47    | Curriculum Committee report                            | 1977-1978 |
| b. 4, f. 48    | Curriculum Committee report                            | 1978-1979 |
| b. 4, f. 49    | Darden School of Business-reports and policy studies   | 1989      |

School of Management records (continued)

|             |   |           |
|-------------|---|-----------|
| b. 5, f. 1  | Debriefing meeting-Class of 1984                                | 1984      |
| b. 5, f. 2  | Director of Professional Studies-correspondence and reports     | 1979-1990 |
| b. 5, f. 3  | Discipline Committee  | 1984-1985 |
| b. 5, f. 4  | DPS material-David Morgan                                       | 1983-1984 |
| b. 5, f. 5  | DPS staff job description                                       | 1978-1984 |
| b. 5, f. 6  | Doctoral program-academic guidelines                            | 1982      |
| b. 5, f. 7  | Doctoral review   | 1987-1988 |
| b. 5, f. 8  | Educational Materials Development Center (EMDC)                 | 1977      |
| b. 5, f. 9  | Evaluation of teaching performance                              | 1977-1979 |
| b. 5, f. 10 | Faculty committee report  | 1989      |
| b. 5, f. 11 | Faculty time/workload   | 1979      |
| b. 5, f. 12 | Faculty/student advisors  | 1979-1984 |
| b. 5, f. 13 | Internship dialogue   | Undated   |
| b. 5, f. 14 | Internships   | 1976-1977 |
| b. 5, f. 15 | Jepson School of Leadership Studies                             | 1990      |
| b. 5, f. 16 | Joint degrees   | 1978      |
|             | Liasion meetings  |           |
| b. 5, f. 17 | 1980-1981   | 1980-1981 |
| b. 5, f. 18 | 1981-1982   | 1981-1982 |
|             | Liasion meeting minutes   |           |
| b. 5, f. 19 | 1982-1983   | 1982-1983 |
| b. 5, f. 20 | 1983-1984   | 1983-1984 |
| b. 5, f. 21 | 1983-1984   | 1983-1984 |
| b. 5, f. 22 | 1984-1985   | 1984-1985 |
| b. 5, f. 23 | 1984-1985   | 1984-1985 |
| b. 5, f. 24 | Local 34 union drive/organizing                                 | 1984      |
| b. 5, f. 25 | Minority experience at SOM-study                                | 1978      |
| b. 5, f. 26 | News and events   | 1982-1986 |
| b. 5, f. 27 | Organizational behavior (OB)-correspondence, notes and ephemera | 1989-1997 |
| b. 5, f. 28 | OB doctoral program   | 1988-1989 |

School of Management records (continued)

|             |   |           |
|-------------|---|-----------|
| b. 5, f. 29 | OB partner's day                        | 1983      |
| b. 5, f. 30 | OB story                                | 1989      |
| b. 5, f. 31 | Policy sciences institute               | 1988      |
| b. 5, f. 32 | Ph.D program-Milgrom's memo             | 1983      |
| b. 5, f. 33 | Registrar/Assistant Registrar-personnel | 1982-1984 |
| b. 5, f. 34 | Review of OB junior faculty             | 1989      |
| b. 5, f. 35 | Second term questionnaire               | 1976-1977 |
| b. 5, f. 36 | SOM budget                              | 1983      |
| b. 5, f. 37 | SOM partners-Class of 1985              | 1982      |
| b. 5, f. 38 | "SOM Student" newsletter                | 1989-1990 |
| b. 5, f. 39 | Strike                                  | 1984-1985 |
| b. 5, f. 40 | Student workload and course evaluations | 1990      |
| b. 5, f. 42 | Write-up of second year curriculum      | 1977      |
| b. 5, f. 43 | Yale management Partner's Day           | 1985      |
| b. 5, f. 44 | Yale College                            | 1983-1984 |

## **Selected Search Terms**

The following terms have been used to index the description of this collection in the Library's online catalog. They are grouped by name of person or organization, by subject or location, and by occupation and listed alphabetically therein.

### **Subjects**

Business schools  
Management -- Study and teaching  
Universities and colleges -- Administration

### **Corporate Bodies**

Yale University. School of Management  
Yale University. School of Organization and  
Management  
Yale University -- Administration