## Incentive Policy

(Base and workload incentives apply to all qualified online classes)

<table>
<thead>
<tr>
<th>Credits</th>
<th>Base</th>
<th>Workload</th>
<th>Total</th>
<th>Extra Student Incentives*</th>
</tr>
</thead>
<tbody>
<tr>
<td>3</td>
<td>$500</td>
<td>(3*$500) =$1,500</td>
<td>$2,000</td>
<td>$250</td>
</tr>
<tr>
<td>2</td>
<td>$500</td>
<td>(2*$500) =$1,000</td>
<td>$1,500</td>
<td>$175</td>
</tr>
<tr>
<td>1</td>
<td>$500</td>
<td>(1*$500) =$500</td>
<td>$1,000</td>
<td>$100</td>
</tr>
</tbody>
</table>

*Online MBA extra student pay over 35 students
*Online BBA extra student pay over 45 students
*Student counts are based on WINS enrollments at the end of term

### Additional Incentives for Online MBA and Online BBA:

- $1,000 for completing the new online teaching workshop, developing, and teaching an online course within a year.

### Additional incentives for Online MBA only:

- 2-credit MBA course $500 for student help
- 3-credit MBA course $750 for student help

*Only classes identified in the Online BBA and Online MBA course rotations (or acceptable substitutes) qualify for financial incentive monies. The Dean's office is responsible for defining the process of identifying the appropriate online courses to be offered in the Online BBA and Online MBA course schedule.

*Minimum student enrollment caps for online courses are set at the financial break-even levels (35 for Online MBA courses and 45 for Online BBA courses).