

UNI Business

The Alumni Magazine of the College of Business Administration University of Northern Iowa 2007

A man with short brown hair and glasses, wearing a dark blue suit, white shirt, and a blue patterned tie, is smiling. He is holding a red basketball with both hands. The basketball has a logo that says "FINAL FOUR". He is standing in front of a basketball court with wooden bleachers in the background. There are some signs on the wall behind him, including one that says "Aimed Insurance" and another that says "Get Connected".

Game On!

*David LeCompte brings
sanity to March Madness*

UNI Campus Expands

*Entrepreneurship thrives
in new building*

In Touch With the World

*New partnerships expand
global perspectives*

McGladrey Professorship Established

*This Just In!
National Honor
to Aossey*

UNIBusiness



Earned Excellence



Best Business Schools in The World



A Best Business School MBA since 2007



UNI Ranked #2 Midwest since 1996



Remarkable Record of Student Achievement

UNIBusiness is published annually by the University of Northern Iowa's College of Business Administration for its alumni, friends, faculty, and staff. Comments, suggestions, and letters to the editor are welcome.

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On the Cover

David LeCompte (Marketing '90), president and CEO of Short's Travel Management in Waterloo, and his staff bring their "A" game to the NCAA account. Photography by Rod VanderWerf, Waterloo.



Expressing Our Educational Identity

Our stakeholders in the business world operate in an environment where identity and purpose are explicitly defined. They look for ways to strategically position their organizations, capitalize on their distinctive strengths, and identify and nurture the sources of any competitive advantage. Not surprisingly, they ask us serious questions about our academic identity and strategic position.

In search of authentic answers, I have looked to our own alumni. In our conversations, I have found some commonalities. When they reflect on the early days of their careers, our successful alumni offer answers that seem to define and differentiate us:

1. "I knew my stuff." These alumni attribute their early career success to a rock-solid foundation – something we call within the College "**essential business knowledge**."

2. "I let my basic Iowa values guide my actions." These alumni distinguish themselves by their homegrown Iowa values of hard work, integrity, humility, and personal responsibility – **traditional work values**.

3. "I realized I must project professional confidence and skill." These alumni learned soon after graduation that success requires assertiveness, confidence, adaptability, tolerance for ambiguity, critical thinking, communication skills, and proper professional etiquette – **contemporary professional skills**.

Our extensive dialogue with alumni has identified a clear blend of all three ingredients for success, giving us the basis to confidently overhaul our mission and strategic plan: Our educational intent is to develop graduates who offer a functional blend of three qualities: essential business knowledge, traditional work values, and contemporary professional skills.

This new statement of intent authentically captures who we are as educators, where our students come from, and how our alumni find career success.

The statement allows us to highlight

and leverage our two most valuable strengths: our particular student population's homegrown values and our faculty's reputation for teaching excellence. At the same time, it compels us to recognize that we must yet build a third strength. We want our graduates to hit the ground running as professionals, just as they are able to contribute immediately in technical preparation

and hard work. But our students' background, while the source of strong work values, might fail to provide them with adequate professional exposure. Thus, developing the third ingredient, our students' professional skills, must be a strategic imperative.

This is where our alumni come in. In this issue you will learn how our Executive Advisory Board – **Kevin Steere**

(Accounting '69) in particular – has challenged you to take ownership of our professional skill development initiative and work with our students and faculty to fulfill our educational intent. Read the story on page 18 and let me know how you'd like to be engaged.

Farzad Moussavi

Farzad Moussavi, Dean
College of Business Administration
Fall 2007

Our educational intent is to develop graduates who offer a functional blend of three qualities: essential business knowledge, traditional work values, and contemporary professional skills.

Meet the College of Business Administration Executive Advisory Board at www.cba.uni.edu/EAB

The Team Behind the Teams



Every third Sunday in March, basketball fans are glued to their TVs, waiting for “Madness” to begin. It’s on this day, Selection Sunday, that 129 men’s and women’s teams are announced, placed, and seeded for National Collegiate Athletic Association (NCAA) tournament play. During the next three weeks, thousands of student-athletes, coaches, officials, cheerleaders, mascots, and band members fly to dozens of tournament sites across the country, hoping to make it to the Big Dance. Behind the scenes, choreographing their moves, are 25 hardworking travel professionals at Short’s Travel Management in Waterloo.

In 2003, Short’s beat out 20 other travel management companies to land the lucrative NCAA account, which extends through 2013. The account includes booking air travel for all NCAA events, which is no small feat, considering the NCAA has three divisions, 23 men’s and women’s sports, 88 annual championships, 4,000 annual committee meetings, and an annual convention that attracts 3,000 people.

“One of our skill sets is looking at a process from beginning to end and determining how we can make it better,” said **David LeCompte** (Marketing ’90), Short’s president and CEO. “That’s how we won a lot of our clients, including the NCAA. That can happen when you bring the right people on the bus, so to speak.”

Short’s has been a major player in the

group travel arena for 60 years, which was certainly in the company’s favor when vying for the NCAA account. The team

and asked, ‘What happens when you’re invited to a championship?’ Team administrators told us they’d get a fax from the travel company, fill out a travel request form, and wait 10 hours to hear anything. Team rosters were submitted in e-mails, Excel spreadsheets ... it was all over the board,” said LeCompte.

To bring speed and consistency to the process, Short’s launched an online “championship portal,” created specifically for the NCAA by Short’s programmer **Austin Lorenzen** (Computer Science ’00) and later enhanced by programmer **Christine (Schroeder) Dohmen** (MIS ’03).

To begin the travel-planning process for the men’s basketball championships, for example, each university is assigned a user name and password at the beginning of regular-season play, which allows each team administrator to enter the championship portal. Once inside, administrators



Fourteen of the 40 employees in Short’s Waterloo office are UNI grads, including (left side) Jerad Corbin, Sue (Potts) Stikwell, Austin Lorenzen, Camille (Stephenson) Hogan, Eric Brasch, David LeCompte, (right side) Christine (Schroeder) Dohmen, Taylor Goossen, Kyle Clinton, Jenny (Burvee) Breu, Nichole Cathcart, Josh Printz, and Kris (Huss) Fratzke.

also scored points for its experienced staff with a strong Midwestern work ethic. What really brought home the win, however, was that LeCompte and his team did their homework.

“Prior to making our presentation to the NCAA, we visited universities

Moving the Game

Each year, Short’s Travel Management books air travel for 88 NCAA Division I, II, and III championships in 23 men’s and women’s sports. During the 2006–2007 athletic season, the revenue generated from this account alone was more than \$30 million. Here’s who was on the move.



41,000
Student-athletes



1,500
Cheerleaders



39,000
Band Members



130
Mascots

can submit a tentative travel-party list that includes players' names, birthdates, heights, and weights, and the names of coaches and trainers. As the regular season starts to wind down, administrators log in and enter more specific information, such as contact information for the sports information director and flight preferences if the team were to receive a championship berth.

Of the 65 men's basketball teams that compete in championship play, on average, half travel by chartered bus; the other half fly. (NCAA rules state that if a school is within 300 miles of its game site, the team must travel by ground transportation.) Once the championship contenders are announced, Short's travel managers log on to the championship portal and access their assigned teams' travel preferences. With just three days' notice, 64 teams need to be in 16 different cities. Managers begin the airfare bidding process by sending an e-mail to commercial airlines and charter companies, requesting, for example the cost and availability of 75 seats on a 9 a.m. flight from Cincinnati to San Diego.

"What complicates things more at that time of year is that commercial flights are full with regular corporate travelers, spring break travelers, and fans trying to get to the game sites. The charter companies have junkets running to Cancun a couple of times a day, which is a prime revenue opportunity for them," said LeCompte. To Short's credit, there has never

been an instance in which a team was unable to arrive at its desired location in a reasonable amount of time.

From the championship portal, Short's travel managers can easily book and issue electronic tickets, and e-mail travel

itineraries and seat assignments to team administrators. The only things travelers have to do are pack their bags and show up at the airport with their photo IDs.

Ninety-two percent of the NCAA's business takes place in March, May, and November, which corresponds to winter, spring, and fall sports championships. During that time, travel managers often put in 12-hour days. When July, August, and September roll around, they're ready for some much-needed R&R.

"We still have work going on during those months, but it's considerably less than during championship time," said NCAA Account Manager **Kris (Huss) Fratzke** (Spanish '86). "By the time we finish booking travel for the baseball championships in June, everyone is exhausted and ready to be away from it for a while."

In addition to booking championship travel for the NCAA, Short's works with the Grand American Road Racing Association, the

United States Equestrian Federation, 35 colleges for regular-season travel, and the National Youth Sports Corporation. Short's provides travel authorization, registration, and onsite meeting management services for the

athletes, staff, coaches, sponsors, and fans of these events. Short's sports travel division produces 22 percent of the

company's annual revenue; its corporate and incentive/leisure divisions bring in 60 percent and 18 percent of the annual revenue, respectively.

"Our sports travel segment is the fastest growing, not only because of working with the NCAA, but because many institutions continue to work with us after the championships as well," said LeCompte. "Compared to championship travel, booking their regular-season travel

is pretty darn easy. You know months ahead of time where they're going and when they're coming back!"

Looking forward, LeCompte said booking air travel for professional sports teams is certainly on his radar. "It's a whole different animal, though. Pro teams have more resources, and a lot of them have their own charter equipment. What we're going to do in the short term is be good at collegiate sports. There are only 1,200 major collegiate institutions, so theoretically, there's a limit. But until we get close to what we think is a decent market share in that environment, we'll keep pushing forward."



Angel Heefner lets coworkers know which teams advance and which teams go home.



Short's employs 140 people in its Indiana, Iowa, Illinois, Kansas, and Missouri offices.



A championship portal was created for the NCAA to streamline the travel process.



David LeCompte was recently inducted into the Junior Achievement Business Hall of Fame as the 2007 Young Entrepreneur of the Year.

Security You Can Bank On

Every day we make financial payments – everything from putting a dollar in the vending machine to using electronic funds transfer to pay the utility bill. Convenience and speed have become the name of the game. But with the

to validate the identity of a person trying to enter a payment system. One of these factors, said Christensen, is biometric – technologies that verify “what you are.” Biometric authentication devices include fingerprint scans, eye scans, keystroke

determine whether he or she is authorized to access the account. If someone signs in incorrectly three times or if the person appears to be using a keystroke pattern inconsistent with his or her normal pattern, the account is locked down and the customer is required to call the bank to verify his or her identity. In most cases,

What You Really Need to Know About

rising number of identity thefts and data breaches, it pays to focus on the security of each transaction.

Authentication and authorization procedures within the banking industry have become more rigorous to detect hackers and fraudsters, said **Mitch Christensen** (Management '76), executive vice president of Enterprise

patterns, and breathalyzers. A second factor is to have people use a security device, a personal possession, or “what you have.” This could be a card, a computer token, or a key fob. The third factor is intellectual or “what you know.” Examples are a personal identification number (PIN), a code, or an answer to a question.

“Every time you require more than one factor for authentication, it’s expensive ... not only in technology, but in terms of time for the merchant and consumer,” said Christensen. “People need to realize that the world is changing, and they may have to give up some convenience and speed to ensure their financial transactions are safe and secure.”

When Wells Fargo customers sign on to the company’s Web site to view their accounts, they’re required to sign on using two intellectual factors – usually their Social Security number and a self-chosen security code. As a customer types that information, Wells Fargo monitors the customer’s input to

these fraudsters don’t call because they’re not the account owners.

After 9/11, the U.S. government stepped up its exploration of biometric authentication and is investing heavily to develop screening devices to expose terrorists and other criminals. For example, the Department of Homeland Security began using facial scans in airports and other high-traffic areas now that multiple high-speed scans can be done quickly. As an auxiliary benefit of this work, many industries,

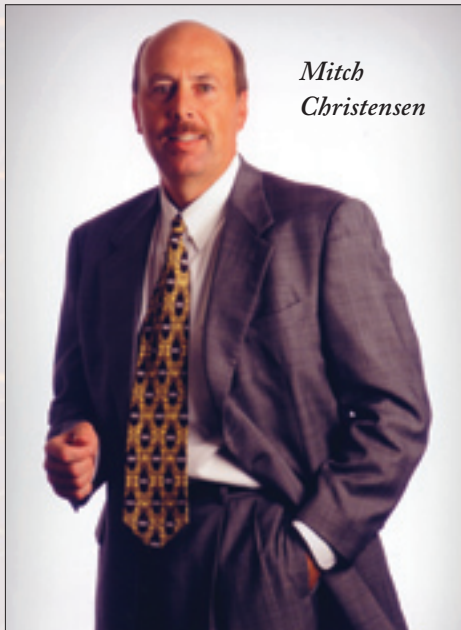
including banking, are able to use these new technologies.

“Until a balance occurs between time, expense, and inconvenience on one hand, and risk of loss on the other,” said Christensen, “you’ll continue to see more security around payments rather than less.”

“What we teach and what managers need to know about security is rapidly changing. As alumni share their knowledge and expertise about information systems security, that exchange of knowledge helps us all.”

– Daniel J. Power,
Professor of Management
Information Systems

*Mitch
Christensen*



Payment Strategies for Wells Fargo & Company. Formerly responsible for Wells Fargo’s national banking operations, Christensen now focuses on the future, leading a key strategic effort to develop long-term payment relationships. Working closely with Congress, the Federal Reserve, and with other major banks across the country, Christensen thinks a lot these days about how people move their money in and out of banks.

The banking industry is turning to the use of both two- and three-factor systems



Mitch Christensen, executive vice president for Enterprise Payment Strategies for Wells Fargo & Company, is responsible for the leadership and direction of payments industry relations for Wells Fargo Corporation. Prior to that, Mitch was executive vice president for the Commercial Services Group, comprised

of more than 1,100 team members with a financial plan exceeding \$65 million in annual expense. The group included ACH, commercial analysis, disbursement operations, remittance processing, yield management, float/logistics, wire transfer operations, and wholesale product management.

Online Security

Alumni share insights from the front lines

Staying Safe Online

By Bradley Schaufenbuel, MIS '96

You've probably heard that it's best to delete an e-mail message if you don't know the sender, and that you shouldn't rely on antivirus software to stop the execution of malicious attachments. But do you know why?

E-mail attachments from unscrupulous parties can contain a "zero-day" virus – one that's so new the antivirus software companies have yet to develop a "signature" to detect and stop the virus. (Of course, it still behooves you to make sure your antivirus software is as current as possible.)

Never send personal information in an e-mail. Most messages traverse the public Internet in "plain text," and transmissions can cross dozens of devices in numerous locations en route to their destinations. This provides malicious parties ample opportunity to capture the contents of your message.

If you absolutely must send confidential information via e-mail, encrypt the contents of the message. This "scrambles" the contents while the message is in transport, rendering it useless to anyone except the recipient. Encryption is accomplished through public key cryptography, which allows each user to possess a mathematically complementary key pair. One half of the pair (the private key) remains secret. Only you know what

it is. The other half (the public key) is shared with the people with whom you want to securely exchange messages. Both halves of the key pair are required to "unscramble" an encrypted message.



Bradley Schaufenbuel

To encrypt a message destined for your friend, the e-mail client uses your friend's public key to scramble the contents of the message. Since both halves of the key are needed to unscramble the message, only your friend can "decrypt" the message, since he has the private key. That means you and your friend need

to exchange public keys before sending and receiving encrypted messages, but key exchange is often automated. Most e-mail clients have encryption capabilities built in.

When composing an e-mail message, choose the contents as if you were posting the message on a billboard next to a busy freeway. It is referred to as the "public" Internet for a reason.

Bradley Schaufenbuel, CISSP, CISM, is a senior manager of Group I.T. Risk & Security at Zurich Financial Services in Schaumburg, Ill, where he leads the company's IT compliance function for the Americas. In August, he authored the book E-Discovery and the Federal Rules of Civil Procedures.

Five Ways to Protect Yourself

1. If you use Microsoft Outlook or Outlook Express, activate the content-filtering features to avoid spam and phishing messages and block images and attachments. Learn how at www.office.microsoft.com/en-us/outlook/HA102268821033.aspx#Managing.

2. Update your computer with the most current operating system security patches. Download the latest Outlook junk e-mail filters using the Microsoft Windows Update feature at <http://update.microsoft.com/>.

3. Run an antivirus client with real-time scanning protection, and make sure the virus definitions are up-to-date. Some of the most popular commercial products are

- Norton Anti-Virus
www.symantec.com
- McAfee VirusScan
www.mcafee.com
- TrendMicro PC-cillian
www.trendmicro.com

4. Run antispyware software on your PC. Microsoft offers a free product called Defender at www.microsoft.com/athome/security/spyware/software/default.mspx.

5. Visit the Federal Trade Commission's identity theft Web site (www.ftc.gov/bcp/edu/microsites/idtheft) if you included personally identifiable information in a message that you now think might have been a phishing expedition.

An Entrepreneurial Spirit

Economic development requires a statewide vision to ensure that Iowa remains successful in its mainstay industries and experiences growth in emerging areas, such as information services and bioscience. UNI's Business and Community Services programs provide winning examples of how embracing the entrepreneurial spirit can advance the mission of a diverse and prosperous economy.



Business and Community Services

Over the past decade, economic development in Iowa and across the country has dramatically and fundamentally changed. Globalization,

technology, and the decline of core industries such as agriculture, natural-resource extraction, and manufacturing, have led community

and development leaders nationwide to seek new, innovative strategies to remain competitive. In Iowa, this effort has been led by a unique combination of outreach programs that form an important part of *UNIBusiness*.

For more than 10 years, several units within the College have been specifically devoted to external programs. In 2000, the various activities were reorganized as Business and Community Services (BCS) to better direct university resources toward the state's economic development and entrepreneurial efforts. By 2007, nearly 3,000 businesses and communities in all 99 Iowa counties had received assistance from *UNIBusiness'* economic development and entrepreneurship programs.



MyEntreNet Solutions Extended to Urban Entrepreneurs

Looking for a solution to the unique challenges faced by rural entrepreneurs, the Regional Business Center/Small Business Development Center (RBC/SBDC) developed a rural business accelerator program called MyEntreNet. This Web-based program allows rural entrepreneurs, who are geographically isolated from technical assistance and networks, to connect with community leaders, business resources, and education. MyEntreNet also allows entrepreneurs to develop their business skills, locate resources within their communities,

and put their efforts toward increased economic vitality for an entire region.

Now rolled out to a dozen rural communities, a typical MyEntreNet region involves 100 active entrepreneurs who are starting or expanding approximately 20 businesses. On average, 75 new full-time jobs and \$3.4 million in new commercial financing in each region has been established.

In a classic entrepreneurial turn, the RBC/SBDC recognized that the northeast side of Waterloo faced many of the same challenges as rural Iowa

communities. Staff members realized that if aspiring entrepreneurs had access to technical and financial resources, they could revitalize the area and create new opportunity and wealth. Thus, the urban MyEntreNet initiative began. In the first six months of an urban MyEntreNet beta test, more than a dozen new businesses were launched in the eastside neighborhoods of Waterloo's Community-University Research Alliance (CURA) district. An expansion of MyEntreNet to serve the entire Cedar Valley is in the works for 2008.



U.S. Senator Charles Grassley (UNI '55) cut the ribbon at the BCS building dedication.

Building Dedicated This Fall

In August, Business and Community Services (BCS) moved into its own building – a unit of the College of Business Administration, but clearly thriving in its own right.

The new facility allows various UNI community and economic development programs to locate under one roof. One of these programs is the Innovation Incubator, a public-private partnership between UNI innovators and existing Cedar Valley businesses. Incubator tenants have access to support staff, broadband technology, market research, professional training, office equipment and machinery, and counseling and mentoring from business experts.

The second entity housed within the building is the John Pappajohn Entrepreneurial Center and its Student Business Incubator program. The SBI can accommodate 11 student businesses and is an educational learning lab where student entrepreneurs can explore their ideas with assistance from the center's professional staff.

Financial support to construct the \$4.5 million building was provided by federal funds from the Department of Energy and Small Business Administration, the state's Grow Iowa Values Fund, and the private sector.



Ground was broken for the new BCS building in 2005.

Downtown Revitalization Leads to Permanent Incubators

The UNIBusiness Small Business Development Center partnered with the Small Business Administration and the U.S. Economic Development Administration to revitalize the distressed central business district of downtown Waterloo. A dilapidated downtown department store was renovated to become the Regional Business Center/Small Business Development Center (RBC/SBDC), creating a “hub” outreach facility for small businesses. The center provides incubation services, consulting, classroom training, and business technology assistance to entrepreneurs. Since its opening, more than 30 companies have graduated from the incubator, generating over 10,000 square feet of new commercial tenancy in downtown Waterloo and creating more than 50 full-time jobs.

Taking a cue from that success, BCS established two additional business incubators that provided momentum in two other key areas of economic growth. The Innovation Incubator is now an important part of UNI's long-term commitment to technology transfer. Activities within the incubator harness the research-based innovation of UNI's faculty for commercial use while economically benefiting businesses across Iowa.

The UNI Student Business Incubator (SBI), a program of the John Pappajohn Entrepreneurial Center, helps Iowa college students act on their entrepreneurial visions to start new Iowa businesses. The SBI is supported by funds from the U.S. Small Business Administration and several private philanthropists.



Students Named Entrepreneurs of the Year

Marketing major **Dustin O'Leary** (center left), and **Ben Frein** (center right), a Finance and Computer science double major, won this year's John Pappajohn Student Entrepreneur of the Year Award for E-Holdings, which is located in the Student Business Incubator. The award was presented by BCS Director **Randy Pilkington** (left) and JPEC Program Manager **Katherine Cota-Uyar** (right) at the annual Recognition Gala. O'Leary and Frein were also state winners at the Pappajohn New Venture Business Plan Competition for their BellyBling.net business.

UNI Thanks John Pappajohn for his generous support of student entrepreneurship.

Celebrating Student Excellence

Each year, UNI's Purple and Old Gold Awards are presented to students in each major for meritorious scholarship based on their GPA, academic activities, and overall contribution to the College.



ACCOUNTING
Brian White
Dubuque



FINANCE
Steffany Mae Zabokrtsky
Center Point



ECONOMICS
Jake Ferguson
Norwalk



BUSINESS TEACHING
Danica Morrison
South English



MANAGEMENT
Sean Simonis
West Des Moines



MARKETING
Stephanie Jamerson
Cedar Rapids

Wall Street Journal Presents Annual Award

Since 1948, the Wall Street Journal Award has been given to undergraduates in each state who display high academic achievement in business-related programs. **Tim Halbur** (Management '07) is this year's recipient from UNI.

Halbur is currently working toward his MBA at UNI and attending Officer Candidate School (OCS) at Camp Dodge in the Des Moines metro area. "If an officer is to get into the upper levels of the rank structure, [he] needs to have degrees beyond a bachelor's," said Halbur, who has completed eight and a half years in the military and has been on two deployments.



Tim Halbur

"The one-year MBA program is the biggest reason I chose UNI," Halbur continued. "I'll receive my degree in June and finish OCS in August. The timing works out really well." Adding to his already busy schedule, Halbur also works part time in cost management at John Deere in Waterloo.

When he graduates from OCS, Halbur will commission as a second lieutenant. While he's not certain which branch of the military he'll enter, he's leaning toward becoming a Black Hawk helicopter pilot. To become a qualified pilot, Halbur will need an additional 15 months of training in Fort Rucker, Ala.



Bergan, Paulsen & Co. Student Leadership Award

Grayson Jones, pictured, and **Ryan Wilson** were recognized with the UNIBusiness Student Leadership Award for the outstanding leadership shown while serving as co-presidents of the College's Presidents' Council.

The council is comprised of the presidents of all UNIBusiness student organizations.



J-TEC Associates Inc. Student Organization of the Year Award

Chapter President **Ryan Wilson** accepted the Student Organization of the Year Award on behalf of the student chapter of the American Marketing Association. Clubs are recognized for their organized

activities and contributions to the College. The AMA was honored, in particular, for its community service activities.

 *Thankless Bergan Paulsen & Co. and J-TEC Associates, Inc. for sponsoring this year's awards.*



The annual Graduation Celebration is planned by the presidents of UNIBusiness student organizations. Presidents' Council members on last year's committee were (left to right) Grayson Jones, Jenny Ruser, Ryan Murphy, Kelly Hayes, John Fordyce, Stephanie Jamerson, Matt Gallagher, Ellen Schiltz, Ryan Wilson, Jane Yagla, and Pernell Cezar.

Faculty Awards



Teaching Excellence Sponsored by Short's Travel Management

TIM LINDQUIST,
Accounting

For 10 out of 10 years, when graduating seniors were asked which faculty member had the most positive impact on their lives, Professor **Tim Lindquist** received recognition. Professor Lindquist is a past recipient of the University Book & Supply Outstanding Teaching Award and the College's Innovations in Teaching Award, and he continues to maintain that excellent reputation for teaching. Prior to coming to UNI, Professor Lindquist taught at the University of Colorado-Boulder, Regis College in Denver, and Northern Michigan University in Marquette.



Outstanding Scholarship

KEN MCCORMICK,
Economics

Lawrence Jepson Professor in International Economics **Ken McCormick** was honored for ongoing research as well as his highly acclaimed 2006 book, *Veblen in Plain English: A Complete Introduction to Thorstein Veblen's Economics*. Professor McCormick became a faculty member at UNI after receiving his PhD in Economics – Public Finance from Iowa State in 1982. As the Jepson Professor, he is an instrumental part of the College's exchange program with the Plekhanov Russian Academy of Economics in Moscow.



University Book & Supply Outstanding Junior Faculty

SARAH SORENSON,
Management

Assistant Professor of Management **Sarah Sorenson**, who joined the College in 2005, received her PhD in Human Resources and Industrial Relations from the University of Minnesota. Her teaching and research interests include organizational behavior, organizational trust, cross-cultural studies, burnout, and unemployment. Professor Sorenson explored these topics recently in collaboration with faculty at Renmin University in China to study the effects of burnout on middle-school teachers in China.



Outstanding Contribution to Business and Community

MICHAEL SPENCER,
Management

Professor of Management **Michael Spencer** was honored for his excellent teaching in the courses delivered by the College's Executive Development Center. Professor Spencer exhibits passion for a wide variety of quality management and strategic management topics and has a teaching style that involves and engages learners. Professor Spencer received his PhD in Business Administration from the University of Georgia.



Students' Choice Sponsored by Miller Associates

HEIDI NOONAN-DAY,
Management

Each year, UNIBusiness students cast online votes to select the person they believe is the most outstanding teacher within the College. Instructor of Management **Heidi Noonan-Day** is this year's award recipient. Professor Noonan-Day received her JD in 1992 from the University of Iowa.



Outstanding Service

A. GERALD SMITH,
Accounting

Professor of Accounting **A. Gerald Smith** received the Faculty Service Award for his leadership role as chair of the College of Business Administration's Scholarship Committee, which administers the College's general scholarships. The committee, which includes UNIBusiness faculty **Imam Alam, Mike Klassen, Dan Power, and Allen Rappaport**, awards nearly 25 scholarships each year to new and returning UNIBusiness students. Professor Smith, CPA, received his PhD in Accounting from the University of Oklahoma.

UNIBusiness thanks the individuals and companies who so generously support our students through College and department scholarships.

Nancy Aossey Earns Highest National Honor

Nancy Aossey (MBA '84), president & CEO of International Medical Corps (IMC), will receive the 2007 Distinguished Alumnus Award from the American

Association of State Colleges and Universities (AASCU) on November 20. The award is presented to a graduate of one of its member institutions who has made a

significant contribution to the public, intellectual, or cultural life of the nation.

UNI President **Benjamin Allen** said, "This is the most prestigious award ever received by a UNI alum. Only one award is granted each year from all of the 430 member institutions of the AASCU, and its importance is suggested by the quality of the other award winners over the past years, who have included

President Lyndon Johnson, Representative Barbara Jordan, Senator Robert Dole, and Nobel Prize winners James Buchanan (Economics) and Val Fitch (Physics)."

IMC is a global, humanitarian, private, nonprofit organization established in 1984 when UCLA Medical Professor and Doctor Robert Simon



discovered there were only a few hundred medical doctors to serve millions of Afghan refugees during their war with the Soviet Union. Simon hired Aossey in 1986 for her ability

to apply an "entrepreneurial vision" to the organization's mission of helping others, and she set out to provide disaster relief, health care training, and development programs worldwide.

Aossey guided the organization from its

three-employee beginnings to a \$100 million-plus relief organization with more than 4,000 volunteers and staff working in 21 countries. IMC was the first responder

to many remote areas after the Indian Ocean tsunami and the Pakistan earthquake. IMC's first domestic mobilization came after hurricanes Katrina and Rita.

**"This is
the most
prestigious
award ever
received by
a UNI alum."**

- UNI President
Benjamin Allen

More on this story at www.cba.uni.edu

New Faculty

Despite a highly competitive market, UNI attracts three faculty with outstanding professional and academic qualifications



Rick Christ

Accounting Associate Professor **Rick Christ, CPA**, received his BA (Economics), JD, and MBA from the University

of Wisconsin-Madison, and his PhD from the University of Texas at Austin. He teaches Income Tax and Advanced Income Tax, and team-teaches Applied Professional Research in the Masters of Accounting program.

Rick comes to us from Valparaiso University. Before he began his teaching career, Dr. Christ practiced law with Laird, Sippel & Herrick in Wisconsin and worked in the tax department of Arthur Young & Company in Milwaukee.

Dr. Christ's interests include financial accounting, domestic and international tax issues, and pedagogy. His research has been published in *Managerial Finance* and the *Journal of the American Taxation Association*.



Mary Christ

Associate Professor **Mary Christ** joined the Department of Accounting after teaching at Valparaiso

University for the past nine years. Dr. Christ teaches Financial Accounting and Auditing.

Dr. Christ, CPA, received her BBA from the University of Iowa, her MS in Accounting from the University of Wisconsin-Madison, and her PhD in Accounting from the University of Texas at Austin. She worked for Arthur Young & Company in Milwaukee and now researches the behavioral and cognitive aspects of accounting and auditing decision-making, expertise in decision-making, the impact of computerized decision aids on decision-making, and issues in Accounting education and curriculum. Dr. Christ has been published in *The Accounting Review* and *Managerial Finance*.



Adele Queiroz

Assistant Professor **Adele Queiroz** received her BS in Civil Engineering from Pontificia Universidade

Católica De Campinas in Brazil. Her construction engineering career took her into budgeting and contract administration, leading her into a Finance Specialization Lato Sensu in Business Administration from Fundação Getúlio Vargas – Escola de Administração de Empresas at São Paulo, where she later earned an MS in Organizational Behavior and Human Resource Management. She received her PhD in Business Environment, Ethics, and Public Policy from the University of Pittsburgh.

Dr. Queiroz's research interests include corporate social strategy, global business citizenship and ethics, and stakeholder engagement. She teaches Organizational Management.

Market Trends in Faculty Hiring

Across the United States, business schools are experiencing a severe shortage of qualified professors, says the Association to Advance Collegiate Schools of Business International (AACSB). The number of doctoral candidates who feed the professional ranks has dropped 25 percent in just 10 years. Further, half of the business students now enrolled in U.S. PhD programs are international students, many of whom will put their degrees to work in their home countries. Meanwhile, a staggering number of baby boomer business professors are retiring.

The shortage of professors drove average starting salaries from \$64,000 in 1997 to \$93,780 in 2005, according to AACSB. Starting salaries for PhDs in high-demand specialties like Accounting can reach \$160,000.

"The job market has been tight for several years," said **Dale Cyphert**, associate professor and interim head of the College's management department, "which means starting salaries are going up faster than the state of Iowa's university salaries are rising."

When recruiting faculty, *UNIBusiness* focuses on our many other advantages. "We educate people about the favorable cost

of living and the exceptional quality of life here," said Professor Cyphert. "People need to realize they don't have to sacrifice their professional integrity to have a fulfilling personal life. Our faculty do professional research, publish in high-quality journals, and attend professional development conferences, and our global partnerships and exchanges offer opportunities to teach and do research internationally."

The longstanding reputation for high-quality teaching also attracts top candidates to *UNIBusiness*. **Marty Wartick**, professor of Accounting and interim head of that department, said, "We were incredibly fortunate to hire Rick and Mary Christ this year. Not only are they both highly respected academics and experienced teachers, but they were interested in UNI because of our traditional focus on student learning."

UNI might not offer the obvious virtues of a large, prestigious, doctoral degree-granting institution located in an urban setting. Instead, we offer a collegial atmosphere, an energized teaching environment, and a healthy community where academic interests are easily integrated with civic and social life.

This Moment Brought to You by the Dean's Fund for Excellence



Members of the Northern Iowa Management Association tour a Hormel plant.

Today's highly competitive global market requires preparation beyond a solid classroom education. UNIBusiness offers opportunities on campus and around the world for our students to build their professional edge.

Faculty goes the extra mile to create and deliver extracurricular opportunities. Students make extraordinary commitments to take advantage of these opportunities. The Dean's Fund for Excellence allows us to meet our obligation to support their remarkable efforts.

**The Dean's Fund
For Excellence**

To contribute, contact Derek Thoms at 1-800-782-9522, 319-273-4444, derek.thoms@uni.edu, or visit www.cba.uni.edu/deansfund.

Annual Report on Giving

*We acknowledge those who gave more than \$100 to the College between July 1, 2006, and June 30, 2007.
Thanks also go to the many, many alumni whose small gifts add up to major support of UNIBusiness.*

UNI *Thank* **ness** *this year's givers, listed below by lifetime giving total:*

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Panther Phone Pledges

Each fall, UNIBusiness alumni receive calls from UNI collegians as part of our Panther Phone-a-Thon fund drive. Through your generous gifts to the **Dean’s Fund for Excellence**, the College can offer scholarships and extra-curricular opportunities, enabling many more of our students to begin their careers with a professional edge and a global perspective on life.

Our 2006-2007 pledge drive yielded a record-breaking \$61,117 in contributions. If you haven’t fulfilled your pledge, please do so today! If you didn’t receive a Panther call but would like to make a gift to UNIBusiness, contact Development Director **Derek Thoms** at 1-800-782-9522, 319-273-4444 or derek.thoms@uni.edu. You can also make your donation online at www.cba.uni.edu/deansfund.

A Note from Development Director Derek Thoms



Greetings, UNIBusiness alumni, and a heartfelt “Go Cats” from Cedar Falls! In my first note to you as the director of development for UNIBusiness, I want to thank

you for your continued interest in the university and the College of Business Administration. Your support allows students within the College to seize opportunities and benefit from experiences that are found only at UNI.

There are so many ways to support UNI! Scholarships are always appreciated, and think too about a contribution to the **Dean’s Fund for Excellence** to support the faculty and students who go the extra mile to develop a professional edge. We’re counting on UNIBusiness alumni to help our grads become acclimated to the world of work by serving as role models, teachers, and advisors. Your input and experience do make a difference!

If you haven’t visited campus in a while, I invite you to stop by and introduce yourself. I’m always happy to meet fellow Panthers and reconnect with the mentors who played such an important role in my own development. To learn more about how you can support UNI and the College of Business Administration, please contact me at 1-800-782-9522, 319-273-4444, or derek.thoms@uni.edu.

With Panther Pride,

Derek Thoms (Economics ’02)
Director of Development, College of Business Administration

Gifts Multiplied

The following companies matched their employees’ gifts to the College this year:

Aegon USA, Inc.	Hormel Foods Corporation	Pohlad Family Charities
Allstate Foundation	Johnson & Johnson	PricewaterhouseCoopers
Automatic Data Processing Inc.	Key Foundation	Foundation
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H & R Block Foundation	Pepsi Americas Foundation	
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Honeywell Foundation	Pioneer Hi-Bred International Inc.	

Thank you to the companies that matched their employees’ gifts to the College.

Donor Spotlight

Alumni Generosity Helps Establish McGladrey Professorship



Farzad Moussavi, UNIBusiness dean; Rod Foster, McGladrey & Pullen partner and managing director of RSM McGladrey; Marty Wartick, Accounting department interim head; and Doug Opheim, RSM McGladrey chief U.S. operations officer.

The College of Business Administration received a second endowed professorship in the Accounting department and its first firm-sponsored professorship with the establishment of the McGladrey

Professor of Accounting. **Marty Wartick**, professor of Accounting and interim head of the department, said the establishment of this professorship is a step forward for the department and a fitting recognition

of the close relationship the department has had with McGladrey & Pullen and RSM McGladrey.

“We are very grateful for the generosity of our many alumni who are employed by McGladrey and the



generosity of the firm,” said Professor Wartick. “We especially want to thank **Doug Opheim** (Accounting ’80) and **Rod Foster** (Accounting ’83) for their leadership in making this happen.”

The public accounting firm of McGladrey & Pullen has a rich Iowa history that began when Ira B. McGladrey started his accounting firm in Cedar Rapids. Today, it is the fifth largest public accounting firm in the world with more than 130 offices in 25 states. Despite its growth, McGladrey’s original concept of service, predicated upon the personal attention of partners to the needs of clients, has remained unchanged.

McGladrey Professorship Awarded to Mark Bauman

“I have worked hard over the years to provide meaningful course content and am gratified that my efforts have been recognized,” said Associate Professor **Mark Bauman**, the first McGladrey Professor of Accounting. “However, I think the professorship says more about its source than its recipient. When I started at UNI in 2005, it did not take me long to realize that McGladrey is a tremendous supporter of UNI’s Accounting program.”

Dr. Bauman, CPA, CFA, teaches Principles of Financial Accounting, Advanced Accounting, and a seminar in Financial Accounting Theory and Analysis for UNI’s Master of Accounting students. He received

his BA in Management Science from Duke University, his MBA from Mississippi State University, his MS in Accounting from the University of Virginia, and his PhD from the University of Wisconsin-Madison. Professor Bauman has worked as an internal auditor for the National Bank of Washington and as a senior financial analyst at the U.S. Securities and Exchange Commission.

Thank you to McGladrey & Pullen and RSM McGladrey for establishing this professorship.

What is an Endowed Professorship?

An endowed professorship is a distinction awarded to a professor by the university in recognition of the professor’s outstanding achievements in teaching and research. Endowment funds, which can be used to support an existing faculty position or create a new one, help support the professor’s teaching and service responsibilities.

Learn how you or your company can endow a professorship or faculty chair by contacting Development Director **Derek Thoms** at 1-800-782-9522, 319-273-4444, or derek.thoms@uni.edu.

Accounting Alumnus Helps Accounting Students



Delwyn Borntrager, center, is the recipient of this year's McBride Accounting Scholarship. "It's my way of giving back," said alumnus Mike McBride, pictured with his wife, Ginny.

Mike McBride (Accounting '62), retired president and CEO of Gustave A. Larson Company in Milwaukee, established an Accounting scholarship so he could give back to the university that contributed so much to his professional success.

"My wife Ginny and I have always felt that by caring for and sharing with others, our lives have been more meaningful," said McBride. "We've been very blessed and are thankful we have the means to help deserving students."

Since 1991, the McBride Accounting Scholarship has paid for an Accounting student's tuition and fees, room and board, and books for undergraduate study at UNI. McBride helps select the award recipient and personally presents the award.

"It's a great feeling to call a student and say, 'I'm going to pay for your education.' It's beyond their comprehension that someone would give them a free ride," said McBride.

This year's award recipient is **Delwyn**

Borntrager, a junior from Kalona. "I'm amazed at the generosity of Mr. and Mrs. McBride," he said. "I didn't think I would ever receive a scholarship of this magnitude. It certainly eases the financial pressure of college and also takes away some of the stress that goes along with college, which allows me to concentrate more on my classes. The McBrides have been a huge blessing in my life."

McBride, a former UNI Foundation trustee and former member of the UNIBusiness Accounting Advisory Board, invites the award recipient to Milwaukee each summer to spend a long weekend with him and his wife. During meals, a trip to the art museum, a Brewers baseball game, and other outings, the McBrides got to know Borntrager better and set the stage for a mentoring relationship throughout his undergraduate years and beyond. During the past 15 years, every student has accepted the McBrides' invitation to their home.

"It was great to meet Mr. and Mrs. McBride. I can certainly learn a lot from them on many different levels," said Borntrager, who hopes to work in the accounting department of an Iowa-based company after graduation.

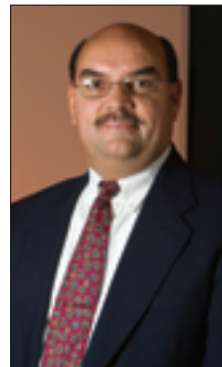
"Going to their home really personalized the scholarship and deepened my appreciation," he continued. "I want to thank the McBrides for their thoughtful giving. They've set an example of kindness and charity that I will strive to attain."

Accounting Faculty Receive PwC Grant

Accounting professors **Mark Bauman** and **Christine Bauman** received a major grant from PricewaterhouseCoopers to support their research project, "Unique Characteristics of Companies Using LIFO," being conducted with colleagues from the University of Oklahoma. The research is being supported by PwC INquires, a PricewaterhouseCoopers program started earlier this year to support academic research that

contributes to the practice of auditing and tax. The company funded 13 projects this year and awarded more than \$580,000 in grants to faculty and PhD students. PricewaterhouseCoopers is one of the world's largest accounting firms, offering assurance, tax, and advisory services.

*UNI **Thankless** PricewaterhouseCoopers for providing this grant.*



Alumni Take Ownership Role

As our graduates leave UNI, most must feel at least a moment's doubt: Do I have what it takes? Can I make a mark out there, lead a good life and maybe even earn a little money? Growing up and stepping out to compete in today's market is tough. UNIBusiness graduates, however, have the advantage of a solid education built on a foundation of traditional values including hard work, honesty, and respect for others.

Kevin Steere (Accounting '69) might have been one of those uncertain graduates, but if so, he quickly learned that he was prepared to compete at the highest levels. After graduation, Kevin left Cedar Falls, his childhood home, for work in Chicago where his core values were soon tested. (See UNIBusiness 2005 for Kevin's story of leaving a job where company ethics did not measure up.) Kevin moved on, but challenges remained. Could he compete with the "big guys" from the "brand name" schools; the guys who may not have been entirely respectful of Kevin from a little town somewhere in Iowa. Kevin, however, had some cards to play: He had learned a lot of accounting, and he was willing to work hard. He consciously decided to put his head down, play by the rules, and show his worth.

As UNIBusiness Dean Farzad Moussavi explained in his message on page 1, our many successful alumni, like Kevin, have acknowledged the value of their *essential business knowledge* and their *traditional work values*, but they join our faculty in believing that we need to do more. We need to help our students acquire at an earlier age the savvy, assertiveness, confidence, critical thinking, and the



Kevin Steere

like – what we are labeling *contemporary professional skills* – that will prepare them to quickly, aggressively stand up with their co-workers and competitors to take the lead in building a better life for themselves and others.

We recognize that our distinctive educational mission must be offered in three parts, calling

for three parallel strategic directions:

1. MAINTAINING OUR TEACHING EDGE.

UNIBusiness has always taken pride in delivering a great education focused on *essential business knowledge*. Offering that demanding functional education has long been a strategic imperative requiring our faculty to design rigorous courses and requiring our students to work harder than ever before.

2. FOSTERING MIDWEST

VALUES. *Traditional work values* are an indispensable piece of the educational blend we promise to employers. We must help our students maintain and celebrate their core values as a competitive advantage in the workplace.

3. DEVELOPING PROFESSIONAL SKILLS.

More than 90 percent of our students are from Iowa and many of them have not been offered the experiences that provide *contemporary professional skills*. Enhancing our students' ability to interact professionally with the business community is a new area of emphasis at UNIBusiness. As Dean Moussavi says in his message, "We want our graduates to hit

the ground running as professionals, just as they are able to contribute immediately in technical preparation and hard work."

We believe our *contemporary professional skills* initiative will add a vital new ingredient to our students' preparation. That vision cannot be achieved, however, without alumni support. Our alumni have "been there and done that." We cannot replicate that wisdom in the conventional classroom. Rather, we must ask our alums to help us translate their experience into the *professional skills* our students need to be fully competitive as they leave us.

TAKING THE INITIATIVE

How exactly can our alumni help? In conversations with the dean's Executive Advisory Board and many graduates over the past year, we have learned that our alumni are ready to take ownership of the strategic imperative to develop the *professional skills* of our undergraduates. Kevin Steere has stepped forward as a key partner challenging UNIBusiness alumni to join him in this effort. Kevin

has played a central role in the strategic planning process as a member of the UNIBusiness Executive Advisory Board, and he has taken the indispensable next step as well. As another board member put

it, Kevin has "laid his wallet on the table" to make the talk a reality.

With startup funds secured by Kevin, a program to systematically enhance students' professional skills has been initiated, and a pilot group will begin the program in the spring semester of 2008. Look for reports on the progress of this new effort in future issues, and let Dean Moussavi know if you would like to help.

Thankless Kevin Steere and Sara Schroeder for their support of the new *professional skills* initiative, and to their employers **Guy Carpenter & Company** and **Marsh & McLennan Companies LLC** for matching their gifts.

We want our graduates to hit the ground running as professionals, just as they are able to contribute immediately in technical preparation and hard work.

Increasing Diversity Within the College

Lee Rainey (History '70; MA Education '72) and **Kathy (Rechkemmer) Rainey** (History '68; MA Education '71) are working with UNIBusiness Advisor **Jonathan Cox** to recruit and retain a more diverse student and faculty population within the College.

"The expertise of Lee and Kathy Rainey has enabled us to examine our existing efforts, expand our diversity initiatives, and increase the level of teamwork with other areas of the university," said Cox. The Rainey's

expertise, among other things, includes looking at systems, bringing clarity to those systems, and developing ways to improve results.

The Rainey's live and work in Minneapolis. Kathy is executive director of corporate and human resources for Onvoy, a telecommunications-solutions provider; Lee is president and owner of C-Level Consulting Services.

UNIBusiness Thanks Lee and Kathy Rainey for their support of the College.



Supporting Biotech Businesses

Pioneer Hi-Bred International, Inc., a DuPont company, renewed its support for the Pioneer Professorship of Innovation, held by Associate Professor of Management **Dr. Lou Honary**. Dr. Honary has helped the biobased lubricants industry advance to a point beyond what most believed possible only a few years ago, yielding higher premiums for farmers, new jobs in rural Iowa, and environmentally friendly, renewable products that reduce our dependence on foreign oil.

The gift supports the efforts of the National Ag-Based Lubricants Center (NABL) as it continues to create new biobased lubricants, improve the value

and effectiveness of biobased lubricants, provide testing for users, and serve as a major advocate for these products.

The National Ag-Based Lubricants Center is a unit of Business and Community Services, the external outreach division of UNIBusiness. The unit specifically targeted the \$20 billion domestic petroleum lubricants market and channels faculty resources toward activities that benefit Iowa's agricultural economy. The work of NABL and Dr. Honary is internationally known, placing UNIBusiness at the forefront in the area.

UNIBusiness Thanks Pioneer Hi-Bred International for its continuing support of this Professorship.

Real Estate Program Enjoys Strong Industry Support

Major financial commitments have been received at the Founding Partner level from the Principal Financial Group Foundation and the AEGON USA Transamerica Foundation in support of UNI's Real Estate program. The Society of Industrial and Office Realtors (SIOR) Foundation also pledged its support through a sizeable gift at the Leadership Circle level. These contributions will help provide a stable source of funding for the Real Estate program.

During the past five years, UNI's Real

Estate program has grown more than 200 percent, making it the university's fastest-growing major. UNI is the only state university with a four-year Real Estate program.

"The fact that two of the most influential firms in the commercial real estate industry have chosen to be our founding partners is the best possible testimony to the reputation our program and its graduates enjoy within the industry," said UNIBusiness Dean **Farzad Moussavi**. "I can't think of

better partners to have in this effort."

Campaign fund-raisers continue to seek investments from the private sector, including corporations, professional associations, and individuals, as well as funding from state sources, such as the legislature and Board of Regents. To participate in the capital campaign, contact Director of Development **Derek Thoms** at 1-800-782-9522, 319-273-4444, or derek.thoms@uni.edu.

UNIBusiness Thanks the Principal Financial Group Foundation, the AEGON USA Transamerica Foundation, and the SIOR Foundation for their generous support of our Real Estate program.



Focus on Alumni

1949

Melvin Locke (*Business Education*) is a retired principal from La Serna High School in Whittier, Calif., and a retired Marine lieutenant colonel. Melvin is a WWII and Korean War veteran, and earned nine air medals and the Distinguished Flying Cross medal.

1956

Paul Whitmore (*Business Education*), who retired from his Des Moines clothing business, continues to help small-business owners as a SCORE volunteer. His activities were the focus of an article in *The Des Moines Register* this summer.

1961

Carol Kruse (*Marketing*) is retired and living in Shell Rock.

1964

Bill Bonnstetter (*Marketing*) founded Target Training International, Ltd., a developer and marketer of research-based, validated assessment tools that help businesses and organizations meet their human resources needs. Bill moved to Scottsdale, Ariz., and continues to contribute to the field of science and to his hometown of Corwith.



Craig Repp (*Accounting*) and his wife, Karen, own and operate two restaurants in the Dubuque area – the Avalon Supper Club and the Breezy Café – as well as a catering service and banquet hall.

1966

Chuck Cunningham (*Accounting; Management '68*) retired as professor of Accounting at Kirkwood Community College in Cedar Rapids, where he taught for 38 years.

1969

Bob Mann (*Marketing*) was named executive director for Mayflower Health and Human Services Corporation in Grinnell.

Jon Ward (*Accounting*), who had been an audit director at the corporate headquarters of State Farm Insurance in Bloomington, Ill., retired after 38 years with the company.

1970

Barry Spear (*Marketing*) is vice president of Iowa Health Systems and lives in Ankeny.

1971

Timothy Williams (*Accounting*) has been appointed to the board of directors of PROS Holdings, Inc., a pricing and revenue-optimization software company. Since 2001, Williams has served as senior vice president and CFO of Blackbaud, a provider of software and services to nonprofit organizations. From 1994 to 2001 he was executive vice president and CFO of Mynd (now a subsidiary

of Computer Sciences Corporation), a provider of software and services to the insurance industry. Prior to that, Williams was executive vice president and CFO for Holiday Inn.

1973

William Bever (*Marketing*) retired from Kraft Foods management and lives in McKinney, Texas.

Don Gorecki (*Management*) retired after 31 years at Hy-Vee. He now works at Great Western.

Gregory Heisterkamp (*Marketing*) is a vocational truck salesman for Holcomb Trucks and lives in Sioux City.

John Meyer (*Accounting*) retired from Sprint after 24 years with the company, most recently as senior vice president and controller. Meyer is director for the Center for Leadership and Ethics and the Sullivan Chair in Ethics at the Helzberg School of Management at Rockhurst University in Kansas City, Mo.



1974

Tom Bacan (*Management*) is vice president of Farmers Savings Bank in Remsen.

1975

Russell Potter (*Management*) was named vice president of grocery products productions for Hormel Foods in Austin, Minn.

Dennis Presnall (*Business Education*) was named executive director and secretary-treasurer of the Iowa Farm Bureau Federation. Presnall has been with Farm Bureau for 24 years.

Jean Trainor (*Accounting*), CEO of Veridian Credit Union in Waterloo, was named Woman of the Year by the Cedar Falls chapter of Business and Professional Women. Trainor is a member of the College's Executive Advisory Board.



1976

Ed Frentress (*Marketing*) is vice president of sales at DB Squared, a software company in Fayetteville, Ark.

Tom Haight (*MA*) is in his 24th year of teaching in the business technology department at Seminole High School in Florida. He is also the school's swimming coach.

1977

Scott Broshar (*Economics*) is co-founder of Absolute Title, Inc., which just celebrated 12 years in business. Scott lives with his wife and daughters in Chelsea, Mich.

1978

Greg Beer (*Management*) is field marketing director for Snapple, a division of Cadbury Schweppes, in Plano, Texas.

1981

Richard Dennert (*Accounting*) is director of taxation at MB Investments, an office of the Bucksbaum family that started General Growth Properties. Previously, Dennert served the company as vice president of taxation.

Mike Lind (*Management*) was named president of Pella Corporation Sales Subsidiaries in West Chicago. He was previously Pella's general manager for the Designer Series brand.

Michael Wagner (*Management*) is senior program coordinator for the Character Counts character education program. He lives in Los Angeles.

Gregor MacDonald (*Economics*) is executive vice president – credit risk analytics at Countrywide Bank in Washington, D.C.

1982

Dorothy (Haasis) Jamieson (*Accounting*) is an escrow officer in Phoenix, Ariz.

1983

Randy Ramlo (*Management*) was promoted from COO to CEO of United Fire & Casualty in Cedar Rapids. He has been with the company 22 years.

1984

Donald Hartley (*Marketing*) is an account manager for Lightedge Solutions in Waukeg.

David Altman (*Economics*) is director of vantage and voice operations for CSG Systems, Inc. and lives in Lavista, Neb. with his wife, Sharon, and children, Molly, Sarah, and Nicholas.

1985

Jeff Quint (*Accounting*) and his wife own Cedar Ridge Vineyards Winery and Distillery in Cedar Rapids. Quint is also executive vice president at NSCA, a trade association in Cedar Rapids.

1986

Kimberly (Jasper) Hauge (*Management*) is an audit consultant for Jefferson Wells International in Minneapolis. She and her husband, Garry, have one daughter.

Jeff Tobin (*Economics*) is a sales representative with Edwards Lifesciences in Des Moines.

Eric Nielsen (*Economics*), pastor of First Presbyterian Church in Eau Claire, Wis., was elected moderator of the Synod of Lakes and Prairies in the Presbyterian Church (U.S.A.).

1988

John King (*Accounting*) is director of internal controls at BMC Software in Houston, Texas.

Eric Lothe (*Management*) was named president and CEO of Health Enterprises of Iowa.

1989

Kip Elliott (*Accounting*) was named senior vice president of business administration for Minnesota Twins baseball.



John Huber (*Accounting*) is treasurer for business operations for the Bettendorf Chamber of Commerce. He is also a client service partner with Anderson, Lower, Whitlow, PC, of the Quad Cities.

Kevin Hansen (*Marketing*) was promoted to vice president – creative strategies for Hellman, a full-service marketing, advertising, and public relations agency in Waterloo. Hansen previously served as copy director and has been with Hellman since 2004.

Ronald Rolighed (*Economics*) is managing director at Harris Alternatives LLC, Chicago. He and his wife, Gloria, live in Northfield, Ill.

1990

Joyce (Lyons) Dunlay (*Management*) is a commercial banker with Liberty Bank in Waterloo.

Nick Nurse (*Accounting*) was named head basketball coach for the Iowa Energy, which is part of the Iowa NBA Development League. Nurse had been coach of the Brighton Bears, a British basketball team, prior to this position.

Brenda (Barlow) Oliver

(*Management*) is a learning and development manager at Wells Fargo in West Des Moines.

Jon Shepherd (*Economics*) was named among the Best Lawyers Under 40 in Dallas by *D* magazine.

Julie Starnes (*Management*) is director of business development at RSM McGladrey in the Cedar Rapids area.

Jon G. Shepherd (*Economics*) recently started his own law firm in Dallas, focusing on business litigation.

1991

Chris Byrnes (*Accounting*) is national vice president, group services, for United Health Care and lives in Duluth, Minn.

Teresa (Chapman) Carter (*Accounting*) was named associate controller at First National Bank of Muscatine. She has been with the bank since 1988.

Brigitte (Palmer) Doleshal (*Accounting*) is an internal audit manager for CHAN Healthcare Auditors in Kansas City, Mo.

Devin Garrity (*Accounting*) was promoted to divisional vice president at Consolidated Bedding Industries.

Steve Armbrrecht (*Economics*) is a marketing associate for Providence Transportation in Cedar Rapids. He serves as chairman of the Fiscal Management Committee, which assists the Sioux City City Council with such issues as water rates and creating enterprise funds.

1992

Kerry Anderson

(*Management*) is a motor vehicle deputy with the Humboldt County Treasurer's Office in Dakota City.

Rob Origer (*Marketing*)

directs retail services at Echostar Communications Corporation in Englewood, Colo.

Lisa Rossmiller (*Accounting*) is senior counsel for international business transactions at the international law firm Fulbright and Jaworski in Houston, Texas.

Christine Twait (*Economics*), director of grants and external relations for UNI's Business and Community Services and UNI's interim associate vice president for Sponsored Programs, received the National Pollution Prevention Roundtable's Individual Achievement Award.

1993

Greg Blythe (*Accounting*) was named assistant vice president of the financial division at the IMT Group in the Des Moines area.

Carol Frazell (*Management*) is the colon cancer care coordinator for John Stoddard Cancer Center in Des Moines.

1994

Michelle Byers (*Management*) was promoted from employee and labor relations coordinator to associate director for Human Resource Services at UNI.

Jude Hopkins (*Management*) is a senior underwriter and manager at Southwest Guaranty in Houston, Texas. Before joining the company,

Hopkins spent seven years as a commercial loan officer at GMAC Commercial Mortgage in Houston, where she produced more than \$150 million in loan originations.

Tanya (Friders) Nelson

(*Management*) is a preschool teacher and has three children. She lives in La Crescent, Minn.

David Adams (*Economics*) works for Sara Lee Bakery Group. He lives in Mount Pleasant with his wife, Marci, and daughter, Kylee.

1995

Curtis Schneekloth

(*Accounting*) was named investor relations director for Cooper Tire & Rubber Company. Prior to joining the company in 2003 as senior internal auditor, Schneekloth worked as a consultant in Prague, Czech Republic, as financial director and partner in XM, sro, a Prague-based importer, and in auditing positions with PricewaterhouseCoopers in Prague and Deloitte & Touche in Houston, Texas.

1996

Richard Stanley (*MBA*) was elected shareholder of the Brinks Hofer Gilson and Lione law firm in Chicago. Stanley practices law in the mechanical computer arts area.

Olga Logvina (*MBA*) is a vice president with the CFA Association of Russia and works as a mutual fund portfolio manager in Moscow.

Bradley J. Schaufenbuel (*MIS*) was married in March. As senior manager of I.T. Risk for Zurich Financial Services, he finds himself writing

articles in both industry and research journals. (We asked him to contribute, and the result is on page 5!)

1997

Apryl (McMartin) DeLange

(*Management*) is a shareholder in the accounting firm of Hopkins and Huebner.

Dana Jergenson (*Finance*) is a relationship manager in the Commercial Department of US Bank in Cedar Falls.

Todd Millang (*Finance*) was named Downtown Broker of the Year for 2006 by Des Moines' Downtown Community Alliance. Millang also received this award in 2004.

Scott Sernett (*Marketing*), a financial adviser with Northwestern Mutual Financial Network, is a national committee member of the National Association of Insurance and Financial Advisors Young Advisors Team. Sernett also earned membership in the Million Dollar Round Table.

1998

Jeff Grant (*Economics*) was chosen as one of Southern California's Rising Stars for 2007 by *Super Lawyers* magazine. Grant is a civil attorney practicing in Los Angeles.

Shawn Maiers (*Accounting*) is a senior reporting accountant at ECMC.

Brent Schweer (*Management*) is co-owner of American Credit Repair in Janesville.

Andrew Reimer (*Economics*) traveled the world extensively after graduation. In 2002, he

settled down in his hometown of Garnavillo and is working for New York Life.

1999

Neil Davis (*Marketing*) is the corporate counsel for US Bank in Minneapolis.

Karen (Willie) Grode (*MBA*) was named head of the newly realigned Girl Scouts of Greater Iowa; she previously served as CEO of the Girl Scouts of Conestoga Council in Waterloo for seven years.

Matthew Harnden (*Finance*) earned his MBA from Drake University and is a risk management consultant for Wells Fargo Card Services in West Des Moines.

2000

Halley (Ranes) Nehring (*Finance*) is a commercial lending analyst with GMAC and lives in Waxahachie, Texas.

John Solis (*Management*) recently completed his PhD in Education at the University of Wyoming-Laramie.

2001

Holly Olson (*Finance*) is assistant director of marketing support, Annual Giving Programs, at the University of Iowa Foundation. She had been the owner of TW Capital and assistant director of the Pioneer Fund at Grinnell College.

Lynette Stream (*Finance*) is employed by MidWestOne Bank in Oskaloosa.

2002

Chris Banse (*Accounting*) was promoted to assurance manager at McGladrey & Pullen in Cedar Rapids.

Adrien Harraway (*Management*) is assistant director of football academics at the University of Virginia in Charlottesville.

Robert Palermo (*Marketing*) is district manager for Kraft Foods in Carol Stream, Ill.

Bradley Thatcher (*Accounting; MAcc '03*) is a senior associate at McGladrey & Pullen in Cedar Rapids.

Megan (Swanson) Thiel, (*Economics*) is an attorney with Snell & Wilmer, LLP. She and her husband, **Andy Thiel** (*MIS '01*), live in Phoenix, Ariz.

Travis Olson (*MIS*) moved to Singapore to serve as a contract Web developer for the Santa Barbara, Calif., company New Directions in Computing.

2003

Chris Kremer (*Marketing*) is the event management director at the Gallagher-Bluedorn Performing Arts Center at UNI. Kremer had been with the Civic Center of Greater Des Moines prior to this position.

Cass Meyer (*Marketing*) is the marketing coordinator at VGM Financial Services in Waterloo.

Mark Oliver (*Marketing*) became the niche sales executive for the *Waterloo Courier*, where he had previously been an account executive.

Scott Johnson (*MIS*) is manager of software development for the information technology division at Metropolitan Health Plan.

Jeff Scudder (*Economics*) attends law school at the University of Iowa where he is editor of the *Law Review*.

John Pantazis (*Economics*) attends law school at the University of Iowa and is on the *Law Review*. He was married this past summer in Iowa City.

2004

Marc Cahalan (*Marketing*) is a sales associate for VGM Financial Services in Waterloo. He had previously been with TriStar Distributing in Indiana.

Scott Mueller (*Finance*) is a personal banker at Farmers State Bank in Waterloo.

Staci (Lawler) Nelson (*Finance*) is a revenue examiner with the Iowa Department of Revenue.

Adam Short (*Finance*) is a financial analyst with Golub and Company in Chicago.

2005

Amber (Anderson) Ernst (*Marketing*) is a mortgage consultant with Valley Bank and lives in De Witt.

Rashell Hageman (*Finance*) is a producer for Arthur J. Gallagher Companies in Sioux City.

Jeff Harrison (*Marketing*) plays the lead role as a wrestler in the feature-length independent film *7 minutes*, a reference to the length of a collegiate wrestling match. While competing for UNI during the 2006-2007 season, Jeff was ranked in the top 10 nationally at 149 pounds. Professionally, he is an adviser for Stryker Endoscopy Equipment.

Michelle Heuton (*Marketing*) is an associate in client services at Mudd Advertising in Cedar Falls. She was previously with Farm Bureau Financial Services.

Kimberly Perry (*Management*) is an administrative assistant, resource development coordinator, barn manager, and instructor for Miracles in Motion in Cedar Rapids.

Allison Quandt (*Marketing*) was promoted to district manager with Frito-Lay in Cedar Falls.

Amanda (Hoke) Robert (*Accounting*) is an accountant with Aegon USA Investment Management in Cedar Rapids.

Kinsey Schaul (*Management*) is a personal banker at West Bank in West Des Moines.

Courtney Winner (*Marketing*) was named director of operations for the University of New Mexico volleyball team, where she assists with the team's day-to-day operations and community relations. Winner earned her MA in Sports Administration at the University of Northern Colorado in 2007 and worked with USA Volleyball.

Andy Anderson (*Management*) works in logistics and purchasing for a Swedish company, Atlas Copco, at the North American headquarters in Denver, Colo.

David Holtkamp (*Economics*) is in France completing his master's degree in International Finance.

2006

Drew Andersen (*Economics*) is a *Waterloo Courier* business reporter. He had previously been a part-time sports reporter.

Shane Austerman (*Finance*) is a lender in the commercial lending department at Regions Bank.

Brandee Hargens (*Marketing*) is a sales management recruiter for Maxim Healthcare Services in Omaha, Neb.

Ryan Kriener (*Management*) is a financial representative for Thrivent Financial for Lutherans in Waverly.

Ben Loss (*MIS*) is a system engineer at Cerner Corporation in Kansas City, Mo.

Erica Mealhow (*Marketing*) is a media assistant at Mudd Advertising in Cedar Falls.

Mamie Strouf (*Management*) was promoted from supported-living staff to site coordinator in the Community Living Program for Exceptional Persons, Inc. in Waterloo.

John Schabilion (*Economics*) works in the research department of Harris Alternatives in Chicago.

Nate Wittmaack (*Economics*) is working as a team leader at the Target Distribution Center in Cedar Falls.

2007

Omar Medina (*Management*) has taken a position at ESP International as global commodities director.

Alumni In Residence

Each year UNIBusiness honors alumni who have distinguished themselves in the business community by naming them Alumni in Residence for each College department. These alumni are invited back to campus to visit classes, share their business expertise with students, and discuss the importance of undergraduate preparation for a successful career. Congratulations and thank you to these outstanding alumni!



ECONOMICS: LISA DREYER '87
Vice President and Private Client
Advisor, Wells Fargo



FINANCE: JONATHAN LEWIN '97
Director of Finance, Fraunshuh
Companies



MANAGEMENT: SANDRA STORK '96
Senior Business Analyst, Principal
Financial Group



MBA: TIM HURLEY '74
Mayor, City of Waterloo



ACCOUNTING: ELLEN VALDE '85
Partner, PricewaterhouseCoopers LLP



MARKETING: COREY B. MORITZ '93
Senior Vice President of Sales and
Marketing, Max 3, LLC

A photograph of two men in dark suits and ties, engaged in a conversation. The man on the left is seen from the back, with grey hair and glasses. The man on the right is facing him, with dark hair, and is gesturing with his hands while speaking. The background is a blurred indoor setting with wood paneling.

Bringing Students the World

*UNIBusiness partners with Hobai
University to create dual-degree program*

*UNI Alumnus Jim Rudd offers an inside
look at global business*

New student, faculty exchange programs

Opening a World of Opportunities



UNI President **Benjamin Allen** and **Zhang Changkuan**, president of Hohai University in Nanjing, China, reviewed an agreement last spring that provides opportunities for *UNIBusiness* faculty and students to interact with their counterparts at Hohai. The university is a National University, one of China's premier research and teaching institutes ranking among the top 100 universities in the People's Republic of China. It is administered directly under the Ministry of Education.

Through this "2 plus 2" agreement, Hohai business students will study two years in China, transfer to UNI for two years and receive degrees from both universities. This partnership also provides a seamless transition for Hohai business graduates into UNI's MBA program. From an educator's perspective, UNI and Hohai faculty can teach

at both universities to gain a greater understanding of global business issues and conduct cooperative research.

"This partnership opens the door to the world," said President Changkuan. "What our students and faculty gain by coming to UNI, in addition to receiving an outstanding education, is the opportunity to learn about American culture. We teach our students the philosophy of Confucius, but they learn American ideology when they come to the U.S. That cultural training is important."

From an economic standpoint, President Changkuan said, "Our university is deeply involved in policymaking, integration, and management utilization of water resources. Through this collaboration, one can affect or raise the level of teaching and research, which benefits the national economy."

Hohai has paid a great deal of attention to academic exchange, both at home and abroad, and established extensive cooperative and exchange relationships with prestigious universities not only in the U.S., but in France, the U.K., and Holland as well. Several Hohai students who are studying at UNI sent letters to President Changkuan in praise of these cooperative agreements.

Yunlei Gu, a second-year 2-plus-2 student who will complete her studies in May, said, "The biggest benefit of this program is that every day is a challenge and adventure. Being at UNI helps you improve and think not only about yourself, but about society in general. And you meet different people who, whenever you talk with them, give you a new view. When you go to another place, you find that everything is possible."

MBA student **Yue Lin** said, "UNI's MBA program has allowed me to look inside, see my potential, and provide a clear direction for my future. And, as is known to all, the U.S. has the best universities in the world. Getting a degree from a good university in the U.S. is a symbol of capability and competency."

Said *UNIBusiness* Dean **Farzad Moussavi**, "At a time when many American universities are eager to establish a presence in China, *UNIBusiness* is leading the way with a firmly established partnership with one of China's elite universities."



A delegation from Hohai University in Nanjing, China, visited UNI to solidify a partnership between the two universities and their respective business programs. Present at the talks were (from left) Director of Planning and Development Zengchuan Dong, College of Public Administration Dean Guoqing Shi, Business School Dean Yang Zhang, Hohai University President Zhang Changkuan, UNI President Benjamin Allen, Acting UNI Provost James Lubker, UNIBusiness Dean Farzad Moussavi, UNIBusiness Associate Dean Leslie Wilson, and Associate Director of International Cooperation Hongsheng Chen.

New Partners for Exchange

In today's increasingly multicultural world, experience in another country has become a necessity. By studying and traveling abroad, students learn to function in a different system, develop greater independence, and significantly enhance their future job prospects. New exchange programs this year in Germany, France, and China expand UNIBusiness faculty opportunities to conduct research, teach with colleagues from other universities, and bring new insights back to the classroom. Their experiences give UNIBusiness students a clearer view of today's global business landscape.



Steve Wartick Invited to Speak in Abu Dhabi

Management Professor **Steve Wartick** traveled to Abu Dhabi to speak about corporate social responsibility in the 21st century at a recent conference of the Emirates Center for Strategic Studies and Research. The conference was co-sponsored by the William S. Cohen Center for International Policy and Commerce at the University of Maine.

Professor Wartick, who teaches UNI's Seminar in International

Business, addressed the conference on the interconnectedness of corporate responsibilities in a globalized world. He cautioned managers of multinational corporations that the views of pragmatists are as important as the views of idealists.

In its 10th year, the conference was attended by U.S. Ambassador Michele Sison, former U.S. Secretary of Defense William S. Cohen, and members of the UAE government.

Students Study in Germany

A new exchange program with the Mercator School of Management at Duisburg-Essen University in Duisburg, Germany, allows UNIBusiness students

to take courses in Accounting, Finance, Management, and European Economics. All courses are taught in English. With this agreement, students can study for six weeks in Duisburg during the summer

and earn up to six hours of business credit. **Matt Phillips** (Management) was the first UNIBusiness student to take advantage of the opportunity.

European Liaison Named

Janet Rives, Emeritus Professor of Economics, has a long history of encouraging students to take advantage of international programs. She continues this work as a liaison with our international partners in Europe. Professor Rives retired in 2004 but continues to collaborate on research with her

colleagues on campus as well as promote international exchange programs.

"Successful partnerships require nurturing. With Janet's help, we hope to increase the number of UNI students studying in Europe and bring faculty from our partner locations to teach UNI students," said Associate Dean **Leslie Wilson**.



Business Training offered in Ghana

During spring 2006, Management Instructor **Chris Schrage** traveled to Ghana, Africa, with students to help build a small store in Kopeyia, a rural farming village of 1,000 people. During spring break 2007, Schrage returned to Ghana with three students to provide hands-on business training to store employees. The Ghanaian students who run the store learn about business practices, such as pricing, management,

and inventory control using a book, *Business for Beginners*, written by members of UNI's International Club of Business Students, which is advised by Schrage. **Angel Anderson** (Finance), pictured left, at far right, said, "These experiences have been life changing. Living in a different culture from our own allows us to see all of the similarities and differences, as well as appreciate what is provided to us in North America."

An Inside Look at Global Business by Jim Rudd, '71

No one denies the interconnectedness of global markets, but the truth hits home with a chance to visit the international players. A business trip in April put me in Dubai, Abu Dhabi, Singapore, and Hong Kong just two months after the world equity markets declined by an average of five percent in a single week. That sell-off, which began in the Far East, had many fearing a seismic shift in the world's economic balance of power.

The Shanghai Composite, after rising nearly 160 percent in 2006, had tumbled nine percent, leading many to believe the Chinese equity bubble had burst. At the same time, the Japanese yen began to appreciate, threatening to unwind the so-called "yen carry trade" that borrows in that low-yielding currency to fund purchases of higher-return assets in other currencies, estimated to infuse about a trillion dollars in liquidity internationally.

These two events, coupled with a growing concern that a slowing U.S. economy would negatively impact the Asian export market, caused a stampede away from riskier asset classes, particularly equities. As I write this, we are now in the midst of another dramatic sell-off – the U.S. equity market is down



Jim Rudd was honored in 2006 with UNI's Heritage Award for Alumni Achievement.

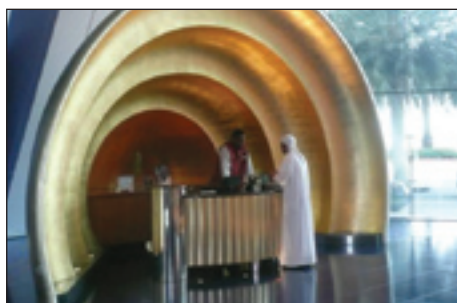
more than 5 percent from a record high on the Dow. This time the culprit can be found on our shores in the rapid deterioration of sub-prime lenders. The subsequent "repricing" of risk has created investor uncertainty, and now world markets are feeling the impact. We can talk all day about the entwined global economy, but its concrete reality is in the details of the financial markets.

The situation in the United Arab

Emirates (UAE) is a little more subtle, but the amount of capital being invested has an impact on markets around the world. On my way to Hong Kong, I spent time in Dubai and Abu Dhabi. My host, Mr. Ahmed Saeed Al Badi, former oil and finance minister for the UAE, explained that for the last 15 years, Abu Dhabi has invested half of its annual oil and gas revenue internationally. That investment portfolio is now so massive it annually earns more than the oil and gas sales themselves. This economy, which once survived on date farming and pearl diving, has been transformed into a sophisticated financial superpower.

The education of a business student must include a solid understanding of the global economy. China's low-cost labor, U.S. mortgage lending policies, and the UAE's strategic investment policies – along with the details of business in countries around the world – have an impact on the day-to-day decisions of every investor, manufacturer, or manager, no matter where he or she does business.

Jim Rudd is CEO of Ferguson Wellman Capital Management in Portland, Ore., and board chair, Federal Reserve Bank of San Francisco, Portland branch.



UNIBusiness Students Get In the Zone

UNIBusiness students can spend up to one year interning in the Free-Trade Zone (FTZ) in Dalian, China. The FTZ, one of 15 in the country and the only one in northeast China, is a special economic area where goods can be imported and exported with limited taxation by the government. More than

4,000 companies are located in the Dalian FTZ, providing our students the opportunity to work with both Chinese and non-Chinese companies and gain knowledge about how free-trade zones operate. Dalian Port is used to transport cargo to the Middle East, South Asia, North America, and Europe. The port

handles 150 million tons of cargo per year and has trade contacts with more than 300 other ports in 160 countries and regions.

Thanks to the Bill Kimball Fund for International Development for providing support for this year's internship program.



Hong Kong Alums Reunite for an Evening of Fun

The newly formed Hong Kong chapter of the UNI Alumni Association kicked off the 2007-2008 academic year with Meet the Dean Night. More than 60 alumni were on hand to socialize and meet



UNIBusiness Dean **Farzad Moussavi**, who was in Hong Kong to

teach an MBA course to 26 Hong Kong business professionals.

"I met so many accomplished alumni holding key positions in a wide range of

industries – they are uniformly happy with the education we deliver," said Dean Moussavi. "Hearing 60 Chinese businesspeople chant 'UNI Panthers' in a trendy Hong Kong karaoke club was surreal!"

The Hong Kong Alumni Association has also been active on the athletic field with the creation of a football (soccer) team, the UNIBusiness Pumas. "So far from home, surrounded by nothing but tall skyscrapers, it was thrilling to see the huge UNI MBA banner and all of the players wearing UNI jerseys – with

the manufacturer's Puma logo cleverly approximating our own Panther," said Dean Moussavi.

The chapter's executive team includes **Amy Yeung '04**, Regional Bancassurance Director for SE Asia regions for AIG, along with **Alex Wong '06**, **Tony Leung '08**, **Denis Law '07**, **Emil Chan '06**, **Stanley Lau '06**, **Victor Lee '06**, **Andrew Tsang '06**, **Benny Hui '04**, and **Jackey Cheng, '06**.

To learn more about the association or attend the next gathering, contact **Amy Yeung** at amykweung@yahoo.com.hk.

Students Earn Global Business Professional Certification

UNIBusiness is offering a new course, Global Trade Management, which covers international trade transactions and logistics issues, to help students gain exposure to the terminology and challenges of managers operating in the global arena. Students completing the course are encouraged to sit for the Certified Global Business Professional (CGBP) certification exam, offered by

the North American Small Business International Trade Educators (NASBITE).

CGBP certification offers a professional edge for students interested in international business and any field that might be global in nature, such as global business management, global marketing, supply-chain management, and trade finance. For people experienced in

international trade, the certification confirms their knowledge in global business. For candidates just beginning, it establishes a professional development goal to ensure they have a full understanding of the profession. For companies, CGBP certification assures that employees are able to practice global business at the level required in today's competitive environment.

Graduate Students Live and Learn in Paris

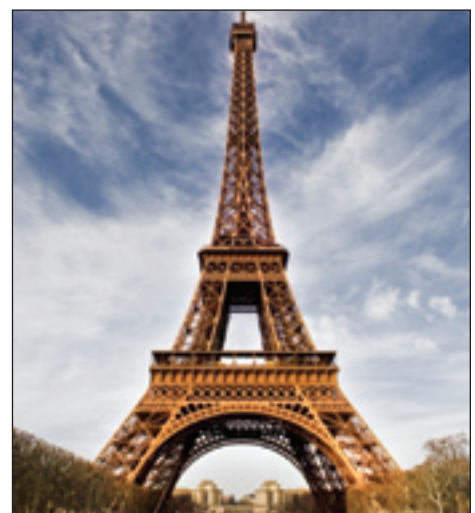
For two weeks every May, MBA and Master of Accounting students can participate in an international business seminar at Institut Supérieur du Commerce in Paris (ISC), one of the leading business schools in France.

The goal of the seminar, which has been available to UNIBusiness students for the past four years, is to expose them to common business practices within the European Union. Participants also gain significant insight into the cultural, social, and political environments in France.

"The European Union is a formidable

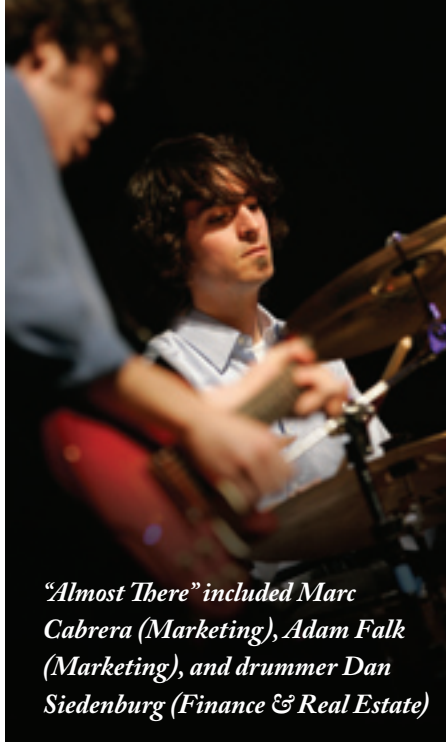
player in the world economy, as both GE and Microsoft learned the hard way," said MBA Program Director and Associate Dean **Leslie Wilson**. "From the faculty and corporate executives who teach at ISC, our graduate students gain an appreciation for the opportunities and difficulties associated with doing business in the EU."

UNI *Thanks the Bill Kimball Fund for International Development for supporting students attending this year's international business seminar.*



UNIBusiness Students...And Artists!

UNIBusiness students entertained more than 300 attendees at this year's Graduation Celebration held on campus at the Gallagher-Bluedorn Performing Arts Center. Each act, which was chosen by fellow business students during a College-wide talent search, contained at least one performer from UNIBusiness.



"Almost There" included Marc Cabrera (Marketing), Adam Falk (Marketing), and drummer Dan Siedenburger (Finance & Real Estate)



Dan Ring (MBA)



"III MC's" included (at left) Dan Taylor (Economics)



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