

SOUTHERN ILLINOIS UNIVERSITY
EDWARDSVILLE

SCHOOL OF BUSINESS

engaged innovative committed harmonious active excellent assets

2006



DEAN'S REPORT



Undergraduate (Baccalaureate) Programs

BS Accountancy
BS Business Administration
BS Business Economics and Finance
BS Computer Management and Information Systems

Graduate Programs

Master of Business Administration
MS Accountancy
Master of Marketing Research
MA Economics and Finance
MS Economics and Finance
MS Computer Management and Information Systems

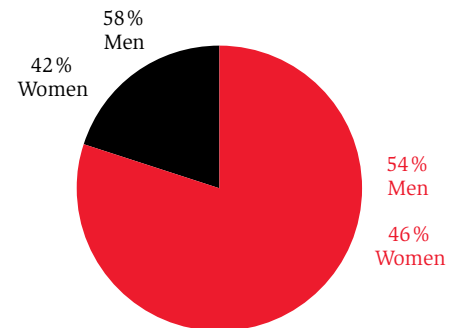
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Fall 2006 Enrollment

■ Undergraduate (1,125)

■ Graduate (279)



Executives from the area's major corporations interact with students as part of the Chancellor's Residence Program. In April, Patrick J. Finneran, Jr. (above), president of Support Systems for Boeing, participated in an economics class discussing how macroeconomics conditions affect Boeing's strategies in the defense industry. Patricia L. Mercurio (BA '72)(below), president of Bank of America – Missouri, visited SIUE in January and spoke with students about challenges the next generation of managers will face.





Gary A. Giamartino, Ph.D. - Dean, SIUE School of Business

MESSAGE FROM THE DEAN

Over the next several months, it is likely that you will be hearing and reading more news reports about higher education. The Spellings Commission Report from the U.S. Department of Education, among other things, calls on universities to be more accountable to their constituents.

I want you to know that the School of Business at Southern Illinois University Edwardsville is committed to continuously improving its programs and its operations in ways that deliver greater value to our students and to the citizens of Illinois. The strategic planning in the School has helped us to identify the priorities that will add the most value to our students' education and also keep us on track to address those priorities.

In last year's report, we shared with you our priorities for the next two years. I am delighted to update you on the significant progress we have made on all of those priorities. You will see evidence of that progress on the pages of this report. We have much more to accomplish over the next several months, but I have confidence that our team will continue to be successful.

Mission of the School of Business -
The mission of the School of Business is to prepare students and business professionals and to improve business practice through high quality instruction, research, and professional activities.

Consistent with our strategic plan and priorities, we have, in the past twelve months:

- begun a marketing research program to provide the foundation for development of a full-scale marketing plan;
- met with our alumni at their workplaces and offered several opportunities for them to participate in activities on campus;
- implemented our undergraduate enrollment management plan to help assure quality in our classrooms;
- made strides to improve the physical environment of our School so that it has a more business-school feel.

Once again, our Annual Report for the 2005-06 academic year is organized according to the long-term goals of SIUE and the School of Business...

- Engaged Students and Capable Graduates
- Innovative High Quality Programs
- Committed Faculty and Staff
- Harmonious Campus Climate
- Active Community Engagement
- Excellent Reputation
- Sound Physical and Financial Assets

Because of the dedication and support from our many alumni, faculty, staff, and friends, we are able to educate students who become successful leaders in their companies, their communities, and their families. Thank you for your leadership in behalf of our students.

Gary A. Giamartino, Ph.D.
Dean, SIUE School of Business



Business students spoke with Michelle L. Hinton (BS '02), branch sales manager (far left), and Jill Ott, recruiting consultant (second from left), with Regions Bank, during the recent Career Fair on campus.

SIUE Business Students Get an Education In and Out of the Classroom

The SIUE Career Development Center offers a multitude of support tools for students as they develop their career opportunities. By working in partnership with employers and creating strong relationships in the community, students have the opportunity to apply their classroom learning in respected companies throughout the St. Louis area.

Each year, the SIUE Career Development Center works closely with the School of Business to prepare students for the transition from the classroom to the professional world. To achieve this goal, the CDC helps business students find internships and co-ops that give them the experience they need to succeed after college. In addition, the CDC brings more than 100 respected businesses and corporations to campus for recruiting and interviews, including many Fortune 500 companies.

In the 2005-2006 academic year, 248 employers recruited SIUE and School of Business students through on-campus Career Fairs.

Businesses Providing Internships to Students

BKD, LLP
 TheBANK of Edwardsville
 Clear Channel Radio
 Deloitte & Touche
 Drury Inns, Inc.
 Edward Jones
 Ernst & Young, LLP
 Express Scripts
 Federal Reserve Bank of St. Louis
 Fleishman-Hillard, Inc.
 Jaros Technologies Corporation
 JC Penny
 KPMG, LLP
 The Monsanto Company
 Northwestern Mutual
 Financial Network
 Pfizer
 Regions Bank
 The ROHO Group
 RubinBrown, LLP
 Sherwin-Williams
 Walt Disney World

Businesses Participating in On-Campus Career Fairs

A.G. Edwards, Inc.
 Allsup Inc.
 Anheuser-Busch Companies, Inc.
 TheBANK of Edwardsville
 The Boeing Company
 Clear Channel Radio
 Edward Jones
 Enterprise Rent-A-Car
 Federal Reserve Bank of St. Louis
 Fleishman-Hillard, Inc.
 Hortica, The Florists' Mutual
 Insurance Co.
 Internal Revenue Service
 Mass Mutual Financial Group, Inc.
 The Monsanto Company
 National City Bank
 Northwestern Mutual
 Finance Network
 Regions Bank
 Sachs Electric Company
 SM Wilson & Co.

Businesses Participating in On-Campus Interviews

AFLAC
 TheBANK of Edwardsville
 BKD, LLP
 Deloitte & Touche
 Edward Jones
 Emerson Electric
 Enterprise Rent-A-Car
 Ernst & Young, LLP
 Express Scripts
 KPMG, LLP
 Lockheed Martin
 Integrated Systems & Solutions
 Mass Mutual Financial Group, Inc.
 MetLife Financial Services
 The Monsanto Company
 MPP&W, PC
 Northwestern Mutual
 Financial Network
 Regions Bank
 RubinBrown, LLP
 Scheffel & Company, PC
 Stone Carlie & Company
 Wells Fargo Financial



INNOVATIVE HIGH QUALITY PROGRAMS

Madhav N. Segal, Ph.D., director of the Master of Marketing Research Program and professor of marketing at SIUE, addresses alumni, friends, and faculty at the gala celebrating the MMR Program's 20th Anniversary.

The Master of Marketing Research Program Remains a Leader in the Industry and Academia

Founding a new graduate degree program – especially in a relatively niche business – can be a risky proposition. In the past 20 years since its founding, SIUE's Master of Marketing Research (MMR) Program has made strides in the academic world as well as in the marketing research industry.

When SIUE's MMR program first was established in 1986, it was the second such innovative program in the country. It was developed specifically to address the unrealized need of businesses for skilled marketing research professionals and students' needs for a career in marketing research. As the program celebrates its 20th anniversary this year, it is widely recognized as one of the top MMR programs in the nation.

As MMR program director and marketing professor Dr. Madhav N. Segal states, "When I founded the MMR program 20 years ago, it was based on the philosophy that combining practical knowledge with intensive academic training in marketing research would prepare students in a way no other program could. Now, as we celebrate 20 years of success, we continue to reinvent our program to meet the evolving needs of students and businesses in this new millennium characterized by intense technological change and globalization."

The strong positive reputation of this prestigious MMR program comes from its ability to remain relevant, rigorous, competitive, and responsive to the needs of the marketing research industry. In order to better assess the industry's needs, an elite 27-member Advisory Board comprised of marketing research leaders from across the continent was formalized in 2004. The board meets annually to discuss professional development, curriculum, internships and recruitment, along with several other aspects of the program and its development.

The quality of this program is clearly reflected in the fact that for 20 years, graduates of the program have enjoyed a near 100% placement record with leading research agencies and corporations, and a large proportion is in leadership and significant managerial roles within the first three to five years of graduation from the MMR Program.

"Thanks to the MMR, I was able to pursue my education and advance knowledge of marketing through academic research and theoretical reflection while acquiring some practical experience through internships and assistantships. I was operational from the first day I started my career and able to take on rapidly more responsibilities I would never have had the chance to get otherwise."

*Caroline M. Bergdolt (MMR '99)
Manager, Client Services
ACNielsen International Research*

COMMITTED FACULTY AND STAFF



Dr. Thomas J. Douglas, assistant professor of management and marketing, and Dr. James C. Hackard, assistant professor of economics and finance, are corporate executives who both pursued second careers in higher education.

New Professors Find 'Spirit of Continuous Improvement' Inspiring

Any student, past or present, knows the benefits of learning from an inspired professor. Not by chance, SIUE is filled with them. And other professors are taking notice.

“I am impressed by the dedication and capabilities of my colleagues at SIUE,” says assistant professor of management and marketing, Tom Douglas, who came to SIUE in 2005. “There is a spirit of continuous improvement that I find infectious and inspiring.”

Jim Hackard, assistant professor in the Department of Economics and Finance, agrees. “I continue to be more impressed each day with the depth and academic talent of the faculty and staff at SIUE. My dissertation supervisor told me SIUE was a great place for me to be, but I don’t think even he imagined how good it is.”

Both Douglas and Hackard came to SIUE after lengthy careers in the business world – Douglas at SBC and Hackard at USAA Life Insurance Co. Both professors took early retirement options to pursue their growing interest in teaching.

*School of Business Faculty:
59 Full-time
14 Part-time*

*SIUE business faculty
ascribe to a high level
of commitment that is
reflected in the quality
of instruction.*

Coming from the business world has given both men an appreciation for the challenges that face today’s graduates.

“The rate of change in the global marketplace is increasing at an exponential rate,” Douglas says. “Competition and change will come at our graduates at a rapid-fire pace.” Hackard adds that communications skills are critical. “Everyone must be able to effectively communicate results to management in an understandable way that brings about positive action.”

SIUE has been particularly successful recruiting high quality business faculty in a competitive recruitment environment. The School of Business has hired 14 new top-level faculty in the last three years, creating a balance between experience and young, fresh perspectives. It all adds up to a high level of commitment that is reflected in the quality of instruction.

Selected Faculty Scholarly Activities

BOOKS & CHAPTERS

Shaffer, M.A., Francesco, A.M., **Joplin, Janice**, & Lau, T. (2005). Socio-cultural influences on the work-family interface: A cross-cultural investigation of professionals in China, Hong Kong, Mexico, Singapore, and the US. In *International Research on Work and Family*. Lawrence Erlbaum.

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Moore, Jo Ellen, & Burke, L. (2005). Limited perspective bias in technology projects. In *Encyclopedia of Information Science and Technology*. Idea Group, Inc.

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JOURNAL ARTICLES

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Bock, Douglas B., & **Bordoloi, Bijoy**. (2006). Trends in data management: High availability. *Journal of Digital Information Management*, 4 (1), 150-154.

Demirer, Riza, & **Kutan, Ali M.** (2006). Does herding behavior exist in Chinese stock markets? *Journal of International Financial Markets, Institutions & Money*, 16, 123-142.

Demirer, Riza, & Shenoy, P.P. (2006). Sequential valuation networks for asymmetric decision problems. *European Journal of Operational Research*, 169 (1), 286-309.

Clemens, B., & **Douglas, Thomas**. (2006). Does coercion drive firms to adopt 'voluntary' green initiatives? Relationship among coercion, superior firm resources, and voluntary green initiatives. *Journal of Business Research*, 59 (4), 483-491.

Clemens, B., & **Douglas, Thomas**. (2005). Understanding strategic responses to institutional pressures. *Journal of Business Research*, 58 (9), 1205-1213.

Evrensel, Ayse Y. (2005). IMF programs in emerging countries. *Comparative Economic Studies*, 47, 4-22.

Evrensel, Ayse Y., & **Kutan, Ali M.** (2006). Creditor moral hazard in stock markets: Empirical evidence from Indonesia and Korea. *Journal of International Money and Finance*, 25 (4), 640-654.

Evrensel, Ayse Y., & **Kutan, Ali M.** (2005). Editorial introduction: Is the World Bank lending effective in developing countries? *Economic Systems*, 29 (4), 363-365.

Giacobbe, Ralph, Jackson Jr., D., Crosby, L., & Bridges, C. (2006). A contingency approach to adaptive selling behavior and sales performance: Selling situations and salesperson characteristics. *Journal of Personal Selling and Sales Management*, 26 (2), 115-142.



Dr. Ralph W. Giacobbe, associate professor of management and marketing, received the MMR Program's Distinguished Faculty Award.

Harting, Kathleen A., & Erthal, M. (2005). History of distance learning. *Information Technology, Learning, and Performance Journal*, 23 (1), 35-44.

Donthu, N., **Hershberger, Edmund**, & Osmonbekov, T. (2005). Benchmarking marketing productivity using data envelopment analysis. *Journal of Business Research*, 58 (11), 1474-1482.

Jones, Garrett. (2006). Intelligence, human capital, and economic growth. *Journal of Economic Growth*, 11 (1), 71-93.

Jones, Garrett. (2005). A review of Anders Aslund's book, "Building Capitalism." *Economic Systems*, 29 (1), 120-121.

Richard, Posthuma A., **Joplin, Janice**, & Maertz, C. (2005). Comparing the validity of turnover predictors in the US & Mexico. *International Journal of Cross Cultural Management*, 5, 165-180.

Kaikati, Jack G., & Kaikati, A. (2006). Slotting and promotional allowances: Red flags in the supply chain. *Supply Chain Management*, 11 (2), 140-147.

Martell, K., **Navin, John**, & **Sullivan, Timothy**. (2006). Teaching college economics in a high school setting: Lessons learned and implementation strategies. *International Review of Economics Education*, 5 (1), 9-27.

Short J., Piccoli, G., **Powell, Anne**, & Ives, B. (2006). Investigating multilevel relationships in virtual teams: An application using hierarchical linear modeling. *Journal of Information Technology, Theory, and Application*, 7 (3), 1-26.

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Segal, Madhav N., & **Hershberger, Edmund**. (Fall 2006). Preparing marketing research professionals: Assessing skills, knowledge and workplace competencies. *Marketing Research*, 18-25.

Spivey, Christy. (2005). Time off at what price? The effects of career interruptions on earnings. *Industrial and Labor Relations Review*, 59 (1), 119-140.

Thompson, M.J., Lyng, D.C., Larson, E.H., **Tachawachira, Pantipa**, & Hart, L.G. (2005). Characterizing the general surgery workforce in rural America. *Archives Surgery Journal*, 140, 74-79.

Ward, Mark A. (2006). Information systems technologies: A public-private sector comparison. *Journal of Computer Information Systems*, 46 (3), 50-56.

Ward, Mark A. (2005). Publication trends in technology mediated learning (TML): A recent retrospective. *Issues in Information Systems*, 6 (2), 238-243.

Watson, George, Scott, D., Bishop, J., & Turnbeaugh, T. (2005). Dimensions of interpersonal relationships and safety in the steel industry. *Journal of Business and Psychology*, 19 (3), 303-318.

CONFERENCES

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Geisler, C., Kaminski, D., **Berkely, Robyn**, & Layne, L. (2005, December). Up against the glass: Gender and promotion at a technological university. National Academies Convocation. Washington, D.C.

- Berkley, Robyn,** & Watt, A. (2005, August). The proliferation of same-sex harassment: Implications for GLBT protection under Title VII. Academy of Management Conference. Honolulu, HI.
- Berkley, Robyn.** (2005, June). Collapsing silos: Triumphs and trials of MBA curriculum reform. Organizational Behavior Teaching Conference. Scranton, PA.
- Bharati, Rakesh,** Crain, S., & Lesseig, V. (2006, April). The relation between Beta, market capitalization, and trading volume. Eastern Finance Association Annual Meeting. Philadelphia, PA.
- Bharati, Rakesh,** Crain, S., & Nanisetty, P. (2005, April). How do investors think about securities? Evidence on mental accounting and risk aversion. Eastern Finance Association Annual Meeting. Norfolk, VA.
- Bordoloi, Bijoy,** Lockwood, N., & **Bock, Douglas B.** (2006, April). Security threats in wireless network environments: Results from a survey. 5th Security Conference. Las Vegas, NV.
- Bordoloi, Bijoy,** Yager, Susan E., **Sumner, Mary R.,** & **Moore, Jo Ellen.** (2006). Sarbanes-Oxley and IT: A primer for computer personnel researchers. ACM SIGMIS CPR Conference. Claremont, CA.
- Demirer, Riza.** (2005). The Middle East turmoil and crude oil futures dynamics: Implications for risk managers. Financial Management Association 2005 Annual Meeting. Chicago, IL.
- Demirer, Riza.** (2005). An analysis of investor herds in Chinese markets: A-shares vs. B-shares. Midwest Finance Association 2005 Annual Meeting. Milwaukee, WI.
- Judge, W., Bowler, M., & **Douglas, Thomas.** (2006). Understanding organizational change: Evolution of the organizational capacity for change inventory. 2006 Academy of Management Annual Meeting Best Paper Proceedings. Atlanta, GA.
- Clelland, I., **Douglas, Thomas,** & Henderson, D. (2006). Testing resource-based and industry factors in a multi-level model of competitive advantage creation. Allied Academics Spring International Conference. New Orleans, LA.
- Zu, X., Fredendall, L., & **Douglas, Thomas.** (2005). A framework of integrating Six Sigma with total quality management. 36th Annual Meeting of the Decision Sciences Institute. San Francisco, CA.
- Judge, W., Naumova, I., **Douglas, Thomas,** & Koutzevol, N. (2005). Competitive advantage in transition economies: The antecedents and effects of organizational capacity for change. Annual Academy of Management Meetings. Honolulu, HI.
- Zu, X., Fredendall, L., & **Douglas, Thomas.** (2005). Identification of critical principles and practices in a Six Sigma system. 16th Annual Conference of POMS. Chicago, IL.
- Gupta, Manu,** Khurana, I., & Pereira, R. (2006, April). Creditor rights, short maturity debt, and the incentive to manage earnings. Eastern Finance Association 2006.
- Hershberger, Edmund,** & **Segal, Madhav, N.** (2005, March). Assessing skills and knowledge: A qualitative investigation of advertising marketing research positions. Association of Collegiate Marketing Educators Conference. Dallas, TX.
- Hershberger, Edmund,** Gong, J., & Donthu, N. (2005). The moderating role of trust in the Internet and online ad and brand attitude formations. 2005 Society for Marketing Advances Conference. San Antonio, TX.
- Francesco, A.M, **Joplin, Janice,** Shaffer, M.A., & Lau, T. (2006). The role of self-reliance as a coping mechanism in dealing with work-family conflict. Academy of Management Showcase Symposium Annual Meeting. Atlanta, GA.
- White, G.O., & **Joplin, Janice.** (2006). Contracts and conflict resolution strategies in foreign ventures. Academy of Management Annual Meeting. Atlanta, GA.
- Posthuma, R.A., **Joplin, Janice,** Berthelot, A., Tomaka, J.W., & Reynolds, A.J. (2006). The importance of expectancy in internet job search: Extending the theory of planned behavior. Academy of Management Annual Meeting. Atlanta, GA.
- Berthelot, A., & **Joplin, Janice.** (2005). Empowerment: clarifying the construct and setting the stage for cross-cultural research. Academy of Management Annual Meeting. Honolulu, HI.
- Lovata, Linda M., Costigan, Michael L.,** & Master-Stout, M. (2005). Goodwill impairments and chief executive officer tenure. American Academy of Accounting and Finance. St. Petersburg, FL.
- Love, Mary Sue,** & Forret, M. (2006). An examination of the work group context: Its relationships to organizational citizenship behavior. Academy of Management Annual Meeting. Atlanta, GA.
- Monaco, Angelo G.** (2006). Collective bargaining impasse in the public sector. St. Louis Labor and Employment Relations Association. St. Louis, MO.
- Navin, John,** & **Sullivan, Timothy S.** (2006). Casinos and crime: A tale of two states. Midwest Economic Association Meetings. Chicago, IL.
- Navin, John,** & **Sullivan, Timothy S.** (2005). How does competition affect state revenue from river boat gambling? Midwest Economic Association Meetings. Milwaukee, WI.
- Doellman, A., & **Powell, Anne.** (2006). Perceptions of Online Voting: New Voters and Senior Citizens. Americas Conference on Information Systems. Acapulco, Mexico.
- Farrar, D. & **Powell, Anne.** (2006). Do universities and students perceive the necessity of security courses? Americas Conference on Information Systems. Acapulco, Mexico.
- Reed, Brad J.,** Hyatt, T., & **Ortegren, Alan K.** (2005, October). An analysis of the recent surge in lease accounting statements. Fall International Conference of the Allied Academics. Las Vegas, NV.
- Reed, Brad J.,** & **Rose-Green, Ena.** (2006, April). Dealing with auditor changes: The unusual case of Callaway Golf Company and its four different auditors in one year. Allied Academics International Conference. New Orleans, LA.
- Huang, H., & **Rose-Green, Ena.** (2006, April). Non-audit fees, auditor independence, and auditor litigation. The American Accounting Association Mid-West Region Meeting. Chicago, IL.
- Segal, Madhav N.** (2005, September). Handling the demands of consumer insights: Contribution of graduate education in marketing research. American Marketing Association Conference. Boston, MA.
- Segal, Madhav N.** (2005, March). Climbing the corporate ladder: Challenges and opportunities for Asian Americans. Oasis Speakers' Series, SBC. St. Louis, MO.
- Sumner, Mary R., Bock, Douglas B.,** & **Giamartino, Gary A.** (2005, August). Identifying key leadership characteristics of IT project leaders. 2005 Americas Conference on Information Systems. Dallas, TX.
- Sumner, Mary R.,** & Hamilton, J. (2005, August). The Turnaround ERP Project: strategies and issues. Eleventh Americas Conference on Information Systems. Omaha, NE.
- Sumner, Mary R.,** Niederman, F., & Maertz, C. (2006, April). An analysis and synthesis of research related to turnover among IT personnel. SIGMIS-CPR 2006 Conference. Claremont, CA.
- Watson, George,** & Freeman, R.E. (2006). The psychology between facts and values. Society for Business Ethics Annual Meeting. Atlanta, GA.
- Papamarcos, S.D., & **Watson, George.** (2006). Unifying a divided line: Enhancing the social justices "learning" in service-learning by building critical thinking skills. 2006 International Conference on Catholic Social Thought and Management Education. Rome, Italy.
- Papamarcos, S.D., & **Watson, George.** (2005). Value stickiness: An integrative model of value-enhancing, value-protective, and value-adaptive behavior and cognition. 2005 International Conference of the Global Business and Technology Association. Lisbon, Portugal.
- Wolff, Laura A.** (2006, April). When the world is a classroom: Adapting classroom assessment techniques for study abroad. NASBITE Conference. Orlando, FL.

Ethics, Professionalism, and Training Put Graduates a Step Ahead

On any given day, newspapers, magazines and cable news programs are filled with stories that touch on the growing topic of business ethics. Ethical dilemmas are not reserved for the corner office, either. From day-to-day, nuanced decision-making to major policy decisions, ethics are a critical and growing concern in the global business community.

The SIUE School of Business is equipping students with the tools to make educated, ethical decisions through courses covering business ethics and corporate social responsibility. In addition, students, faculty, and staff of the School of Business adhere to a Code of Professionalism that requires honesty, reliability, preparedness, respect, and personal responsibility for actions and decisions.

“People who have influence over others’ welfare have a moral obligation to carry out that responsibility with integrity, honesty and empathy,” says George Watson, associate professor of management and marketing, who teaches several ethics-based courses. “A commerce of integrity and respect, both locally and globally, can markedly improve the lives of all business stakeholders.”

“We are working hard to extend our efforts into the business and governmental communities, and we welcome them to participate in our on-going efforts to improve the quality and relevance of our teaching and research,” Watson says. “We want the business community to participate with us, and to know that we are turning out high-quality professionals who understand the importance and relevance of ethical business practices.”

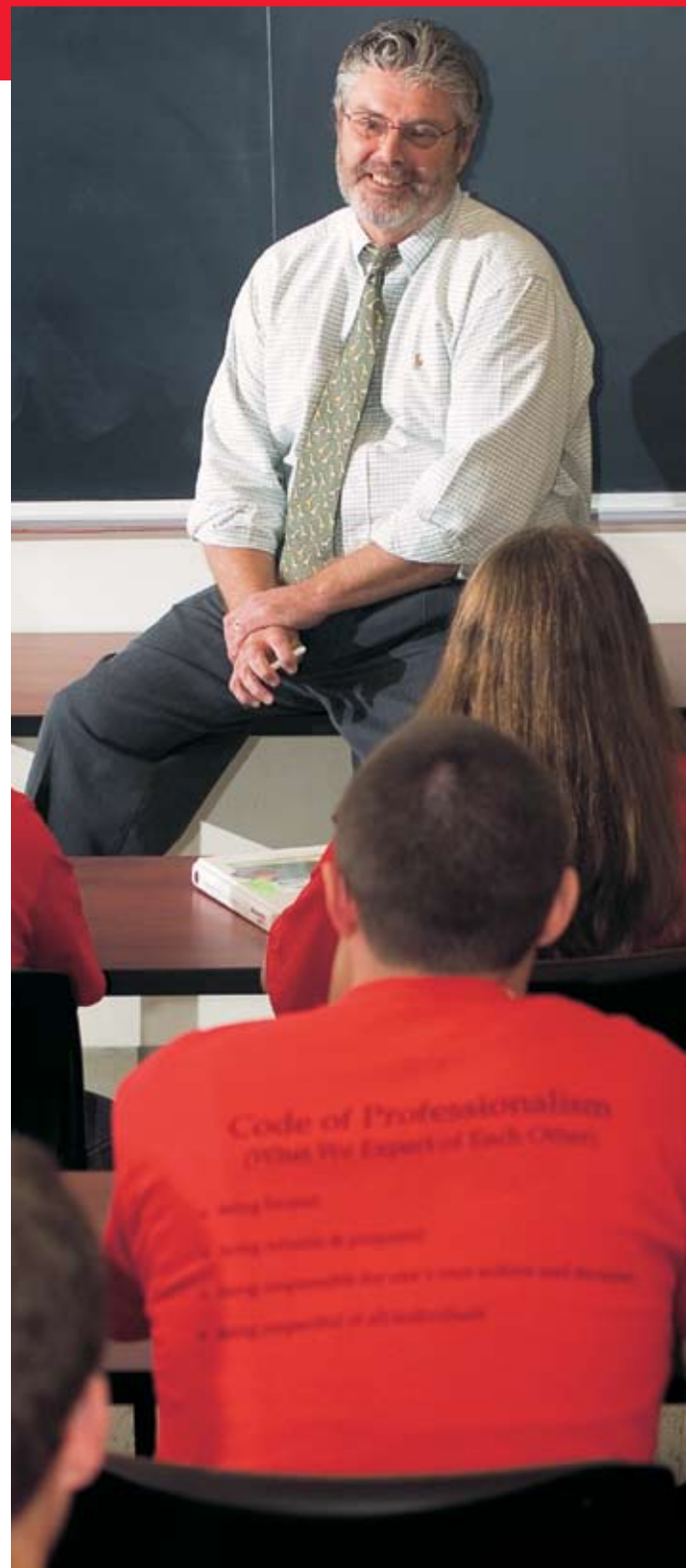
Code of Professionalism *(What We Expect of Each Other)*

Faculty, staff, and students in the SIUE School of Business are expected to contribute to a culture of integrity and professionalism. The School’s culture encourages behaviors associated with education and self-disciplined individuals. Those behaviors include being:

Honest;

Reliable & prepared;

Responsible for one’s own actions & decisions; and
Respectful of all individuals.



Dr. George W. Watson, Jr., associate professor of management and marketing, engages students in a discussion about business ethics.



Steve Forbes, president and CEO of Forbes, Inc., takes time to visit with the community during a recent Arts & Issues event sponsored by the School of Business Abraham E. Rutman Forum Fund. Forbes (left) is pictured here with Chancellor Vaughn Vandegrift and alumnus and SIU trustee Stephen R. Wigginton (BS '85).

Engagement Programs a 'Win-Win' For Students, Business Community

Recognizing the importance of active community participation is a common trait among successful businesses and organizations, and the SIUE School of Business is no exception. The School of Business has a multitude of programs aimed at connecting the University and the business community, including the Small Business Development Center, the International Trade Center, and the Entrepreneurship Center, to name just a few.

For SIUE graduate Mark Showers (BA '77), chief information officer at the Monsanto Company, the program he found most beneficial was the University's Cooperative Education program, which gives students experience in their field of study through connections with area businesses.

"The co-op program gave me a real-life perspective on my original career choice – chemistry," Showers says. "It connected me to resources and also gave me a practical starting point after graduation."

As part of his ongoing interest in the University and its graduates, Showers participates in the School of Business Advisory Board, which is comprised of local and national business leaders, many of them SIUE graduates. His goal is to help ensure that the University continues to focus on critical business skills such as team building, the global business climate, and the importance of collaboration and teamwork – skills he looks for when Monsanto recruits from the SIUE graduate pool.

Programs that connect the School of Business to the business community continue to bring important and influential leaders to SIUE. In the last year, speakers have included two-time presidential candidate and visionary economist Steve Forbes, president and CEO of Forbes, Inc. and editor-in-chief of *Forbes* magazine; and SIUE graduate Steve McCann, executive vice president and chief financial officer of Longs Drugs in California.

"This caliber of speakers provides a fantastic learning experience for our students," says Dean Gary A. Giamartino. "We strive to provide the best business education in the Midwest, and this type of exposure to business leaders is an important spoke in that wheel."

The SIUE School of Business is home to the Small Business Development Center, the Entrepreneurship Center, and the International Trade Center.

EXCELLENT REPUTATION

Leading Companies Seek SIUE School of Business Graduates

There are many ways to measure the success of an academic program. Perhaps the greatest testament to the hard work that goes into building a quality program is the interest that the business community takes in the institution's graduates.

SIUE School of Business Dean Giamartino understands the importance of building relationships and forming partnerships with the local business community. The increased awareness of the quality of the School of Business graduates has literally opened the doors of the region's biggest businesses, including the Monsanto Company, the Boeing Company, Edward Jones and Enterprise Rent-A-Car.

"We recognize the quality of the students coming out of SIUE," says Kay Guse, principle manager of the Analysis and Integration Team, Global Strike Systems, and executive liaison to the University for Boeing. "Graduates are very participative, well-spoken, hard workers who speak highly of the University." She also has noted the communications skills that SIUE graduates bring to the table, which is critical for a team-based company like Boeing.

"The cross-fertilization efforts between Boeing and SIUE have been mutually beneficial," Guse says. "We have a creative, entrepreneurial relationship

with the University that has been very fruitful."

Boeing employs well over 400 SIUE graduates, primarily from the School of Business and the School of Engineering. Boeing invests in the future of SIUE students by providing scholarship funds, and company executives participate in the Chancellor's Residence Program and the School of Business Advisory Board.

Advisory Board member Eric Levin, director of finance for Support Systems with Boeing, says, "It is exciting to partner with SIUE. The University continues to grow and it is having more of a presence in the region."

The University's reputation received another boost recently when The Princeton Review ranked the SIUE School of Business MBA program among the best in the world. And the best part? The rankings come from how the students themselves rank their schools. In addition, the School of Business continues to earn the prestigious Association to Advance Collegiate Schools of Business (AACSB) accreditation, a distinction that fewer than 15 percent of business schools worldwide can claim.

80% of SIUE students who participate in a co-op or internship with a company stay with that company in a full-time position after graduation.

David J. West (BS '80, MBA '84), (center), workplace services lead, along with Jyoti A. Dharna (BS '03) (left), functional architect, both from the Monsanto Company discuss a cooperative education opportunity with a CMIS business student.





SOUND PHYSICAL AND FINANCIAL ASSETS

Richard D. Conner (MBA '89), supervisor, Business Administration and Customer Service with Ameren IP – Division 5, congratulates Jazmen J. Rose, a junior economics/finance major, on receiving the company's scholarship this year.

Bequest, Scholarships Create Access for Future Business Leaders

The SIUE School of Business is building leaders for the future through top-notch instruction and partnerships with the region's leading businesses. But the old business adage – “grow or become obsolete” – is true for the School of Business as well.

The University is aggressively investing in its physical and financial assets in order to provide students access to a meaningful education well into the future. That future received a huge boost this summer when former professor Homer L. Cox and his wife, Helen, left the University a \$2.4 million gift – the largest single bequest in SIUE's history. The gift is earmarked to fund scholarships in the School of Business.

The largest single bequest in SIUE's history is earmarked for scholarships in the School of Business.

“Both Homer and Helen had a deep love of students and I am not surprised that they would want their resources devoted to helping future generations,” says David J. Werner, former SIUE chancellor and former dean of the School of Business. “This sets the stage for similar gifts from other SIUE retirees, particularly those who were pioneers in establishing and developing the University.”

David and his wife, Kay, are doing their part as well. They recently became members of the School of Business Dean's Society, which recognizes donors who contribute \$1,000 or more annually. In addition, the Werners have funded two Chancellor Scholarships at the University.

Scholarships, of course, provide access and opportunities to promising students who might otherwise be unable to attend school or face significant debt after graduation. SIUE student Jazmen Rose is an inspiring example of a student who benefits directly from assets like scholarships. Rose is the 2006 recipient of the Ameren IP scholarship, which she used toward her fall 2006 tuition. Jazmen is smart and career minded, like so many of her classmates.

“I am thankful that SIUE offers scholarships that allow me to achieve my educational goals,” Rose says. “My education is really paying off. I am doing an internship with a local business, and they have already offered me a position with the company when I graduate. I owe a lot to both my education and the business partnerships that are available through the School of Business.”

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Special recognition is given to the School's Advisory Board members who provide business intelligence and act as ambassadors for the School within their respective business communities.

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