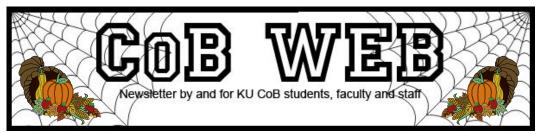


November 2012



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College of Business Clubs

Accounting Club

President: Kenyon Whiting Contact: Prof. Dave Wagaman, DF 224

American Advertising Federation (AAF)

President: Lily Rubinstein Contact: Dr. Jim Ogden, DF 226

American Marketing Association Club (AMA)

President: Christina Madensky Co-advisors:

Dr. Paul Sable, 220DF; sable@kutztown.edu Dr. Roger Hibbs, 233 DF; hibbs@kutztown.edu

Financial Management Association

President: Ognjen Cvetkovic Contact the Co-Advisors : Dr. Keshav Gupta, DF 233 and Dr. John Walker, DF 228

Sport, Leisure Athletic Management club (SLAM)

President: Paige Schoffstall
Contact:: Dr. Kerri Cebula, OM 212

Students in Free Enterprise (SIFE)

President: Ralph Faas Contact the advisor:

Dr. Roger Hibbs, 233 DF; hibbs@kutztown.edu

SAM Club

(Society for Advancement of Management)

President - John DiFrancesco Advisor: Dr. Lee Weyant, DF 208C

Tai Chi Club President:

Contact: Dr. CJ Rhoads, DF 204F Advisor: Dr. Duane Crider, OM 212



College of Business Featured Business:

LEHIGH VALLEY IRON PIGS

Speakers: Matt Hagen, Account Executive, Ticket Sales; Alici Marinelli, Manager of Sponsorship Services; Bri Silovsky, Account Executive for Group Sales; Jason Kiesel, Manager of Stadium Operations.

Matt Hagen is a KU graduate from the business

department. They are going to discuss how each manager earned their position with the Iron Pigs, how the students need to network and pursue internship opportunities, and tips for success in Sport Business. Lehigh Valley Iron Pigs, Coca Cola Park, located at 1050 Iron Pigs Way, Allentown, PA. A record-setting 688,821 fans visited Coca-Cola Park during the 2012 season - making it the most frequented venue in Minor League Baseball for a third consecutive season. In fact, the Iron Pigs are the only Minor League franchise to eclipse 600,000 in attendance for each of the last five campaigns. The 9,153 per-game average for the club's official 72 home games is also tops among all Minor League franchises and marks the fourth straight season the Iron Pigs have averaged over 9,000 fans per game.

Coca-Cola Park debuted in 2008 and became an overnight sensation and drew rave reviews for its intimacy, fan-friendly atmosphere and architectural design. Furthermore, FoxNews.com recently ranked Lehigh Valley Iron Pigs fans as the best fans in all of Minor League Baseball.

For more information about the Lehigh Valley Iron Pigs visit their website at: www.ironpigsbaseball.com

Tuesday, November 27 11:00 a.m. 102 Academic Forum



WELCOME Jocelyn Johnson to KU!

New major gifts officer for the College of Business

We are pleased to announce the appointment of Jocelyn Johnson as the new major gifts officer, College of Business, at the Kutztown University Foundation and Alumni Engagement, effective Oct. 15. Jocelyn will be responsible for securing major gifts from individuals, foundations, and corporations to support university, college, and foundation priorities. Jocelyn graduated with a degree in chemistry from the University of

California at Santa Barbara. Prior to joining the KU Foundation, Jocelyn served as an assistant director at the Harvard Business School, Office of Development. Jocelyn brings a proven track record of success in major gift fundraising, which will be invaluable in meeting the foundation's goals and objectives. Jocelyn looks forward to assisting the COB in bringing in more funding support for the many initiatives and new goals of the university; as well as creating more scholarship opportunities for students. Jocelyn can be reached by phone at 484-646-5857, and by email at johnson@give2ku.org. Her office is located in 119 deFrancesco.

Dean's List Reception

On Friday, September 14th, 11:00 a.m. in room 100 DF a reception was held to congratulate College of Business majors who made the Spring 2012 Semester Dean's list. Certificates for academic achievement were presented to each student. The College of Business had over 200 students on the fall dean's list. Dr. William Dempsey, Dean, College of Business and Dr. Joe L. Lewis, Associate Dean as well as department chairs and faculty presented certificates to students attending the reception. Dean Dempsey welcomed the students and extended congratulatory remarks.

EISURE & SPORT



Front row: Dr. Lorri Engstrom, Chair, Department of Sport Management, Erkia Sallavanti, Rebecca Brandt, Professor Bernadette Bamberger, Hannah Martin, Eduardo Rivera and Matthew Minnich.

Back Row-Gregory Bamberger, Tyler Corr and Joshua Steinberg.



Dr. Donna Steslow, Ognjen Cvetkovic and Dr. Keshav Gup-



Left to Right: Kevin Noyes, Dr. Mostafa Maksy, Dr. Kathleen Kaminski, Ridhima Borooah, Pulak Parag, Megan Schmehl and Dr. Donna Steslow.



Dr. Donna Steslow and Brittney Schafer.



Front Row: Dr. Donna Steslow, Dr. Okan Akcay, Kelly Nesci, Nicole Hawxhurst, Julie Dudley and Courtney Gift.

Back Row: Nathan Caruso, John Pokiniewski and Jessica Davailus



Dean's List Reception Continued

BUSINESS CORE



Left to right: Dr. Donna Steslow, Marc Blasko, Ricardo Bastida, Holly Bream, Victoria Ceianti and Caitlin Davies



Front Row: Dr. Donna Steslow, Ngoc Bich Thi Hoang, Shaina Mack, Montrez Lewis and Yue Li



Left to Right: Dr. Donna Steslow, Leah Wohlrab, Bilawal Suri, Kelly Quigley, Kaitlyn Rankin, Jordan Sallavanti and Alex Wagner.



Dr. Donna Steslow and Daniel Harris

DANZER SCHOLARSHIP—ONE SEMESTER EXCHANGE REUTLINGEN UNIVERSITY, GERMANY



Did you know Reutlingen University, Germany, exchange program offers two Danzer scholarships for the Fall 2013 semester. Estimated expenses up to approximately \$1000 can be covered by the scholarship. Interested students should stop by the College of Business Dean's office, room 118 DF to schedule an appointment with the Associate Dean Dr. Joe L. Lewis, secure literature about Reutlingen University and to complete the application. The opportunity is open to junior and senior level students who have declared a specific major. Students are expected to provide a resume, application with essay, two references and official college transcripts. Official application deadline is December 10. The scholarship is not available during Spring semesters. The selection process is reviewed by a committee made up of faculty or administration from each of the coalition schools (PSU Berks, Albright College, Alvernia College, Reading Area Community College and Kutztown University). International Initiatives and Student Services: Ms. Robyn Apgar, Associate Director of International Admissions, is located in Boxwood House. To learn more about exchange opportunities an information session will be held on Thursday, November 29 at 4:00 pm in classroom 103 deFrancesco. All interested Business and Leisure and Sport Studies majors are welcome to attend.



COLLEGE OF
BUSINESS
Advisory Board
Meeting &
Student Program

November 5, 2012

Left to right: Dean Dempsey, Nancy Magee, Marilyn Mackes, Peter Rittenhouse (chair), Lee Freeman. Nik Martin and General Zilmer

The COB Advisory Board held their regular meeting at 3:00 pm in MSU 312 on November 5. Members had expressed an interest in meeting student leaders and the following students attended the beginning portion of the meeting to provide details about their activities and program of study.

Christina Madensky, student president, (AMA) American Marketing Association Taylor Lynch, treasurer, Finance Club Katherine Irace, College of Business student, dean's liaison, Student Government Board

Lily Rubinstein, club president, (AAF) American Advertising Federation

Kerri Gardi, Director of Career Development, was invited to the meeting to provide board members details about the KU Career Development office and initiatives. **Alex Ogeka, Director of Alumni Engagement** and **Jocelyn Johnson, COB major gifts officer**, were in attendance to meet board members and answer questions about Alumni Engagement and fund raising.

At 6:00 pm in 223 MSU senior level business students were invited to participate to "meet-greet" advisory board members and "Speed Networking" event. College of Business Advisory Board members presented "Speed Networking" - in a limited amount of time, students "can get a little of everything". Senior level business students completing upper level courses in Organization Behavior in Management, Business Strategy and Policy, and Marketing Ethics were invited to participate. Information members provided to students before the "Speed Networking" event were:

- 1. progress the board is making and how that will continue to provide more to the students (share the vision),
- areas for the Speed Networking,
- 3. what are students looking to accomplish,
- 4. opportunity to share write down 1-2 key things to walk away with.

Students were asked to rotate to different tables every 10 minutes to discuss the following "Speed Networking" topics:

- 1. Networking (Nancy Magee)
- 2. Interviewing Tips (Nik Martin)
- 3. Career Vision/Plan (Richard Zilmer)
- 4. Integrity, Ethics what employers look for (Marilyn Mackes)
- 5. Business Essential Skills- Manage Your Time (Peter Rittenhouse)
- 6. Branding Yourself, Resume Building (Lee Freeman)

The program was well received by all students in attendance. The next event COB Advisory Board members plan to participate in is a program scheduled Tuesday, February 26th - COB Network/



Integrity, Ethics – what employers look for Marilyn Mackes

Etiquette Dinner which is co-sponsored by Career Development and College of Business.



Branding Yourself, Resume Building Lee Freeman (center)



(left) Peter Rittenhouse, Business Essential Skills- Manage Your



(left) Nancy Magee, Networking



(3rd from left) General Richard Zilmer, Career Vision/Plan

College of Business Advisory Board Members

Dr. William Dempsey

Dean, College of Business

Mr. Peter Rittenhouse

Regional Director, Nestle Waters

Chair, COB Advisory Board

Mr. Michael Bartholomew

B. Braun Medical

Mr. Lee Freeman

Marketing Manager, Ohio Casualty

Mr. Joel Garnick '01

President, Eclipse Fleet Services LLC

Mr. Dan Goldberg M '06

President, Dan Goldberg Consulting, LLC

Mr. Jack Gottlieb

President, The Total Solutions Group Inc.

Mr. Peter Gray

President, KNBT

Mr. Curt Grim '91

President and owner, APM Building Materials

Ms. Kiersten L Hafer '96

Vice President Strategic Solutions Group

Information Resources Inc.

Mr. Patrick Holleran

Rotondo Precast

Mr. Gregory A Kuritz '86

Vice President, Claims Manager

Erie Insurance Group

Dr. Marilyn Mackes

Executive Director,

National Association of Colleges & Employers

Ms. Nancy W. Magee M '80

Founder and owner, Financial Planning Advisors

Mr. Nik Martin ('95)

Global Fund Financial Services, Vanguard

Mr. Timothy McNair

Director of Sales and Marketing

CF Martin & CO., Inc.

Ms. Stefanie Wexler

Business Manager, Air Products

General Richard Zilmer

Retired, U.S. Marines



(center) Nik Martin, Interviewing Tips



KU Small Business Development Center

On Wednesday, **October 24th** the SBDC welcomed the new director of the Kutztown University's Latino Business Resource Center, Carolina Martinez, and to celebrate the ongoing support of National Penn Bank of the LBRC mission with a check presentation for \$50, 000. The event was held at the Berks County Community Foundation in Reading.

On November 15th the Latino Business Resource Center plans graduation program. The last class of the "Business Skills for Success" was on November 7th with the Pitch Competition. SBDC had a great turnout, having a tie vote in the first place. The results of the competition will be known for the participants in the graduation ceremony, on Thursday, November 15th. The ceremony will be held at the Crown Plaza, 1741 Papermill Road, Wyomissing, PA starting at 5:00p.m.

Internship at SBDC

Matthew Doran is a student intern at the SBDC Small Business Development Center, Professional Building, KU campus.

Matthew found out about internships at SBDC though an announcement made in his MGM 327-Small Business Management course. Mr. Peter Hornberger, Blended Learning Consultant, for the KU SBDC met with Matthew and coordinated details with the Department of Business Administration. Dr. Jim Ogden, professor of Marketing, is the faculty supervisor for this internship.

Matthew had an immediate interested because he was already beginning to look into internships for the next summer, and wanted to get real experience in the business world, as well as build his resume. He has a more direct interest in small business because his family owned a small greenhouse business for five years.

Matthew said "What I enjoy the most about working at the SBDC is the wide range of tasks I am given, which is great because it allows me to learn quite a bit. I assist the graduate marketing intern with anything she needs to set-up various workshops that the SBDC puts on regularly. I have also gotten experience conducting marketing research for a client, and I am responsible for managing the content of a blog that the SBDC is partnered with (The Center for Retailing Solutions). It's clear to me from working at the SBDC, as well as learning what it takes to start up and run a small business in class, that many small businesses basically just jump into business and don't really make a plan. What the SBDC does is great because it gives the businesses that seek their help a major advantage in becoming successful. A lot of small business owners don't realize just how much money it takes to start up, and they don't take into account paying themselves, which makes it a hobby rather a business. The lack of business knowledge is the greatest struggle that small businesses face. I have experienced the hardships of small business personally with my family's former greenhouse business. If my parents knew what I have learned this semester at the SBDC and in class, our greenhouse business would have turned out completely different."



Dr. Jim Ogden, Department of Business Administration , who supervises the internship, working with Matthew Doran

COB Club Happenings

Accounting Club

The Accounting Club has sponsored two events this year: Meet the Firm Night and A Special Program on the CPA Exam. They will again sponsor the annual Accounting Club Golf Tournament and the annual Accounting Club Banquet in April 2013. Alumni are invited back for these events and it offers our current members a great networking opportunity, since many of the alumni have risen to high level positions with their organizations.

For more information you can contact

President: Kenyon Whiting, kwhit087@live.kutztown.edu or Faculty Advisor: Professor Norm Sigmond, sigmond@kutztown.edu; DF230.

Prof. Dave Wagaman, has served for many years as the club advisor will be taking sabbatical leave for the 2012-13 academic year. Prof. Norman Sigmond has agreed to serve as the acting faculty advisor in his absence.

Officers:

President - Keyon Whiting, <u>kwhit087@live.kutztown.edu</u>

Vice President - Dustin Martin Secretary - Steven Garcia Treasurer - Daniel Harris

Entrepreneurial Leadership Center



The Entrepreneurial Leadership Center will be hosting the ELC Business Plan Competition on Thursday, November 15th, 2012, at 6pm in the AF Lecture Hall 103. There are 6 student teams participating in the competition. Judging will occur and prizes will be awarded to 1st, 2nd and 3rd place.

All students who enter the Kutztown University Business Plan Competition are automatically entered into the state competition where they have the opportunity to win up to \$10,000 to start a business.

For more information contact Faculty Coordinator Dr. Roger Hibbs at Hibbs@kutztown.edu or Graduate Assistant, Colleen Boland at bola903@live.kutztown.edu





Guest Speaker, Diane Tiger, Vanguard



Members of SAM & Finance Clubs with speaker Diane Tiger (center front) and advisor, John Walker (back row, right)

On Thursday, October 11th, members of the Finance Club and the (SAM) Society for the Advancement Management Club hosted Diane Tiger, Manager from Vanguard, Financial Services.

SAM Club Officers:

President- John DiFrancesco

Executive Vice President- Mike Domkowski - Vice President,

Public Relations- Dom Colarusso

Vice President, Programs- Brittney Schafer

Secretary- Elspeth Huyett **Advisor:** Dr. Lee Weyant

Finance Club information continued on page 7

Financial Management Association Atlanta Meeting



Left to right: Katie Floyd, Ognjen Cvetkovic & Taylor Lynch

Finance Club

Photo was taken at the Hyatt Regency Hotel in Atlanta, Georgia Left to Right—Katie Floyd, Secretary, Ognjen Cvetkovic, President, and Taylor Lynch, Treasurer.

Club officers:

President:Ognjen CvetkovicVice President:Bilawal SuriTreasurer:Taylor LynchSecretary:Katie Floyd

Katie Floyd, Secretary, Ognjen Cvetkovic, President, Taylor Lynch, Treasurer, Bilawal Suri, Vice-President attended the **October 17th—October 20th Financial Management Association Annual Conference in Atlanta, Georgia.** The purpose for the meeting was to present papers written by doctorate candidates, as well as the discussion about the papers by attendees. A Doctorate Candidate would present a paper, the paper would be criticized by the person who was appointed to read the paper and prepare the critique of it. After that, the writer would have the right to respond to the critique and then the whole audience was allowed to ask questions and get responses from the writer of the paper.

On, November 15th, the Finance Club is featuring guest speaker, Ms. Emily Brown (KU Business Alumni) from Scottrade from 11:00 a.m.—11:50 a.m. in deFran 201. If you have questions, please contact Ognjen Cvetkovic at ocvet311@live.kutztown.edu

For more information, please contact the club president or faculty advisors Dr. Keshav Gupta (office 209 DF) or Dr. John Walker (office 228 DF).



American Advertising Federation - AAF

It's not too late to join the AAF! Please check out our bulletin board on the second floor of deFran to sign up and start receiving club emails. Or contact Lily Rubinstein by email at Lrubi950@live.kutztown.edu for more information

Come Enjoy one of our AAF Sponsored Shows!

Ghost in the House: February 8th 2013

MeL & eL: March 26th 2013

Turnip Stampede: March 30th 2013

For ticket information contact:
Lindsey Vandermaas Sack at Lvand011@live.kutztown.edu

SENIOR T-SHIRTS \$15 dollars each

Please contact Alyssa Graham:

Agrah171@live.kutztown.edu





FRONT BACK

American Advertising Federation (AAF)

Officers:

President - Lily Rubinstein
Vice President - Kelly Nesci
(of Membership)
Vice President- Chelsea Trewella
(of Social)
Secretary- Caroline Solt
Treasurer- Katelyn Ritter

Faculty advisor: Dr. Jim Ogden

This newsletter serves as an information source for KU students, faculty and staff. Questions or suggestions

You may contact Sarah Couch at scouc288@live.kutztown.edu

If you would like to submit any suggestions or articles for the newsletter, drop it off at the Suggestion box outside DF 119.

SLAM CLUB

Sport Leisure Athletic Management club

For more information, please contact the faculty advisor Dr. Kerri Cebula, JD (office 212 Old Main).

If anyone is interested in joining SLAM and could not make the first meeting, please contact Professor Cebula by email at cebula@kutztown.edu. Keep an eye out in your email and on KU Sport Management's Facebook page for more information.

Club Officers:

President - Paige Schoffstall Vice-President - Jenna Gregory







Department of Sports Management



KU Homecoming

The Sport Management Department hosted a tailgating table during FanFest for Homecoming 2012. There was free food, give-a-ways and activities for all who attended. The following students volunteered to work the table and greet Alumni.

Top Row: Professor Bamberger, Dr. Engstrom, Dr. Cebula, Dr. Kim, Professor Bradshaw, Dr. Smith, Dr. Kim

Bottom Row: Kaylie Hafer, Emily Labowitz, Kyle Gross, Brittany Bridi, and John Muray

Sport Management participates in the Health & Wellness Expo

Health & Wellness Expo

On Thursday, October 25th the Health and Wellness Expoheld a University wide event in the MSU Multi-purpose room from 10am—2pm It was an opportunity for student and faculty to actively participate in wellness assessments and a variety of interesting booth related to healthy living. There was a wonderful turnout of individuals who donated their time and resources in assisting KU build a healthy community.

The Sport Management Department sponsored a booth that was run by student volunteers. It was a service learning opportunity for the students in the Leadership class and those interested in the Fitness Industry. Dr. Crider and Dr. Engstrom sponsored the Sport Management booth.

Frances Cortez Funk, Director of Health Promotion Services, worked with the KU Health Ambassadors and their co-advisors who continue to build their capacity in learning how to put together a powerful health expo. The Health & Well Centers next expo will be in Spring on Tuesday, March 12, before Spring Break. Mark your calendars!

To see more pictures please visit the KU Flickr website at: http://www.flickr.com/photos/kutztownuniversity. Photos were also posted in the Daily Brief on Wednesday, November 7, 2012.

LEISURE AND SPORT STUDIES SCHOLARSHIPS, SPORT MANAGEMENT DEPARTMENT

Applications for the Leisure and Sport Studies Scholarships and for the six awards for which students can self-nominate are available in a wall tray outside of the office of Leslie Scroble, secretary in the Department of Sport Management, Room 214 Old Main.

Scholarships are awarded in the amount of up to \$1,000. Current Sophomore and Junior Students are eligible to apply. Awards are for seniors who graduate in summer 2012, fall 2012 or spring 2013. Awards available for students to self-nominate are:

- 1) Outstanding Achievement in Department of Sport Management Award
- 2) Outstanding Academic Achievement in Coaching and Athletic Administration Award
- 3) Outstanding Academic Achievement in Health Promotion/ Fitness Administration Award
- 4) Outstanding Leadership Award
- 5) Overcoming Adversity Award
- 6) Outstanding Service Award

Awards for students that are nominated by faculty are:

- 1) Outstanding Academic Achievement in Leisure and Sport Studies Award
- 2) Outstanding Student Research Award
- 3) Outstanding Intern Award
- Uststanding Sport Leisure and Athletic Management (SLAM)
 Club Service Award

Scholarship winners will be honored at the April 30th COSA Celebration in the AF. $\,$

Award winners will be honored both at the COSA (Celebration of Outstanding Student Awards) Celebration and at the College of Business Banquet on May 17th.



Department of Business Administration, Research Workshop

On Monday, October 22, 2012, Dr. Qin Geng's workshop presentation titled "Selling Television Commercial Times under Competition: An Equilibrium Analysis" was well received. Several faculty members from the department, as well as Dean Dempsey and Associate Dean Lewis participated.

The final program for the fall semester is scheduled Monday, November 26th; "Factors Associated with Student Performance in the Introductory Finance Course" by **Dr. Keshav Gupta.** The primary objective of the workshop is to provide faculty working on research projects in the early stages of development an opportunity to get feedback from a large number of colleagues. The expected constructive feedback should strengthen the paper and increase its chance of getting published in a respected refereed journal. Consequently, this should help us in achieving our goal of obtaining AACSB accreditation. Workshop programs are coordinated by **Dr. Mostafa Maksy**, Department of Business Administration

College of Business Club Officers meet with the Dean, Dr. William Dempsey, on Monday, October 21, 2012

Student leaders met with Dean Dempsey and Mr. Peter Rittenhouse, COB Advisory Board President to discuss issues important to the students. The meeting provided an opportunity for student leaders to relate information about club events and meetings from the Fall Semester. Ideas were shared about club initiatives and programs being prepared for the Spring 2013. Meetings with the student leaders are held at least once a semester.



Left to Right: Peter Rittenhouse, Lily Rubinstein, Ognjen Cvetkovic, Keyon Whiting, Dean Dempsey, Christina Madensky, Paige Schoffstall and Katherine Irace.



Masters of Business Administration (MBA)

The MBA Program will be having an information session on Thursday, November 15th at 4:30pm in MSU 157.

The mission of the Kutztown University Master of Business Administration program provides a solid foundation for building effective leaders who will excel in diverse business environments. The program requires that each student acquire basic competencies in the foundation course requirements so that each has the basic skills and knowledge essential for any business degree.

The MBA program requires completion of 10 graduate courses (30 graduate credits) including nine required graduate courses and one elective course.

For more information, please refer to the website:

http://www.kutztown.edu/academics/business/mbaprograms/requirements.asp and LIKE the MBA Program on FB at: www.facebook.com/KutztownUniversityMBA

mark your calendar!

COB UPCOMING EVENTS

January 2013

1st - University Closed

21st - University Closed

28th - UG & MBA Classes begin

February 2013

19th - Featured Business Speaker, 11am DF 100

26th - Dean's List Reception, 11am DF 210 COB Advisory Board Meeting , 3pm, MSU 312 Etiquette Dinner, MSU 218, 6p.m., MSU 218

March 2013

5th - Featured Business Speaker, Sport Management 11 a.m., Keystone Hall 207

18 - 22nd - Spring Break

College of Business BSBA

