David Haas Memorial Scholarship Fund

The College of Business set up a David Haas Memorial Scholarship Fund. The scholarship is set up to provide Recognition and financial assistance to a senior status, undergraduate student in the BSBA major/Certificate of Recognition in Logistics. It is hoped that funds can be raised so that the scholarship can be given out next academic year 2013-14. Dr. David Haas was a faculty member in the College of Business for 14 years, retiring in September 2012. He passed away on December 14, 2012 and a memorial service was held at Arlington Cemetery on March 4, 2013. We have an opportunity to commemorate Dave Haas who was a wonderful colleague and good friend, by contributing to the scholarship. Your contribution to this scholarship fund can be sent to: The Kutztown University Foundation, P.O. Box 151, Kutztown, PA 19530.
AMA, American Marketing Association’s 35th Annual International Collegiate Conference
Hosted in New Orleans on March 21-23, 2013

Lily Rubinstein provided the following information about the conference: A.M.A.’s “Live the Marketing Life” conference hosted hundreds, if not thousands of marketing students from A.M.A. chapters all over the nation. As college students and aspiring marketers this experience was incredibly beneficial. There were multiple sessions of “Experience Speaks” where established marketing professionals shared their wisdom and experiences with the club students. This year’s conference also had various power point presentations by college chapters present on how they’ve been successful with membership recruitment, fundraising, and communication strategies. The conference was exciting, action-packed, educational and fun.

Justin Roach remarked, "I enjoyed the conference and it was a wonderful learning experience. We attended workshops on everything from setting ourselves apart in the workforce to AMA Chapter ideas. I learned how to give myself the best opportunity in the job searching process - which is huge with the economy still rebounding. I plan on using these tactics when I graduate next spring.”

Autumn Anthony remarked, “My favorite part of the entire conference was hearing the guest speakers. My favorite speaker was Kevin Hungate. He really opened up my eyes to a whole new interview process. He said that there were three important tips for getting jobs: 1. Submitting your resume 2. Pro-acting interview 3. Follow-up. He said during the interview you should give a presentation. Mr. Hungate also said it’s very important to follow up with a handwritten letter, thanking the company for giving you the opportunity to have an interview. I think this will help me to be successful when it comes to getting an interview.”
AIM, Applied Investment Management Students attend the Global Asset Management Education (G.A.M.E.) III Forum

April 4-6, 2013 - Hilton New York Hotel, NYC

Left to right: Tyler Zimmerman, Samuel Melchiorre, Katie Floyd, Ognjen Cvetkovic, Rebecca Peek, Joshua Collar, Taylor Lynch and Forrest Kelly. Not pictured but part of Applied Investment Management Team are: Daniel Harris, Student Analyst and Bilawal Suri, Secretary

About the Quinnipiac Global Asset Management Education (G.A.M.E.) III Forum: The Global Asset Management Education Forum is aimed at educating students, professionals, and academic professors interested in the financial industry. G.A.M.E. is a three-day conference held in New York City consisting of panel discussions on economics, financial trends and the stock market. Each panel consists of finance professionals from top firms within the field discussing these key issues.

Jesse Kimmel remarked, “It was highly informative providing insight with respect to the economy of the U.S. and additional countries, investments, and other similar subjects. The speakers had different opinions on each subject which created well-rounded discussions among panel members. All information discussed was very beneficial to students majoring in finance, accounting, and economics. The most enjoyable aspect of the conference was the ability to bounce ideas off of other students regarding the subjects discussed.” Jesse was an AIM member in spring 2012 and fall 2012. He will graduate from the Business finance program in spring 2013.

Dr. John Walker, professor of finance, is the instructor and advisor for Applied Investment Management program. He remarked, “In addition to sessions on the economy and stock market, there were excellent panel discussions on how to pursue and interview for a position in the financial services industry and tips for applying to top MBA programs.”

For more information visit http://qgame.quinnipiac.edu
They came ready and willing to tilt at windmills and tilt they did as five teams from area universities competed in the **2013 Center for Retailing Solutions (CRS) “Target Challenge”**. On Tuesday, April 2, 2013, teams of student warriors from Penn State – Lehigh Valley, Penn State – Berks and Kutztown University battled for the CRS Challenge Traveling Trophy and $1,000 cash for first place. The competition was held in the Multipurpose room of the McFarland Student Union on the Kutztown University of Pennsylvania campus.

Kutztown proved too much for the other contenders as the team **Direct Hit Marketing Solutions** took home the trophy. **Members of the team, Lillian Daly, Chris Rossi and Shane Puhlman** under the guidance of Dr. James R. (Doc) Ogden generated an award-winning plan to help reduce retail shrinkage for the Target Corporation. Amy Lauricella, a senior field campus recruiter for Target, in conjunction with CRS Board Members Dr. Denise T. Ogden (Penn State – Lehigh Valley) and Jennifer Seagraves (a Target Representative on the CRS Board) developed an in-depth case study in regard to store shrinkage. The universities were provided the case study and the students developed wonderful plans that addressed this critical issue. Ms. Lauricella commented, “The cases the students created were amazing and in-line with some of the initiatives Target Corporation has undertaken to address the Issue.”

**Background:**

The **Target Collegiate Challenge** is designed to solve a problem for Target Stores that deals with reducing shortages in electronics and entertainment. The top team received $1,000 and a ‘traveling’ trophy that will be housed at the winner's school. The second team was awarded $125/person. Everyone participating received a certificate. The competition spanned from Fall 2012 and Spring 2013. Teams were eligible to submit their entries in the Fall or Spring. Deadline for the paper submission was March 15. The competition took place April 2, 2013 at Kutztown University, Kutztown, PA. Each school or branch was able to submit up to 3 teams. Last year some of the colleges ran a local competition and then sent their top teams to the final competition. This was a great class or club (e.g. SIFE, Business Clubs) project! The competition was judged on the written plan, and the presentation of the paper.
Continued: One of the winning team members was asked why he got involved in the competition. His reply, “Doc Ogden asked me, and when Doc asks, you answer.” The second place award of $500.00 went to the Kutztown University team “Bullseye” made up of two students; Alyssa Graham and George Markert. The Penn State – Lehigh Valley teams TEAM PSULV and K.E.T. Consulting were made up of Steven Salloum, Tim Padilla, Corey Graffin and Colin Coleman (TEAM PSULV) and Ken Jancowicz, Elias Rabeh, and Tiffany Miller (K.E.T. Consulting). Penn State – Berks brought students Allison Wennell, Jace Mickley and Tia Miller (The Bulls Eye Experience). Penn State-Berks was guided by faculty members Professors Ada Leung and Jim Shankweiler; Penn State – Lehigh Valley was coached by Dr. Denise T. Ogden and the two KU teams were under the guidance of Dr. J.R. (Doc) Ogden.

We’re thrilled to have such great companies sponsoring the event. We’re always looking for new sponsors as well. For information about the Center and the competition, please visit the website www.centerforretailingsolutions.org

Kutztown University Who’s Who

On Monday, April 8, 2013, 37 Kutztown University Students were honored at the Who’s Who Among Colleges and Universities Honor. The event was held at 6pm in the McFarland Student Union building. Dr. Cevallos, Dr. Vargas, Dr. Wells, and Robert Watrous were on hand to help confer the awards to the students. Selected students must have a 3.0 GPA and have demonstrated service to the campus/community, have been active in co-curricular experiences, and have held leadership positions.

The following College of Business students were honored at this event as recipients of the Kutztown University Who’s Who Among Colleges and Universities honor: Tara Bowman - Leisure and Sport Studies, Sara Burke - Business Administration/Management, Elspeth Huyett - Business Administration Core, and Tiamoy Williams - Business Administration/Management/Marketing/Economics

Congratulations to ALL recipients!
FINANCE CLUB
On Thursday, March 28th the Finance Club hosted guest speaker Peter R. Kohli, from DMS Advisors, Inc.
The meeting was held in DF 201 at 11a.m.
The Finance Club also hosted guest speaker Justin Miller, from Milestone Financial Associates, LLC. on Thursday, April 11th. The meeting was held in DF 201 at 11a.m.

Club officers:
President: Ognjen Cvetkovic, cvet311@live.kutztown.edu
Vice President: Bilawal Suri
Treasurer: Taylor Lynch
Secretary: Katie Floyd
Parliamentarian: Rushi Amin
Co-Advisors: Dr. Keshav Gupta, DF 233, gupta@kutztown.edu
Dr. John Walker, DF 228, walker@kutztown.edu

ACCOUNTING CLUB
On Tuesday, March 26th the Accounting Club held a Special Club Meeting with recent Alumni Panel at 5pm in Beekey 232. Light refreshments were served.
The Accounting Club also sponsored the Kutztown University VITA Program in preparing income taxes on campus for KU Students on Tuesdays and Thursdays during the 11 am free hour. The free income tax preparation program was available to KU Students until Thursday, April 4th.
Prof. Dave Wagaman, has served for many years as the club advisor. He is on sabbatical leave for the academic year, 2012-13. Prof. Norman Sigmond is serving as the acting faculty advisor in his absence and can be reached at sigmond@kutztown.edu; office DF 230

Club Officers:
President: Keyon Whiting, kwhit087@live.kutztown.edu
Vice President: Dustin Martin
Secretary: Steven Garcia
Treasurer: Daniel Harris

SLAM Club
Society for the Advancement of Management

Club officers:
President: Tim Szewczak, tszew512@live.kutztown.edu
Vice President: Mike Lineman
Secretary: Kate Herlinhy
Treasurer: Ashley Currao/Zach Werner

Upcoming Events for Remainder of Semester:
April 27th - Reading Phillies night
April 28th - 3v3 outdoor basketball tournament
May 4th - Philadelphia Phillies game
May 5th - Broad street run

The Club is always looking for other volunteer opportunities in the sports field. For more information, please contact the faculty advisor
Dr. Kerri Cebula, JD, Assistant Professor, Dept. of Sport Management at cebula@kutztown.edu. Her office is located in Old Main 212.

Student Club Officers meet with Dean Dempsey

On Thursday, April 11th COB Club Officers were invited to meet with the Dean. The meeting provided an opportunity to share information about club activities and general discussion about the College of Business programs.

Pictured to the right are: Sport, Leisure Athletic Management club (SLAM), President: Tim Szewezak, Dean Dempsey and American Advertising Federation (AAF), President: Lily Rubinstein.
CONGRATULATIONS to……..

Dr. C.J. Rhoads, Associate Professor in the Department of Business Administration and Ms. Nancy W. Magee, Financial Planning Advisor and College of Business Advisory Board member will be recognized as winners at the first annual “2013 Women of Influence” awards program. To highlight and recognize these prominent women, Lehigh Valley Business is hosting an awards luncheon on May 6, 2013 at the ArtsQuest Center at SteelStacks, 101 Founders Way, Bethlehem from 11:00 a.m. – 2:00 p.m.

For more information about registering for the event or to see a list of all women being honored, please visit: http://www.lvb.com/section/Women-of-Influence-Awards

Dr. Victor Massad presented the DBA Research Workshop on Tuesday, March 26, 2013. He presented a paper titled “Pirates, Mercenaries, Scouts and Saints: A Segmentation Approach to Understanding Digital Downloading.” The following COB Faculty participated in the workshop: Dean Dempsey, and Professors Gary Chao, Muhammed Dalgin, Keshav Gupta, Eileen Hogan, Kathy Kaminski, Rajeev Kumar, Liaoliao Li, and our Visiting Scholar Dr. Jun-yi Ren.

The next and final research workshop before the fall semester will be on Wednesday, April 24th at 2:00 pm in DF 117. Dr. Muhammed Dalgin will present a paper titled “Capital Flows and Asset Prices.”

CONGRATULATIONS CAMERON KIRBY!

Award for Academic All American

This award is given to athletes who are on the starting line up for a collegiate team and remain a GPA of 3.0 at the minimum. This year the award was given to Cameron Kirby, Business Core major. He finished his wrestling year with a record of 5-5 and with a GPA of 3.87. He was selected because he wrestled a specific number of matches that completes part of the criteria. Also, he had the GPA that filled the second criteria to accept the award. Cameron states, “This award means a lot more to me than earning All American award for just wrestling. This award shows me just how hard I have worked in college. Finally, this is a great resume builder to help me earn internship of accepted for future jobs.”

Award for Academic All American recipient, Cameron Kirby
Tuesday, April 23rd - 11-11:50am - MSU 250  Writing Your Resume & Cover Letter
What is the best way to arrange your resume and cover letter? Which topics should appear...and which ones should not appear? Find out the key parts of a well-written cover letter, including the "grab-their-attention" middle paragraph. These presentations discuss length, kinds of paper, general do’s and don’ts, and the different types and styles. Learn when and how to send these key marketing materials to obtain that interview!

Thursday, April 25th - 11-11:50am - MSU 250  Job Search Strategies
Find out why a good resume isn’t all you need to land that job. This workshop will cover the Six Sure Steps to Success, the art of networking, and tips to locating those “hidden jobs”.

VF Outlet Airstream
Wednesday, April 24th from 10:00am-2:00pm outside of the McFarland Student Union
The Kutztown University Chapter of the American Advertising Federation (AAF) is teaming up with the VF outlets of Reading and bringing them to campus! There will be merchandise for sale and coupons/promotions!

Masters of Business Administration (MBA)
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
Or call 610-683-4575 for more information!