Reflections
of a Leader...
David Graf
retires as Dean, 
NIU College of Business
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It has been a real pleasure serving as your dean for the past 11 years. It is even more surprising to me that my past 28 years at NIU have gone by so quickly. I have watched the college grow and prosper through the efforts of students, faculty, staff, university community, alumni and friends. I also thank my wife, Diane, who supported my career while developing her own. I can honestly say that I feel a real sense of pride in the college as it transitions to the next dean. It is also satisfying to know that we have been able to build on the strong foundation established by previous deans Thistlethwaite, Bensen, and Brown.

The university has provided continuous challenges and opportunities for me. It continues to develop a national reputation and with it a sense of ownership for its many stakeholders. The NIU College of Business environment allows people to dream big thoughts because it offers them the possibility of accomplishing their dreams. And why not? We have the beautiful Barsema Hall and the continued friendship of Dennis and Stacey. We have bright, dedicated faculty who came here as their department’s first choice. We have alumni organizations, the Executive Club and the Rockford Alumni Club, along with hundreds of informal networks of friends and graduates. Most of all, we have thousands of current students who are ready to set the world on fire.

I look forward to watching and even participating in the college’s future growth: Growth in strength of reputation through the accomplishments of graduates, in the generosity of alumni and friends who contribute financially and personally, and finally, in the realization that NIU and the college indeed help make it a better world.

Sincerely,

David Graf, Dean
College of Business

The NIU College of Business environment allows people to dream big thoughts because it offers them the possibility of accomplishing their dreams.
David Graf, dean of the College of Business since 1993, announced his retirement effective July 1, 2005. As Graf and his wife, Diane, are making exciting plans to enjoy retirement, it also prompts reflection of all that has been accomplished during his tenure as dean. The world has certainly changed during the last 12 years. The College of Business reflects the changing world with initiatives to prepare the learner for the ever changing business environment. New technology, international relationships, new programs, alliances and relationships with businesses are only some of the highlights David Graf can reflect upon during his tenure.

Graf’s thoughtful answers to questions about his years as dean of the College of Business and what he envisions for the future of the College of Business provide an in-depth look at a remarkable leader.

Q: What are some of the major changes you have noted over your career at NIU?

A: One prominent change I have noticed is the physical environment both on and off campus. We now have truly world-class teaching and learning facilities in DeKalb and at Hoffman Estates, Naperville, and Rockford. Also, the beautification of campus with the gates, walkways, and landscaping has made the campus look so much better, which contributes to greater pride in one’s alma mater. I’m grateful that NIU presidents have kept the campus and facilities as a priority.

Another important change I’ve observed is the outreach by the university and the “reaching back” by alumni. NIU has become part of the fabric of the area. NIU is now an important part of the lives of current students, alumni and the business community. Alumni want to recognize that. For example, the NIU Executive Club and the Rockford Area Alumni Club didn’t just start because we thought it would be a good idea – it started because alumni wanted the university to be a part of their lives.

The tradition of teachers working with and remaining close with students and the community was part of the original roots of NIU’s College of Business. That original business education philosophy has spread throughout the college. Now all areas of the college actively connect in various ways with alumni and business.

I think the attitude on campus as a whole has also changed as a result of the major gift from Dennis and Stacey Bar semantics. Their generous gifts and support have initiated a new pride in our university. We now celebrate and honor alumni with classy events. The quality and size of Business Network is a reflection of this as well. Because there are now so many activities, we need more space to highlight all the activities and honors.

Students are one area in which the college remains strong. Students continue to come to the college focused on a professional career in a changing world. They come here to prepare to manage their careers and give back to their communities. These students possess the same type of work ethic our college has had over the decades. This is a major strength of the college and university that has continued over the years.

Q: As you reflect upon your career as dean of the College of Business, there are a number of highlights that have occurred in the college. What do you consider to be some of the major accomplishments you have achieved as dean?

The positioning of the curriculum in a cross-functional way. This is a development that has had a dramatic impact on the way students feel about and look at business as a whole. It ensures students are learning about business as a whole and are able to function this way when they go into the business world.

The strategic planning process led to the college fitting into the new accreditation standards. Because of this process, we were prepared for the reaccreditation of our programs and meeting standards for the future. Another important aspect of the strategic planning process was that it created a more effective means of managing the college. It has served as a model of inclusion. All College of Business stakeholders are represented and, as a democratic process, each voice has equal weight. It’s a process I have endorsed and respected from day one and have found to serve the college well. Strategic planning also led to the design, building, and occupancy of Bar semantics Hall in record time: two years.

Indeed, the springboard provided by our new facilities, Bar semantics Hall and our new off-campus centers, has given us an advantage among our competitors. The technological learning environment provides students with all the tools they need. I’m also proud we are able to locate our graduate programs closer to the customers. We aren’t just waiting in DeKalb for students – we’re out there meeting their needs.

I’m very proud to leave the college with strong faculty and staff. Together with the department chairs, we have built an outstanding faculty who continue to raise the bar of teaching, research and service to the community. I have a lot of confidence in an outstanding future for the college based on the proper hiring of faculty and staff.

The relationships we are building with our alumni is a major highlight as well. Not only are alumni assisting with building a financial base, we also have a growing cadre of alumni willing to help the college and the current students. The number of people now offering assistance continues to grow and I know the momentum will continue to grow.

“As chair of the dean’s advisory board and as a member of the Board of Directors of the NIU Executive Club, I’ve had the opportunity to work closely with David and the College of Business for a number of years. He has impressed me with his ability to work with and engage all the stakeholders. His strategic planning process is leading edge. He has been able to engage the entire organization – faculty, staff and students – and has carried that into the business community. His tenacious, diplomatic, and positive process of engaging all parties truly has led the college to ‘Where the classroom meets the business world.’”

—Bill Boston (’70 Marketing/’71 M.B.A.) CEO, KineticSystems
Q: What was your biggest challenge as dean?
One of the biggest challenges I faced was to engage all stakeholders (students, staff, administration, businesses and alumni) in a strategic planning process. This included changing the college culture to one in which everyone is a valued member of the organization. This meant creating a spirit where everyone's ideas are valued and considered and anyone (including faculty, administrators, or staff) can carry out the idea. That was definitely a challenge!

Q: What was the most enjoyable highlight of your career?
I would have to say that the events are the most enjoyable highlight of my career. Getting people together and watching them interact is always a pleasure. There are so many constituencies, from the students in the Business Careers House, the faculty and staff at the college fall kick off breakfast, the alumni at the spring luncheon, and alumni and businesses at the NIU Executive Club Gala, the graduate colloquiums, and the Board of Executive Advisers meetings. I always enjoy these events because I am able to witness the interactions and watch the excitement grow.

“David Graf is a leader. During his 12 years as dean, his foresight, his ability to set and achieve goals and his skill in building consensus have helped elevate the college to new prominence – both in the academic and business communities. David has guided the college through a period of tremendous improvement and he leaves behind a proud legacy.”

—NIU President John Peters

Q: Any parting words of wisdom you’d like to express to our alumni?
The key elements are all here to move the college forward. I will also continue in any way that I can in my retirement to perpetuate that forward motion for the NIU College of Business. If we continue on the path we have built with the same spirit of cooperation and college spirit, more good things will happen.

“As Stacey and I contemplated our initial gift to NIU and the College of Business, it was important to us that the leadership in the college was something, and someone, whom we could trust. After our very first meeting with David at our home here in California, we knew that the money we were about to donate was going to be in very good hands. I told Stacey after David left that we had just met someone who ‘we could trust with our wallet.’

Never once did he let us down!”

—Dennis Barsema ('77 Management)
Management 457, Decision Making in Organizations, Offers Experience for Real World

Were you one of the lucky ones? You know the scenario – the student who found him/herself in a class that was a tremendous amount of work, and the professor made no apology or exceptions. Yet, during the course of the semester, you grew to even enjoy the class and the work involved. It may have been grueling, but you were challenged and knew the knowledge you gained would prepare you for a lifetime.

During the spring 2004 semester, students in MGMT 457, Decision Making in Organizations – which is a new required course for all management majors with an organizational management emphasis – found themselves to be the lucky ones. “Students have the option to learn in this class,” remarked student Katie Stancook. “Other students in the easy classes miss out; they don’t have anything to take with them through their career and life.”

So, you may ask, what makes this decision making and negotiations class so special? First of all, professor Courtney Hunt teaches with a passion. “I don’t know how to teach an easy class. If students are going to learn they have to be involved,” she explains. The course is predominantly experiential, with students spending the majority of their time engaging in realistic decision making and negotiation scenarios. Students are assigned specific roles (e.g., race team owner, vice president of finance) and engage in both individual and group decisions and negotiations. The class exercises, which are primarily attained from the Dispute Resolution Research Center (DRRC) at Northwestern University, are based on real-world situations that include making ethical decisions, picking a project team, buyer/seller negotiations, employment negotiations, inter-group negotiations, cross-cultural negotiations, and even third party dispute resolution. The rigor of the course is reinforced by the fact that the materials from the DRRC are designed for graduate students rather than undergraduates.

Every exercise is fully debriefed, so students get immediate and detailed feedback on how well they performed, both objectively and in relation to their peers. Feedback and reflection offer insights for each individual as to how and why people make good or bad decisions, both unilaterally and bilaterally (i.e., in the context of negotiation). Most students learned they made decisions based on biases they didn’t even realize they had. Amanda Neubauer explained that while she thought she was making decisions with high standards and ethical views, she was introduced to very difficult situations where the ethical path was not obvious. “Everything is not black and white. I learned that the ethical decision is not always obvious. One must look at all aspects of a decision and how the outcome affects everyone involved.”

Students invest a great deal of time reading and preparing for exercises, as well as reflecting in depth on their thoughts and feelings about what they experienced and learned. Students had to do all the preparation and background work prior to entering into a negotiation or decision. Professor Hunt was not present during the negotiations; the students were left to their own creative and problem solving skills to negotiate their best deal. They had to report back their negotiated agreement with a settlement sheet and terms of the deal. Chris Remo explained, “I learned that negotiation affects more than just one person (yourself). The decision affects others outside the box, and a good deal is one that is fair and best for everyone involved.” Remo continued, “Working with others we learned that not everyone uses the same style or has the same motivation. We learned to deal with others on all levels.”

Katie expanded further, “The course is definitely ‘hands-on’ process learning, not lecture style. We learned the process of decisions and negotiations and learned our strengths and weaknesses. Through self-reflection that we had to provide in our journals, I learned that for the best results the consequences of all actions need to be considered rather than just the final outcome.”

Student Thu Ngo credits Professor Hunt for the energy and design of the course. “I’ve never seen a professor put so much time into the class, the students, and the feedback. As a result, I wanted to learn something from each project and it made me put forth every effort I could to make it meaningful, too.”

Other students agreed that the course is tough, but certainly motivates a person to push the limit to learn the most from each exercise. Amber Sutton elaborated, “I think this course was the most beneficial course I had during college. It will definitely help me in the real world both personally and professionally. Already I have been able to use decision making and negotiation skills in job interviews.”

While talking with the students in this class, it was evident they all believed this class to be one of the most valuable and beneficial courses they took through their college career. Whether one is buying a car, negotiating their salary, or negotiating with a company in a foreign country, the foundation learned in this class will have prepared them to confidently meet whatever challenge is presented.
Marketing Class Modeled after TV Show Offers Real World Lessons and Scholarships

NIU marketing professors realized the value of a class modeled after the popular TV reality show The Apprentice, and quickly went to work to create a class to inspire students using real-world lessons. Teaming up with alumni and businesses, the department created a model that offered scholarships for two entire teams and continued to give those who received “the boot” all the benefits offered by this learning experience. The initial course offered in fall 2004 quickly filled with students eager to have the opportunity to compete.

“We like the idea because it provides challenges that regular classes simply can’t,” said marketing department chair Denise Schoenbachler. “It requires students to work under pressure and, in the end, we hope that it also instills in them the notion that business can be fun.”

To ensure the academic integrity of the class, the tasks assigned to the teams of students focused on areas of marketing specifically covered in the college’s curriculum. The assigned tasks included raising money for USO (over $10,905 was collected), creating an advertisement for the student insurance office, and selling NIU football tickets with a donation for the Barsema Alumni and Visitors Center.

Adding to the pressure and creating the atmosphere of an actual TV show, a group of communication majors filmed the activities of each team as they completed each project. Weekly videos were created to be used to help determine which players would be eliminated – or “get the boot.”

The class was organized for 16 students divided into four teams. Competing in two divisions, they tackled a series of tasks that included marketing research, fund raising, advertising and sales. Students met formally once a week when projects were reviewed by the CEOs (alumni Joe Cullinane and Dean DeBiase) in consultation with the course’s two professors, Carol DeMoranville and Elisa Fredericks. The final task was presented to a team of five CEOs, including alumni Myron Siegel, John Felinski, and Dennis Barsema as well as Joe Cullinane and Dean DeBiase.

Rather than compete for a chance to work for the CEO, the student teams worked to earn an “A” and a $1,000 scholarship. In addition to the $1,000 scholarship that goes to each member of the winning team, the runner up team gets As and $500 scholarships. Those eliminated in the competition automatically get a “C” and a chance to improve their grade by writing a paper. All students have to come to class each week.

Playing the role of the CEOs at NIU are Joe Cullinane (’80 Marketing), Dean DeBiase (’80 Marketing), Myron Siegel (’74 Finance, ’75 M.B.A.), and John Felinski (’72 Marketing). Cullinane, CEO of Joe Cullinane Inc., was formerly founder and CEO of Telum Group Inc. (a Silicon Valley consulting firm), and held executive positions with Diversified Software Systems, Xerox Corporation, and NCR Corporation, among others. DeBiase has served as CEO of the ImagiNationNetworks, and was part of the executive team at AOL. He was CEO of AutoWeb, and today directs Start-Up Partners, a growth-strategy and interim-leadership group.

Myron Siegel, president of Myron E. Siegel & Associates, and John Felinski, president of Filmquest, served as the ultimate CEOs when they “acquired the business” in the final round of competition. An added twist brought an element of surprise and kept students on their toes when Dennis Barsema (’77 Management) also participated as one of the final judges.

Students enveloped the course wholeheartedly. “I don’t look at it as a class, but as a job,” said Jonathan Van Plew, who made it to the final round of competition. “You get to find out what you’re good at, and you also get to find out what you need to work on.”

The class proved to be a rewarding experience for the students. “It has been a tremendous learning tool,” Schoenbachler says. “It forces the students to put together all of their business principles in a much more realistic way than you could ever do in a classroom.”

Marketing professors have already planned for the next semester of the course, and look forward to offering the course to more students college wide in the future. DeMoranville elaborated, “This endeavor has gone way beyond our expectations. On every level – the student performance on tasks, learning about marketing, learning about team dynamics – they have all done more than we anticipated.”

The fall semester was a whirlwind of activity, highlighted by all the media attention focused on the course. The college looks forward to following the tasks and activities of the next “season” of the apprentice course.

Anyone interested in learning more about the class, assisting with sponsorships, or following the weekly videos and tasks can do so online at: www.cob.niu.edu/apprentice
PRESIDENTIAL TEACHING PROFESSORSHIP AWARDED TO RICK RIDNOUR

By Joe King

If Rick Ridnour is not in the Sales Lab on the first floor of Barsema Hall, you often find him in the hallways or in his office with students. He’s not just talking about their grades – he is coaching students on their skills and abilities and motivating them to reach their full potential both in their career and in their contributions to society.

“He is a power-packed semester of success. Going to his classes was like going to a high-priced motivational seminar for three hours a week,” says Gayle DeHaan-Garland, now an advisor coach and financial advisor for American Express Financial Advisors.

It is easy to see why the most prestigious university teaching award was bestowed upon Rick Ridnour, professor of marketing. Ridnour joined the Department of Marketing in 1990 after achieving successful careers in banking and training. Along with his real-world experience, Ridnour brought his passion and enthusiasm for his work. “He has a unique ability to make students set high goals for themselves and make them want to be a better person,” marketing assistant professor Carol DeMoranville said.

Typically, letters nominating an individual for the honor of Presidential Teaching Professor are signed by a close friend or colleague of the nominee. In the case of Rick Ridnour, however, the letter was signed by all 18 of his colleagues in the Department of Marketing. “He raises the bar for all of us,” says Denise Schoenbachler, chair of marketing. “He makes all of us want to be like him.”

That assessment seems to be shared by nearly every student who ever passed through Ridnour’s Principles of Sales class.

One of the cornerstones of the nationally recognized professional sales program, which Ridnour helped foster from its earliest days, the course is challenging, comprehensive and capped by a nerve-wracking live sales presentation before the class. Despite the demands he places on them, students are effusive in their praise of Ridnour’s teaching. In fact, for 14 straight years, he has earned the highest student evaluation scores of any teacher in the department.

“He has a unique ability to make students set high goals for themselves and make them want to be a better person,” marketing assistant professor Carol DeMoranville said.

Ridnour has received other teaching awards throughout his career, including the Excellence in Undergraduate Teaching Award in 2001, and the Ideal Industries Excellence in Business Education award in 1992. He was inducted into the Northern Star Hall of Fame in 2003. An active participant in campus life, he has served as a presenter at the Master Teacher Forum, is a frequent speaker at summer orientation programs, serves as a Huskie Host at university open houses, and is regularly called upon by the athletics department to meet with recruits and their families.

“NIU is really a good fit for me,” says Ridnour. “I really feel fortunate to be in the Department of Marketing and to be in the College of Business here at NIU, where I have had the good fortune to work with such wonderful colleagues and students for these last several years.”
Faculty Recognized for Expertise

“Don’t Worry About the Election, Just Watch the Fed,” a paper coauthored by finance professors Scott Beyer and Gerald Jensen, along with Robert Johnson, discussed the impact of political cycles and the stock market. The paper, which was published in the Journal of Portfolio Management in summer 2004, has been covered by several major media outlets including SmartMoney magazine (November 2004) and CBS stations across the country. It was also the subject of an Associated Press article which was picked up in more than 110 papers around the world.

Forbes, Pittsburgh Post-Gazette, Chicago Tribune, and Chicago Sun-Times were among many of the media outlets discussing the paper “Is Fed Policy Still Relevant for Investors?” authored by NIU finance professor Gerald Jensen, and Robert Johnson, Mitch Conover, and Jeff Mercer. The authors utilized 38 years of data and examined the relationship between monetary policy and stock market returns.

John Engstrom, professor of accountancy, was presented with the Cornelius E. Tierney/Ernst & Young Research Award from the Association of Government Accountants in June 2004. This award was presented in recognition of Engstrom’s exceptional work as an educator and researcher in governmental and nonprofit accounting and public sector accounting education.

John Engstrom, professor of accountancy, was presented with the Enduring Lifetime Contribution Award by the government and nonprofit section of the American Accounting Association for his many contributions to the section in the areas of service, research and teaching.

Lynn Neeley, professor of management, was quoted in an article titled “On the Money” regarding women entrepreneurs financing their businesses in the June 2004 issue of Entrepreneur magazine.

Chang Liu, associate professor of operations management and information systems, along with co-authors June Lu and Chun-Shen Yu, won the outstanding paper award for best article published in the Internet Research Journal in 2003.


Tanuja Singh, associate professor of marketing, has been selected by the Academy of Marketing Science as North American program chair for the academy’s 2005 World Congress to be held in Muenster, Germany, July 6-9. The Academy of Marketing Science is on the forefront of the marketing discipline and is considered one of the premier organizations in the field.

Gregory Carnes, Crowe Chizek professor of accountancy and chair of the department, was selected to chair the Illinois CPA Society Accounting Education and CPA Issues Task Force. He was also elected secretary for the Federation of Schools of Accountancy.

Doug Clinton, associate professor of accountancy, was named to the IMA National Management Accounting Foundation for Applied Research Board.

Debra Hopkins, NIU CPA director, was appointed as secretary of the Illinois CPA Society Board of Directors for 2005-2006.

Rick Ridnour, professor of marketing, was awarded the NIU Presidential Teaching Professorship for 2004. This is the most prestigious university teaching award.

Don Tidrick, associate professor of accountancy, was chosen to serve on the United States Comptroller General’s Educator’s Advisory Panel.
Jim Young, associate professor of accountancy and director of the M.S.T. program, was selected to serve on the AICPA/American Taxation Association Model Tax Curriculum Task Force.

Sally Webber, professor of accountancy, was named the HSBC professor of accountancy. The professorship is in recognition of HSBC’s (formerly Household International) continued support for the Department of Accountancy and the College of Business at NIU.

Pam Smith, associate professor of accountancy, was named the KPMG professor of accountancy. Smith continues the relationships with KPMG as the third KPMG professor, following John Engstrom and Don Kieso.

William Cummings, associate professor of accountancy, was named associate editor for the Mid-American Journal of Business.

David Sinason, associate professor of accountancy, was chosen as a board member for the American Accounting Association, Midwest region. He was also appointed to the board of advisers for Internal Auditing Magazine.

Kathleen McFadden, associate professor of operations management and information systems, was a plenary speaker at the Annual Osteopathic Medical Education Leadership Conference, “Engineering the Work Force to Improve Patient Safety,” held September 30 to October 2, 2004, in Chicago. McFadden spoke about her research on the implementation of an error management system in hospitals.

Pam Smith, KPMG professor of accountancy, received the third place Innovative Education Award presented by the AACSB Mid-Continent Association of Deans for her work on a series of mechanisms that can be used across disciplines to enhance the use of cases in the classroom.

Richard Baker, professor of accountancy, was selected to receive the Joseph A. Silvoso Faculty Merit Award. This award is given by the Federation of Schools of Accountancy to recognize outstanding service to the FSA and the profession.

Lori Marcellus, College of Business director of undergraduate studies, received the Ron Simmons Academic Award. This award is in recognition of her outstanding efforts for the retention and advising support of minority students.

Dan Weilbaker, Philip Morris USA professor of sales, was appointed treasurer for the Professional Society for Sales and Marketing Training. He was also inducted as an honorary member in the Mortar Board Society in spring 2004.

Books Authored by College of Business Faculty

Auditing and Assurance Services, co-authors Timothy Louwers, Robert Ramsay, David Sinason, and Jerry Strauser.

Bridging the Boomer-Xer Gap: Creating Authentic Teams for High Performance at Work, co-authors Constance Fuller, Hank Karp and Danilo Sirias, published by Davies-Black Publishing, 2002. This book was the featured publication in Soundview Executive Book Summaries in June 2002, and cited by Soundview as one of the best business books of the year.


AACSBS International, the Association to Advance Collegiate Schools of Business, reaffirmed its accreditation of NIU’s College of Business undergraduate, accountancy, and master’s degree programs in business. As a result, the NIU College of Business has achieved continuous AACSBS accreditation since 1969.

U.S. News and World Report rankings published August 2004 placed NIU’s undergraduate accountancy program as 25th in the nation. The NIU Department of Accountancy is no stranger to such recognitions. Each year over the past decade, the Public Accounting Report’s survey of accounting professors nationwide has ranked NIU accountancy in the top 20. The 2004 survey tapped NIU’s undergraduate accountancy program as 10th in the nation, while the graduate program was ranked 12th. This is the third year in a row that the accountancy undergraduate program has been ranked in the top 10, and four years in a row that the graduate program has been ranked in the top 20.

The May 2003 CPA examination rankings recently reported that NIU students’ percentage for passing all parts of the exam on the first attempt placed NIU as ninth best in the nation. Additionally, NIU holds the fifth best passing rate in the nation for the auditing section of the exam.

Room Dedication
Allstate recognized its mutually beneficial relationship with the NIU College of Business by providing a generous gift to fund the Allstate classroom in Barsema Hall.

Education Partner Award for 2004
The Family Shelter Service, a non-profit agency providing support for victims of domestic violence, presented the Education Partner Award for 2004 to the College of Business Experiential Learning Center (formerly BITTC). Student teams worked on projects for the agency throughout the year.

Kohl’s Professor of Retailing and Apparel Merchandising
A partnership between Kohl’s, the Department of Marketing, and the School of Family, Consumer, and Nutrition Sciences led to the unique Kohl’s Professor of Retailing and Apparel Merchandising. The professorship includes funding to support the work of Julie Hillery, associate professor of family, consumer, and nutrition sciences, which also includes a “courtesy appointment” in marketing to teach the marketing retailing course in business. Scholarship money for both colleges is also provided by Kohl’s. The professorship was created to build the natural interaction between Kohl’s and the students majoring in marketing as well as textiles, apparel, and merchandising.

Alumni and Students Team Up for Real-World Job Shadow Experiences
Members of the NIU Executive Club work with business students in the Sigma Iota Epsilon Student Organization and the Business Careers House to offer business students an insightful career experience called Shadow Day. Alumni offer their time and business to host a student to shadow them for a typical day at work. Job shadowing offers students a valuable dose of real-life experience and insight not available in textbooks. Job shadow experiences were provided for eight students this past summer, and plans continue to expand the opportunity for coming summers.

FMA Chapter Receives Superior Chapter Award
The Northern Illinois University Financial Management Association (FMA) chapter has earned the FMA Superior Chapter Award for the 2003-2004 academic year. This highly coveted award is given to fewer than eight percent of FMA chapters. In order to receive this award, the NIU FMA chapter had to meet a number of specific criteria, demonstrate exemplary chapter management, and excel in providing members program activities.

Accountancy Students Place in Top 10 at National Competition
A team of four graduate-level accountancy students placed in the top 10 nationally in the third annual National Tax Case Study competition sponsored by The Deloitte Foundation. The team competed against 66 schools from across the country and received the regional Honorable Mention award.

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William A. Boston

William Boston (B.S. Marketing 1970, M.B.A. 1971) is currently the owner, chairman, and president/CEO of KineticSystems Company located in Lockport, Illinois, as well as the owner and president/CEO of Gage Applied Technologies located in Montreal, Canada. Prior to acquiring KineticSystems, Boston had 25 years of experience working with Rockwell International Goss Graphic Systems Inc. in Westmont, Illinois. At Rockwell, Boston served as the vice president and general manager of worldwide commercial operations. He was also the vice president of Commercial Printing Products Business and equity owner of Goss Graphics. Boston also holds three United States Patents dealing with self-cleaning threaded shafts and cutting methods on web offset printing presses. Additionally, Boston is active in community relations within Lockport and works with community representatives to provide assistance as needed. He has served as a director of the NIU Executive Club since 1994. He also is a member of the NIU Foundation Board of Directors and is chair of the NIU College of Business Board of Executive Advisers. Boston is also a member of the Marketing Honor Society at NIU, and in October 2000 he was awarded the Excellence in Corporate Achievement Award from NIU’s Department of Marketing. Boston and his wife, Priscilla, who also graduated from NIU in 1970, reside in Western Springs, Illinois. They have three daughters and one son.

Robert and Georgena Beck

Robert and Georgena Beck are the founders of the NIU Randall N. Beck Memorial Scholarship. This special scholarship, established in 1996 as a tribute to honor their son, has assisted over 20 outstanding hardworking students to obtain their business degree.

Both Bob and Gena graduated from Lorain High School in Lorain, Ohio. Upon graduation, Bob was called into the Navy where he served as an instructor in flight training devices. Gena worked for the local gas company. After his release from the service, Bob worked in a factory and as a hod carrier, saving money for college.

Bob attended the University of Colorado and then transferred to Ohio University. While at Ohio University, Bob and Gena married. At the time, Gena worked at the gas company. Bob graduated in 1958 with a B.S.C. and Gena received a P.H.T. (putting hubby through).

Bob joined Sherwin Williams as a credit manager and later as branch manager. Gena started her baby manufacturing project and produced five boys and one girl, and initiated production of 17 grandchildren.

Bob then joined Montgomery Ward as a credit manager. He left two years later, joining Federal Department Stores and rising to president of their Budget Credit Inc. subsidiary and vice president of the parent company.

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Bob then joined the Wickes Corporation as vice president and general manager for their financial services group. In 1976 Bob joined Goldblatt Brothers serving as vice president, administration and operations. In 1982 Bob and Gena founded Robert Beck & Associates Inc., which later became an international management consulting and contingent fee auditing firm. The company was sold to a listed company in 1998.

Both Bob and Gena have been active in their church. Gena was active in PTA and associated activities. Bob is a past president of the Consumer Credit Association of greater Detroit and was active in the Financial Executives of Greater Chicago.

Bob and Gena both serve as directors of Spikes, Genoa City Properties, Theis Research, Center Point Properties, and directors and officers of the Beck Family Foundation Inc.

### NIU Alumni Association

**College of Business Outstanding Alumni**

**James R. Grabek**

James Grabek (B.S. Marketing 1968, M.S.Ed. Business Education 1969) is chairman and CEO of Comedicus Inc. in Columbia Heights, Minnesota.

After earning a bachelor's degree in marketing in 1968 and a master's degree in business education the following year, James Grabek launched an impressive business career. His professional path began with sales, led into entrepreneurial ventures, and branched off into academia, politics, and community development. In 1992, Grabek formed Comedicus Incorporated, a cardiovascular devise company whose technological advances benefit more than two million patients and doctors each year. He is the author of five U.S. patents for cardiovascular devices involving the pericardial space, which is a membrane that surrounds the heart. A known leader in the medical device industry, Grabek also is often called upon to lecture on technological advances in the field. In addition to serving as chairman and CEO of Comedicus, Grabek is an adjunct faculty member for undergraduate and M.B.A. level entrepreneurship courses at the University of St. Thomas, where he received the 1999 Excellence in Teaching Award in the Graduate School of Business.

**Kathleen L. Halloran**

Kathy Halloran (1979 M.B.A.) is executive vice president of finance and administration at Nicor Inc. and Nicor Gas in Naperville, Illinois.

Halloran began her 30-year career with Nicor as an accountant. After earning her M.B.A. from NIU in 1979, she continued to advance up the corporate ladder to her current position as vice president of finance and administration. She gained valuable company experience serving as its corporate secretary, treasurer, controller, vice president and senior vice president.

Professionally and personally, Halloran’s peers look up to her as a leader in the company and community. Beyond the boardroom, Halloran makes significant contributions to several not-for-profit organizations, as well as to NIU’s College of Business. She has volunteered her time and talent to Voices for Illinois Children, Illinois Children's Healthcare Foundation, and is an active participant in Nicor’s annual Volunteer Day in the Community event.

Additionally, Halloran serves on the boards of Castle Banc Group, Central DuPage Health, National Association of Child Advocates, NIU Executive Club, and until recently, the Board of Executive Advisers for NIU's College of Business. With her remaining free time, Halloran continues to expand and share her business expertise as a member of the American Gas Association, The Chicago Network, The Economic Club of Chicago, and The Executives’ Club of Chicago.
The Seed of a Great Idea…

In 1995, two alumni from the NIU College of Business conceived of creating a business club that would re-connect fellow alumni with their alma mater. Over the past 10 years membership in the club has grown to over 160 members, all with diverse business backgrounds. It is now one of the larger organizations of this kind in the nation.

A Bolder New Vision…

Our newest goal is to become the executive association of choice for NIU alumni who’ve achieved success in their professional field, and who want to share that success with other accomplished alumni.

• The NIU Executive Club fosters a sense of community with its members and with the university through positive business, educational, and personal relationships.
• The club promotes business development for its members while enhancing the public perception of NIU, the College of Business, and its academic partners.
• The club creates opportunities to give back to the university.

A Wealth of Opportunities to Give and Receive…

There are numerous opportunities for successful executives to connect with other club members and with the university.

• Business-to-Business Quarterly Networking Events – Facilitate business-to-business relationships.
• Executive Connections Career Insights Program – Provides alumni the opportunity to return to campus to share expertise and insights with current students. This allows students to learn from real life applications and practical experiences of senior business executives.
• Endowed Scholarship Program – Attracts outstanding future NIU student leaders from among the best and brightest high school students. There are a number of ways members become involved: they help select worthy student scholars; serve as mentors; provide internships; and assist in planning our yearly formal fundraising event, the Gala.
• Annual Golf Outing – Enjoy a day on the links with friends, colleagues and NIU administration, coaching staff, and faculty.
• Face-to-Face Meetings – Business networking opportunities that also feature distinguished speakers who share their personal success stories and business insights.
• Working Committees – Join with others dedicated to helping our club grow in membership, programming, influence and outreach.

If you value what the NIU Executive Club values…

• Our members’ expertise and the business opportunities we can create by knowing each other and sharing that expertise; and
• The opportunity to give back to NIU.

Consider joining our large, diversified and growing group today! For additional details, contact Sue Braffet, executive director, at braffet@niu.edu or (815) 753-1433, or check out the club website at www.niu.executiveclub.com

NIU Executive Club President
AI Adducci
’75 Marketing
Alvin P. Smith, Jr. 2004 NIU Executive Club Endowed Scholarship Recipient

Alvin Smith, Jr., was selected as the 2004 NIU Executive Club Endowed Scholarship recipient based on his exceptional academic qualifications, as well as his potential as a business leader.

Alvin is from Oswego, Illinois, and graduated second in his class of 516 in June 2004. He was a member of the conference champion Mathletes team and placed third individually at the regionals. He was president of the National Honor Society, a member of the WYSE (World Youth in Science and Engineering) Team, Scholastic Bowl, Student Council, Band, and Wind Symphony. He was a recipient of an academic letter, placed on the high honor roll every semester, and was selected as the only recipient of the Principal’s Leadership Award. Additionally, Alvin participated in peer tutoring, was a member of the baseball, basketball team, and was senior co-captain of the golf team.

Community service is a priority for Alvin as well. He served as a guest speaker at disability conferences throughout his junior and senior years. He also offered free summer tutoring for two summers, and served as a youth group board member and assisted with the organization of a craft show for the National Honor Society.

In addition to his school, sports, and community service activities, Alvin worked as a cashier at Jewel-Osco. Alvin plans to study corporate accounting and become a C.P.A., with aspirations of one day becoming a CEO or CFO of a major corporation.

NIU Executive Club 2004 Connections Scholarship Recipients

Based upon their qualifications as outstanding students and future business leaders, Esther Chen and Brian Lundeen were selected as the first recipients of the NIU Executive Club “Connections” Scholarship.

Esther is a 2004 graduate of Bartlett High School. She was a member of the high school’s first drill team, a member of the musical orchestra pit for three musicals, and was selected by her orchestra director to perform in a symphony orchestra for the Fox Valley Music Festivals. She was the leader and founder of a string quartet, and received a medal for her performance. Esther also was a member of the JB bowling team, Mathletes, National Honor Society, and Spanish Honor Society. She was specifically selected by her high school to attend the 63rd session of Illini Girls State, where she was elected city clerk. Additionally, she attended the National Student Leadership Conference Business Program in Washington, D.C., and participated in a project as a financial analyst. Esther is an Illinois State Scholar and a member of the Model UN, where she participated as a member of the Economy/Finance Committee at the University of Chicago. She participated in peer tutoring and F.I.S.H. (Faith Is Shared Here), and served as a member of the Link Crew at her high school to help freshmen adjust to high school and develop friendships.

In addition to babysitting, Esther volunteered at the Public Library as part of the Youth Services for one summer and was a teen volunteer in the mother/baby unit of a medical center for one summer.

Esther plans to graduate with a bachelor's degree and master's degree in accountancy, become a C.P.A., and use her knowledge to help investigate financial frauds and insurance scams.

Brian graduated from Neuqua Valley High School in Naperville, Illinois, in June 2004. He was a member of the Business Professionals of America, and qualified in state in Entrepreneurship and Interview Skills in 2003, and also qualified in state in 2004 for the Financial Analyst Team as well as Extemporaneous Speech. He also served as treasurer of the Illinois State Officers. Brian was captain of the hockey team in 2002, 2003, and 2004, and was a member of the state championship team in 2003.

Additionally, Brian served as a junior coach for the youth ice hockey team with Sabres Hockey Club. He worked at Advanced Pro Shops at Seven Bridges for two years, and currently works with American Sale Corporation. Brian plans to use his business knowledge from NIU to assist him with opening a private accounting firm specializing in international business.
This was a night for dreams to be realized. Future business students will be able to fulfill their dreams of attending NIU's College of Business along with networking and interning with NIU alumni at major corporations because of the generosity of alumni and friends participating at the gala. The event raised over $65,000 in scholarship money for future scholars!

Alvin P. Smith, Jr., the 2004 scholarship recipient, spoke about his future goals and dreams and moved all who listened to acknowledge him with a standing ovation. The 2004 connections scholars, Esther Chen and Brian Lundeen, were acknowledged as well. Even celebrities such as the master of ceremonies, Mark Brown from the Chicago Sun-Times, mingled among the guests.

NIU alumnus Terry Kirch will be able to realize a dream of coaching an NCAA football team as a result of his purchase of the “Coach for a Day.” Kirch will be able to be part of the real action as he joins the team for the 2005 Homecoming game. What a chance of a lifetime!

Pat Cassady’s dream came true on December 4, 2004, when he and his son, Tom, were able to witness a Division I basketball coach in action as they participated as “Assistant Coaches for the Day” at the NIU men’s basketball game against the University of Akron. This opportunity was realized when Cassady was the highest bidder for this item at the live auction during the evening.

And everyone attending realized a wonderful evening as the magical tunes of The Buckinghams filled the room with memories from the ’60s and ’70s. Both silent and live auction items sparked interest as guests browsed among the many items offered. It was certainly a night of memories and dreams fulfilled!
The College of Business sincerely appreciates all the alumni and corporations who so generously give of their time and resources to make this scholarship possible. The dinner dance committee members and the co-chairs, Joseph Locke (’68 Management) and Roy Schultz (’00 Finance), dedicate many hours of their time to make this evening possible. It is because of their efforts that this gala is such a huge success.

NIU Executive Club Dinner Dance Committee
Co-Chairs: Roy Schultz and Joseph J. Locke
Alan Adducci
Robert J. Adducci
Gary Baumgartner
Kevin Kirby
John McCallion
Mark Staunton

Thank you to our Executive Club Scholars and their guests for their assistance with the silent auction.
Eric Odelson, 2001 Scholar
Paul Fricilone, 2002 Scholar
Anthony Querciagrossa, 2003 Scholar

Platinum Sponsor – Executive M.B.A. Program
Harry Wright, Director
The Executive M.B.A.’s generous contribution made this gala evening an outstanding success.

Entertainment Sponsor – LaSalle Bank
The Buckinghams’ performance was made possible by the generous donation from LaSalle Bank.

Silver Select Sponsor
Experian
Janet Viane (’80 Management/’81 M.B.A.)

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James Keyes
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Randall Crabtree (’85 Computer Science)
Crowe Chizik & Company
Craig Funkhouser (’79 Accountancy)
Financial Consultants Group
Alan Adducci (’75 Marketing)
Gary F. Baumgartner, CFP
Gary Baumgartner (’72 Finance)
Greenbrier & Russel
Eric Wasowicz (’80 Computer Science)
Joseph J. Locke & Company
Joseph Locke (’68 Management)
KinetiSystemics Company
William Boston (’70 Marketing/’71 M.B.A.)
Morgan Stanley
John McCallion (’85 Accountancy)
NICOR
Kathleen Halloran (’79 M.B.A.)

NIU College of Business Alumni Relations
Sue Braffet, Director
NIU Department of Accountancy
Greg Carnes, Chair
NIU Department of Finance
Richard Dowen, Chair
NIU Department of Management
Daniel Wunsch, Chair
NIU Department of Marketing
Denise Schoenbachler, Chair
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Michael Malone, Vice President
T.J. Adams and Associates
Kent Nelson (’68 Marketing/’71 M.B.A.)
TSI Transforming Solutions
Dan Feeley (’85 OMS)
Venturi Staffing Partners
Frederick Kohrike (’73 Accountancy)

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Auction Donors
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Designs by Julie – Julie Browning
Entertainment Management Group
Fireside Art Studio – LaVeta Kirby
Greenbrier & Russel – Eric Wasowicz (’80 Computer Science)
James Locke (’74 Accountancy)
John Arlward (’86 Finance)
John McCallion (’85 Accountancy)
Joseph Locke (’68 Management)
Kathy Halloran (’79 M.B.A.)
NIU Athletics
Oak Brook Hills Resort
Pella Corporation
Pheasant Run
Rich Harvest Farms – Jerry Rich (’61 Math)
Roy and Lisa Schultz (’00 Finance)
Team Blonde Jewelry
Terry Kirch (’70 Marketing/’71 M.B.A.)
Two Crazy Daisies

LaSalle Bank’s generous gift to the NIU Executive Club provided the outstanding entertainment by The Buckinghams. Pictured at the check presentation are Mark Brown of the Chicago Sun-Times, Executive Club president Al Adducci, gala co-chair Roy Schultz, and Dean of the College of Business, David Graf.

NIU Executive Club Board of Directors completing their terms were acknowledged with a unique gift from the board: Terry Kirch, Fred Kohrike, Kent Nelson, Bill Boston (David Wilson not pictured).

Be a Part of the Excitement
You Can Make a Dream Come True
Plan to participate in the 2005 Endowed Scholarship Dinner Dance Gala. The 2005 Gala is being moved to a Saturday night to allow more to participate and enjoy the evening. Save the date – Saturday, November 5, 2005, at the Hyatt Regency, Woodfield. Contact Sue Braffet at (815) 753-1433; e-mail braffet@niu.edu for details.
IT’S NOT THE LAW. BUT IT SHOULD BE.

We salute Northern Illinois University for its commitment to providing quality education.
Message from the President

This has been another wonderful year for the Rockford Area Alumni Club. We had our spring colloquium in April, entitled “Rockford Business and the Role of Higher Education.” We had a great panel, made up of Ken Edge, CEO and chairman of the board of Amcore Bank, Tom Koebl, vice president of Human Resources of Swedish American Health System, John Lewis, NIU associate vice president for university outreach, and Bob Trojan, president and CEO of Rockford Linear Actuation. The program offered insights into the educational needs of Rockford, as well as the needs and expectations of the business community. Through our scholarship endowment, we awarded our third scholarship to an outstanding incoming freshman in the College of Business.

Our annual golf outing at Aldeen Golf Club was a great success, and had our best turnout to date. For the second year, NIU men’s basketball coaches Rob Judson and Carl Armato and head football coach Joe Novak gave insightful presentations into their outstanding athletic programs. Alumni had an opportunity to network, and catch up with friends they may not have seen in some time. We are already looking forward to next year’s event.

Our fall program for the M.B.A. students was our most important event of the year. We started the evening presenting our annual local Distinguished Alumnus Award to John Mink (M.B.A. ’74) of Rockford Spring. John received the recognition for his outstanding success in the business community as well as contributions to the success of the College of Business. The content of the program featured an exciting presentation by Keith Irons and Tom McDunn of the Eiger Lab, and again John Lewis. The Eiger Lab is an incubator focused on developing the concept of micro manufacturing. It has received financial support from both the federal and state government, as well as intellectual support from many Illinois universities, including of course NIU. The Eiger Lab is one of the most exciting business opportunities Rockford is engaged in and a terrific opportunity for NIU as well.

That said, we are all aware of the economic challenges that Rockford has been facing for the last several years. I believe the NIU Rockford Area Business Alumni Club is more than just a networking organization: we have an opportunity and responsibility to continue to be part of the restoration of the economic vitality of the community. The club is proud and appreciative of the commitment that Northern Illinois University, and particularly the College of Business, has brought to Rockford.

I want to thank everyone for their support this past year. The hard work of the club board members, the NIU staff, and the Rockford alumni has allowed us to further the mission of NIU in the local area. We have enlarged the scholarship fund, reconnected alumni with the university community through networking opportunities, and have provided business people and local students opportunities to further their learning through our lecture series. We have accomplished much in the last several years, and are looking forward to a great 2005.

Paul A. Green (’81 Management)
2004-2005 President
Rockford Area Alumni Club

Timothy J. Long
2004 Rockford Area Alumni Club Outstanding Student Scholarship Recipient

Timothy J. Long excelled academically and participated in numerous extracurricular activities at Lutheran High School in Rockford, Illinois. He was captain of the golf team, All-Conference Big Northern White 2003, and he received the 2003 Lutheran High School Anderson Award. Long was also a member of the track and field team, participated in the Renaissance program, and was the assistant editor of the school yearbook.

In addition to school activities, Long demonstrated his leadership skills through community service activities and work. As a volunteer, he organized neighborhood food drives for two years for the Rock River Valley Pantry, was a K-6 Aftercare Program aid for several years at Lutheran Academy at Gloria Dei, was a registration and dismissal volunteer at SwedishAmerican Hospital, and was a bell ringer for the Salvation Army in 2003. Long also worked at Rockford Country Club in the caddy program for three years.

With plans to study accountancy, Long believes a business degree from Northern Illinois University will help him achieve his career goal of becoming a business leader and an active College of Business alumnus in his community.
NIU Executive Club Business-to-Business Networking Breakfast
“Leadership, Creativity and You!”
February 3, 2004 – NIU Naperville

John Roskopf, senior vice president of Willis Group Holdings, presented several specific concepts on risk management and managerial issues that could be immediately implemented in personal and professional situations. The breakfast format also allowed attendees time to network and exchange business cards.

NIU Executive Club Spring Face-to-Face
“The Business of Developing a Winning Machine”
March 16, 2004 – Hyatt Regency, Oak Brook

Executive Club members, alumni, and guests enjoyed an evening of networking and the opportunity to learn how NIU head football coach Joe Novak strategically created a highly successful organization. From strategic planning to motivational goals, skilled recruitment, and organizational objectives, the NIU Huskies Football Team is a dynamic organization. Guests enjoyed listening and learning the business of developing the NIU Huskies winning machine.

Rockford Area Alumni Club Huskie Network Night and Panel Discussion
“Rockford Business and the Role of Higher Education”
April 14, 2004 – NIU Rockford

Moderated by David Graf, dean of the College of Business, the panel discussed their views of the role of higher education in Rockford business. Featured panelists included:

- Ken Edge, chair of the board, president/CEO, AMCORE Bank
- Tom Koelbl, vice president human resources, SwedishAmerican Health Systems
- John Lewis, associate vice president for University Outreach, NIU
- Bob Trojan, president, and CEO, Rockford Linear Actuation

College of Business 14th Annual Alumni Luncheon
April 30, 2004 – Hilton Lisle/Naperville

2004 alumni luncheon corporate sponsors: Crowe Chizek, Ernst & Young, KineticSystems, KPMG, and NICOR. Thank you!

The annual alumni luncheon moved to Naperville this year to offer convenience for those working and living in the Chicago suburbs. Over 200 alumni attended the event. The 2004 Distinguished Alumni Award was presented to William Boston (B.S. Marketing 1970, M.B.A. 1971), CEO, KineticSystems Company. The 2004 Honorary Alumni Award was presented to Robert and Georgena Beck, founders of the NIU Randall N. Beck Memorial Scholarship.

NIU Rockford Area Alumni Club Golf Outing
May 27, 2004 – Aldeen Golf Course

The weather was perfect for one of the best ever Rockford Area Alumni Club golf outings. Beginning at 3 p.m., the day was planned to allow time for individuals to work first and then hit the links for nine holes of golf, followed by a social hour and dinner. Both NIU head basketball coach Rob Judson and NIU head football coach Joe Novak were the highlight of the evening, with their insights into the upcoming season.

NIU Executive Club Business-to-Business Networking Breakfast
June 9, 2004 – NIU Naperville

Michael Schwass, co-author of “Don’t Blame the Game,” and personal development consultant, delivered a dynamic motivational message to attendees. Schwass’ message encourages introspection and helps a person understand success. He inspired everyone to make a difference.

NIU Executive Club Business-to-Business Networking Breakfast
“Avoiding Culture Shock: Understanding Global Communication”
September 8, 2004 – NIU Naperville

An interesting presentation and discussion by NIU associate professor of marketing Tanuja Singh offered a glimpse of the role of effective communication in global settings and offered strategies that would facilitate participants’ next global assignment. Along with humorous examples, useful guidelines and basic frameworks were presented to help understand how to avoid culture shock when dealing with business partners from other countries.

NIU Executive Club Eighth Annual Golf Outing
September 13, 2004 – Kishwaukee Country Club

Executive Club members and friends met in DeKalb for a great golf outing at Kishwaukee Country Club. Following golf and dinner, plenty of prizes were distributed. Jim Phillips, the new NIU athletic director, was introduced and everyone enjoyed listening to NIU head football coach Joe Novak give some insight into the 2004 football season.
M.B.A. Colloquium Executive Lecture Series
“Branding Strategy: The Beverage Industry – A Conversation with Barton Beers Executives”
September 30, 2004 – NIU Naperville
Featured Barton Beers executive speakers:
• Marty Birkel, executive vice president, national sales
• Thomas McNichols, executive vice president of marketing
• James Ryan, executive vice president of corporate planning, Barton Beers, and CEO of Monarch Import Company

NIU Executive Club Fall Face-to-Face
“The Economy, The Election – What’s a Business to Do?”
October 12, 2004 – Hyatt Regency, Oak Brook
NIU Executive Club members and guests were able to network and learn some of the leading business experts’ opinions about the election and the economy.

Featured speakers:
• James L. Kubik, principal, Griffin, Kubik, Stephens and Thompson
• Mark C. Vonnahme, retired president/CEO, CNA Surety Corporation
• Jeff Yordon, chief operating officer, American Pharmaceutical Partners

NIU College of Business Rockford Area Alumni Club
M.B.A. Executive Lecture Series
“The EIGER Connection: Bringing Technology to the Market”
Wednesday, October 20, 2004

Presented by:
• Keith Irons, Irons Group
• John Lewis, associate vice president for University Outreach, NIU
• Thomas McDunn, EIGERLab

Prior to the discussion, the 2004 College of Business Rockford Area Distinguished Alumnus Award was presented to John Mink (’74 M.B.A.), president, Rockford Spring Company.

NIU Alumni Networking Opportunity
October 13, 2004 – Chicago Athletic Association
NIU College of Business alumni, in conjunction with the NIU College of Education and NIU College of Engineering and Engineering Technology alumni councils, joined together for an informative networking event. Guest speaker Gail Sussman Miller presented an interactive workshop, “How to Love Networking.”

NIU Executive Club Endowed Scholarship Dinner Dance Gala
November 5, 2004 – Oak Brook Hills Resort
Platinum Sponsor – NIU Executive M.B.A. Program
Featuring The Buckinghams – Entertainment presented by LaSalle Bank

M.B.A. Colloquium Executive Lecture Series
November 16, 2004 – NIU Hoffman Estates
Featured guest speakers:
• Jim Berg, director, ethics and business practice, crisis management International Paper Company
• John Conmy, ethics officer, Northrop Grumman Company
• Haydee Olinger, managing counsel, global compliance director McDonald’s Corporation
• Kristine Rapp, vice president, office of ethics and compliance, Hospira

NIU Executive Club Business-to-Business Networking Breakfast
“Lessons Learned on the Turnaround Trail”
December 8, 2004 – NIU Naperville
Featured guest speakers Jeff Vogelsang (’88 Finance) and Michael Barto (’88 Communications), founding partners of Promontory Point Partners, discussed common themes of companies in financial distress and corrective actions needed to change their destiny. A real-life case study was used to demonstrate the turnaround process in action.
Richard Baker, professor of accountancy, retired December 31, 2004. Baker received his Ph.D. in accountancy from the University of Wisconsin-Madison in 1974. He was assistant professor at Indiana University-Bloomington prior to coming to NIU in 1979. Baker is widely recognized for his outstanding teaching. He was awarded the highly coveted Presidential Teaching Professorship in 1991, and served for a time as the Ernst & Whinney Professor.

David Keys, Household International professor of accountancy, retired May 15, 2004. He was a faculty member in the Department of Accountancy for 29 years. He came to NIU after completing his Ph.D. in accountancy at the University of Illinois. Keys served for several years as the Household International professor of accountancy.

John Engstrom, KPMG professor of accountancy, retired May 15, 2004. He was a faculty member in the Department of Accountancy for 22 years, was named the KPMG professor of accountancy, and served as the department chair 1985-1987. Engstrom has been recognized by a number of organizations for his many contributions to the accounting profession.

Jean Loptien, highly valued head secretary for the accountancy department, retired May 15, 2004. Loptien began at NIU in the Department of Marketing in 1968, and transferred to the Department of Accountancy in 1975. She assisted several department chairs and many faculty and students during her 35 years in the college. Her expertise and support will be missed by many.

In Memory

Professor Askari “Cary” Kizilbash

Askari Kizilbash, professor of marketing, passed away August 31, 2004. When word spread of his death, the marketing department office received a flood of phone calls from alumni sharing stories and wishing to donate toward a memorial to a man many described as one of their best and favorite professors.

Kizilbash, who taught marketing at NIU from 1971 until 2001, was well respected by faculty and students alike. Inside and outside the classroom, he was considered an authority on innovative marketing management. He was recognized not only for his work in the classroom, but also his prodigious publishing and as someone who was always up on current trends in marketing and teaching. Kizilbash was the recipient of several awards during his career, including the Excellence in Undergraduate Teaching Award in 1982, the Excellence in Graduate Teaching Award in 1992, and the Ideal Industries Excellence in Teaching Award in 1993.

In addition to his work with students, Kizilbash held a national and international reputation for his expertise in the marketing management area as a consultant and seminar leader. He worked widely as a management consultant, working for companies such as Maytag, Allied Van Lines and Argonne National Laboratories. He was also a popular speaker, conducting many seminars and workshops on topics such as marketing strategy, marketing planning and marketing for nonprofit institutions. He served for a time as president of the Midwest Marketing Association and as chairman of the International Marketing Education Committee of the American Marketing Association.

Kizilbash was born in India and raised in Pakistan, coming to the United States at age 17 to pursue an undergraduate degree in economics from Ohio Wesleyan University. He later earned a master’s degree in business administration from Wichita State University and a doctorate in marketing and business administration from the University of Nebraska.

He is survived by his wife, Daina Kizilbash, of DeKalb; a son, Jeffery, of Schaumburg; a daughter, Lia Kizilbash, of Naperville; and a brother and sister.

An A.H. Cary Kizilbash Memorial Scholarship fund has been established in honor of Kizilbash. The scholarship will be awarded to an outstanding marketing major at NIU, based on GPA, leadership, and performance in the marketing strategy capstone course, which Kizilbash taught. Contributions to the A.H. Cary Kizilbash Memorial Scholarship should be sent to the NIU Department of Marketing, Barsema Hall, DeKalb, IL 60115.
NIU College of Business alumni are recognized for their achievements in many local, national, and international media. Here are a few updates that made the news.

Business Week

The March 22, 2004, edition of Business Week recognized Nick Calamos (M.S. Finance 1989) and his uncle John Calamos Sr. as recipients of one of the 2004 Standard & Poor's/Business Week Excellence in Fund Management Awards. This is only the second annual award, and Calamos was also a first year recipient.

Chicago Tribune

Monica Sabo (B.S. Accountancy 1976) was featured in the April 16, 2004, Chicago Tribune article "Women Making Their Mark on Chicago Area Communities." Sabo is a member of the United Way Alexis de Tocqueville Society, which plays a pivotal role in helping United Way impact critical issues in Chicago area communities.

Crain’s Chicago Business

Kathryn S. Emmerson (B.S. Marketing 1969) was recognized in the June 7, 2004, issue of Crain’s Chicago Business as one of the 100 plus most influential women. Emmerson is CEO of InsuranceNoodle Inc. Prior to launching Chicago-based InsuranceNoodle Inc. in 2000, she was executive vice president of risk services at Aon Corporation and senior vice president of the Midwest at Marsh Inc.

NIU College of Business Highlights continued from page 9

An undergraduate degree in business administration is now offered at NIU Rockford. This program, which began fall 2004, was made possible through funding earmarked by Governor Rod Blagojevich through his Opportunity Returns plan for the northern stateline region. Students accepted into the program are able to complete a degree in as few as two years, with all required classes offered in Rockford.

The courses taught in Rockford are of the same high quality as the courses at the main campus, and students entering the program have to meet the same criteria as those accepted into the program on the main campus. To enroll, students must be a junior in standing, have a cumulative grade point average of at least 2.75 and have earned at least a C or better in a set of specific business classes. Rather than preparing students for a career in any particular specialty, such as accounting or finance, the program will give them a set of skills that can be applied in many different areas. Students study a broad-based business curriculum that includes classes in management, accounting, marketing and operations management.

“We are hearing from the Rockford business community that there is a need for people with a solid business education, and we hope this program helps cultivate some home-grown talent to fill that need,” said Dean of the College of Business, David Graf. To help increase the odds of that happening, the college is working to cultivate ways for Rockford area companies to get involved with the program through internships and job fairs.


Michael Hall (M.B.A. 1978) was recognized in Crain’s Chicago Business, September 6, 2004, as one of the “Who’s Who in Chicago Business 2004.” Hall is managing partner of Grant Thornton in Chicago.

Kevin Kramer (B.S. Marketing 1989) was featured in the July 12, 2004, issue of Crain’s Chicago Business in an article exploring diverse partnerships that have generated success. Kramer, president, and Michael Carruth, commander in chief, are partners in a successful high-tech learning business, Digital Bootcamp.

William D. Lyman (B.S. Management 1962) was recognized in Crain’s Chicago Business, March 15, 2004, as one of the top lawyers in Illinois. Recommended by their peers in a statewide survey, Lyman of Bedrava & Lyman in Oak Brook was ranked as one of the best leading construction law lawyers.

Michael Reschke (B.S. Accountancy 1977) was recognized in Crain’s Chicago Business, September 6, 2004, as one of the “Who’s Who in Chicago Business 2004.” Reschke is president and chairman of The Prime Group in Chicago.

Wall Street Journal

Jim Rose (B.S. Management 1983) was featured in the August 31, 2004, issue of The Wall Street Journal, in an article titled “Havas Bets on Duo to Find Ways to Mix Ads and Entertainment.” Rose, CEO of MPG North America, announced the hiring of Richard Linnett and Hank Kim as directors of a new in-house, branded entertainment unit, MPG Entertainment. MPG (Media Planning Group) is the global media network of Havas, the sixth largest worldwide marketing communications group.

Keynote Addresses by Executive Speakers

David Walker, U.S. comptroller general
Head of the Government Accountability Office, U.S. comptroller general David Walker spoke with accountancy students at a presentation in Barsema Hall in September. The Government Accountability Office is charged with improving the performance of the federal government by conducting fact-based, nonpartisan reviews of government issues and operations. Walker acknowledged the importance of maintaining a strong relationship with NIU’s top accountancy program.

Thomas Castino, retired president and CEO of Underwriters Laboratory
Thomas Castino presented the keynote address “Globalization – The Future State of Business and Technology” for an executive lecture series sponsored through a cross-campus collaboration between the College of Engineering and Engineering Technology and the College of Business.

Al Golin, founder and chair, Golin/Harris International
Al Golin presented an Arthur W. Page Society Distinguished Ambassador Lecture, sponsored through a cross-campus collaboration between the Department of Communication and the Department of Marketing.
Alumni Updates- not available online
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<table>
<thead>
<tr>
<th>Date</th>
<th>Event</th>
<th>Location</th>
<th>Time</th>
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<tbody>
<tr>
<td>February 9</td>
<td>Executive Club B2B Networking Breakfast, NIU Naperville</td>
<td>8 a.m.</td>
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<td>March 22</td>
<td>Executive Club Spring “Face to Face” Renaissance, Oak Brook</td>
<td>6 p.m.</td>
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<td>April 7</td>
<td>College of Business Speaker Series Featuring The Motley Fool</td>
<td>NIU Barsemi Hall Auditorium</td>
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<td>April 19</td>
<td>Rockford Alumni Club Networking Night, Burpee Museum, Rockford</td>
<td>5:30 p.m.</td>
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<tr>
<td>May 6</td>
<td>Alumni Luncheon</td>
<td>Hilton – Lisle/Naperville</td>
<td>11:30 a.m.</td>
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<tr>
<td>May 11</td>
<td>Executive Club B2B Networking Breakfast, NIU Naperville</td>
<td>8 a.m.</td>
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<td>May 26</td>
<td>Rockford Area Alumni Club Golf Outing, Aldeen Golf Course</td>
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<tr>
<td>August 10</td>
<td>Executive Club B2B Networking Breakfast, NIU Naperville</td>
<td>8 a.m.</td>
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<td>September 12</td>
<td>Executive Club 10th Annual Golf Outing, Kishwaukee Country Club, DeKalb</td>
<td>11 a.m.</td>
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<td>October TBA</td>
<td>Homecoming</td>
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<tr>
<td>October TBA</td>
<td>Rockford Alumni Club/M.B.A. Lecture Series, NIU Rockford</td>
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<td>October 11</td>
<td>Executive Club Fall Face to Face Renaissance, Oak Brook</td>
<td>6 p.m.</td>
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<td>November 5</td>
<td>Endowed Scholarship Dinner Dance Gala and Silent Auction</td>
<td>Hyatt Regency Woodfield</td>
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<tr>
<td>November 9</td>
<td>Executive Club B2B Networking Breakfast, NIU Naperville</td>
<td>8 a.m.</td>
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The Motley Fool

Exclusively represented by the Washington Speakers Bureau

Brothers David and Tom Gardner are dedicated to educating, amusing and enriching individuals in search of financial truth. The brothers derived their company name from a tradition in Elizabethan drama where only the court Jester – The Fool – could tell the king the truth without losing his head. In that spirit, they founded The Motley Fool, a leading financial media company that uses today’s latest technology to revolutionize investing. Since 1993, The Motley Fool has been on hand to help people achieve financial independence across a wide variety of online and offline media channels, including: its award-winning website; best-selling Simon & Schuster and self-published books; a nationally syndicated weekly newspaper column carried by more than 200 publications; and The Motley Fool radio show, a joint venture with NPR. The Motley Fool is a private company based in Alexandria, Virginia. Some of their investors include: AOL Time Warner Ventures, Maveron, Mayfield Fund, and Softbank Finance.
NIU College of Business Annual Alumni Luncheon

Friday, May 6, 2005
12 noon
Hilton – Lisle/Naperville
$35/person - $500/Corporate Sponsored Tables

You are invited to join in the annual College of Business alumni luncheon. Gather your NIU coworkers and network with fellow alumni. Plan to attend now! Return the form below with your check or credit card information by April 29, 2005.

Name

Grad. Year/Major

Address

City

State

Zip

Home Telephone

Business Telephone

E-mail Address

Business Name/Employer

Position/Job Title

Please reserve the following seats for me/my group:

____________________ Persons at $35 $ ____________________

Corporate Sponsored

____________________ Table of 10 ($500/table) $ ____________________

☐ Visa ☐ MasterCard ☐ Discover ☐ American Express

Account Number

Exp. Date

Authorized Signature

CORPORATE SPONSORS WILL BE ACKNOWLEDGED.

Reservation is made only after payment is received. No refunds after April 29.

Return form and payment to Northern Illinois University to:
College of Business Alumni Relations
Barsema Hall 139
Northern Illinois University
DeKalb, IL 60115-2897

For questions contact Sue Braffet at (815) 753-1433 or braffet@niu.edu
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- Professional M.B.A.
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