The Changing World of Graduate Business Education
I don’t think that I have enjoyed a year so rich in positive experiences as last year. While I speak for myself, I know that many of you feel the same way. The assimilation of eight new faculty members and the hiring of six more this fall compliment an already great team. Our enrollments are up, and in another year we will have the new Barsema Hall to house everyone. What’s more, we have an excellent new university president as well as a new provost. Their presence has invigorated the campus.

The Barsemas have given the college a real opportunity to reinforce our gains by allowing us to name the rooms and spaces in Barsema Hall. These naming opportunities will allow individuals and firms donating gifts of $10,000-$250,000 to have their names permanently displayed on the entryways of rooms, labs, office suites, and student spaces in Barsema Hall. Their gifts will then directly fund the endowments that allow us to hone the academic and learning skills and experiences of our students, faculty, and staff. We promise you that your investment will make a difference!

We hope that you enjoy learning more about the changes and progress taking place in our graduate programs. Many of you know NIU and the college through your graduate experience, and many may want to learn more about our graduate programs to enhance or change careers. As you will see in this issue, graduate education has changed over the years to meet the demands of the working professional. Time is a precious commodity, so for our learners’ convenience the College of Business now offers its graduate programs at four locations (DeKalb, Hoffman Estates, Naperville, and Rockford). We will continue to expand our offerings and to raise the quality bar.

As usual, we welcome your input, suggestions, and assistance. Please continue to keep us updated on your career and life changes.

Sincerely,

David Graf, Dean

The Honorable George F. Scully (’74 Finance), Illinois state representative, 80th district, spoke to the graduates at the College of Business commencement ceremony on May 12, 2001.
A day of strategy, creativity, application, teamwork solutions, networking, technology, globalization, and the integration of students and business professionals.

Business Day 2001

The Mission—To develop general beneficial relationships between students and business professionals that effectively practice cross-functional globalization strategies while leveraging technology.

The Process—Future executives teamed up with current executives on April 11 for the college’s first Business Day. Thirty business students representing all five majors worked together in cross-functional teams to formulate a solution for the ailing Xerox Corporation. Each team of five students was paired up with one of several members of the business community, many of whom were NIU alumni.

The teams worked diligently throughout the morning creating different solutions to help Xerox Corporation, and then presented their solutions to a panel of judges from NIU and the business community. The judges faced a dilemma when all teams presented creative, strategic solutions for the case study. In fact, they ended up in gridlock, awarding all teams for coming up with a winning strategy!

To take the knowledge and the experience gained that day a step further, teams then delivered their presentations to the UBUS 310 class.

The Rewards—Business Day was a day of learning—students learning from business leaders, business leaders learning from students, and students teaching students. The different business areas joined together for Business Day, much like they do in the real world, and worked hard to solve a cross-functional problem.

“Thank you for inviting me to be part of the Business Day activities. You all did an amazing job putting together a truly challenging and valuable experience for everyone involved. I have little doubt that the members of team six will all be quite successful in their business endeavors. It was a memorable experience to work with them.”

—Kevin Berg (’82 Computer Science), president, Intuitive Technologies

The Creators—Business Day was created by American Marketing Association students with the intention of expanding and establishing it as a major College of Business event. These students—who put hours of thought, work, and preparation into this day—are truly leaders of our future. Thanks to Chris Barnes, Brian Gillet, Brett Kinsfather, Brian Koenig, and Kathy Seweryn for making this day happen!

The Sponsors—Thank you! Business Day was made possible by the generosity of major sponsors who contributed time and money to make this day happen:

- Enterprise Rent-a-Car
- Fujisawa
- NIU Executive Club

The financial support and backing of the dean and the College of Business were, of course, what set the entire process in motion.

The Participants—Thank you, thank you! Business Day accomplished its mission because of the business professionals who volunteered time from their busy schedules to come to campus. A big thanks to the following individuals, who truly made this day a success:

- Bob Adducci (’80 Management), president, ROC Corporate Partners
- Kevin Berg (’82 Computer Science), president, Intuitive Technologies
- William Boston (’70 Marketing, ’71 M.B.A.), chair and CEO, KineticSystems
- Jim Deuche, vice president of business intelligence, Active Interest Technology
- Russell Hagberg (’71 Marketing), managing director, Chapman Associates, and NIU instructor of management
- Mark Kramer, manager of sales and planning, Baxter Healthcare
- Ted Odlaug, Fujisawa Healthcare
- Dennis Schueler, president, Schueler Consultants

“Business Day was clearly a success, and I want to congratulate you on a job extremely well done.”

—William Boston (’70 Marketing, ’71 M.B.A.), chair and CEO, KineticSystems
Ground Breaks in High-Tech Fashion for Barsema Hall, Future College of Business Building

Sparkle and glitter appropriately delineated the foundation of the future Barsema Hall at the groundbreaking ceremony on March 23. “That’s a high-tech way of breaking ground,” NIU alumnus and building benefactor Dennis Barsema remarked following the pyrotechnic display.

It was the perfect beginning for Barsema Hall, the $20 million future home of the NIU College of Business. “Honey,” Barsema said to his wife, Stacey, as he joked with the crowd, “Didn’t I say $2 million?”

The focus of the celebration, however, was more than the amount of the gift or the size of the building—it was the potential that the gift offers. To every person who has attended, is attending, or is thinking of attending NIU, the Barsema gift is a symbol of the potential in each of us. As construction on the future building continues, students today can meet Barsem and know that they possess the same potential as he did when he was a College of Business student in the 1970s. “God gave us all a gift to use,” Barsema told the crowd. “My challenge to you is to make a difference in any way you can.”

“This gift has quite literally changed the landscape for NIU,” President John Peters explained. “This gift inspires us as a university community to rededicate ourselves to Northern’s historic mission of helping people build their dreams. I can only imagine the dreams that will be dreamed and the futures that will be formed in the building for which we break ground today.”

The crowd responded with a cheer when marketing major Brian Gillet described the general student feeling on Barsema Hall: “NIU’s College of Business now possesses all three winning ingredients—excellent faculty and students, excellent programs, and now a first-class facility,” he explained. “This is the ultimate trifecta!”

The building’s design features a soaring three-story atrium that is designed to foster a sense of community. On the main floor, the atrium features a central café with a coffee bar and tables and booths, where students can meet, study, or relax. The main level will also have a terrace overlooking a small pond on the east side of the building. In addition to the primary meeting area, placed throughout the building will be small formal and informal meeting areas where teams and groups can gather to work. This feature puts the building design in line with the latest in corporate thinking. A 375-seat auditorium, 24 classrooms, four computer labs, and more than 650 Internet connections will be included to offer a world-class facility.

The new College of Business building will be built with a $20 million gift from the Barsemas. A 1977 NIU management graduate, Dennis Barsema is former president and CEO of Redback Networks, an Internet technology start-up firm, and is currently Redback board vice chairman. He helped lead Redback through the fifth most successful initial public offering in Wall Street history. Barsema is currently president, CEO, and chairman of the board at Onetta Inc.

Through the breaking of ground and pouring of cement, we are quite literally laying the foundation for making a difference in the futures of so many young people today. It is exciting to watch

Naming Opportunities

Dennis and Stacey Barsema have made an extraordinarily generous gift in providing a state-of-the-art facility for the College of Business. But while the Barsemas are funding construction of the entire new facility, they strongly desire their gift to inspire other large gifts for the College of Business.

The challenge and opportunity for other donors is to build a college endowment to help ensure that the college is supported in a manner suitable to the facility, the programs, and the people working and learning in it. Naming opportunities include the prestigious and traditional endowed chairs, professorships and scholarships, as well as pooled endowments for particular purposes within the college for which spaces can be named. Naming opportunities for spaces in Barsema Hall are reserved for individuals and organizations donating $10,000 to $250,000. If you are interested or have questions about naming opportunities, contact John Bass at (815) 753-1859.
NIU Alumni Association College of Business Outstanding Alumnus

Dennis Barsema (B.S. Management 1977) was named as the recipient of the Northern Illinois University Alumni Association Year 2001 Outstanding Alumni Award from the College of Business. Selected from a pool of 150,000 graduates, Barsema was among eight recipients of the Outstanding Alumni Award, which recognizes the professional and personal accomplishments of individuals from each of NIU’s academic colleges.

Barsema is president, CEO, and chairman of the board at Onetta in San Jose, California. Prior to this, Barsema was president and CEO of Redback Networks, which he joined in 1997 and brought public in 1999, making it the fifth most successful initial public offering in Wall Street history. In addition to his duties at Onetta, Barsema is chairman of Telenisus Corporation, a director for Docuteck Information Services, and a director in the NIU Foundation.

Last year, Barsema gave a $20 million gift to NIU for the construction of a new College of Business building. The money will also be used for student scholarships and programs.

"Dennis has described himself as an average student who worked hard and got lucky," said Lee McCauley, assistant vice president for alumni relations. "I believe this down-to-earth perspective, along with his leadership-by-example—both as a philanthropist and a man—make Dennis a remarkable role model to other so-called ‘average’ students."

2001 College of Business Distinguished Alumnus

Gary Longman (B.S. Accountancy 1970), a retired partner of KPMG, is presently focused on community involvement, family, friends, and travel.

Longman was (June 1998-August 2000) partner-in-charge of KPMG’s assurance practice for the Chicago Metro practice unit (Chicago and Milwaukee offices). In this capacity, he was responsible for the overall direction and growth of the assurance practice within these two offices. This practice included 40 direct report partners and a management group and staff of several hundred. Longman was a member of the Midwest assurance management committee—the leadership committee of the firm’s Midwest practice.

Previously (November 1996-June 1998), Longman was Midwest partner-in-charge of manufacturing, retailing and distribution (MR&D) and was responsible for the direction and growth of MR&D in the Midwest for all three of the firm’s functions of assurance, tax and consulting in this 14-office practice. He also served as a member of the national MR&D leadership team, which set strategy and direction for the U.S. practice.

Prior to his manufacturing responsibilities (July 1993-November 1996), Longman served as partner-in-charge of the firm’s Midwest information, communications and entertainment (ICE) practice.


Longman received a B.S. in accountancy from NIU in 1970. He is a certified public accountant and a member of both the American Institute of Certified Public Accountants and the Illinois CPA Society. He is currently a member and treasurer of the executive committee of the First Congregational Church of Western Springs, on the Board of Directors of Sunny Ridge Family Services, and on the Board of Executive Advisers of the College of Business at Northern Illinois University. He is a former member of the Board of Directors for Junior Achievement of Chicago; the Chicagoland Chamber of Commerce; Advisory Council, DePaul University College of Commerce; the Mental Health Association of Greater Chicago (treasurer for two years); and the Mental Health Association of DuPage County (president for two years), and is involved in several other professional and civic organizations. Currently Longman is a member of the Economic Club of Chicago and a participant in the Chicago Menttiun 100 mentoring program.

2001 College of Business Distinguished Service Award

Kevin Berg (B.S. Computer Science 1982) is a principal at Intuitive Technologies, a premier provider of Project Management Training and Consulting Services specializing in high-tech new product development and enterprise system integration.

Berg graduated from NIU in December 1982 with a bachelor’s degree in math and computer science. A transfer student from the University of Illinois, Berg quickly learned that he had made a wise decision in coming to NIU. "The instructors, faculty, and staff at Northern were exceptional. I owe my career and success to NIU," says Berg. During his education at Northern, he worked at the DeKalb bank as a computer operator, the Academic Computing Center as a lab assistant, and even the graveyard shift at 7-Eleven. Between school and work, Berg rarely slept, but learned many valuable lessons that he uses daily in his business dealings.

Recruited from Northern, Berg took a position in Sunnyvale, California, with Amdahl Corporation, where he developed as a cross-trained hardware and software systems engineer and then later as a program manager. He has been a program management consultant for more than nine years now, working with some of the top technology companies in the United States.

In addition to his technology background, Berg pursues his hobby of writing and is a published author. He received a national award and recognition from the American Library
Continued from page 3


Berg continues to pursue his goal of making a difference in the world. He sits on the Board of the NIU Executive Club, and was the founding contributor and driver of the NIU Executive Club endowed scholarship foundation. In his role as the club’s vice president of university relations, Berg helped to organize the executive lecture series events and the silent auction for the NIU Executive Club’s annual endowed scholarship gala fundraising event. He has been editor of the NIU Executive Club newsletter, and has assisted with the development of the Angel Network. Berg is constantly striving to work with NIU and the College of Business to see NIU expand its positive impact on students and the business community.

Berg currently lives in Homewood with his two sons, Joshua and Jeremy Berg. Both sophomores in high school, they are already surpassing their father in achievement and vision.

### 2001 Department of Accountancy Alumni of the Year Awards

**Craig Funkhouser** (B.S. Accountancy 1979), is a partner at Crowe Chizek and Company, and is the partner-in-charge of the Assurance Services Practice Group for the Oak Brook office. He is responsible for the supervision of audit engagements with concentration in manufacturers and distributors. In addition to audit engagements, he has spent a significant part of his career assisting large multinational companies with their merger and acquisition activities.

Funkhouser is involved in a variety of community organizations. He is vice president of finance for the NIU Executive Club; has served as president, treasurer, and board member of the Naperville Jaycees; and has served as finance committee chairman for the Little Friends’ benefit auction. Additionally, he is a member of DePaul University’s Visiting Advisory Committee to the Department of Accountancy.

Funkhouser is a member of the American Institute of Certified Public Accountants and of the Illinois CPA Society.

**Michael Joseph**, **Craig Funkhouser**, and **Jim Hendricks**

### 2001 Department of Operations Management and Information Systems Outstanding Alumnus

**John Zielke** (B.S. OMIS 1997) was awarded the outstanding alumni award from the OMIS department at the April 2001 banquet. Zielke began his career after graduation in 1997 with Caterpillar Logistics Services in Peoria, Illinois. Since his graduation, Zielke has been a dedicated supporter of the OMIS department through his recruiting efforts at Caterpillar and also through his willingness to come to campus frequently for a variety of OMIS-sponsored events.

After starting at Caterpillar as a programmer analyst, Zielke was promoted to systems analyst and has also assumed roles as programmer, program team leader, and client support for the Asia maker of a large automotive client. Zielke is now the first line support for an automotive client in Alabama. He is responsible for the day-to-day systems operations and main contact for warehouse personnel. Zielke has accepted a temporary assignment performing project management functions for multiple warehouse start-ups. His goal is to become a project management leader.
In her search for an M.B.A. program, Jill Rusk (Executive M.B.A. 1998), manager with Arthur Andersen, typified the working professional: “Because I travel frequently and have ever-changing client and court deadlines, my work schedule did not allow for a great deal of flexibility. However,” she continues, “I wanted to enhance my education with additional business tools and techniques that could be applied in a number of circumstances.”

Rusk learned that the NIU Executive M.B.A. program was able to offer her a quality graduate business education and a way to achieve her goals given her current position and family responsibilities. She was, however, hesitant at first. “I do a lot of teaming at work and was not necessarily a fan of ‘groups’ when I first heard about the role groups play in this program. Now I believe the groups were the best part of the Executive M.B.A. experience. I learned as much from the discussions we had in our groups as I did in the classroom. Group members are individuals with different backgrounds, experiences, and home situations brought together to assist and support each other in reaching a common goal. The melding of all this experience and knowledge within a group is remarkable.”

“The Executive M.B.A. program was a great advantage in my career and a highlight in my life,” Rusk reflects. “It has made me appreciate my family and friends more because time has become so valuable. I am sure the friendships and contacts I made through this program will be with me for the rest of my life.”

One combined office for the Evening M.B.A. program and the Executive M.B.A. program allows prospective students to learn about the different options and select the program that meets their individual needs.

The Evening M.B.A. program is designed for the working professional who wants to earn a quality M.B.A. degree by going to school part time in the evenings. It allows a flexible schedule, with courses offered in three locations. Clearly one of the program’s greatest resources, the diverse student body consists of classmates from various walks of life who range in age from 22 to 56 and who average about nine years of professional work experience.

The Executive M.B.A. program is designed for experienced professionals who want to obtain an M.B.A. degree on a schedule that minimizes disruption of work and personal pursuits. Program features include Saturday-only classes, team learning, and an international trip.

“NIU’s M.B.A. program provided me the platform to take my career to the next level. After five years in the manufacturing engineering profession, I saw my career languishing and found myself longing for bigger challenges. The next three years were all about burning the midnight oil, with full-time work and part-time M.B.A.—but was it worth it? My M.B.A. education and experience were the reasons for me landing a job in the field of e-business and supply chain software consulting. And, my career has taken off!”

—Chandru Shankar (M.B.A. 1998)
Director of Consulting
i2 Midwest
Juggling Work, Family, and School

Marty Fitzgerald (Evening M.B.A. student), a systems administrator at CGH Medical Center in Sterling, Illinois, explains how he manages to juggle work, family, and school: “Being a husband, father of three small children, and full-time systems administrator at the local hospital—plus adding two classes per week and endless hours of homework to an already busy schedule—made me realize the importance of three things: time management, self-discipline, and stress relief.”

“Time management and self-discipline must work hand-in-hand,” Fitzgerald continues. “It is important to set time aside for the family. It is easy to get caught up in responsibilities and deadlines and then wake up one day realizing your children are 14 weeks older than they were the last time you spent time with them. Personally, I chose Saturday mornings for the kids. It allows us to spend time together while my wife gets some well-deserved rest. The difficult part is pulling yourself away to go read a textbook or write a paper in the afternoon. That’s where the self-discipline really helps out.”

On handling stress relief

Fitzgerald notes, “When school started, what used to be the end of the day now became more like halftime. Stealing 15 minutes after work to do something that I enjoy helps me switch gears and get ready for the second part of the day. Also, one last thing that seems to work well is to celebrate after every semester; you deserve it, your spouse deserves it, and you are that much closer to obtaining your objective.”

Summing up the rewards of his efforts, Fitzgerald notes, “Although it can be a struggle at times and seem almost impossible at others, the benefits of attaining an M.B.A. will outweigh the difficulties tenfold. The education truly is an investment in yourself, your family, your career, and your future.”

Lecture Series Tailored to Provide Topics of Current Interest

Learning is not strictly for the classroom. The M.B.A. Colloquium Executive Lecture Series has become an invaluable resource for current students and alumni, showcasing business and community leaders in discussion of timely topics in business and issues relevant to career development. With a wide variety of topics, students are exposed to areas of opportunity they otherwise might not have covered in the traditional classroom discussion and learn from the personal stories of business leaders. Most seminars are followed by informal receptions where students and alumni can meet the speakers personally, seek advice, and make lasting business connections.

Speakers and topics have included Motorola’s Bob Galvin on leadership; Thailand’s ambassador to the United Nations on global economy; J.B. Pritzker and other experts on IPOs, start-ups and spin-offs, and mergers and acquisitions; and most recently a lecture held at NIU-Naperville on “Career Management: Individual and Corporate Perspectives,” offering a variety of perspectives and insights into managing a career in today’s business world.

Master of Accounting Science (M.A.S.)

Offered at the DeKalb campus

The M.A.S. program provides its graduates with technical expertise and competence for advancement in industrial, public accounting, accounting systems consultant, government, and nonprofit organizations.

CPA examination requirements changed in 2001, mandating students to have 150 credit hours before sitting for the examination. While the credit hours can be in any subject matter, NIU is preparing its learners to be above the competition. The NIU M.A.S. program provides the additional 30 credit hours in courses that will give students more accounting knowledge and skills. Additionally, internships are available to students in the program. One of the major perks, however, is that most of the major accounting firms will provide financial support for the student’s fifth year. Because of this, the NIU M.A.S. program is in high demand and is being sought by students from schools such as Iowa and Michigan State who are working at Chicago area firms.

Advancing One’s Career

Heather Martin (B.S. Accountancy 2001) chose to continue her education immediately after graduation because of the 150-hour prerequisite to sit for the CPA examination. “I chose to remain at NIU full-time for several reasons,” she explains. “First, I am familiar with NIU’s program and professors, which are both of the highest quality. Second, I hope to gain additional specialized knowledge of accounting and a better sense of the business world in general. I am only in the first semester of graduate school, but I can already identify the advantages of NIU’s M.A.S. program—highly competent and motivated professors providing in-depth, interesting business material.” Martin’s expectations of the program are clearly stated: “Overall, I hope and expect to gain an education that will allow me to pass the CPA examination and present me with the foundation of knowledge to advance my career.”

Master of Science in Management Information Systems (M.I.S.)

Offered full time at the DeKalb campus and part time at NIU-Naperville

Ranked by Computerworld magazine as one of the nation’s top 25 techno-M.B.A. programs

The M.I.S. program prepares individuals to make the most effective use of information technology in the solution of business problems. The program combines the technical aspects of information systems with the practical aspects of modern business thought. Computer programming, computer operating systems, systems analysis and design, and database management and telecommunications systems are studied in relation to the organizational areas of marketing, finance, accounting, operations, and human resource management.
A Family Affair

Duffy (M.I.S. anticipated May 2002) and Shannon Toler (M.B.A. 1999) made their graduate education a family affair when they both decided to pursue a graduate degree. Shannon wanted to have her M.B.A. completed before having a baby. As Shannon was working on her program of studies, Duffy was working on a Unix/C/C++ certificate at the Illinois Institute of Technology. “We figured that if one of us was going to be studying, we might as well both be studying,” Shannon explains. Once Duffy completed his certificate and was working in the information systems field, he began his M.I.S. degree at NIU right away. “I knew that it would help me in my career, and I wanted to get the benefits of a master’s degree as soon as possible,” Duffy says. So, with mutual support for each other and the support of their families, the Tolers have managed to complete their master’s degrees and welcome a new baby boy, Flynn, who was born two years ago.

“Really, you just find a way to make it work. You tolerate more dirt, you get less sleep, and you know that it will be over soon,” Shannon explains. “We really support each other. The only hindrance is trying to juggle our schedules. The occasional conflict is unavoidable,” she elaborates. “Fortunately, my parents are close and willing babysitters when those conflicts arise. Duffy and I don’t do it alone—we have support from our families as well!”

Is it worth it? The Tolers believe it is. “The M.I.S. degree provides a broad business perspective and extensive course work in the management of technology,” Duffy says, “which is a perfect compliment to the technical skills I had developed on the job. I believe it will definitely enhance my ability to move into a management role in the information technology field.”

“For me,” Shannon says, “the M.B.A. helped me to bring a broader business perspective to my current job and also allowed me to explore another career opportunity: teaching at a community college. I am getting ready to make teaching my full-time career.”

Shannon is currently manager, technology and trade communications that was so heavily emphasized in my NIU studies, that is often sought by widely read publications such as The Wall Street Journal and the Daily Herald.

Master of Science in Taxation (M.S.T.)

Offered at NIU-Hoffman Estates

The M.S.T. is a specialized degree program designed to equip graduates with the highly technical and demanding skills required to administer the tax laws. The program offers an extensive curriculum in the tax area concentrating on tax planning opportunities for businesses and individuals as well as tax compliance issues.

M.S.T. adviser James Young offers expertise to the program that is often sought by widely read publications such as The Wall Street Journal and the Daily Herald.

Opportunities for International Cultural and Business Exposure

An appealing way to achieve international cultural and business exposure without a full semester of study is through the M.B.A. programs’ international trips. The purpose of these trips is to acquaint participants with the way business is conducted in different areas of the world. These trips involve visiting major manufacturing facilities, banks, and government agencies and organizations, as well as listening to and talking with managers and leaders of various organizations such as Motorola, Hewlett Packard, and PriceWaterhouseCoopers.

Quality Competition

The quality management course offered through the Executive M.B.A. program is another unique way that working professionals learn about successful management change and the implementation of change within organizations. Student groups select one firm and present an overview of a specific improvement process. The presentations are made to first-year students, a panel of judges, invited guests, faculty, and alumni. Winners of the competition receive a $500 cash award.

Team Building

Teamwork means working together at all levels.

Members of one study group on the international trip took the message to heart as shown in the picture at right. The group climbed the Sydney Harbour Bridge in Sydney, Australia. Those seeking to advance to new heights in Executive M.B.A. included Chastity and Gregg Mylin, Andrea Hagen, Kevin Steffens, Neal Manning, and Cathy and Paul Hartigan.

“I am now the vice president of strategic communications at a Branding & Marcom firm called Baker Designed Communications in Santa Monica, California. I want to let you know that I use the skills gained at NIU every day in my job. I consult with clients on brand strategy and message development—preaching the gospel of integrated marketing communications that was so heavily emphasized in my NIU curriculum.”

“The NIU program enabled me to refocus my career. Since finishing school, I’ve been fortunate enough to work with some great global brands, and have nearly doubled my income. I also recently won an award for writing the QUALCOMM Annual Report (for the third year running). So, for what it’s worth, I’m a believer in the value of your program!”

—Michael Copeland (M.B.A. 1997)
College Spotlight – Honors and Awards

College Spotlight

Power Tools for Successful Leasing, by James M. Johnson, NIU professor of finance, and Barry S. Marks, has become the ultimate authority in the leasing industry. Used by the ELA in their principles courses and adopted by over 50 lessors for training and distribution to sales personnel, the book provides the guidelines and necessary facts for lease dealmakers, sales reps, and brokers. Johnson serves on the Board of Trustees of the Foundation for Leasing Education and on the Editorial Board of the Journal of Equipment Lease Financing. He has been an adviser, educator, and trainer for both lessor and lessee firms for the past 20 years.

NIU CPA Review

Debra Hopkins, director of the Northern Illinois University CPA Review, reports six EXCEL award winners for the November 2000 Certified Public Accounting (CPA) exam. To earn an EXCEL award, a CPA candidate must earn one of the top 120 scores in the nation. The state of Illinois earned 15 awards. This is a remarkable accomplishment considering that over 50,000 people sat for the November exam. Honored at the May 29, 2001, CPA awards banquet were the following NIU winners:

- Jennifer Anthony, Chicago review, graduate of Arizona State University
- Estelle Berger, DeKalb review, graduate of Princeton University and the College of DuPage
- Yongjiang He, a Ph.D. student in economics at Northern Illinois University
- Manying Li, a student in Northern Illinois University’s Master of Accounting Science program
- Natalie McGrath, Hoffman Estates review, a Northern Illinois University graduate
- Wei Chen, Chicago review, a graduate of DePaul University

Wei Chen won the bronze medal in the state of Illinois. Yongjiang He and Manying Li were the first husband-and-wife team to win EXCEL awards. To view pictures of these individuals celebrating with Dean Graf and the CPA faculty, click on “Success Stories” of the CPA website at www.cob.niu.edu/cparev

Barsema Professor of Management Information Systems

Jack T. Marchewka, associate professor in the Department of Operations Management and Information Systems (OMIS), was named the Barsema Professor of Management Information Systems (MIS) and director of the Business Information Technology Transfer Center (BITTC). Along with their $20 million gift for a College of Business building, Dennis and Stacey Barsema have also provided $224,000 to support BITTC. Included with this support is a three-year commitment to fund the Barsema Professor of MIS in managing and expanding BITTC. This will include developing business contacts, screening projects, developing preliminary project plans, recruiting students and projects, enhancing team building, coordinating and training faculty coaches, and developing a project management methodology to support projects under the center.

The Business Information Technology Transfer Center was created three years ago as a 3-semester-hour course for students in the operations management and information systems program to work on projects for major corporations. When Dennis Barsema learned about this unique opportunity, he was excited to lend his support. “The BITTC provides exactly the type of opportunities that I believe are critical to developing the educational infrastructure needed to turn Chicago into the next great high-tech center,” he said. In addition to providing funding for the Barsema Professor of MIS and BITTC, an endowed scholarship was also established to provide students with a $500 scholarship in addition to the 3 semester hours of course work they receive for working on a project through BITTC.

In establishing BITTC Marchewka acquired what he could for resources, including used furniture and computers. “It is exciting to watch this evolve—from a room in McMurry with used equipment and wires hanging—into a bona fide research facility for the students and corporations,” Marchewka said.

“The Barsema Professorship will now allow me to take this to the next level. I envision that BITTC will serve as a real resource for technology and research support for businesses,” he commented.

The next project is to develop a knowledge management program for the center. The knowledge management program will allow students to access lessons learned from past teams and build on that knowledge.

Natalie Churyk, who joined the Department of Accountancy in fall 2001 as assistant professor, received the 2001 University of South Carolina Educational Foundation Outstanding Teaching Award for Graduate Assistants.

Doug Clinton, associate professor of accountancy effective fall 2001, won the Certificate of Merit award from the Institute of Management Accountants for his article “ERP in Institutional Manufacturing,” which was published in Management Accounting Quarterly, summer 2000.

John Engstrom, professor of accountancy, received the Distinguished Service Award from the Illinois CPA Society for his work on the governmental accounting executive task force. Engstrom was also appointed as chair of the agenda committee for the Governmental Accounting Standards Advisory Council (GASAC).

James Hendricks, professor of accountancy, received the Golden Apple Award for Excellence in Teaching for the second-year class of the NIU Executive M.B.A. program. He was also the recipient of the 2001 Department of Accountancy Alumnus of the Year Award.

Pam Smith, assistant professor of accountancy, received the 2001 Department of Accountancy Outstanding Educator Award.
Rick Ridnour Wins Excellence in Undergraduate Teaching Award

By Joe King

An undergraduate’s time on campus is special and unique; it is a time of anxiety, a time of discovery, and a time of maturity.

During these short but formative years, many undergraduates find one professor who becomes a teacher, a mentor, and perhaps a friend. These professors open minds, shape thoughts, and touch nerves. They chart paths for success and supply enough encouragement to ease the first few miles.

Each year, NIU recognizes three of these professors on behalf of their students. Initiated in 1966, the awards honor excellent undergraduate teaching in the university, encourage improvement of instruction, and promote discussion among members of the university community on the subject of teaching. This year, the College of Business is proud to have Rick Ridnour, professor of marketing, selected for this award through the nominations and support of the students.

It’s no surprise that Rick Ridnour is selling something when he steps in front of a class. After all, his specialty is professional sales. His product, however, might not be what you would expect. Certainly he gets his students to recognize that a career in sales is a noble, rewarding pursuit. But that message is ancillary to his real product.

“I hope that they learn not only about sales, but also how to live a balanced life,” said Ridnour, who found that balance 15 years ago when he left corporate America to begin teaching marketing at NIU. “Getting that opportunity to step before a class every day is a privilege. You have to recognize what the opportunity to teach is all about—that you can affect the growth and development of individuals and help them reach their fullest potential,” he said.

His students appreciate that enthusiasm. Ridnour’s teacher evaluations are sprinkled with comments like “Best teacher I have ever had,” “He teaches with passion,” and “I learned more in his class than in any other course I have taken.” Alumni who wrote in support of his nomination credited Ridnour with setting them on their current career path and providing them with skills they continue to use every day. “One of the greatest rewards you can get is to hear from graduates how well they are doing,” Ridnour said.

Respect for Ridnour extends throughout the faculty as well. “Professor Ridnour demonstrates extraordinary commitment to students,” said Peter Kaminski, chair of marketing, noting that Ridnour’s efforts extend beyond the classroom and include his involvement in curriculum development, directing the department’s career night, and advising the marketing fraternity and the advertising sales staff of the Northern Star.

Ridnour’s skill in the classroom was previously recognized with the Department of Marketing Excellence in Teaching Award and the Ideal Industries Teaching Award.
T Day

By Michelle DeJean

“T Day” (www.cob.niu.edu/tday/) almost sounds like the title of a movie in the action or science fiction genre. While T Day wasn’t a sci-fi movie, it was a day about the future. As part of the college’s faculty and staff development initiative, its purpose was to help the College of Business identify and practice effective innovations in its operations and educational design and delivery—this to ensure that Barsema Hall (www.cob.niu.edu/barsema/) will be not only a world-class facility but also home to a world-class College of Business. T Day was made possible by Ken Johnson, vice president and Chicago area leader at Cap Gemini Ernst & Young, who secured Cap Gemini’s Accelerated Solutions Environment (ASE) space, process, and facilitators for the College of Business. Thank you, Ken!

For nine hours on February 16, more than two-thirds of College of Business personnel brainstormed new possibilities of using technology for learning (hence the theme “T Day”). Take a glimpse back at how some of your former professors “went to school” on the future.

Back to the Future: One Day in the Making of a World-Class College of Business

8 a.m. Arrival. Seventy-six College of Business faculty, staff, and student leaders spill off the elevator into Cap Gemini’s Accelerated Solutions Environment (ASE) in downtown Chicago. They don’t know what they’ve walked into as they wade through the large workspace equipped with movable white mylar boards and rolling furniture scattered with books and toys. They don’t know what ASE is. At this point, what they do recognize are the Men at Work songs reverberating from the ceiling. (Yes, a few of your former professors were caught singing.)

8:30 a.m. Setting the Stage. The NIU College of Business meets Leslie Marquard, ASE Cap Gemini’s lead facilitator. “ASE, Accelerated Solutions Environment, was built for the purpose of helping organizations solve very complex problems and issues,” Leslie explains. Along those lines, and with the challenge of thinking up new technological uses, the participants are provided additional food for thought:

- Ilga Janouskovec, College of Business web coordinator, presents Blackboard, an application that helps teachers bring information to students and supports dynamic interaction between students, classes, and instructors.
- Bill Beshilas, senior manager at Cap Gemini Ernst & Young, talks about mobile commerce/mobile communications and its possibilities in the educational arena.
- Al Liubinslas, senior manager at Cap Gemini Ernst & Young, discusses business-to-business (B2B) models and their importance in reshaping business operations, processes, and relationships.
- Russ Hansen, principal at Cap Gemini Ernst & Young, (B.S. Computer Science 1984) reviews the “connected economy”

Retirements

W. Scott Bauman, professor of finance, will retire effective January 1, 2002. He was recruited to NIU in 1981 as chair of the Department of Finance. Prior to that, he was executive director of the Institute of Chartered Financial Analysts at the Colgate Darden Graduate School of Business Administration, University of Virginia. Bauman was a widely published scholar and served the university through numerous administrative and committee responsibilities.

Rodger A. Bolling, professor of accountancy, retired June 19, 2001. Prior to coming to NIU in 1987, he was director of the graduate tax program at Memphis State University. Bolling was the director of the Master of Science in Taxation (M.S.T.) program in the Department of Accountancy.

Askari Kizilbash, professor of marketing, retired September 1, 2001. He came to NIU in 1971 from the University of Nebraska, where he received his Ph.D. Kizilbash has a national and international reputation for his expertise in the marketing management area as a consultant and seminar leader. He is also widely published in several journals. Kizilbash was the recipient of the honored University Excellence in Undergraduate Teaching Award in 1982.

James P. Ward, management department career counselor and internship coordinator, retired May 16, 2001. He came to the Department of Management in 1993 after working with GTE Corporation, where he was the regional director for human resources. Ward was recognized as an outstanding educator. He received the Ideal Industries Excellence in Business Teaching award in 1998.
and how computing will be found in everything from kitchen appliances to clothing and classroom seats.

9:30 a.m. How ASE Works: Scan, Focus, Act. Leslie Marquard introduces the ASE process of scan, focus, act. Throughout the day, she challenges all participants to generate new possibilities for the college (scan), then select a direction and add detail to what that new future looks like (focus), and finally identify steps to make that future a reality now (act).

10 a.m.–5 p.m. Men and Women at Work: The Participants. Remember all those team projects when you were an undergraduate and/or graduate student in the NIU College of Business? Well, what’s good for the goose is good for the gander. Consider that your COB faculty, staff, and student participants worked on not one, but three different teams, in the span of nine hours. Their teams had techno names (Team Wireless, Team Ethernet, Team Motherboard, Team Encryption, among others), and they were cross-departmental, cross-professions, and cross-classroom. What’s more, every team was required to make a formal report on their work and was held accountable to a result, such as designing an approach to (among others) distributed education, integrated curriculum development and delivery, and a technology strategy for the college. Listed below are the issues and challenges they addressed (details can be found at www.cob.niu.edu/tday/):

**Scan**

- Partnership . . .
- Distributed Education . . .
- Competitors . . .
- Changes in Higher Education . . .
- Teaching e-Business

**T-Day Assignment**

1. How is education being shaped by current demands in the marketplace?
2. What changes or new practices are emerging in higher education?
3. What lessons can be learned from changes in higher education in terms of adapting to customer (student) needs?
4. Which practices improve the effectiveness of a school? Which diminish effectiveness?
5. How is technology helping or hindering teaching students?
6. What specific demands in today’s business environment shape the use of technology tools within an educational framework?
7. What kinds of choices are available to students as a result of technology? How does this affect competition between schools?

**Focus**

- Curriculum . . .
- College Communications . . .
- Academic Integration . . .
- Faculty Development . . .
- Technology Strategy . . .
- Education Delivery

**T-Day Assignment**

It is February 16, 2003. The NIU College of Business is celebrating its new ranking as one of the top 10 business schools in the country! One of the reasons for this huge success is the College of Business’ new curriculum. You were a key designer of the new offerings and are being asked to present your work at a *U.S. News and World Report* sponsored forum.

**Act**

**Accountancy, Finance, Management, Marketing, and OMIS T-Day Assignment**

Announce your biggest decisions for change in each department. What will you do on Monday?

T-Day resulted in many fine ideas, ranging from eliminating departments to taking an inventory of faculty members’ current technology skill levels. In an effort to keep the energy from T-Day going, the college has since created a T-Day grant plan. Funding is allocated to support projects serving as pilot programs in developing cores that will require students to implement the use of technology in business courses. Once projects are completed, creators will share with department and college faculty their successful innovations for using technology to benefit the teaching/learning process.

Again, on behalf of the College of Business, our thanks to Ken Johnson, Leslie Marquard, all the ASE facilitators, Russ Hansen, and all the Cap Gemini professionals who made T-Day possible and who gave so generously of their time, talent, and energy.

**Note:** www.cob.niu.edu/tday/ (Images at this site are clickable and can be enlarged for your reading pleasure.)

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In an effort to better serve our college stakeholders with the NIU AngelNet, we have established a web-based survey to learn more about your current and future needs surrounding angel funding. If you anticipate possibly inquiring about NIU AngelNet funding within the next five years, please take the time to visit our web page at www.cob.niu.edu/outreach and click on corporate relations. We ask that you respond to this brief survey within the next 30 days. College of Business Outreach and the NIU AngelNet will utilize this data to support our decisionmaking in how best to serve you!
2001 at a Glance

For questions and reservation information about any of the listed alumni events, contact Sue Braffet at (815) 753-1433 or e-mail businessalumni@niu.edu

NIU Executive Club Spring Face-to-Face

March 13, 2001—Hyatt Regency, Oak Brook

The NIU Executive Club spring gathering was quite a “hit” even though we needed to substitute the main speaker with a “pinch hitter” at the last minute. Former White Sox pitcher and hall of famer Donn Pall filled in for Daily Herald sportswriter Barry Rosner when Rosner became ill. Everyone enjoyed Donn Pall’s insights into major league baseball and the pro sports world.

NIU College of Business Rockford Area Alumni Club

Executive Lecture Series—March 27, 2001 NIU-Rockford

WREX-TV news anchor Mike Robinson moderated a lively panel discussion featuring Rockford mayoral candidates. The discussion, “The Economic Development of Rockford,” allowed candidates Dennis Johnson, Larry Morrissey, Doug Scott, and Guy Spinello to present their ideas and plans for the growth of Rockford.

NIU College of Business 11th Annual Alumni Luncheon

May 4, 2001—Palmer House, Chicago

This year’s annual alumni luncheon featured a video story of Dennis and Stacey Barsema with a virtual tour of the future College of Business building, Barsema Hall. The 2001 Distinguished Alumnus Award was presented to Gary Longman (’70 Accountancy), retired partner of KPMG. Kevin Berg (’82 Computer Science), principal at Intuitive Technologies, received a new award this year, the 2001 Distinguished Service Award.

The college would like to thank the following corporate sponsors for the 2001 alumni luncheon: Arthur Andersen, Berlin Packaging, Cap Gemini Ernst & Young, Clark Engineering, Crowe Chizek, NIU Evening M.B.A. program, NIU Executive M.B.A. program, Ernst & Young, FERS Business Services, Franczek Sullivan, KPMG, Motorola.

M.B.A. Colloquium Executive Lecture Series

April 5, 2001—NIU-Naperville

“Career Management: Individual and Corporate Perspectives” was an extremely interesting topic that drew a full-capacity crowd to NIU-Naperville. Terry Bishop, professor of management, moderated the panel, which provided a variety of perspectives on the topic:

- Geoffrey Abbot, vice president, Callenger, Gray & Christmas
- Carey Dassatti, vice president and director, Motorola
- Mark Lindner, human resources director, Allstate Insurance Company
- Greg Pettenon, managing consultant, Drake Beam Morin
- David Small, director of HR Design Center, McDonald’s Corporation

Pictured from left to right: Terry Bishop, moderator, Geoffrey Abbot, Carey Dassatti, Mark Lindner, Greg Pettenon, and David Small

Gary Longman and David Graf
NIU Executive Club Golf Outing
September 10, 2001

Kishwaukee Country Club in DeKalb was the perfect place to bring alumni back to DeKalb for a round of golf, networking, and of course plenty of fun. Following golf and a great dinner, head football coach Joe Novak provided insight into the 2001-02 football team and upcoming season.

Clifford Danielson Auditorium Dedication and Distinguished Lecture
October 1, 2001

The name of the newly renovated Wirtz Auditorium will be changed to the Clifford Danielson Auditorium and dedicated in memory of Clifford and in recognition of his many contributions to the community, the College of Business, and to Northern Illinois University.

The presentation and lecture will take place at 5:30 p.m., followed by a reception in the light court at 6:30 p.m. Curt Hunter, senior vice president and director of research at the Federal Reserve Bank of Chicago, will be the featured speaker.

As Clifford Danielson was the past chairman of the National Bank and Trust Company of Sycamore, it is fitting that this special occasion will also recognize the leadership of NIU Department of Finance alumni in the DeKalb/Sycamore banking community. The following Department of Finance alumni will be recognized at the ceremony with Outstanding Achievement Awards:

Michael Cullen ('84 Finance, '87 Accountancy), president and chief executive officer, The National Bank and Trust Company of Sycamore

Richard Katz ('74 Finance, '75 M.B.A.), president and chief executive officer, Resource Bank

Robert Schroeder ('80 Finance), president, Illinois Community Credit Union

Timothy Struthers ('84 Finance, '88 M.B.A.), regional president, Castle Bank

NIU Executive Club Fall Face-to-Face
October 16—Hyatt Regency, Oak Brook

Cary Groth, NIU athletic director, and Rob Judson, NIU men's head basketball coach, will be the featured speakers. As one of the few women athletic directors in the nation, Cary Groth will offer her perspective of the challenges she faces in her position. Coach Judson, who has a different set of challenges ahead, will provide his perspective of the men's basketball team and the season ahead.

NIU College of Business Rockford Area Alumni Club
Executive Lecture Series—October 17
NIU-Rockford

“Career Transitions: Managing Your Career in Times of Change” will be the topic of the panel presentation scheduled for 6:30 p.m., October 17, at NIU-Rockford. A reception will follow the panel presentation to allow everyone the opportunity to speak with the panelists and network with other alumni. Moderated by Terry Bishop, professor of management, the panel will include:

Chris Beck, human resources, Landmark Financial

Tom Furst, The Furst Group

Jim Haley, human resource manager, Pacific Scientific

John Lutz, former president and CEO, Elco Industries

2001 NIU Homecoming
Saturday, October 20

Join NIU alumni and friends for a great day of Homecoming festivities, including an exciting game of football against Western Michigan University at 1:05 p.m. Prior to the game, the College of Business will host a tailgating tent and provide plenty of food, beverages, and camaraderie.

NIU Executive Club Third Annual Endowed Scholarship Fund Dinner Dance and Silent Auction
November 2—Hotel Sofitel, Rosemont

A superb evening of elegant dining and dancing, along with an outstanding silent auction, is planned to benefit the Executive Club Endowed Scholarship Fund. Past events at this location have been so successful that the evening is again scheduled at the Hotel Sofitel in Rosemont on November 2. Plan now to be a part of the 2001 celebration! Call (815) 753-1755 or e-mail businessalumni@niu.edu for further details. This is an event you won't want to miss!

Rockford Area Alumni Club
2001 Outstanding Student Scholarship Recipient
Megan Elizabeth McKnight

Megan Mc Knight was selected as the 2001 Outstanding Student Scholar based upon her grade point average as well as her involvement in extracurricular and community service activities.

McKnight is the vice president of alumni relations for the NIU Marketing Honor Society, a puppy-raiser volunteer for “Leader Dogs for the Blind,” and a volunteer at SMILES Riding for the Handicapped program. In addition to excelling academically and participating in extracurricular and community activities, she also works as a horseback riding instructor and a waitress.

McKnight plans to receive a B.S. degree in marketing from the College of Business. “Advancing as far as possible in both my education and my career is top priority in my list of goals,” she states. “I hope these goals will allow me to learn a lot from others and teach others as well.”
The Northern Illinois University College of Business Outreach Office was strategically designed to effectively and efficiently serve practitioners and their organizations by bringing our college to interested organizations and individuals.

Following is an interview between Sue Braffet, director of alumni services, and Tom Haapoja, manager of business research. Also an NIU alumnus (B.S. Sociology, M.S. Sociology, and Ed.D. Instructional Technology-Corporate Training and Performance Technology), Tom has spent more than 10 years serving business and industry with business research services.

Sue: Why do executives need business research?
Tom: Excellent question. My clients tell me it is usually due to at least one of four reasons:
1. We tell clients what’s wrong with their organization and how it impacts their performance.
2. NIU can ask the questions and get the answers that their organization could not, in such a way that minimizes bias and error.
3. Their competitors are probably already doing this.
4. They need to make more money or save more money. We can help identify how and where.

Sue: What type of research do you do?
Tom: Clients are always challenging us to provide new services supporting such needs as sales leads or marketing surveys. Primarily we focus on organizational performance issues associated with quality, customer satisfaction, supply-chain/channel partner efficiency, employee satisfaction, and organizational culture related to quality.

Sue: Is your methodology different than other research organizations?
Tom: Unlike many research organizations, our approach blends traditional social science methodology with best practices of business research. What this means is that we do not initiate the process with the intent to present a particular survey package. Instead, we begin with an issue, challenge, or problem brought to the table by the client and develop the research design to uncover the performance problems.

Sue: Is there anything else that differentiates you from others?
Tom: Yes. We are proud of the fact that we work extremely hard to put as much effort into learning about our clients’ businesses as we do in following through with the research. We try to learn about the problems and concerns businesses have and help them develop specific “research questions” to answer. These are the main business problems they want to understand and ultimately solve. These can be in the form of “Will our customers continue to buy our goods and services in the future?” to “How can we retain our customers’ loyalty?” After we determine their research questions related to specific issues, we develop a research design to answer them.

Sue: What is your typical process for developing a research tool?
Tom: The client’s organizational problems and research questions drive the process. We begin by determining the population of study and all the different groups of stakeholders related to the client. We then develop a survey or surveys specifically for these groups. We recommend the appropriate means of data collection (e.g., telephone, paper, or Web). We then follow rigorous sampling protocols to reduce systematic bias and error. This is not a “survey in a box” service. We focus on the specific needs of the organization.

Sue: Do you provide a report?
Tom: Yes. At the conclusion of the project, the client receives an executive summary report that provides analysis and an explanation of the research results in plain, simple terms. We emphasize results with graphics, tables, and charts. The real value of the report lies in the information we provide and the effort we make in disseminating very technical statistical information in a professional, user-friendly way. The research design and the reports we create are what keep our clients coming back.

Sue: How much does it cost?
Tom: We have served clients for $5K-$85K. Typically prices range from $18K-$30K, but our goal is to work within our clients’ budget.

Sue: That’s a wide range.
Tom: I know, but no one likes to generalize pricing. It really does depend on several factors, including sample size, means of data collection (e.g., telephone, paper, or Web), and the amount of statistical analysis needed to answer the research questions. Whatever the cost, our clients tell us it is less than the cost of losing existing customers, employees, and suppliers and having to attract new ones.

Sue: What are some interesting findings that have resulted from your efforts serving clients?
Tom: Many companies within a specified industry face the same problems and challenges. What is interesting is discovering unique issues facing individual companies that affect performance. From these discoveries, we can provide information to assist the leadership teams in developing improvement initiatives.

Sue: How have some of your clients benefited from your services?
Tom: We have never worked with a client that has not realized a real value of either increased revenue or decreased costs. Plain and simple, organizations are purchasing business intelligence about their own organization and others in their industry. Through our methodology, problems with quality, customer satisfaction, supply-chain/channel partner efficiency, and employee satisfaction are identified, which can lead to beneficial changes in the organization.

It is important to note that while we assist our clients in providing intelligence, it is still up to them to integrate the findings and make the necessary changes. We often work closely with the Learning and Business Solutions unit of Outreach by bringing in our faculty consultants to assist the leadership team in converting the research results into beneficial change strategies.

Sue: How can people find out more about your services?
Tom: The easiest way is to contact me directly by phone at (815) 753-5796 or e-mail at thaapoja@niu.edu. I also encourage those with interest to visit our website at www.cob.niu.edu/outreach.

The Office of Business Outreach is comprised of four highly integrated business units, including:
- Corporate Relations—Creating relationships that leverage the resources of the college and its stakeholders for mutual benefit.
- Learning and Business Solutions—Developing and facilitating contract education, business consulting, and executive coaching interventions.
- Business Research—Providing stakeholders an integrated solutions approach by offering assessment packages, consultation in the translation of results into business strategies, and professional education services to institutionalize desired outcomes.
- Continuing Professional Education in Business—Offering non-credit, open enrollment certificates, workshops, and certification preparations.
Alumni Updates- not available online
Alumni Updates- not available online
Kristopher S. Barry (B.S. OMIS) is an I/T specialist with IBM Global Services in Chicago. Barry writes that he has been with IBM Global Services since graduation, and has loved every minute of it.

Mario Cinardi (B.S. Marketing) currently owns two companies, WMA Securities and dotplanet.com, both of which are branches under MC & Associates. Cinardi started at WMA as an intern while going to school at NIU, worked up to branch manager, and finally branched off into his own company. He also started dotplanet.com, an Internet company that allows clients to track finances online. Cinardi is a member of the Modern Day Alexander Club.

Mary Ann Hagemann (B.S. OMIS) is a senior business analyst at Kraft Foods in Northfield, Illinois.

Connie Horn (B.S. Accountancy) is a CPA and general services staff member with the McGladrey & Pullen financial institutions group in Madison, Wisconsin.

David S. Lipien (B.S. OMIS) recently left SBC’s e-business organization to join IBM’s Innovation Center of e-business.

Jason A. Luebke (B.S. Marketing) recently started working with the Gannett Newspaper Corporation as a regional director for newspaper relations in Chicago, Illinois. He travels to 17 states, working with presidents and publishers of newspapers, building relationships, and working his sales magic.

Joseph R. Simmons (B.S. OMIS) is a consultant in the manufacturing supply chain area at Cap Gemini Ernst & Young in Chicago.

Jonathan S. Eilers (B.S. OMIS) is currently a senior developer with Verizon Wireless in the Midwest e-commerce group in Schaumburg, Illinois. Eilers has worked on various projects including the Midwest Intranet and the employee phone website.

Anthony F. Tomei (B.S. Finance) is a financial adviser for Morgan Stanley in Lisle, Illinois.

James P. Volman (B.S. OMIS) is currently a website auditor for ABCinteractive, a subsidiary of the Audit Bureau of Circulations in Rolling Meadows, Illinois. Some of his clients include Yahoo, Playboy, PCWorld, Lycos Korea, and House of Blues.

Daniel Dallemolle (B.S. Management 1972) was elected to the position of president and chief executive officer by the Board of Directors for Enesco Group, a leader in the gift, collectible, and home décor industries.

Nick P. Calamos (M.S. Finance 1989) was quoted in the February 1 and April 4, 2001, editions of The Wall Street Journal. Along with three other expert investors, Calamos was asked to predict what stocks to buy given a six-month period. His pick—Metlife—rose 14.8 percent, which was above the average for other investors in the group and much higher than the Dow Jones Industrial Average during that same time period. In addition to being quoted as an authority on convertible securities by leading financial publications such as Barron’s, Fortune, Smart Money, Corporate Financing Week, Pensions and Investments, The Wall Street Journal, USA Today, The New York Times, Investment Daily, and Financial World, Calamos has also appeared on CNBC.

David Steinberg (B.S. Marketing 1980, M.B.A. 1981) was featured in the May 21, 2001, issue of Crain’s Chicago Business. Steinberg is managing partner of D2 Capital Management, a $50-million-asset hedge fund manager based in Northfield, Illinois. As reported in Crain’s, Steinberg’s strategy is to “buy at a discount the stuff that other investors are anxious to dump, and trust in the research.”

Ken Wruk (B.S. Engineering 1990, M.B.A. 1999) was featured in an article in i-Street Newsletter. Wruk’s company, the once publicly traded yesmail.com, was bought at the height of Internet valuations by incubator CMGI in a stock deal valued at more than $700 million. At the time of the deal (last March), CMGI’s stock was worth around $150 a share, and is now worth a few dollars. The deal closed just weeks before the Nasdaq crash. Since the tech wreck, Wruk has emerged as an angel investor. These days he can be found at his home in Lake Geneva, Wisconsin, anticipating the birth of his second child, or in the city helping entrepreneurs and scouting out new deals.
Looking for an opportunity to talk to other professionals about your organization?
Bounce ideas off your peers?
Identify potential business partners?

If you, like many of our corporate partners and alumni, could benefit from this opportunity, come join the College of Business Outreach Networking Group! Unlike other networking groups—where the “regulars” converse primarily with each other—our quarterly meetings will be highly structured to maximize the potential for networking. You are guaranteed to network with at least four to six new professionals.

In initiating a professional business relationship, what better common bond is there than a mutual affiliation with the NIU College of Business? You don’t have to be an alumnus. Perhaps you participated in a non-credit program, or are serviced by one of the many offices on campus. Perhaps you participate on an advisory board, recruit our students, or maybe your sibling, spouse, or child attended the university.

Whatever your affiliation—you’re invited to join!
The only requirements are that you have five years of business experience with fiscal responsibilities. Employment seeking is not permitted.

The first meeting is scheduled for Wednesday, November 7, 2001, at NIU-Naperville from 7:30-9:30 a.m.

For more information please contact Brian Vollmert, director of College of Business Outreach, by phone at (815) 753-5791 or e-mail at bvollmert@niu.edu. Also, please visit our website:

www.cob.niu.edu/outreach