Bryan School Students Excel on National Assessment

Business graduates from The University of North Carolina at Greensboro outscored two-thirds of test takers on a national assessment of undergraduate business students.

Seniors at the Bryan School for Business and Economics scored an average of 156.4 points out of a possible 200 points on Educational Testing Service’s most recent Major Field Test in business, outpacing the 151.9-point average among all schools. Of the 359 business schools that used the test, 67 percent had an average score below the Bryan School, placing the school in the upper-third of participating programs.

“The results are very gratifying when you compare our students’ results to the other schools that took part,” said Bryan School Dean Jim Weeks. “We came out very well in many areas, and we are particularly pleased our students did so well on the international dimension, which is something we have been working on and emphasizing for the last decade.”

Weeks compared how the Bryan School fared with similar-sized schools. Those schools included Kent State University, University of Missouri at St. Louis and the University of Tennessee at Chattanooga. The Bryan School was ahead of their average score by several points. On certain areas of the test, including international business and management, the school significantly outperformed them.

Educational Testing Service (ETS), the same organization that administers the SAT, makes Major Field Tests in 16 disciplines, including business. Schools elect to use the test to evaluate undergraduate seniors’ knowledge of business in the areas of accounting, economics, management, business analysis, finance, marketing, law, and social and international issues.

“The assessment is essentially a barometer of students’ overall knowledge in business as they exit the program,” said Dr. Don McCrickard, associate dean of with the Bryan School.

The Bryan School uses the tests as part of its continuing accreditation with AACSB International – The Association to Advance Collegiate Schools of Business.
As a public institution, we take seriously the challenging obligation to deliver quality programs that prepare our students for success as business professionals. We make a commitment to use resources wisely when we accept state funding from North Carolina taxpayers, tuition and fees from students, and donations from alumni and friends.

Through the continued assessment of our programs, we hold ourselves accountable, as good stewards of these resources, to offer the best programs and services to our students.

Our assessment program includes national, UNC system and local “benchmarking” comparisons. Through our accrediting body, AACSB International, we measure our productivity, instructional costs, fundraising efforts and student satisfaction levels against other quality business schools. For example, last year our students’ satisfaction levels rose in the areas of communication and teamwork in the international and technology sectors, and it was significantly above national norms. Two-thirds of our graduating seniors last semester outscored other students on a national assessment exam on business knowledge administered by the Educational Testing Service.

UNCG participates in a series of student and alumni satisfaction surveys along with other institutions in the UNC system. Information gathered from these surveys often leads to program or other structural changes. For example, we recently redesigned the academic advising program and developed a branch office of career services in the Bryan Building to better serve our students.

We are fortunate to have key stakeholder groups made up of people who generously give of their time and efforts to help advance the Bryan School. These include the Business Advisory Board, the Alumni Advisory Council, the Student Advisory Council and special advisory boards for many of our academic programs. We are currently exploring how to expand our alumni networking opportunities based on recent survey results. Student and alumni satisfaction levels are important components of our assessment program. Each of these groups has made a significant impact on the scope and content of the programs we offer.

As we continue to improve the quality of the Bryan School, the value of your degree improves too. I invite your comments and suggestions about our programs and plans for the future. I look forward to hearing from you.

Warmest regards,

Jim Weeks

Among Top 10 Percent of B-Schools Nationwide

The Bryan School is among the top 10 percent of business schools nationwide that have been recognized by AACSB International—The Association to Advance Collegiate Schools of Business for the achievement of high quality. Only 421 of the approximately 2300 institutions of higher education in the U.S. have business programs that are internationally accredited by AACSB. Of these accredited business schools, the Bryan School is one of 165 that hold accreditation at the undergraduate and graduate levels in both business and accounting.

AACSB International accreditation represents the highest standard of achievement for business schools worldwide. Institutions that earn accreditation confirm their commitment to quality and continuous improvement through a rigorous and comprehensive peer review. AACSB International accreditation is the hallmark of excellence in management education. The Bryan School has been accredited since 1982.
Business Advisory Board

The Business Advisory Board (BAB) is one of several key stakeholder groups that advise the dean and the faculty on issues related to moving the Bryan School forward. Representing employers of Bryan School alumni and the business community, their advice, consultation and leadership is invaluable. Chaired by Lee McAllister, President of Weaver Investments, the group meets with the dean and others on a regular basis throughout the academic year.

M. Lee McAllister, Chair of BAB, President, Weaver Investment Properties, Greensboro

James A. Black, Jr., Alliance Commercial Properties, Greensboro

Patrick J. Burns, Co-Chief Executive Officer, Precision Fabrics Group, Inc., Greensboro

Eric A. Button ‘87, 82 MBA President and Managing Director, BioEmerge Partners, Winston-Salem

Jan R. Capps, VP of Human Resources, Syngenta Crop Protection, Inc., Greensboro

Douglas W. Copeland, Jr., President and Publisher, The Business Journal, Greensboro

David L. DeVries, Co-President, Kaplan-DeVries, Inc., Greensboro

Nancy W. Dunn, President, Aladdin Travel and Meeting Planners, Winston-Salem

J. Dale Hall, Senior VP & Triad Market President, Bank of America, Greensboro

Deborah L. Hooper, President and General Manager, WPMV-TV, Greensboro

Amelia S. Hopkins ‘80, ’91 MA Senior Vice President, U.S. Trust Company of North Carolina, Greensboro

Maria Keating ’95 President, Fuji Foods, Inc., Brown Summit

William M. Kotis, III '96 MBA President and CEO, Kotis Properties, Inc., Greensboro

Sallye A. Liner ‘81 MSN Executive Vice President, Chief Operating Officer, Forsyth Medical Center, Winston-Salem

Daniel A. Lynch ‘87 MBA Senior Vice President, Greensboro Economic Development Partnership, Greensboro

Cynthia D. McCaulay, Vice President Leadership Development, Center for Creative Leadership, Greensboro

C. Louis Moore, Eastern Tennessee Regional President, BB&T Corporation, Knoxville

James F. Morgan, Partner, Morgan, Herringshaw and McCall, Greensboro, High Point

Dianne F. Neal ‘81, 88 MBA Executive Vice President and CFO, R J Reynolds Tobacco, Inc., Winston-Salem

Natalie White Perkins ‘90 Marketing Consultant, Raleigh

Hoyt J. Phillips, Senior Vice President, Human Resources, Jefferson-Pilot Corporation, Greensboro

William J. Pratt, Jr. Chairman & Chief Technical Officer, RF Micro Devices, Inc., Greensboro

Nido R. Qubein ‘73 MSBE Chairman, Creative Services, Inc., Greensboro

Gwyn F. Riddick, Director, Piedmont Triad Office, North Carolina Biotechnology Center, Winston-Salem

Frank D. Robb, Executive Vice President and Chief Technology Officer, Wachovia Corporation, Charlotte

Boyd Rogers ‘85 MBA VP Business Process Executive - Supply Chain, VF Services, Greensboro

Norman G. Samet, CEO, Samet Corporation, Greensboro

Gary L. Smith, Executive Vice President and CFO, International Textile Group, Greensboro

Jeffrey S. Taylor, Vice President, Senior Products Group, Wells Fargo Home Mortgage, Inc., Greensboro

Thomas G. Tilley, Jr., President and CEO, Thomasville Furniture Industries, Thomasville

Hal G. Waddell, III, Executive Vice President, Treasurer and CFO, United Guaranty Corporation, Greensboro

Elizabeth S. Ward, ’89 MBA CFO and Treasurer, Moses Cone Health System, Greensboro

Arthur M. Winstead, Jr. ‘78 Partner, Davenport, Marvin, Joyce & Co., LLP, Greensboro

Jonathan H. Witherspoon, President and Publisher, Winston-Salem Journal, Winston-Salem

Alumni news

Mary Dimos ‘60 is a senior risk management specialist with The Washington Post in Washington D.C.

Steve Strader, ’74, ’76 MBA is the president of the Midwest district for AutoNation, Inc. in Alpharetta, Ga.

Kevin Jarvis ‘78, ’79 MA is president and chief economist for The Provident Health Alliance, Inc. in Alpharetta, Ga.

Harvey Gilbert ’82 is a vice president for BB&T in Decatur, Ga.

Lynn Medlin Perkins ‘83 is a managing director for Morgan Stanley in New York, NY.

Haig Garabedian ’85 MBA is a vice president with Fifth Third Bank in Oak Lawn, Ill.

Charles Luessenhop ‘85 is a senior loan officer with Olympia Mortgage Group in Tyson’s Corner, Va.

Yasu Kuwayama ‘86 MBA is a senior sales manager with Daido Steel (America) Inc. in Des Plaines, Ill.

Mona Das ’87 MBA is a manager with Nelcast Limited of Chennai, India. She resides in Buffalo Grove, Ill.

Peter Karoczkai ’87 is a senior vice president for sales and marketing with InfoHighway Communications in New York, NY.

Balam Elliott ’88 is director of client management for Evergreen Investment Management Company in Atlanta, Ga.

Kirk Galiani ’88 is a principal for Gold’s Gym International, Inc. in Falls Church, Va.

Bob Zilllian ’89 MBA is president of AT&T Technical Services Company in Herndon, Va.

Crystal Hocevar Freeman ’91 is a senior marketing consultant for Harry Norman Realtors in Duluth, Ga.

Brad Kirkman ’91 MBA is an associate professor of organizational behavior at the Georgia Institute of Technology in Atlanta, Ga.

Rick Michaels ’91 MBA is a senior vice president with US Trust Company in New York, NY.

Amy Balbinder Windham ’92 is a principal of Centerpiece, LLC in Marietta, Ga.

John Taggart ’92 is a service specialist for StorageTek in Norcross, Ga.

Janet Steward Caldwell ’93 is a project manager and assistant vice-president at AB Namro in Chicago, Ill.

Leslie Rogers Morgan ’93 is the general manager, e-business and consumer services at Thomasville Furniture Industries.

Terald Melton ’94 is president of Ivy Ridge Companies in Smyrna, Ga.

Jennifer Montoro ’94 is an assistant product merchandising manager with Vanity Fair in Alpharetta, Ga.

Luiz Montoro ’94 is a data analyst for Good Answer in Atlanta, Ga.

Amy Tucker ’94 is an operations manager with Pilot Advisors in New York, NY.

Jim Yeatts ’91, ’94 MA is a vice president of Portfolio Management with JP Morgan Chase in Edison, NJ.
Investment Executive Speaks

Carrie Schwab Pomerantz (left) delivered this year’s Kathleen Price Bryan Lecture. Schwab Pomerantz is a leading advocate for individual investors. As vice president for consumer education for Charles Schwab & Co., Inc., she is dedicated to raising the level of financial knowledge for consumers. She is also president of the Charles Schwab Foundation, which focuses its philanthropic resources on helping economically disadvantaged teens and young adults achieve financial success, and also encourages and supports Schwab employee philanthropy.

With her father, company founder and chairman Charles Schwab, she co-authored “It Pays to Talk: How to Have the Essential Conversations with your Family about Money and Investing.” Publishers Weekly called the book “a well-rounded primer that provides one-stop shopping for the many phases of financial understanding and planning.”

Schwab Pomerantz is a sought-after speaker, whose public appearances include the World Affairs Council of Philadelphia and the Commonwealth Club, in addition to appearances on The Today Show, CNBC and NPR. In 2001, Working Woman magazine recognized her as one of four “Market Movers” in America who are “rewriting the rules of finance.” She was also recognized as one of the “25 power elite” in the financial services industry by Investment News. The San Francisco Business Times named her one of the San Francisco Bay Area’s 100 Most Influential Women in Business (April 2003).

During her visit to the school, she also attended a breakfast meeting with the Business Advisory Board and was a guest lecturer in a senior level finance class. She made separate presentations to the Finance Insurance and Real Estate Society and at UNCG’s Women in Leadership Series.

The Kathleen Price Bryan Lecture is funded by an endowment from the late Kathleen Price Bryan to provide education to the community in matters regarding financial affairs.

Class of 2004 Gift

The graduating class of 2004 purchased three picnic tables for the Hillel courtyard of the Bryan building. A plaque by the tables reads that these tables are a gift “for Bryan School students, faculty and staff to share knowledge and build lasting relationships.” A total of $3,800 was raised, which included a challenge gift from the Business Advisory Board. A ceremony was held in May to unveil the gift.

Class Gift Committee members:
(left) Stephanie Wisinski ’04, Committee co-chair; Mandy Gidley ’03; Tuisha Fernandes ’04 MBA; Dean Jim Weeks; (right) Joy Munns ’02, ’03 MSA Committee Chair; Pam Cash ’90 MSBE, faculty advisor; Melissa Harvey ’02, ’03 MA

Photo © Christopher Hall ’03
New PhD Program in Economics

The new economics program is built on our highly successful microeconomic-focused MA program in Applied Economics. It integrates economic theory, econometrics and real world statistical and data analysis skills.

Our program is unique in that it trains students specifically as applied economists for research careers in banking and finance, government agencies, health organizations and medical schools, industry, public policy and research organizations and academic departments with a strong focus on public policy.

It has a strong emphasis on application of theory and econometrics as they are used in real world business and policy settings. Students receive formal training in the management and analysis of large, complex databases that are used in their fields of specialization.

The first PhD class is composed of eight students with an average age of 36.

“We look to partnering with North Carolina organizations that need to utilize the latest in statistical technique and economic analysis,” said Dr. Stuart Allen, head of the Department of Economics.

The PhD in Economics has been approved by the UNC Board of Governors, and the first class matriculated this fall.

Marketing Game Challenge

Each semester students in marketing classes participate in a computer-based simulation, "The Marketing Game." Winning teams from each class meet to run the simulation again in an event called "The BB&T Marketing Game Challenge." The game requires teams to make marketing decisions on certain projects in a real-time environment in competition with other teams.

Two winning teams are selected for an interview with marketing faculty and a representative from BB&T to determine the overall winner. Tim Davis ’81, vice president of human systems for BB&T, helped to start the challenge with a BB&T sponsorship. Thanks to Tim’s involvement, BB&T awards cash prizes to members of the two winning teams as well as provide refreshments and t-shirts. The Spring 2004 competition, held at the Bryan School on May 1, marked the 11th semester of the event.

Members of the winning team, representing Ms. Marilynn Baker’s class are Heather Rambo, Mike Blackwell, Paul McCormick and Canis Terry.

Members of the second place team, representing Ms. Rhonda Butler’s class are JoAnn Perino, Michael McClure and Anne Harriman.

Alumni news

Amy Buckingham Brown ’93, ’95 MSA is a senior financial analyst at GE Energy in Atlanta, Ga.

Raj Srikantan ’99 is a business analyst with Hewitt Associates in Orlando, Fla.

Richard Johe ’96 MBA earned his PhD from Duke University and is now the chair of the business and economics department at Salem College. He has been awarded four Fulbright Scholar grants.

Seema Nirwal ’97 MBA is a product manager with Global Sources in Singapore.

Kyle Lovelace ’99 is a corporate trainer for First Tennessee Bank in Greensboro, N.C.

Jan Witcher Piazza ’99 is an engineering assistant with RF Micro Devices.

Cathy Rosenberg ’92, ’99 MBA is a manager of credit marketing for The Home Depot in Atlanta, Ga.

Mark Mullins ’92, ’00 is a senior vice president, risk reporting and analytics for Regions Financial Corporation in Birmingham, Ala.

Jennifer Scott ’00 is a game operations coordinator for the 2004 Stanley Cup Champions Tampa Bay Lightning.

Kelly Wilson ’00 is an intermediate financial analyst with Cone Mills. She resides in Jamestown, NC.

Eric Addo ’01 MSITM is a senior exchange engineer with CompConTech in Charlotte, NC.

Vadim Bogolomov ’01 MSA is the director of accounting at EnergyUnited, EMC in Winston-Salem, NC.

John Welch ’01 is an associate attorney with Kirk, Kirk, Howell, Cutler, & Thomas, LLP in Wendell, NC.

Kenneth Wilson, III ’01 teaches sports and entertainment marketing at Western Guilford High School. He resides in Jamestown, NC.

Anna Gataliskaya ’02 MBA is a learning specialist on the wholesale operations training team with Wachovia Bank in Charlotte, NC.

Alejandro Moreno ’02 is a forward with the Los Angeles Galaxy. He had six goals and two assists in the 2004 season.

Matt Darst ’03 works as an economist in the producer price index division of the Bureau of Labor Statistics in Washington D.C.

Stuart Spencer ’03, ’04 MA is a research analyst for Comag Marketing Group in Charlotte, NC.

Adam McGlashan ’04, MA is employed by the Federal Reserve Board of Governors in the Macroeconomics Analysis section in Washington, D.C.

We like to keep up with our graduates! Please send information about where you are and what you’re doing now to Pam_Cash@uncg.edu.
2004 Scholarship Luncheon

Each year, the Bryan School hosts a special luncheon to recognize those individuals and corporations that provide scholarships and fellowships for students in the Bryan School. This year, 72 scholars and fellows were provided with funds contributed by alumni and friends of the Bryan School. These scholarships motivate our students, recognize their abilities and open further doors of opportunity for a bright future. We are proud to recognize some of the best and brightest of our students and to extend a special word of thanks to all of our donors and their families.

Representing some of the many scholars attending the lunch are the Allen Scholars: Kirk Hudson, (Anna Mae Allen and her son, R.J. Allen) Josh Green, Raeann Linthicum, Tracie Quiring, Andrea Gibbs, Angel Wyatt. Mrs. Allen established two endowed scholarships honoring her deceased son, Charles, and husband, Dr. Roscoe Allen who was a Bryan School faculty member.

New Certificate in Information Technology

The 12-credit-hour certificate will be given through the Department of Information Systems and Operations Management.

“This program is for people who already have a bachelor’s degree and who may already be working with information systems, but want to know more about them,” said Dr. Kwasi Amoako-Gyampah, incoming department head of information systems and operations management.

The 7.5 credit hours of required coursework will include classes in desktop data management, database applications and business applications programming. The remaining 4.5 credit hours will be made up of three courses from a list of six elective classes.

For more information on the program, visit the information systems and operations management web page at www.uncg.edu/bae/isom.

Program Wins First Place in Competition

Bryan School students won first place in the General Motors Marketing Internship Scholastic Achievement Award Competition, which strives to build partnerships between schools and the industry.

The students were part of an upper-level marketing and promotions management class, taught by Dr. Norwood McMillian. They devised a marketing program for a local GM car dealership. The goal was to design and implement a plan that would increase local awareness for the dealership.

“It’s a good program because it looks at the way we really do things in marketing. If you are doing marketing research in the classroom, that’s one thing. It’s an entirely different matter when you actually get out there in the real world and use the skills you’ve learned in the classroom and put that marketing intelligence to use,” said McMillian.

The Bryan School beat 14 other schools from around the country to win the $1,500 prize.

“We at General Motors are extremely impressed by the professionalism of your students and the original, creative ideas they presented,” said David Borchelt, the regional general manager for General Motors. “We look forward to partnering with you and the University of North Carolina at Greensboro in the future.”
Three students from the PhD program in information systems – Thomas Leary of Greensboro, Vishal Midha of Lubbock, Texas and Praveen Pinjani of India – were selected to present their research at the America’s Conference on Information Systems (AMCIS) in New York City.

Their presentations were on the following topics: all three students, “A Meta Analysis of MIS Research,” which has been recommended for a best paper award; Leary, “Agent Enabled Composition of Services Bundles: An M-Commerce Example”; and Midha, “Consumer Empowerment and Its Impact on Information Privacy Concerns and Trust: A Theoretical Model” and “Music Industry in the Era of Online Delivery: A Model of Comparison of Flat Rate Pricing vs. Differential Pricing.”

“This is indeed a rare accomplishment for so many graduate students from a new program to be selected to present at AMCIS,” said Dr. Prashant Palvia, director of the program. “We will definitely be noticed by other schools at AMCIS, which bodes well for the program.”

The projects were part of research initiated in PhD seminars. AMCIS is one of the leading conferences in the information systems management field.

Alumni Tournament

The 11th annual Alumni Golf Tournament was held Saturday, Sept. 18 on the Players Course at Bryan Park. Despite the rainy start, the tournament was played and all were rewarded with a sunny afternoon for the traditional picnic.

Funds raised from the entrance fees, gaming holes and putt-off support student organizations in the Bryan School. Twenty-five teams played in the captain’s choice format, and first flight winners were Dr. Stuart Allen, department head of economics, Alan Pike ’78, Danny Mamo ’00, ’01 MA and David Frace.

An all MBA foursome: Keith Ayscue ’91, ’03, John Cerra ’04, Dana Carter ’03, David Lee ’03

Faculty and staff news

Dr. Riad Ajami, the Charles Hayes Distinguished Professor and director of the Center for Global Business Education and Research, wrote an editorial for the August 18 edition of the Wall Street Journal entitled “Exxon Aramco?” The story offers a solution to the high prices and volatility in the world oil market. Ajami argues “cross-industry alliances between OPEC state-owned oil companies and multinational Western firms offers a way out of the looming crisis.”

Dr. Lew Brown, associate professor of marketing, taught a one-day seminar at the Tokyo University of Marine Science and Industry in Tokyo, Japan. Participants were members of the International Institute of Fisheries and Economics Trade. They came to learn how to write cases for use in training programs with world fisheries economists and managers.

The Bryan Staff Excellence Award was presented to Lynn Southard for her caring, efficient and professional service as the administrative assistant for the Department of Business Administration. Her kindness and warmth stem from her personal philosophy to “love what you do, and do what you love.” Southard’s role includes the enormous task of scheduling departmental classes and events.

Dr. Bruce Caldwell, professor of economics, received the 2004 Senior Teaching Award, highlighting his influence on academic success in the classroom. “His scholarship, classroom instruction and personal academic ideals provide a testimony to his excellence as a distinguished scholar,” said one student. Caldwell is the general editor for the recently published book “The Collected Works of F.A. Hayek,” which has kept him busy speaking at academic conferences.

Dr. Lakshmi Iyer dances with the Nritybharati School of Dance. She recently performed at the “One City, One Book” program at the Greensboro Public Library.

Dr. Lakshmi Iyer, assistant professor in information systems, received the 2004 Junior Teaching Award, which recognizes faculty for excellence in teaching. “She has a gift for recognizing a student’s potential and providing feedback that leads to growth,” said one of her students. The honor comes with a $1,000 stipend.

Dr. Lew Brown takes a break on top of Mt. Fiji during his visit to Tokyo, Japan.

Dr. Lew Brown, associate professor of marketing, taught a one-day seminar at the Tokyo University of Marine Science and Industry in Tokyo, Japan. Participants were members of the International Institute of Fisheries and Economics Trade. They came to learn how to write cases for use in training programs with world fisheries economists and managers.

Lynn Southard
**UNCG ranked “Best Bargain”**
The Princeton Review named UNCG the second “best bargain” among public colleges and universities in “The Best 357 Colleges” guide. Consumers Digest magazine has ranked UNCG as one of the 50 top values among public colleges and universities in the United States.

UNCG is the only NC University to be named by both publications.

**UNCG Landed Top Ranking in Men’s Soccer**
The UNCG men’s soccer team achieved its first No. 1 ranking as a Division I program and held their position until their 17-game winning streak ended with a match against rival UNCW.

“It’s was wonderful for the program, the athletic department and the university,” said head coach Michael Parker. “It’s something special for our players, who continue to work hard. I have a great group of kids…”

UNCG captured the Southern Conference regular season title and hopes to have a league victory over No. 26 College of Charleston on Saturday, Nov. 6.

Visit www.uncgspartans.com for the latest Spartan sports news.

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The University of North Carolina at Greensboro is a leading student-centered university, linking the Piedmont Triad to the world through learning, discovery and service.