

**Heller College of Business
2010-2011
Annual report**



ROOSEVELT UNIVERSITY
HELLER COLLEGE OF BUSINESS

2011

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May 2010 to August 2011

This year should be an interesting year for many reasons.

I once had a boss who would say that “There are no such things as problems, only opportunities.” I would say that we have many opportunities today.

On the down side, we have seen significant declines in college enrollment as well as university enrollment, we have suffered a financial crises of the university and we are struggling again to make our enrollment targets this fall.

On the up side, we have developed new certificates, our new building is going to be our new home next summer, and we are working on new programs, new degrees, new course offerings and opportunities for our students and we have new collaborative agreements that should offer exciting new opportunities as well.

On the whole, I agree that it won't be easy, but I also want to suggest that we are a very good group of smart creative people who are responding to the pressures with ideas and solutions that will pay off for us. Despite the difficulties, I'm optimistic about the college and still very clear that we provide a quality educational experience for our students. I'm proud of the college and what we have accomplished so far and continue to be proud of the advancements we are making every day.

In this report you will read about the good, the bad and, well, the raw truth of how things are going. I maintain that progress is impossible unless we know the truth of where we are today. This report is organized with information about our current situation and then possible solutions for the future or new initiatives that are now happening.

I welcome your input, ideas and thoughts on our college and its programs. Together we can build this good program into a great program.

Sincerely,

Terri Friel
Dean, Heller College of Business

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LAST YEAR'S GOALS AND PROGRESS

GOALS FOR AY 2010-2011

Goal	Status
1. Increase enrollment in the college	Ongoing, not met
2. Develop new certificate programs in HRM and Sustainability	completed
3. Develop online class offerings	Ongoing, progress
4. Begin development of an international Hispanic focused MBA that will include courses in Spain, Chicago and Latin America	No progress
5. Build the development base and raise \$2 million minimum for the college	Ongoing, not met
6. Build an office incubator in Schaumburg	Ongoing, progress
7. Develop an entrepreneurship program plan	Ongoing, progress
8. Develop a mentoring program for students beyond the Real Estate program	completed
9. Expand internships, target for at least 40 students doing internships by May 2011	completed
10. Prepare pre-accreditation application and apply by May 2011	Completed, returned for more information, on hold
11. Develop new publicity materials such as brochures for programs, and a view book for the college.	Ongoing, progress
12. Build a new Alumni Advisory Council	postponed
13. Meet with the new Student Advisory Council twice	completed
14. Expand the membership of the Dean's Advisory Council to include subcommittees focused on each discipline we support	completed
15. Apply for NSF grant to develop a center for regulatory studies	postponed
16. Develop new international exchange opportunities and work to find ways to assist students to experience some international activity	Completed, ongoing
17. Work on review and upgrading our programs to reflect new business activities and needs	completed
18. Search for a new Marshall Bennett named professor	postponed
19. Search for a new Human Resources faculty member	postponed
20. Search for a new Strategy faculty member	postponed
21. Expand the Goldie Wolfe-Miller scholarship enrollment	completed
22. Seek out new sources of Real Estate funding	completed

ENROLLMENT

Declining enrollment in both Graduate and Undergraduate programs has continued through 2010. We have been working to alter that trajectory through additional summer open houses and marketing. We were able to increase enrollment of new graduate students over dismal projections for Fall 2010 from 50 to 188 with advertising and extra open houses. The same activity has been redoubled this year. As of August 22, 2011, we have 165 new students in the graduate programs. The MBA program has declined slightly, but the Accounting MS degrees have seen fairly good increases.

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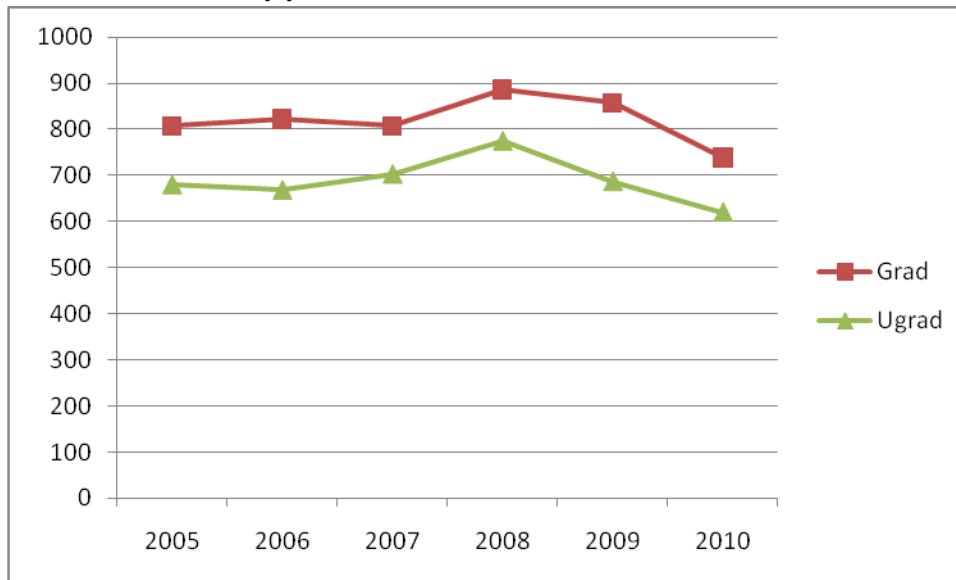
Possible Solutions

Nationally, enrollment in Flexible MBA programs and MSF programs has risen. The Flexible programs are designed with 1,2 and 3 hour courses that a student can take to fit their schedule. They are often shorter classes than full semester classes that give a busy graduate student some options to continue to make progress toward a degree beyond a 4 month commitment. We are now experimenting with courses like this to offer our students opportunities to advance using 1 and 2 credit hour classes as well as the 3 credit hour classes.

The MSF is a degree that is very attractive to international students. They seem to prefer this degree to the MBA. We are working to propose this degree to the HLC (Higher Learning Council). This typically takes a full academic year to process so it cannot be available before Fall 2012 probably.

We are also discussing a DBA (Doctor of Business Administration) that would be offered completely part time. Nationally, Doctorates are either full time or online. Since the online degrees are not well respected, a part time degree fills a niche that is currently unfilled. Again this will take at least a year to enact.

Table 1: Enrollment by year for Fall Semesters



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Table 2: Enrollment by Degree for MS degrees

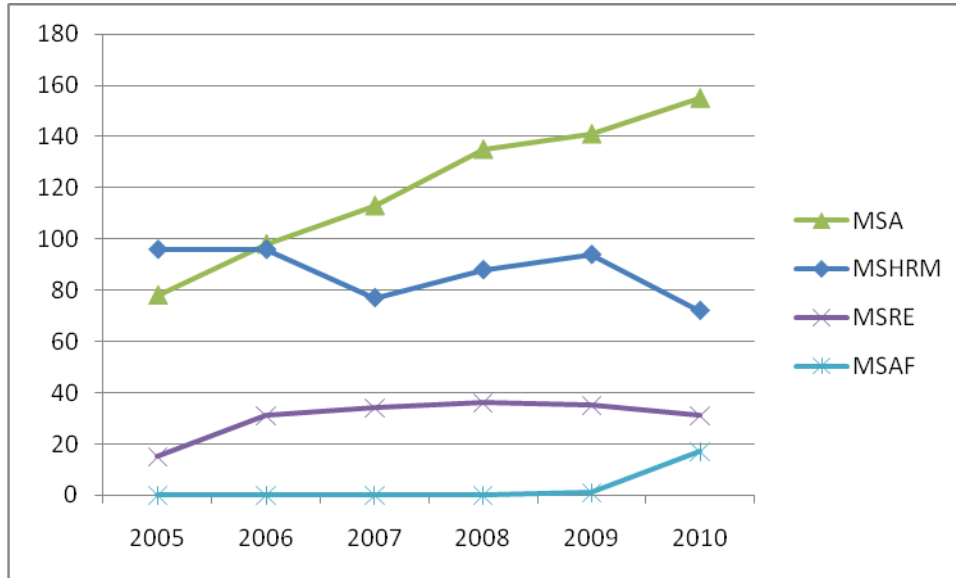
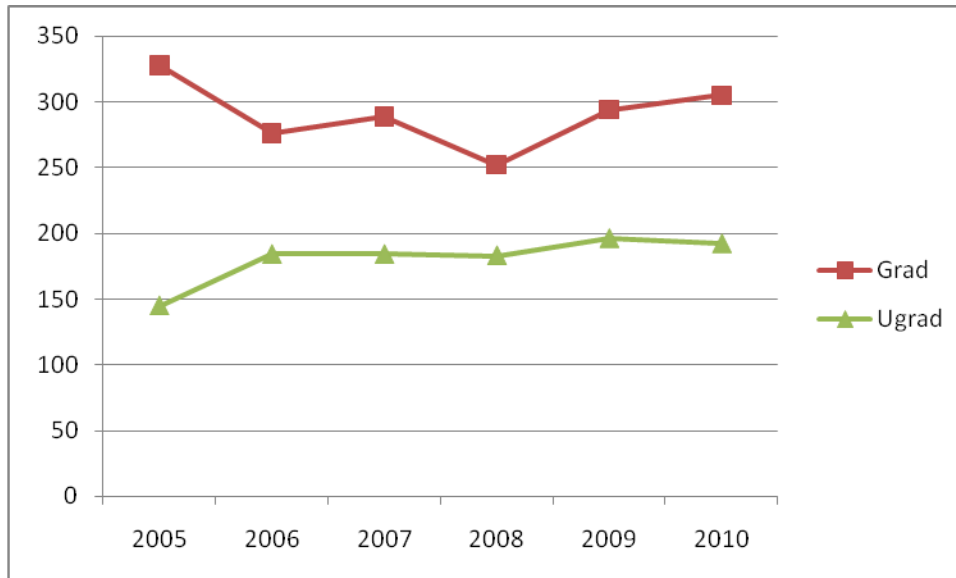


Table 3: Graduations



Our graduation rate has held steady over the years. Since our students take from 4 to 6 years to graduate, the decline in enrollment will not be reflected in graduation rates for at least 2 years.

Retention Rates

Good retention rates are indicative of a healthy, successful program as well as very positive for our cash flow. Each student that leaves must be replaced using expensive marketing and joining up staff time. National metrics that are reviewed by undergraduate students and show up on the FAFSA (Free application for student federal aid) final application report include the retention rates of freshmen at the

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target university chosen by the applicant. Our retention rate as a university is at about 60%. National averages are closer to 70+%. We have very high retention rates within the college for graduate and transfer students, but our Full-time freshmen rates are very low.

Possible Solutions

We have been offering freshmen level classes, new mentoring opportunities, and targeting those freshmen that have indicated a business major for events for the last year. Until classes begin and the official census is taken, we will not know if those freshmen have returned this year for their sophomore year. In addition to those programs, this year we will also offer software for students to prepare for the job market with 100 free scholarships for our students, more mentoring opportunities and events designed to bring these students to our venue to meet upper classmen who are more loyal to the program. Two new programs we will offer are Pl@forms and Careers College that offer online programs for training in specific areas demanded by employers and assistance to students seeking jobs, writing resumes and making presentations.

Advising Weeks and Resume Builder Sessions are free events that focus on serving our students in areas of their greatest concern, getting the classes they want and getting a job. We offer these over several weeks during the semester.

Table 4: HCB Full-Time Masters

Year	Cohort Size	1st Year Retention		4th Year Graduation		6th Year Graduation	
		N	%	N	%	N	%
1999	93	91	97.8	90	96.8	90	96.8
2000	66	62	93.9	61	92.4	61	92.4
2001	28	24	85.7	22	78.6	22	78.6
2002	26	22	84.6	19	73.1	19	73.1
2003	26	23	88.5	21	80.8	21	80.8
2004	29	26	89.7	26	89.7		
2005	35	33	94.3	30	85.7		
2006	33	23	69.7				
2007	40	37	92.5				
2008	53	42	79.2				
All	429	383	89.3	269	88.8	213	89.1

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Table 5: HCB Full-Time Transfers

Year	Cohort Size	1st Year Retention		4th Year Graduation		6th Year Graduation	
		N	%	N	%	N	%
2000	60	53	88.3	48	80.0	49	81.7
2001	86	65	75.6	55	64.0	57	66.3
2002	67	55	82.1	45	67.2	50	74.6
2003	66	55	83.3	42	63.6	46	69.7
2004	64	50	78.1	44	68.8	48	75.0
2005	88	73	83.0	63	71.6		
2006	99	85	85.9	71	71.7		
2007	98	82	83.7				
2008	147	113	76.9				
2009	93	71	76.3				
All	868	702	80.9	368	69.4	250	72.9

Table 6: HCB Full-Time Freshmen

Year	Cohort Size	1st Year Retention		4th Year Graduation		6th Year Graduation	
		N	%	N	%	N	%
2000	35	18	51.4	3	8.6	10	28.6
2001	28	18	64.3	3	10.7	11	39.3
2002	32	18	56.3	4	12.5	8	25.0
2003	28	17	60.7	3	10.7	9	32.1
2004	19	13	68.4	6	31.6	8	42.1
2005	25	18	72.0	4	16.0		
2006	28	14	50.0	4	14.3		
2007	33	21	63.6				
2008	59	24	40.7				
2009	74	29	39.2				
All	361	190	52.6	27	13.8	46	32.4

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More Possible Solutions

Marketing is another focus of our efforts to increase enrollment. We used \$75,000 of our operating budget this year to buy ads for the graduate program. We are in a very competitive market where one of our competitors offered 50 FREE MBAs in the Schaumburg area and another opened several “boutique” sites with adjuncts teaching at a “value-priced” cost. One of our competitors dropped out of the western suburb market due to the difficulty in reaching that market. Here are the marketing channels we used this year.

- *RedEye*
 - PRINT We budgeted for 2 full page ads with iNotes (post-its on the cover)
- WVAZ
 - RADIO Top African American Station in Chicago, but this rate would be standard for just about any competitive station if there is a desire to go elsewhere
- Latino Network
 - A network with over 35,000 Latinos in the Chicago area that has proven highly effective in recruiting this population for the college.

We also experimented more with off site locations for our graduate information sessions. We had two at the Roldan Apts in Little Village, two at the Little Black Pearl on the South Side and one at Hancock tower at the home of alumnus Richard Killian. All have been very effective at reaching targeted populations and making connections.

FACULTY ACCOMPLISHMENTS

In this arena we have much to report. I will simply report a summary of activities that I wish to highlight and a general accounting of all faculty activities. However I have included a complete list of faculty activities as an appendix. It is quite extensive and impressive. For a college of our size, the amount of research activity is enormous, particularly given that we have a teaching focus and 9 hour loads. On top of that our faculty are outstanding teachers that normally go above and beyond to help our students. I can confidently state that this group of faculty is dedicated to our students and scholarship.

Scholarly activities by full- and part-time Heller College faculty for 2010–11

Activity	Number
Books 2	2
Grants 11	11
Articles and Book Chapters 46	46
Presentations 86	86
Editorial Boards 69	69
National Association Committee Work 60	60

Some outstanding faculty accomplishments for 2009-2010 include the following:

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Dr. Husam Abu-Khadra has been nominated and has accepted the following positions: academic reviewer for the Accounting Division, ASAC 2011 (Administrative Science Association of Canada); academic reviewer for the IACQA 2011 (International Arab Conference on Quality in Higher Education), AIS Division; and steering committee member for the IACQA (Permanent).

Dr. Joseph D. Ament, JD, CPA, MBA and professor of accounting, received the Peer-Reviewed Rating AV from Martindale-Hubbell/ Lexis-Nexis Directory for 25 consecutive years as Preeminent (1986–2011). The Peer-Reviewed Rating AV is the highest possible peer review rating in legal ability and ethical standards for attorneys nationally. He was also designated as an Illinois Super Lawyer for 2011, the seventh consecutive year Dr. Ament has received this title.

Dr. Sofi a Dermisi, professor of real estate and Pasquinelli Family Distinguished Chair, was chosen recipient of the American Real Estate Society's prestigious William Kinnard Young Scholar Award. This award recognizes high-quality research contributions to the real estate discipline, which are achieved during the first 10 years after receiving a PhD.

Dr. Thomas Head, professor of management, will conduct a professional development workshop at this year's Academy of Management Conference to be held August 2011, in San Antonio, Texas. Dr. Head's workshop is titled "West Meets East: Consulting across National Boundaries." Also involved in the workshop are Peter Sorensen, PhD, and Therese Yaeger, PhD, who are occasional Roosevelt adjunct faculty, and Flemming Poulfelt, who is a dean at the Copenhagen Business School in Denmark.

Dr. Mark Holtzblatt, Frederick Addy Associate Professor of Accounting, accepted these awards and invitations: 2011 Innovation in Accounting Education Award by the American Accounting Association; member of the editorial review board of the *Journal of Accounting Education* (an Elsevier publication), invited by David E. Stout; Andrews Chair in Accounting at Youngstown State University, and the incoming editor for 2010–2013; member of the National Steering Committee for the 3rd Annual Conference on Teaching and Learning in Accounting in San Francisco, July 31 to August 1, 2010 [2011?]; University of Arkansas Walton College Department of Accounting Academic Accounting Alumni of the Year for 2011.

Dr. Clarence R. Jones, PhD, PMP and adjunct instructor in management and information systems, was selected by Pearson Educational Publishing as one of their national subject matter experts (SME) in project management. Dr. Jones's primary activity will be assisting in course development.

Dr. Chris Matthews, DBA and adjunct instructor in human resource management, recently cofounded, with a current Roosevelt MBA student the International Academy of Student Development (IASD), which works with international students applying for admission to U.S. colleges and universities. This summer they will attend the Overseas Association for College Admission Counseling Conference in Canada.

Each academic year Heller College faculty and staff are selected by their peers for awards in teaching, research and service:

- Teaching: Merlin Warren, adjunct instructor in accounting
- Teaching: Dr. Gordon Patzer, professor of marketing
- Research: Dr. Husam Abu-Kahdra, assistant professor of accounting
- Service: Executive Education Director Kristin Nance

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FACULTY COMMITTEE OUTCOMES

The Assessment Committee successfully created Student learning outcomes for all programs and collected data for most. During the summer a report that evaluated the assessments and analyzed the findings was written by Dr. Carolyn Wiley and Dr. John McDonald.

The Graduate Programs Committee has been working on the issue of non business student intake in the graduate programs as well as the idea of a boot camp. They are also working on building more flexibility into the MBA program.

The curriculum committee met and is in the process of approving new certificates and degrees in the areas of Strategic Management, Social Entrepreneurship, Business Analysis, and Financial Planning.

STUDENT SERVICES

Pilot mentoring program is off and running.

Heller College alumni and board volunteers now meet monthly with all interested students during the fall and spring semesters. The college seeks to expand the mentorship program to serve approximately 1,400 students in imparting the critical skills for professional success. This initiative augments the real estate program's advanced mentorship offerings, made possible by paid trainers.

Here are the organizations that hosted our interns this year:

Hispanic Housing Development
Merrill Lynch
Merrill Lynch Cambridge
Realty Capital
American Bar Association
Fifth Third Bank
MGM Communications
Federal Reserve Bank of Chicago
City of Chicago Budget Office Clearbrook
Federal Reserve Bank of Chicago
Frost, Rittenberg and Rothblatt P.C.
Alexian Brothers Hospital Network
WGN Television
A.H. Employee Mu Jung Kim, CPA
H & R Block

Student Organizations

Study Abroad

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Last year, we had 8 students study abroad at Kent University in Kent, England with Dr. Carl Witte and Dr. Sumaria Mohan-Neill to study marketing. The program went well.

This year we will have two overseas classes. One in Paris, France at the Sorbonne in International Negotiations and one in Krakow, Poland working with Motorola on a project that spans two continents.

MARSHALL BENNETT INSTITUTE FOR REAL ESTATE

Gerald Fogelson Forum on Real Estate:

International Gateway

On April 14, the Gerald Fogelson Forum on Real Estate featured a panel presentation on the plans under way for International Gateway, the final phase in the redevelopment of Chicago's Central Station, a site consisting of 25 acres between 14th and 21st Streets, the last major underdeveloped property on Lake Shore Drive. Though not yet submitted for final approval by the city, the project has the potential to include several million square feet of hotels, residences, retail spaces and more. Panelists included Tim Desmond of Central Station Development Corporation; Richard Levy of Ungaretti & Harris, David Haymes of Pappageorge/Haymes Ltd.; and Benet Haller, director, Urban Design and Planning, City of Chicago. The panel was moderated by Gerald W. Fogelson, chairman of the Fogelson Companies. The audience of more than 120 developers, planners, faculty and students heard about the complex property and air rights, railroad and roadway spaces, and design elements involved in planning the project. Mr. Haller provided insights into the public planning priorities involved in the development.

Second Annual Successful Women in Commercial Real Estate Luncheon

The Goldie B. Wolfe Miller Women Leaders in Real Estate Initiative cosponsored the second annual Successful Women in Real Estate Luncheon, with the Women's Council of Realtors, on April 27. Hosted by the Commercial Forum of the Chicago Association of Realtors (CAR), the Gibson's Steakhouse luncheon began with a welcome from Ginger Downs, CEO of CAR and an advisory board member of the Women Leaders in Real Estate Initiative. Dean Terri Friel, representing the Heller College and the Marshall Bennett Institute of Real Estate, described the benefits of the Goldie B. Wolfe Miller scholarship and mentoring program, and encouraged applicants. And a panel discussed such issues about women in the field.

AACSB APPLICATION

This spring an application for Pre-accreditation was submitted to the AACSB for the Heller College of Business. The college had met all but a few standards and had evidence that these would be met shortly. However, there is a standard that requires demonstration of financial sustainability of the program once accredited. AACSB returned the application with a request for more detail about financial sustainability. Unfortunately the recent developments in the university financial forecasts has put the reply to this request for more details on this standard on hold for at least a year until the financial future of the university is clearer. In the meantime, the college will be working on updating the strategic plan and maintaining the standards that have been met so far.

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NEWS RELEASES ABOUT HCB

Journalist Bob Woodward Speaks at Heller College Luncheon

Bob Woodward, one of the most acclaimed reporters in the history of American journalism, captivated a capacity audience at a May 4 Roosevelt University luncheon by telling stories about Washington figures, political power and how he and Carl Bernstein uncovered the Watergate scandal.

“What is the biggest threat to democracy?” he asked those attending the event presented by the Heller College of Business. “The economy, war, politics? No, secret government. There is too much we don’t know about, too much secrecy.”

He recalled the time he asked former Vice President Al Gore how much the public knows about what is going on in the White House. “About one percent,” Gore replied.

The Pulitzer Prize-winning writer elaborated on that in response to a question about the importance of WikiLeaks. “Those revelations were mostly mid-level which didn’t even affect the White House,” he said. “The real power is in the presidency. I write about the president because that’s where the power is.”

Woodward said President Obama hates and is ambivalent about war. “To him, war is like managing chaos,” said Woodward, whose most recent book, *Obama’s Wars*, describes how Obama looked for a way out of the war in Afghanistan. Woodward called Obama a middle-of-the-road politician who will always find a way to compromise as he did with the tax hike for the wealthiest Americans.

Speaking right after the death of Osama bin Laden, Woodward said the mission undertaken by the Navy SEALs couldn’t have been more dangerous. “It is a great event, but we’re in unknown territory and we don’t know if there will be retaliation.”

Woodward had high praise for Katharine Graham, publisher of the *Washington Post* when he and Bernstein were exposing President Nixon’s wrongdoings in the Watergate scandal. “Her management style was mind on, hands off,” he recalled. When Woodward told her they would probably never know the full story of Watergate, she replied, “Never. Don’t tell me never.” That pushed us to dig further, he said.

Before his address at the Palmer House Hilton, Woodward met informally at the University with Roosevelt students and others. “I always tell young journalism students to work 25 percent harder than anyone else and you’ll double the results of what you do,” he said in response to a question about what it takes to become a successful reporter.

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Area high school students attend Entrepreneurship Academy at Roosevelt University

Initiative made possible with support from Motorola Solutions Foundation

Thirty high school students from the Chicago area received innovative math, science and green technology-based business life skills training at Roosevelt University in July during the first annual Green Teen\$ Entrepreneurship Academy.

Led by Roosevelt's Heller College of Business, its faculty and staff as well as successful green-tech business entrepreneurs, the Academy provided juniors, seniors and recent graduates from area high schools with opportunities to work with green-technology entrepreneurs, tour high-tech green facilities in the region and to develop their own green business plans.

Students worked in six five-member teams, developing business plans that were presented to a panel of judges on Friday, July 11 at the University.

The winning team of students, known as the Right Right company, developed a business plan for a product to be marketed to farmers having difficulties ripening fruit.

Winning team members, who received \$500 tuition scholarships for classes at Roosevelt University include: Lakeview High School student Tatyana Neal, 16, of Riverdale; Fenger High School student Keisha Davis, 18, of Chicago's Beverly neighborhood; Streamwood High School student Lana Sutker, 17, of Streamwood; Noble Street College Preparatory School student Angelica Solano, 17, of Chicago's Avondale neighborhood; and Muchin College Preparatory School student Jaylen Brown of Chicago's South Loop neighborhood.

"The Academy has given teens expressing interest in becoming entrepreneurs the kind of foundation they will need to one day in the future start their own businesses," said Terri Friel, dean of the Heller College of Business. "We'd like to thank the Motorola Solutions Foundation for making the Academy and this wonderful opportunity for tomorrow's budding entrepreneurs possible."

A \$10,000 grant was given to the University for the program by the Motorola Solutions Foundation, which is the charitable arm of Motorola Solutions Inc., as part of Foundation's Innovation Generation program. Designed to inspire students to learn about science, technology, engineering and math (STEM), the program has equipped youth throughout the region and across the nation with skills that are essential to their future success.

"The future of American innovation depends on a diverse pipeline of critical thinkers who are well versed in STEM principles," said Matt Blakely, director of the Motorola Solutions Foundation. "Through the Innovation Generation program, we are thrilled to partner with programs like the Green Teen\$ Entrepreneurship Academy at Roosevelt University, which is providing students and teachers with the necessary tools they need to explore their STEM interests and pursue innovation."

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Roosevelt Alumni in China Hold Leadership Positions

International students, an important part of Roosevelt University's student body, frequently advance to high-level positions with corporations and organizations throughout the world after they graduate.

Students from China are a good example. During the past several years, Roosevelt alumni have demonstrated their business expertise and social commitment by working on the Beijing Olympics, organizing urban planning and land management operations in one of China's largest cities and managing the manufacture of emission control devices for an international company.

"To be honest, my success came from a good education at Roosevelt University," said Wenchang Zhu, who was a member of a yearlong executive MBA program at Roosevelt. "I need to say that Roosevelt changed my mind and also changed my career."

"Roosevelt helped prepare me for my current job by providing basic training for leadership and management and by broadening my views and thoughts," said Songming Xu, who holds a major position with the city of Shenzhen.

Tan Guoxin was one of several Roosevelt alumni to work on China's highly regarded 2008 Olympics. As the strategic partnership manager of General Electric in China, he helped the GE team win \$700 million in construction projects. Under his watch, GE provided the indoor lighting, power distribution, rain water reuse and the tap water system for the Olympic stadium, nicknamed the "Bird House."

"The GE success on the Beijing Olympics produced rich experiences for me and it paved the way for future opportunities for the company on other Olympic projects, including the London and Rio de Janeiro Olympics," said Guoxin who currently is director of government programs for GE China.

Guoxin liked the fact that his Roosevelt education emphasized problem solving through what he referred to as "searching, discussions, communications and field trips." "Education in China is keen on examination scores and learning from books," he said.

Zhu also worked on the Olympics as an employee of Carrier Inc., a business unit of United Technologies. Carrier was awarded nearly 70 per cent of all heating, ventilating and air-conditioning contracts for the various venues. "Under my leadership with the theme 'Big goal, big result,' we won the Carrier President's award in 2008 for our Olympic work," he proudly said.

China's pollution problem was on the mind of Xu, the first director of the Pingsham Urban Planning and Land Management Bureau, when he introduced a low-carbon initiative to the new master plan for the city of Shenzhen.

Xu, who has 160 people working for him, invited consultants from Chicago, London, Paris and Singapore to Shenzhen in 2010 to help create the city's development strategy and central business district conceptual planning.

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Another Roosevelt alumnus who holds an important job in China is Hengdi Li, general manager of Wema Environmental Technologies, a Norwegian company, with a major plant in Shanghai, which makes sensors to reduce auto emissions.

“At Roosevelt I gained cultural and business know-how about Western-style companies,” he said. “It was really important for me to work in an English-speaking environment.”

“These stories are just a few examples of the many successes of our international students,” said Rubee Fuller, director of International Programs. Our hands-on faculty, location in downtown Chicago and welcoming culture makes Roosevelt the ideal place for many students from around the world.”

DEVELOPMENT

Mr. Patrick Woods has taken over as our college development officer. We have also formed a development subcommittee on our Advisory Board. They assisted us with our fundraising for the Bob Woodward Signature Luncheon. We had these donations this year

\$10,000 Motorola Foundation

\$5000 alumni donation in honor of Joe Ament

\$2500 Undine Stinnette for Project Green Teens

\$1500 Dorri McWhorter, Crowe Horvath

\$300,000 Alumni Mitchell to name the Deans' suite in the Wabash Bldg

\$150,000 Northern Trust Foundation for the Wabash Bldg Trading Room

\$150,000 Ross Glickman for the Wabash Bldg Professional Development Center

\$250,000 From various sources for the Marshall Bennett Gala

And we have had these scholarships for a total of

Chicago Women's Club: Business	2,000	WEHCBA/GRAD
Duquaine Schlshp Fund Filene, Edward Memorial Scholarship	10,000 40,000	WEHCBA/GRAD WEHCBA/GRAD
Garrison Partner's Scholarship Fund Gldwitz, Gerald Schlshp Fund	1,000	WEHCBA/GRAD
Goldi Wolfe Miller Scholarship	80,000	WEHCBA/GRAD
Goldstein, Nathan Accting Schl	75,000	WEHCBA/GRAD
IJN Family Real Estate Schlshp	2,500	WEHCBA/GRAD
KAHNWEILER/COLLIERS SCHOLARSHIP	0	WEHCBA/GRAD
Kennedy Real Estate Scholarship	5,000	WEHCBA/GRAD

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NORTHERN BUILDERS SCHOLARSHIP	1,500	WEHCBA/GRAD
Roberman, Samuel Memorial Scholarship	15,000	WEHCBA/GRAD
T&H Roldan Scholarship Fund	2,500	WEHCBA/GRAD
School of Real Estate Scholarship	6,000	WEHCBA/GRAD
WEHCBA Fund	1,800	WEHCBA/GRAD
Wendorf, Samuel	0	WEHCBA/GRAD
	5,000	WEHCBA/GRAD

787,850

EVENTS 2009-2010

From a decided lack of events for the college in 2008-2009, we have initiated and executed many new events as well as continuing the Real Estate events that continue to be our most successful events. Next year we are working on several new events that will further enhance our collaboration with several organizations such as The National Society of Hispanic MBAs (NSHMBA) and the International Trade Association of Greater Chicago and Athena International. Hosting events for these organizations that can include our students will enhance our reputation and offer our students new networking and career opportunities. Events that welcome external stakeholders are in bold.

CALENDAR FOR Fall 2011

These events are upcoming (see the WEHCBA events calendar on Outlook public folders for all events) Bolded items are friend-raising or externally focused events.

Date	Activity	Schaumburg	Chicago
8/17	Graduate Open house	x	
8/22	<i>Graduate orientation</i>		x
8/23	New Student Orientation	x	
8/22	Graduate Assistant Orientation		x
8/24	Strategic Planning Session		x
8/25	Adjunct Orientation and Development Session (televised)	x	x
8/25	Graduate Orientation and New Student Orientation	x	
8/26	Convocation and Faculty Retreat		x
9/1	Spring Textbook requests go out		
9/12	Summer Schedule draft to Provost		
9/15	Crains/MBIRE breakfast with Sam Zell Chicago Club		x
9/16	Presentation course by Sorbonne Faculty member	x	
9/19	GWM Professional Development Breakfast		x
9/27	Transfer Day	x	x
9/28	Faculty Council	X	X
	Student Faculty Mixer	X	X
	Resume Builder Event	X	

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10/3	Heller Advisory Board Meeting		AT&T ctr
10/6	MBIRE Advisory Board Mtg Fogelson Forum Larry Okrent Congress lounge		X X
10/10	Fall Schedule submission to Provost		
10/12	Sustainable Business Event Prairie Arts Center Graduate Info Session	X x	
10/17-10/21	Student Advising Week	x	x
10/19	Student Mixer Graduate Information Session		X x
10/24-10/28	Student advising week	x	x
10/26	Transfer Day	x	x
11/1	Registration opens		
11/3	MBIRE Gala Four Seasons Hotel		x
11/6	Heller Tailgate Party for Faculty families and students, IIT Parking Lot		x
11/11	Schedule submission		
11/12	UG open house		x
11/14-11/18	International Week events	x	x
11/30	Faculty Council Faculty Student Mixer Resume Builder Event	X X	X X x
12/2	Emeritus Faculty luncheon Fleming Steak House		x
12/10	Roosevelt Visit Day		x

Our Mesriow Financial Lecture Series event brought in 200 people to the event. Many of the attendees were alumni. We have made many valuable business connections from this event last year and this year.

The Emeritus Faculty reception welcomed alumni, emeriti faculty, retired faculty and current faculty for an afternoon celebration. We hope to continue this event for the upcoming academic year.

The Freed and Goldie-Wolfe Miller events continue to bring in 100-200 people each event. These continue to be our most successful and well-attended events. The Annual MBIRE Gala is the annual fund-raiser for the Real Estate program. This program depends completely on fundraising for operating funds. Each year, the gala brings in between \$200,000 and \$350,000.

APPENDIX 1 : PUBLICATIONS

User	Contribution Type	Title of Contribution	Journal/Publisher/Proceedings Publisher
Abu Khadra, Husam: habukhadra	Book, Chapter in Scholarly Book-Revised	Using Maturity Model to Govern Information Technology	IGI Global / Utilizing Information Technology Systems Across Disciplines: Advancements in the Application of Computer Science
Abu Khadra, Husam: habukhadra	Conference Proceeding	"Business Transactions Analysis, System Design and Implementation Case for Accounting Information System Class"	AAA Meeting - ELS session

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Abu Khadra, Husam: habukhadra	Journal Article, Academic Journal	Contingent effects of System Development Life Cycle critical Success factors on Accounting Information System Effectiveness	International Journal of Information Technology Project Management, IGI Global
Abu Khadra, Husam: habukhadra	Journal Article, Academic Journal	"Implementation of Electronic Data Interchange (EDI) in Accounting Information Systems"	Journal of King Abdulaziz: Economics and Administration
Abu Khadra, Husam: habukhadra	Journal Article, Academic Journal	"An Empirical Examination of Maturity Model as Measurement of IT Governance, Banking Sector"	IAJIT: International Arab Journal of Information Technology
Ament, Joseph: jament	Conference Proceeding	Passion for Teaching - Just How Long Can This Gig Last?	MBAA International
Ament, Joseph: jament	Conference Proceeding	The Challenge of Fair Value Reporting to the Financial Community	American Society of Business and Behavioral Sciences e-journal
Ament, Joseph: jament	Journal Article, Academic Journal	Analysis of law, regulations, rules and court cases on the title subject.	
Ament, Joseph: jament	Journal Article, Professional Journal	Do CPAs in public accounting need an MBA?	Insight
Ament, Joseph: jament	Other		New York Times
Amoroso, Lisa: lamoroso	Book, Scholarly-Revised	Constructing Social Research: The Unity and Diversity of Method	Pine Forge Press
Amoroso, Lisa: lamoroso	Journal Article, Academic Journal	Teaching Quantitative Methods without the Stress and Attitude, Really?!	Journal of Management Education
Amoroso, Lisa: lamoroso	Journal Article, Academic Journal	Personalization and Classroom Diversity	Western Journal of Human Resources Management
Bernstein, Donald: dbernste	Journal Article, Academic Journal	A Target Market Strategy to Enter a New Segment for a Pizza Competitor	Franklin Publishing in Leadership and Organizational Management
Chan, Joseph O: jchan	Conference Proceeding	Supplier Relationship Management in the Real-Time Economy	2010 Proceedings of Information Systems and Quantitative Methods, SAIS, MBAA International
Chan, Joseph O: jchan	Journal Article, Academic Journal	E-Business Enabled ERP II Architecture	Communications of International Information Management Association
Chan, Joseph O: jchan	Journal Article, Academic Journal	Integrating Knowledge Management and Relationship Management in an Enterprise Environment	Communications of International Information Management Association
Chan, Joseph O: jchan	Journal Article, Academic Journal	A Conceptual Framework for an Integrated Knowledge-Driven Enterprise Model	Journal of International Technology and Information Management
Chan, Joseph O: jchan	Journal Article, Academic Journal	Information Technology and Business Alignment via Enterprise Modeling	Communications of the International Chinese Information Systems Association
chow, tsun: tchow	Conference Proceeding	IT Outsourcing Competency: a Capability-Based Strategic Approach to IT Outsourcing	Integrated Network Management-Workshops, 2009. IM '09. IFIP/IEEE International Symposium
Chowdhury, Shamsul: schowdhu	Conference Proceeding	Tools and Technologies in Predictive Modeling and Analysis	MBAA-SAIS Conference Proceedings
Chowdhury, Shamsul: schowdhu	Conference Proceeding	Artificial Neural Network and its Application in Predictive Modeling	ASBBS 12th International Conference Proceedings

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Chowdhury, Shamsul: schowdhu	Journal Article, Academic Journal	An Intelligent Framework For Predictive Analytics	Review of Business Research
Chowdhury, Shamsul: schowdhu	Journal Article, Academic Journal	Data Mining Tools and Technologies for Competitive Business Advantage	European Journal of Management
Chowdhury, Shamsul: schowdhu	Research Report	Detailed Research Report on Research Project titled "Data Mining Tools and Technologies For Competitive Business Advantage".	
Dermisi, Sofia: sdermisi	Book, Chapter in Scholarly Book-Revised	Office building chapter in "Professional Real Estate Development, The ULI Guide to the Business"	
Dermisi, Sofia: sdermisi	Journal Article, Academic Journal	Effect of green (LEED and Energy Star) and other property/market characteristics on transaction prices/sf and frequency - A case of Chicago office market	Journal of Real Estate Finance & Economics
Dermisi, Sofia: sdermisi	Journal Article, Academic Journal	Selling Prices/sq. ft. of Office Buildings in Downtown Chicago-How Much Is It Worth to Be and Old But Class A Building?	Journal of Real Estate Research
Dermisi, Sofia: sdermisi	Journal Article, Academic Journal	Effect of LEED Ratings and Levels on Office Property Assessed and Market Values	Journal of Sustainable Real Estate
Dermisi, Sofia: sdermisi	Journal Article, Academic Journal	Office Building Capitalization Rates: The Case of Downtown Chicago	Journal of Real Estate Finance & Economics
Dermisi, Sofia: sdermisi	Journal Article, Academic Journal	International terrorism cyclicity predictions and concerns regarding private commercial buildings	Journal of Real Estate Literature
Easley, Christopher: ceasley	Book, Chapter in Scholarly Book-New	Women of Color: Taking Their Rightful Place in Leadership	Birkdale Publishers
Ghez, Gilbert: gghez	Other	New Palgrave Dictionary of Economics	
Hasan, Tanweer: thasan	Journal Article, Academic Journal	Differentiated Corporate Governance Environments and Determinants of Firm Investments: The Evidence from Asian Emerging Markets	Multinational Finance Journal
Hasan, Tanweer: thasan	Journal Article, Academic Journal	Regulatory Change & the Quality of Compliance to Mandatory Disclosure Requirements: Evidence from Bangladesh	Research in Accounting Regulation
Hasan, Tanweer: thasan	Journal Article, Academic Journal	The Market for Initial Public Offerings in Bangladesh: An Empirical Analysis	Applied Financial Economics Letters
Haskins, Jefferson: jhaskins	Book, Chapter in Non-Scholarly Book-New	Beginners Guide to Programming Excel Using Visual Basic for Applications	
Haug, Ralph: rhaug	Journal Article, Academic Journal	"Can Condominium Owners Ever Be Satisfied? A Differentiation Strategy That Seems To Be Working!"	Ethics and Critical Thinking Quarterly Journal
Haug, Ralph: rhaug	Journal Article, Academic Journal	A Failed Differentiation Strategy with a Sweet Approach	Business Journal for Entrepreneurs
Haug, Ralph: rhaug	Journal Article, Academic Journal	"A Target Market Strategy to Enter a New Segment for a Pizza Competitor"	"A Target Market Strategy to Enter a New Segment for a Pizza Competitor", Leadership and Organizational Management Journal, Franklin Publishing
Haug, Ralph: rhaug	Working Paper	Crafting a Graduate Certificate in Strategic Management	

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Head, Thomas: thead	Book, Chapter in Scholarly Book-New	Experiential International Consulting Education: Lessons Learned From Success And Adversity	Preparing Better Consultants: The Role Of Academia
Head, Thomas: thead	Book, Chapter in Scholarly Book-New	Speculation On The Practice And Process Of Organization Development In Hostile Environments	The Changing Paradigm Of Consulting: Adjusting To The Fast-Paced World
Head, Thomas: thead	Book, Chapter in Scholarly Book-New	Strategic Organization Development: A Failure Of True Organization Development? Part Two	Strategic Organization Development
Head, Thomas: thead	Book, Chapter in Scholarly Book-New	Subordinating national culture to corporate culture: Implications for organizational structure, leadership, and operations	Strategic Organization Development: Managing Change For Success
Head, Thomas: thead	Book, Chapter in Scholarly Book-New	The Executive's Role In Organizational Change: Lessons From Four U.S. Presidents	Strategic Organization Development: Managing Change For Success
Head, Thomas: thead	Journal Article, Academic Journal	Global Organization Structural Design: Speculation And A Call For Action	Organization Development Journal
Holtzblatt, Mark: markh	Book, Chapter in Scholarly Book-New	IFRS Cyber-Guest Lecturers: A Pedagogical Resource for Professors and and Inspiration for Student Online Video Projects	IAP
Holtzblatt, Mark: markh	Journal Article, Academic Journal	The Design and Implementation of an Enlivened IFRS Course	American Journal of Business Education (AJBE)
Holtzblatt, Mark: markh	Journal Article, Academic Journal	Teaching IFRS with Cyber-Guest Lecturers: A Survey and Strategies for Implementation	Global Education Journal/Franklin Publishing Company
Holtzblatt, Mark: markh	Journal Article, Academic Journal	Experiential Learning via an Innovative Inter-University IFRS Student Video Competition	Accounting Education: An International Journal/Taylor and Francis-Routledge
Holtzblatt, Mark: markh	Journal Article, Academic Journal	Baker Hughes: Greasing the Wheels in Kazakhstan - FCPA Violations and Implementation of a Corporate Ethics and Anti-Corruption Compliance Program	IMA Case Journal
Holtzblatt, Mark: markh	Newsletter	The Teaching of IFRS: Cyber-Guest Lecturers as a Pedagogical Resource	Accounting Educator
li, meng: mli	Journal Article, Academic Journal	Arbitrage Risk and Post-Repurchase Announcement Drift	
li, meng: mli	Journal Article, Academic Journal	Value vs. Growth: Who Leads the Cyclical Stock Market?	
li, meng: mli	Journal Article, Academic Journal	Credit Crunch and Market Timing of Global Bond Issuance	Review of Business Research
li, meng: mli	Journal Article, Academic Journal	Determinants of Exporting Channel Integration: An Interaction Approach	Management & Marketing
li, meng: mli	Journal Article, Academic Journal	Value Premium: Fundamental Risk or idiosyncratic risk?	Financial Markets and Portfolio Management
li, meng: mli	Journal Article, Academic Journal	Asymmetric Asset Price Reaction to News and Arbitrage Risk	Review of Behavioral Finance/Wiley- Blackwell
McDonald, John: jmcdonald	Book, Chapter in Scholarly Book-New	The Economics of Zoning	Oxford University Press
McDonald, John: jmcdonald	Book, Textbook-Revised	Urban Economics and Real Estate, 2nd ed.	John Wiley & Sons

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McDonald, John: jmcdonald	Encyclopedia Entry	Mortgage Markets and Mortgage Rates	Encyclopedia of Booms and Busts/ME Sharpe
McDonald, John: jmcdonald	Encyclopedia Entry	Mortgage/Commercial, Industrial	Encyclopedia of Booms and Busts/ME Sharpe
McDonald, John: jmcdonald	Encyclopedia Entry	National Home Ownership Strategy	Encyclopedia of Booms and Busts/ME Sharpe
McDonald, John: jmcdonald	Journal Article, Academic Journal	The Q Theory of Investment, the Capital Asset Pricing Model, and the Capitalization Rate in Real Estate Valuation	Applied Financial Economics
McDonald, John: jmcdonald	Journal Article, Academic Journal	Housing appreciation (depreciation) and owners' welfare	Journal of Housing Economics
McDonald, John: jmcdonald	Journal Article, Academic Journal	Office Building Capitalization Rates: The Case of Downtown Chicago	Journal of Real Estate Finance and Economics
McDonald, John: jmcdonald	Journal Article, Academic Journal	Graduate education in economics: Microeconomics at Chicago and Yale in the 1960s	Journal of the History of Economic Thought
McDonald, John: jmcdonald	Journal Article, Professional Journal	Runs scored in Division III baseball: A preliminary study	By the Numbers (Society of American Baseball Research)
McDonald, John: jmcdonald	Research Report	High-cost mortgage loans and foreclosures in Chicago and Cook County: 2006-2008	Marshall Bennett Institute of Real Estate
McLaughlin, Josetta: jmclaugh	Book, Chapter in Scholarly Book-New	Money laundering: Strategic initiatives for preventing a growing menace	The Katowice Branch of the Polish Academy of Sciences
McLaughlin, Josetta: jmclaugh	Magazine/Trade Publication	A new corporate climate: Business professor steeps students in accountability	Roosevelt Review: a magazine for Alumni and Friends of Roosevelt University
McLaughlin, Josetta: jmclaugh	Other	Smokestack casts shadow over Clemson's emissions goals	The Greenville News
Mohan-Neill, Sumaria: smohan	Conference Proceeding	Executive Decision-Making and Marketing Research: The Choice of Sarah Palin as 2008 Republican Vice-Presidential Nominee	Academy of Marketing Studies
Mohan-Neill, Sumaria: smohan	Conference Proceeding	Tactics Versus Strategy In Entrepreneurial Political Ventures: McCain versus Obama during the 2008 Presidential Campaign	Academy of Entrepreneurship
Mohan-Neill, Sumaria: smohan	Journal Article, Academic Journal	NATIONAL CULTURE, MARKET ORIENTATION AND NETWORK-DERIVED BENEFITS: CONCEPTUAL MODEL FOR SERVICE SME'S	
Mohan-Neill, Sumaria: smohan	Other	AN EMPIRICAL TEST OF HOFSTED'S MODEL: CULTURAL DIFFERENCES	ACADEMY OF ENTREPRENEURSHIP
Mohan-Neill, Sumaria: smohan	Other	Theoretical Framework for Service SMEs Based on Culture, Market Orientation and Networking Benefits	ACADEMY OF MARKETING STUDIES
moorer, cleamon: cmoorer	Journal Article, Academic Journal	Service Learning and Business Education: Distinctions between undergraduate and graduate business students	Delta Pi Epsilon Journal
Nickerson, David: dnickerson	Working Paper	Arbitrage-Free Valuation of Residential Mortgages: Implications for Redlining and the Regulation of Fair Lending Practices	
Nickerson, David: dnickerson	Working Paper	Does Zero-Beta Accurately Measure Catastrophe Bond Risk?	

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Nickerson, David: dnickerson	Working Paper	Intermediation, Adverse Selection and Financial Market Structure	
Nickerson, David: dnickerson	Working Paper	Samaritans Dilemmas, Environmental Disasters and Public Insurance Programs	Journal of Risk and Insurance-2nd Revision
Nickerson, David: dnickerson	Working Paper	The Performance of Low Income and Minority Mortgages: A Tale of Two Options	
Nickerson, David: dnickerson	Working Paper	The Political Economy of Federal Disaster Aid: 1964-2005	
Nickerson, David: dnickerson	Working Paper	Stochastic Regulations and the Insurance Underwriting Cycle	APRIA Journal
Ottenfeld, Marshall: mottenfe		An Exploration of Consumer Perceptions and Affect: Two Forms of Soy Based Food Product	
Ottenfeld, Marshall: mottenfe		An Investigation of Variability in Restaurant menu Offerings: Consumer Attitudes and Preferences	
Ottenfeld, Marshall: mottenfe		Co-Branding Concepts - Study of Eleven Apartment Complex Themes	
Patzer, Gordon: gpatzer	Broadcast Media	GORDON PATZER on Sins of Omission with Host Paulie Abeles (Radio news-interview, Internet radio, Washington, DC)	"Sins of Omission with Host Paulie Abeles" radio program
Patzer, Gordon: gpatzer	Broadcast Media	Plastic Surgery Boosting Careers? (Fox TV News, Utah)	Fox 13 Now -- Utah (Salt Lake City, Utah television station)
Patzer, Gordon: gpatzer	Broadcast Media	Plastic Surgery Boosting Careers? (Fox TV News, Wisconsin)	Fox 6 WITI - Milwaukee (Milwaukee, Wisconsin television station)
Patzer, Gordon: gpatzer	Broadcast Media	Plastic Surgery Boosting Careers? (TV News, Chicago)	CLTV - Chicagoland Television (Chicago, Illinois television station)
Patzer, Gordon: gpatzer	Broadcast Media	Plastic Surgery Boosting Careers? (TV News, Texas)	The 33 CW -- Dallas, Texas television station
Patzer, Gordon: gpatzer	Broadcast Media	Think Looks Don't Matter? Thank Again (AOL/CareerBuilder)	AOL-CareerBuilder, in partnership Internet website: http://jobs.aol.com/articles/2009/12/16/think-looks-dont-matter-thank-again/3
Patzer, Gordon: gpatzer	Broadcast Media	Think Looks Don't Matter? Thank Again... (CNN TV News, worldwide)	CNN iReport/ CNN television network (Atlanta, Georgia broadcast worldwide)
Patzer, Gordon: gpatzer	Broadcast Media	Think Looks Don't Matter? Thank Again (Yahoo! Finance Canada)	Yahoo! Finance Canada
Patzer, Gordon: gpatzer	Broadcast Media	#1 Ranked Home-Based Businesses (Start Up Nation, Entrepreneur magazine website)	Start Up Nation by Entrepreneurs for Entrepreneurs: Over 175,000 pages of award-winning business advice and networking.
Patzer, Gordon: gpatzer	Broadcast Media	Christy Clark Show with Gordon Patzer (Radio news-interview, Vancouver, Canada)	CKNW Radio
Patzer, Gordon: gpatzer	Broadcast Media	What About Physical Attraction? (BBC Radio, South America, Ecuador)	BBC Entertainment, South America
Patzer, Gordon: gpatzer	Broadcast Media	The right to make yourself beautiful: Beauty's double edge (Radio)	RNW: Radio Netherlands Worldwide (in partnership with NPR)

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Patzer, Gordon: gpatzer	Broadcast Media	Looks [physical attractiveness] in the Workplace (Radio broadcast, Los Angeles)	KSCN (88.5) radio -- Full Circle (one-hour program radio interview)
Patzer, Gordon: gpatzer	Conference Proceeding	Ethics of Using Research Knowledge about Physical Attractiveness in Business Strategy (scholarly conference paper)	American Society of Business and Behavioral Sciences 17th Annual Conference, Proceedings 2010
Patzer, Gordon: gpatzer	Magazine/Trade Publication	Building Self Confidence: Why Looks Matter (Women's Health, magazine)	Women's Health
Patzer, Gordon: gpatzer	Magazine/Trade Publication	In Pictures: Seven Easy Ways to Look Your Best at Work (Forbes.com/Forbes magazine)	Forbes.com (Forbes Magazine)
Patzer, Gordon: gpatzer	Magazine/Trade Publication	Think Looks Don't Matter? Thank Again (Forbes.com/Forbes magazine)	Forbes.com (Forbes Magazine)
Patzer, Gordon: gpatzer	Magazine/Trade Publication	What She's Saying About You (Men's Health, magazine)	Men's Health
Patzer, Gordon: gpatzer	Magazine/Trade Publication	Hair that Says "Hire Me!" (Cosmopolitan, magazine)	Cosmopolitan Magazine
Patzer, Gordon: gpatzer	Newspaper	The Best Looking States (The Daily Beast, newspaper)	The Daily Beast
Patzer, Gordon: gpatzer	Newspaper	Think Looks Don't Matter? Thank Again (National Post, Canada, newspaper)	at National Post newspaper: [Website homepage for National Post: http://www.nationalpost.com/]
Patzer, Gordon: gpatzer	Newspaper	Why Taxing Cosmetic Surgery is a Bad Idea (Slate: Politics, newspaper)	Slate: Politics
Pavelka, Deborah: dpavelka	Conference Proceeding	A New Addition for the Professor's Tool Kit-The Effective Interest Simulator	2010 MBAA-NAAS Conference
rezvanian, rasoul: rrezvanian	Journal Article, Academic Journal	Efficiency Change, Technological Progress and Productivity Growth in Small Thrift Institutions: The Case of Cooperative Banks	Research in Banking and Finance
rezvanian, rasoul: rrezvanian	Working Paper	Measuring Production Performance of Financial Institutions of Newly Independent States	
rezvanian, rasoul: rrezvanian	Working Paper	Production Economies of Foreign-Owned and Domestic-Owned Banks in Hong Kong	
rezvanian, rasoul: rrezvanian	Working Paper	Wealth Effects of Cost Efficiency	
shehu, ermal: eshehu	Book Review		Thunderbird International Business Review
Silverman, Henry: hsilverman	Book Review	Fundamentals of Investment Management (Review)	Fundamentals of Investment Management/McGraw-Hill
Silverman, Henry: hsilverman	Journal Article, Academic Journal	"Do Active Mutual Funds Mimic the Index During A Bull Market?"	Journal of Business and Economics Research
Silverman, Henry: hsilverman	Journal Article, Academic Journal	"Valuing Technology Stocks with EVA™; A Bridge Too Far?"	Journal of Business Case Studies
Silverman, Henry: hsilverman	Journal Article, Academic Journal	"Mutual Fund Investor Risk Perception and Portfolio Choice"	
Silverman, Henry: hsilverman	Journal Article, Academic Journal	"Qualitative Analysis in Financial Studies: Employing Ethnographic Content Analysis"	Journal of Business & Economics Research
Sweig, Michael: msweig	Other	Can Steve Case be a Good Corn Farmer	

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Sweig, Michael: msweig	Other	Car Dealer Sues Student for Telling the Truth	
Sweig, Michael: msweig	Other	Leave Some Cash in the Other Guy's Jeans	
votta, elizabeth: evotta	Encyclopedia Entry	Potential Benefits of Analyzing Website Analytic Data	Encyclopedia of E-business Development and Management in the Global Economy
Wellen, Paul: pwellen	Journal Article, Academic Journal	"The Li-Ning Company: The Borrowing of American Marketing Technique"	International Journal of Business, Marketing and Decision Sciences
Wellen, Paul: pwellen	Journal Article, Academic Journal	Using a Life Stage Segmentation to Reach the Chinese Consumer	International Journal of Business, Marketing and Decision Sciences
Wellen, Paul: pwellen	Other	AMBUSH MARKETING VERSES DEFENSIVE MARKETING STRATEGY: A CASE STUDY IN THEIR SUCCESSFUL APPLICATION	Marketing Management Association
Wellen, Paul: pwellen	Other	THE LI NING COMPANY: THE BORROWING OF AMERICAN MARKETING TECHNIQUE	International Academy of Business and Public Administration Disciplines
Wiley, Caroline: cwiley	Book, Chapter in Textbook-New	Chapter 7: Organizational Planning (Global Management textbook)	
Wiley, Caroline: cwiley	Research Report	HR Practices and Trends in Ireland	Mercer Human Resource Consulting Limited
Witte, Carl: cwitte	Conference Proceeding	Abstract: Hospital Waste Management: An Informational Assessment	Proceedings of the Allied Academies Summer 2009 Conference/Allied Academies
Witte, Carl: cwitte	Journal Article, Academic Journal	Effects of US-based franchising in the developing world: a middle-eastern consumer perspective	Journal of Consumer Behaviour
Witte, Carl: cwitte	Journal Article, Academic Journal	Hospital Waste Management: An Informational Assessment	Academy of Health Care Management Journal