

The HELLER College of Business

Dean's Monthly Update: January 2013

Dear Colleagues:

Happy New Year and Happy New Semester! I, for one, kicked off the new year by getting food poisoning and then leaving for Europe to recruit for 19 days. Ah, what a great way to begin..it can only get better! Carrying 32 kg of luggage around 5 countries, loaded with RU swag and propaganda I have left information about RU and HCB all over Europe. I have also, with help from Rifat Gorener, made several new contacts in Turkey for exchanges and student recruiting. Turkey is particularly interesting because the demographic of youth is the largest and growing in Europe...everywhere else is in decline. In addition, Turkey does not have sufficient university capacity to accommodate the demand so these students go elsewhere and have the ability to pay full tuition. We are hoping to tap into that. I also visited with the ITA, Department of Commerce International Trade Association in each country and left information about us in each location. They regularly schedule student recruiting and information sessions for students wanting to study in the US. They also are charged with making connections for US organizations and have led me to a few new leads. Cross your fingers, it appears this will result in some students this summer as well as next fall. I've been keeping the leadership team and Dr. Gandre apprised of my progress as I travel. Tomorrow I visit the ITA in Paris. I will be glad to get rid of the last of the RU stuff. It's pretty heavy. For experienced travelers, you will know that moving about Paris Metro with heavy bags is to face lots of stairs and little help. Fortunately I'm pretty strong.

The semester kicked off with Jennifer Roper's retirement. I will miss her. I already do as I have no one to ask for help or delegate tasks to as I used to. She handled a great many things for me.

We also kicked off our new Incubator on both campuses. We will have an event in February to celebrate this new event. One of our residents is already bringing large numbers of business connections to the Schaumburg Campus: Hands On. I welcome this new activity and am thrilled to see the benefits already accruing from this effort.

I hope that everyone is ready for the launch of the semester and that classes are starting off well. We are a good team and I'm immensely proud of the job we all do. I'm including the staff, clerical staff, adjuncts, faculty, mentors, board members...everyone that contributes to our progress and successes.

I return to campus January 22. March will bring Eliane Karsaklian and her students from the Sorbonne as well as Katarina Kochaniak from CUE to teach about European Monetary policy. Spring break is the Madrid and Paris trips and May is the Heller Luncheon with Jan Fields and the Krakow student trip. We have a lot of activity being supported by a skeleton staff. I am hoping that new tuition dollars will bring opportunities to replenish our team with more support. Until then, WE ARE HELLER!

PUBLICITY PLANS/STUDENT RECRUITING EVENTS

We are down in PT and barely meeting budget in FT enrollments across campus. We missed our new grad goals by 100, but managed to bring in many more than were predicted. This was due to Brian Walker working over the break, Undine making calls, Jon DeVries making calls, grad assts making calls and support from our clerical staff to make sure appointments and answers were available. We may hit 110 total, but this is down from last year and far from where we hoped to be. I referred to recruiting in Europe and expect that some graduates and UG students will result from these efforts. We are giving the website out to all our connections overseas as this gives our information in any language. This site is a real help to international recruiting efforts.

Here are the links to the two sites where referrals come to us from around the world. They deliver our information in the local language.

<http://www.masterstudies.com/MBA/search/?idSector=29&idSector2=&idCountry=223&idRegion=558&mode=all>

<http://www.gradschools.com/>

PERSONNEL

The Senior Secretary position for my office has been posted. So far we have several applicants. Undine is screening these applicants for me in my absence. We should have a new person in this position by February.

Kristin has left as well but she will not soon be replaced. Melissa is dividing her time between campuses handling all UG advising.

We are receiving applications for our HRM position. The add link is below.

>>>Please forward it to your network! jobs.roosevelt.edu/applicants/Central?quickFind=51454

AACSB/ACBSP and ACCREDITATION ISSUES

Tom Head has worked on a guide for entering data into digital measures. While we made some progress on the tables and data entry, DM is unwilling to resolve the issue of double entries for conference publications. That means you will have to enter presentations as well as enter any conference proceedings again on the publications page. His guide should help you make sure your entries are captured in the reporting. If you miss just ONE item that must be checked or filled in, your entry will not be included in the reports. Thus it is essential that you make sure you fill out all the required boxes and pull downs.

TASK FORCE AND COMMITTEE ACTIVITY (repeat from last month)

If you need to use teleconferencing, you can use our FUZEbox subscription which replaces GOTOmeeting. FUZEbox includes screen viewing, phone or computer voice transmission, webinar technology, meeting recording options, up to 100 attendees, and video transmission.

Watch the demo here: <https://www.fuzebox.com/support/daily-demo>

In order to use FUZEbox, use tfriel@gmail.com as the user id and treble11 as the password to log in and set up a meeting.

GRANTS

No news

DEVELOPMENT /NEW INITIATIVES

Here is some of the new activities I have pursued in Europe:

1. Istanbul: I wrote and we conditionally signed an MOU agreeing to work together with American Life Language School and A2 recruiting to help us locate students to come to RU in Turkey, Ukraine and Kazakstan..etc. They teach English in Istanbul and many of the students they teach want to come to the US. They have designed a page in their catalog using our logo to demonstrate how they will highlight RU as a partner school. These students will pay full tuition. Mostly graduate students. For this they will want to use our space in the summer for 1 or 2 week stays. They would like dorm space and classrooms. This is the barter arrangement we spoke about with Rifat in the fall.
2. Istanbul: Fatih visit went quite well. He asked if we could handle students for 1 or 2 week stays or even a whole summer allowing them to take 2-5 classes. We discussed offering a credential to them (5 courses) or working with them to accept 9 hours of the graduate MBA classes at Fatih and then having them complete their MBA classes in the US over the next year. They would like proposals for costs. Their annual tuition is \$10,000. They would like the summer cost to be about \$5000 including airfare. Since this is extra...adding to our margin, I think we should consider this as a way to add students to our summer program and increase our revenue rather than looking at them as possible regular students. I need your support for this with Miroslava as well. They have 1500 graduate students so we should expect 20-40 per summer at least, more if we do it well. Could be a good stream.
4. Madrid/Portugal/Turkey: I met with the ITA representative and he gave me a link to the ITA person in Portugal. This person has communicated with me that there is a student recruiting fair March 10-16 in Portugal. In addition, there is a student recruiting fair in Istanbul March 1-3. It may be a good idea for me to return during that week to attend these fairs to get an idea of our opportunities.
5. Krakow: We discussed the dual degree request from them. If HLC approval to award a degree in Krakow is required I hope we can work on that immediately. This is an eMBA and they intend to charge a large amount and share the revenue with us.
6. Krakow: CUE would like to bring students to the US for the summer, 1-2 week trips as well. They would also like a low cost opportunity. They request that we try to keep our mutual costs to \$2000 total plus airfare and they will split the money with us. For graduate students they would charge \$4000 and split that with us. They are talking 10-40 students, half UG and half graduate.
7. Krakow: I did visit with the ITA representative here but the demographic of UG students is low. However, they have a student fair coming up and I left promotional materials with Maria so she can talk about RU with HS students. They would like to know how things progress with CUE so they can report to the US Dept of Commerce so I promised to keep in touch.

One last thing: I have not paid for many dinners in Istanbul or Krakow...I've been really treated well. Also, CUE is covering my hotel bill in Krakow.

EXECUTIVE EDUCATION (repeat from last month)

<http://www.roosevelt.edu/Business/ExecutiveEducation.aspx>

Dr. Katarzyna Kochaniak

Perspectives of the European Union

Polish Financial and Banking issues for business people

\$79 each or \$139 both

<http://www.roosevelt.edu/Business/ExecutiveEducation.aspx>

or

<http://www.cvent.com/d/kcqs6>

Dr. Eliane Karsaklian (there will be a cvent site for this soon)

MGMT 390-17 MGMT 491-17 **TOP:INTERNATIONAL NEGOTIATIONS**

23959

SA SU 08:30 AM-05:00 PM

CHICAGO CAMPUS 0 95

WB

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Prerequisites:

Notes: Meets Saturday and Sunday, March 2 and 3

Cross-listed With: MGMT 491-17

Session 2 dates: 01/11 to 05/03

CALENDAR FOR 2012-2013

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.

Calendar Fall 2012/Spring 2013

		SCH	CH
1/8	Adjunct orientation (mandatory for new adjuncts)	X	x
1/11	Classes begin	x	X
1/17	International Experience Event, recruiting for intl classes	X	x
2/5	Internship planning		x
2/7	Internship planning	x	
2/9-2/10	Heller Fellows Weekend		x
2/12	Black History Month Event		X
2/18-3/1	Advising Weeks	X	x
2/19	Resume builder		x
2/21	Resume builder	x	
2/25	Advisory Board meeting 3:30-5:30		x
2/26	Faculty council meeting	X	x
3/4-3/8	Student appreciation week	X	x
3/5	Women's History Month events	X	x
3/9-3/17	International experience Paris International experience Madrid		
4/2	Student Mixer	x	x
4/19	BAT exam		x
4/20	BAT exam	x	
4/24	Faculty council Meeting DMD and student awards night	x	X X

5/3	Commencement		x
5/6	Admin Team retreat		x
5/13	Heller Signature Luncheon		x
5/10	Faculty retreat	x	
5/17-5/27	Poland International Experience		
7/14-7/19	Project Green Teens		x
7/28-8/2	Project Green Teens		X
8/25-8/28	ACBSP Self Study Report is due		

HELLER INCUBATOR

Here is why we are supporting the incubator; the benefits to us will be tremendous at no cost!

Please join the Heller College of Business incubator business HandsOn / Linked Local Network – Schaumburg and business people from the Schaumburg area for a business networking brown bag lunch.

What: Business Networking

When: Every third Wednesday

Time: 11:45am – 1:15pm

Where: Schaumburg’s Business Incubator (this Wednesday it will be in SCH 312)

Details and sign up at <http://brownbagschaumburg.eventbrite.com>

Schaumburg

- Hands On matching volunteers with non-profits
- Madrake Real Estate Commercial Real Estate assistance
- Innovatech support, maintenance and development of LAN to support green management technologies in Real Estate
- Sherri Liang-Zhou with Starlink Technology

Chicago

- CTAG Career transition assistance
- ICC Internship and Career Consulting
- Ghabit Teaching green habits
- Let’s Dabble empowering non-profits through video
- Global Partners international research for corporations

DEAN’S COUNCIL Notes

Apparently the next meeting will concern Strategic Planning with the consultants.