Dean, College of Business - Dr. Garrey Carruthers

- The big event this week is the Domenici Public Policy Conference. About 700 folks had registered for the conference as of Saturday so we are expecting our best crowds ever. There is still room at most sessions with the only sessions reaching capacity are the luncheons.

- On behalf of the Efficiency and Effectiveness Committee I have initiated a study by the Educational Advisory Board on the implications and ramifications of applying differential tuition by Colleges. The Deans had expressed an interest in this analysis as well as the faculty in this College. Other topics for future research by EAD include financing of summer school and strategies for speeding up the graduation process to include establishing 15 hours as a full load and charging a fee for all drops in excess of an established number, such as 5 for an undergraduate career.

- While I did not attend, I understand that the Regents approved the name “Economics, Applied Statistics, and International Business” for this department. It is very descriptive of what the department does but not an easy acronym. Thanks to all who pushed this through, after a number of delays along the way!

- The University Budget Committee met recently on a number of issues, to include the proposed method of divvying up money for distance education. I will be meeting with Bobbie Derlin and later some Deans to ascertain why and how less than one half of the budget for distance education will be allocated directly to Colleges who deliver the educational service. One of the big tickets is the cost of the Albuquerque Educational Center, which has been underutilized since established and costs upwards of $1.0 million per year. We will be required to do some analysis of how we have expended DE funds in the past and to justify future expenditures.

- The first meeting of the Institute for Public Policy building (the new College of Business plus Domenici Institute) committee was last week and started the scoping process for remodeling the Hershel Zohn Theatre to meet both College and Policy Institute needs. Many meetings to come but at least we are started. I will be visiting with a number of legislators soon to promote the use of severance tax bond issue money to expand the building beyond renovation.

- We have completed filming our Hall of Fame recipients John and Susan Long and Margaret Hardin. You will enjoy these films, even if I did do the questioning. One thing that resonates throughout both films is how important quality teaching and mentoring by our faculty made a big difference in their education and their lives.
Associate Dean of Academics - Dr. Kathy Brook

- New Student Registration sessions were held throughout the early summer generally twice per day. Thanks to Justine Adkisson, Deb Cardinali, Nate Whitten and Rose Clark for their preparations for this activity and to all faculty (including department heads) and graduate students who assisted in welcoming and registering students.

- As part of Aggie Welcome and Orientation Week, on August 17 the CoB hosted an Open House and staffed an information table at AggieFest for new students. About seventeen new students participated in a trivia hunt for the open house, receiving their choice of a lapel pin or mug and getting a chance at one of 8 NMSU bookstore gift cards.

- I attended the university’s new faculty orientation to assist with a hands-on orientation to Digital Measures. I also attended portions of the Advancing Leaders retreat as a member of the program committee.

- This week the Associate Deans Academic Council (ADAC) continued its discussion about the Viewing a Wider World (VWW) requirement. We initially were focusing on the implementation of the nine credit rule that allows a student to substitute nine credits in a prefix for a VWW course and restoration of the language stating that the two VWW courses must be in two different colleges. After much attention to the complications associated with exceptions and special cases, we are now considering the idea of reducing the VWW requirement to one course with strict adherence to the approved list of courses. This is an issue that would eventually go to Faculty Senate.

- The process of awarding college level scholarships (those that can be awarded to students in most or all departments) is close to completion.

Associate Dean, Research & Economic Development - Dr. Kevin Boberg

- Arrowhead Development Company (private master development partner in the Park) is a finalist for a USDA solicitation for a 12,000 sqft building that will house three USDA agencies in the Park. The USDA anticipates a decision by October 31st and hopes are high that USDA will select Arrowhead Park for location.

- The Arrowhead Drive Project primarily funded through a grant from the EDA is moving forward well and is scheduled for completion in January 2012. The project includes expanding the road to four lanes with bicycle path and sidewalk, and improving the wastewater system. During construction activities, Arrowhead Drive will be closed to through traffic until November. Please bear with us as we continue to develop and grow the Park.

- The Arrowhead Park Early College High School (APECHS) officially opened it’s doors to incoming freshmen and continuing sophomores on August 18, 2011 in the Park. Three of the five buildings that comprise the APECHS are occupied with the final two scheduled for completion this October.

- General Dynamics has grown to 64 employees locally in two facilities in the Arrowhead Park. Of the 64 employees, almost half are graduates of NMSU.

- The National Security Career Opportunity (NSCO) marketing campaign developed by the Arrowhead Center for the Department of Energy National Nuclear Security
Administration made its debut at Aggie Fest. Created to increase student awareness of career opportunities in national security technologies, the project was researched and designed during the summer by Graduate Assistants in the Arrowhead Center. NSCO will continue to participate in future campus activities and make presentations in University 150 classrooms, at club meetings, and selected conferences.

- During the summer, the Arrowhead Center received a 90-day extension for the LMI green job project. The extension allowed for the development, implementation, and analysis of a survey to public entities across New Mexico to assess current and future green jobs. The Arrowhead Center also hosted four green job town hall meetings across New Mexico to bring together educators, employers, government, and workforce development personnel to facilitate small group discussion around the topic of the development of green jobs. Both deliverables have been successfully completed, with the project ending on August 31, 2011.

- At the invitation of Governor Richard Luarkie, President Couture, Dean Carruthers and other NMSU personnel traveled to the Pueblo of Laguna to identify and discuss opportunities for greater collaboration between the University and POL. Directly relevant to the College, POL is interested in business incubation, entrepreneurship, and economic development.

Accounting & Information Systems Department - Dr. Ed Scribner

- Larry Tunnell and coauthors received notice that their manuscript, “Effective Corporate Tax Reform: Reducing the Corporate Tax Burden by Increasing the Section 199 Deduction,” was accepted for presentation at the national meeting of the National Taxation Association.

- Ernst & Young announced that the firm will provide $8,000 of scholarship funding to the NMSU accounting programs for the Spring 2012 scholarship competition.

- Richard Oliver and Janice Black were notified that their manuscript, “Micro-Business Hierarchies, Strategic Intangible Resources & Performance,” has been accepted for publication in the Journal of Marketing Development and Competitiveness.

- Richard’s manuscript, “The Interaction of Leadership Roles and Organizational Learning Environment: A Canonical Correlation Approach,” was accepted for publication in the Journal of Leadership, Accountability and Ethics. Richard’s coauthors were Janice Black and Brent Kinghorn.

- Kevin McNelis and Bill Smith received notice that their article, “If Plato Took Online Courses from Socrates…” was published in the Spring 2011 edition of Business Education Forum.

- Phil Montoya of Sandia National Laboratories spoke to the students of Beta Alpha Psi, the national honorary and service fraternity for accounting, on cost accounting standards for nuclear weapons development.

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Moss Adams LLP hosted the Beta Alpha Psi Fall Leadership Retreat at firm headquarters in Seattle August 19-20. A multi-firm team of Brandon Fryar (Moss Adams), Mandy Funchess (Pulakos CPAs), Brian Grega (KPMG), and Brandon Haines (Clifton Gunderson LLP) led the leadership program.

Jennifer Kreie and Shohreh Hashemi (U. of Houston-Downtown) were notified this week that their paper, “The Microsoft Enterprise Consortium: A Resource for Teaching Data Warehouse, Business Intelligence and Database Management Systems,” has been accepted for presentation at the fall ISECON conference (Information Systems Educators Conference).

Speaking of data warehouse and business intelligence (BI) systems, Natalie Kellner, NMSU’s BI Director, met with the Information Systems Faculty August 26 to discuss the feasibility of developing a graduate certificate program in BI.

Jim Nelson attended the New Mexico Independent Community Bankers’ Association Annual Meeting in Taos. Jim also met with FDIC officials in Washington, DC, to discuss risk in mobile banking, cloud computing, and wire fraud hacking.

Fall classes got off to a great start overall, but Cindy Seipel, the department’s WileyPlus liaison, had to go to battle with the publisher over malfunctioning software; the publisher agreed to pay for the mess it had created, but not before faculty, students, and the bookstore experienced what Dean Carruthers refers to as “heartburn.”

Economics/International Business Department - Dr. Rick Adkisson

At their August 22, 2011 meeting the NMSU Regents granted final approval to change the name of the department from the Department of Economics and International Business to the Department of Economics, Applied Statistics, and International Business.

Larry Blank delivered a 3-hour lecture to kick off the Edison Electric Institute’s Electric Rates Advanced Course at the University of Wisconsin (Madison). Forty professionals from electric utilities across the nation attended. Travel expenses were covered by the NMSU Center for Public Utilities (CPU) because this event provides excellent exposure for NMSU and the CPU’s training programs.

Chris Erickson was interviewed on the Radio about the national, state and local economy by Gary Sandler, host of Gary Sandler Real Estate Connection. Chris has been a regular guest on Gary’s show every third Monday of the month since 2008.

Doug Gegax prepared and presented a power-point presentation to Senator Steve Fischmann on “State Regulatory Mechanisms to Accommodate Energy Efficiency Programs: A Survey and Status of New Mexico Utilities.” The presentation was on August 5th and, in addition to Senator Fischmann, was also attended by Kevin Boberg, Jim Peach and Ricardo Rel. Jim Peach served as commenter during the presentation and provided very helpful edits during the preparation of the presentation. Contact Doug Gegax if you’d like a copy of the power-point file.

Bill Gould was invited to write 2 book chapters for a book in Environmetrics.
Bill Gould was an invited participant in an advanced MARK workshop at Colorado State University.

Bill Gould is a co-PI on a grant submitted to validate the monitoring effort of White Sands Pupfish.

Finance Department - Dr. Liz Ellis

- On August 15, the Finance Department held its opening faculty meeting where we addressed a variety of issues including curriculum matters, assessment responsibilities, policy proposals to be presented for a vote at the College convocation and other issues of concern to the department. At this meeting, we also welcomed new finance faculty member Dr. Violeta Diaz Avilez, who received her PhD from University of Texas Pan American in May.

- Dr. Ken Martin (Finance), Dr. Jim Peach (Economics and IB), and Dr. Chris Erickson (Economics and IB) were panelists on the semi-annual Economic Forum hosted by the Greater Las Cruces Chamber of Commerce and KRWG-TV. The show was taped and shown on KRWG on Thursday, August 25.

- On August 15, Liz Ellis was the keynote speaker at the first NMSU Student Convocation where she welcomed new students to NMSU on behalf of the faculty.

- On August 17, Department Heads Liz Ellis, Pookie Sautter and Ed Scribner staffed the College of Business table at “AggieFest” on the International Mall. They answered questions and handed out fortune cookies along with an invitation to students to find their future and their fortune at the College of Business.

- Liz Ellis, along with the other COB department heads and Associate Dean Kathy Brook, participated in work sessions for approximately 15 days over the course of the summer during which we addressed a variety of administrative issues facing the College and, most importantly, prepared the initial draft of the AACS 5th year Maintenance of Accreditation report along with various supporting documents. In addition, we also attended the 2 day Provost retreat in May.

- Tim Query attended an Open House by Northwestern Mutual Financial Network in El Paso, TX in late May. A number of NMSU students interned with the company this summer.

- Tim Query and Al Berryman attended the 16th Annual IIANM-New Mexico Mutual Scholarship Golf Tournament. The Risk Management and Insurance Studies program received $10,000 to be used toward student scholarships.

- Liz Ellis attended the Academy of Legal Studies in Business (ALSB) annual conference in New Orleans, August 10-13, to recruit applicants for the open faculty position in Business Law in the Finance Department.

- Tim Query had an article titled, “Pay Me Now or Pay Me Later: The Impact of Budgetary Constraints on the Risk Management Function at Universities and Colleges,” in the May issue of URMIA Insights.
• On August 22, Liz Ellis accompanied new faculty member Violeta Diaz to the Provost’s reception for new and returning faculty at the Teaching Academy.

• Tim Query and former NMSU student Amanda Henry co-authored a paper titled, “Insurer Strategies, Insured Behavior, and the Great Recession: A United States Perspective,” in The Journal of Risk Management and Insurance, vol. 15: 19-35. This paper was an extension of an Honors Project by Henry, supervised by Query, while she was a student at NMSU.

• On June 24, Liz Ellis participated in a panel on the Department Head’s role in the Promotion and Tenure process at a session sponsored by the NMSU Teaching Academy.

• Tim Query presented a working paper titled, “Examining the Impact of Issuing Driver’s Licenses to Undocumented Immigrants and Other Socioeconomic Factors on the Percentage of Uninsured Motorists” (co-authored with Risa Kumazawa), at the Asia-Pacific Risk and Insurance Association, Tokyo, Japan (August 2011). He also moderated a session on Insurance Markets at APRIA.

• Liz Ellis was invited to be a member of the new search committee for the NMSU Vice-President of Administration and Finance and attended the Committee’s first meeting on August 8.


• Nina Compton's paper, "Viability of the Preemption Defense for Manufacturers in Defective Warning Claims Involving Prescription Drugs: Post Supreme Court Holdings in Levine and Medtronics" has been accepted for publication in the Texas Wesleyan Law Review for the fall 2011 issue.

• Al Berryman and Tim Query met with Math department head, Joe Lakey, and Math faculty member Robert Smits, to discuss the Actuarial Science Program and to develop ways to promote the program. They will arrange a campus visit by insurance company actuaries later this semester and will provide more information to be emailed to math students about the program.

• Al Berryman met with Dick Mason with New Mexico Health Connections Board, on the problems of setting up a non-profit health insurance plan to offer health insurance coverage on a New Mexico Health Insurance Exchange. The Patient Protection and Affordable Care act requires that one of the plans to be offered be a non-profit and member driven health insurance plan. An application will be submitted to Health and Human Services. It is anticipated that the 2012 legislature will approve a New Mexico Health Insurance Exchange.

• Hari Sankaran attended the workshop conducted by Mr. Carter Campbell on leadership held on August 12 and 13, 2011. This workshop was the kick-off event of a year-long Advancing Leaders Program organized by the Teaching Academy.
Management Department - Dr. Steven Elias

- As of July 11, Dr. Steven Elias has taken over as Interim Department Head of the Department of Management.

- This summer, Dr. Elias gave a talk on business ethics to one of the local chapters of the Rotary Club.

- Dr. Elias, Dr. Bishop, Ms. Maynard-Patrick, and Ms. Helmuth have had their paper, Restrictive control as a moderator of perceived organizational support: A new view of restrictive control, accepted at the 2011 Southern Management Association Meeting.


- Fiction and humor in transforming McDonald's narrative Strategies by David Boje, Michaela Driver and Yue Cai has been accepted for the new book by Carl Rhodes & Simon Littley (Eds.), 2012 "Organizations and Popular Culture: Information, Representation and Transformation". The book, which will come out in 2012, brings together a series of papers previously published in the journal Culture and Organization - these papers have been selected as the best contributions to the journal that explore the relationships between popular culture and organizations. Note: Yue Cai is an assistant professor of strategy at University of Central Missouri, and did her Ph.D. in the Management Department. ISBN 0415692385 http://www.amazon.co.uk/Organizations-Popular-Culture-Representation-Transformation/dp /0415692385/ref=sr_1_30?ie=UTF8&qid=1314200171&sr=1-30

- Jim Bishop was named one of the outstanding reviewers for the Academy of Management’s Annual Meeting, August 2011.

- Drs. Daily and Bishop and former Management doctoral student Jacob Massoud had their paper, "The Role of Training and Empowerment in Environmental Performance: A Study of the Mexican Maquiladora Industry" accepted for publication in the International Journal of Operations and Production Management.

- Joe Gladstone hosted the Native and Indigenous Research Caucus at the recent Academy of Management meeting in San Antonio. The caucus was attended by AOM members from the U.S.A., New Zealand, Australia and Europe, all who shared multiple interests in Native and Indigenous peoples, including their experiences and understandings of, plus their contributions to management.

- Terry Adler and his co-author Dr. Isaac Wanasika (former NMSU College of Business Ph.D. graduate) had their article accepted in the Journal of Managerial Issues. The title of the article is "Deception as Strategy: Context and Dynamics."

- Terry Adler and Isaac Wanasika’s (former NMSU College of Business Ph.D. graduate) article titled “Minimizing Transaction Costs Through Interfirm Trust: Another Look At
Measurement Issues” is forthcoming in the Journal of Social and Behavioral Sciences. This article should be published in Spring 2012.

- Terry Adler met with Claudia Gomez, current NMSU Ph.D. student, with the rest of her committee regarding the progress of her dissertation proposal. Ms. Gomez is doing an admirable job given she is currently living in Youngstown, Ohio.

- Terry Adler received his 5-year recertification to 2016 for the (Certified Cost Estimator/Analyst--#257) designation based on his consulting work in industry. This certification is administered by the Society of Cost Estimating and Analysis out of Washington D.C.

Marketing Department - Dr. Pookie Sautter

- PhD student Suzanne Conner, and co-author Isaac Wanasika (University of Northern Colorado, MGT PhD alum) received an acceptance from the Journal of Strategic Innovation and Sustainability for their paper entitled "When is Imitation the Best Strategy?"

- Dr. Kelly Tian led and coordinated efforts of a cross-disciplinary grant on the use of graphic novels and holograms in changing diabetes patient health behaviors. Marketing PhD students Sarah Fischbach and Temo Luna Nevarez have worked throughout the summer with Dr. Tian in creating the experimental design for the project and soliciting bids for stimulus design. Data collection on the project will proceed throughout the fall term. Dr. Kelly Tian also completed several manuscript reviews for the Journal of Marketing, The International Journal of Research in Marketing, and the Journal of Consumer Research. Finally, Dr. Tian also coordinated the assessment processes for the marketing PhD program and the students' second year research reports. The programmatic assessment revealed strong performance from our students across all criteria.

- Dr. Collin Payne consulted with two different providers regarding environmental and structural improvements to large food retailers in the US and UK. Other research endeavors included presentations at the Marketing and Public Policy Conference and Agricultural and Applied Economics Association, and resubmitted manuscripts to the Journal of Consumer Research and the Journal of Marketing. His paper, co-authored with Drs. Messer, Kaiser, and Wansink, entitled “Can Generic Advertising Alleviate Consumer Concerns Over Food Scares” was published in the Applied Economics journal. Dr. Payne and colleague Dr. Mihai Niculescu submitted a manuscript entitled "Social Meaning in the Supermarket as a Direct Route to Improve Parents' Fruit and Vegetable Purchases" to Agricultural and Resource Economics Review. Collin is currently working on a small grant with the College of ACES. Last but not least, Dr. Payne also participated in the Leadership Las Cruces program and gave a presentation to the Las Cruces Chamber of Commerce this summer.

- Dr. Robin Peterson, with co-authors Bing Xu (PhD Alum), Gerald Hampton and Yam Limbu (PhD alum) published "Dissimilar New Product Pace: Product Contingency Effects," in the Marketing Management Journal. Robin has also been appointed to the Board of Directors for the Four Corners Research Corporation (nonprofit engaged in archeological and historical research in the Southwest) and served on the five year external review committee for the Department of Marketing at Montclair State University in New Jersey.
• Doctoral student Sarah Fischbach and Dr. Robin Peterson have been busy collaborating. Their collaborations have produced four manuscripts. "Applications of Balance Theory to Faculty Effectiveness: An Assessment" was accepted at Marketing Education Review, and "The Utilization of Scripts in Business-to-Business Selling: An Assessment," is conditionally accepted to the Journal of Selling and Major Account Management. They also received an acceptance of manuscript "Extremeness Aversion Techniques in Personal Selling" in the Journal of Sales and Major Account Management and a revise and resubmit for manuscript "Social Media Analytics" in the International Journal of Marketing and Internet Advertising.

• Dr. Pookie Sautter served as a judge on the Rising Star Awards that provides research grants for innovation in social and human sciences and served throughout the summer on the President's special task force for the Aggie Game Day Experience. She worked with Dean Brook and the other department heads five times throughout the summer for three day planning/work meetings. She was awarded a scholarship and attended the UW Madison Annual Conference on Distance Teaching and Learning. Pookie attended the inaugural Freshmen Convocation event and enjoyed working with Liz Ellis and Ed Scribner at the Aggie Welcome Week activities in front of Corbett Center. She completed a review for the Journal of marketing Education and received an acceptance for a special session at the Society for Marketing Advances. The session includes work from Dr. Kelly Tian and doctoral students Sarah Fischbach and Temo Luna Nevarez and is entitled "Graphic Novels: Exploring the Relevance for Marketing Promotion and Learning."


• Dr. Michelle Jasso and Ph. D. students Miguel Zuniga and Ayman Ghunaim got an article entitled "Jordanian Pharmaceutical Companies: Are Their Marketing Efforts Paying Off?" published in Health Marketing Quarterly. Dr. Michelle Jasso, Dr. David Boje and former Ph. D. student Dennis Kopf got an article entitled "The Good, the Bad and the Ugly: Dialogical Ethics and Market Information" published in the Journal of Business Ethics. Dr. Jasso also made a presentation to the Las Cruces Chamber of Commerce this summer.

School of Hotel, Restaurant & Tourism Management - Dr. Janet Green

• June 15, Daren Bloomquist successfully completed a 40 hour Hazardous Materials Awareness and Operations class through the Dona Ana County Fire Marshall’s office. This class will be helpful in the instruction of his HRTM 430, Facilities Management class.

• Recent activities of the student club National Society of Minorities in Hospitality (NMSH): August 14 club members participated in Freshmen Move in Day. August 17, members took part in the Aggie Fest, distributing HRTM and College of ACES information to potential students and club members.
• HRTM 100W lunches will resume Tuesday, September 13. Serving is from 12 noon – 1pm, with a cost of $8, all inclusive.

• HRTM student Sara Salguero, anticipating a December 2011 graduation, was featured in the July issue of “Development” a vacation ownership industry publication. She was quoted in an article titled “The Timeshare Team of Tomorrow”. Sara attended the recent summer American Resort Development Association (ARDA) Convention as a scholarship winner.

• Dr. Siri Mcdowall attended the APAC-CHRIE conference held this past May in Hong Kong. She presented two papers: (1) an analysis of the characteristics of attendees of the 39th Annual Renaissance Arts Faire, Las Cruces, and (2) results of a survey on the domestic tourist satisfaction and destination loyalty: Bangkok, Thailand.

**Domenici Institute Program Manager – Sara Patricolo**

• Final preparations were underway this week as we continue to prepare for the Domenici Public Policy Conference, August 31 – September 1, at the Las Cruces Convention Center. This week we had a good increase in registrations with total registrations now at approximately 600. For anyone who is unable to attend, please refer them to our live webcast which will be available on the Domenici Institute website: www.domenici.nmsu.edu. The entire program will also be archived on the website for future viewing.