November 24, 2003

To: Dr. William Flores
    CBAE Faculty and Staff
    Dean Waded Cruzado-Salas

From: Garrey Carruthers, Dean
    College of Business Administration & Economics

Subject: Activities Report for November 21, 2003

It is that time of the year where we kick back, give thanks, and gear up for Christmas. Have a great Thanksgiving season!

ADMINISTRATION

- We have asked a committee, Co-chaired by Ben Matta and Robin Peterson, to further evaluate the options for offering a doctoral program for international students and/or faculty of our community colleges which will be more of an applied (as opposed to research) degree. The committee has been tasked to consider options, such as the use of the Interdisciplinary Doctorate or the creation of a new degree, such as a Doctorate in Business Administration. I have visited with Dean Lacey and discovered that the "I Doc." Degree is still alive and well and could be used for an applied degree. The committee will assess the market for such an applied degree, recommend a home for it, and suggest possible partners (such as Ag. Econ.), should they recommend that a degree be added to our offerings. One expressed concern has been that we not diminish the status of our two current PhD. programs.

- I met with the Econ 582/432 Economics of Health Care class, taught by Dr. Mike Ellis. It was a good chance to share some of my experiences in health care. It was an eclectic group, having students who used it for "Viewing a Wider World" to a number who were in health care professions. It is always a pleasure to visit with good students.

- I spoke to the local Sigma Iota Epsilon Chapter, an honorary for management students. The Chapter has been in hibernation for about 8 years. Jim Bishop and Peter Dorfman are trying to get it jump started again. We should all pitch in and make sure our students participate in these activities. As I told the few at this meeting, participation in honoraries was excellent training for me.

- I introduced Melissa Hass as our outstanding Junior at a Phi Kappa Phi celebration. Melissa majors in accounting, is a member of the NMSU women's golf team, and is currently in a coop program with the FDIC. Her mother accepted the award on her behalf. The very delightful Dean Waded Cruzado-Salas was the keynote speaker at the function. She gave us a snap shot of Puerto Rico. Just to show my age and interest, I knew that Roberto Clemente was from Puerto Rico, I didn't know that J Lo and Ricky Martin were Puerto Rican.

- Bob Moulton and I attended a very sparsely attended Town Hall meeting on the Governor’s Progress Agenda (read implantation of educational reforms). Apparently, hearings throughout the state have been very poorly attended. My fear is everyone now believes the problems in education have now been solved.

- I had a few toddies with the New Mexico Bankers Association and received commitments to help the College with some funding. John Papen, one of our Hall of Fame members, will be our contact.

- I will be out of the office on November 25th, returning next Monday. The next Activities Report will be issued for December 5th.

- Kathy Brook advised that Brandon Cotton, one of the Advising Center GA’s represented the college at an information table at the kick off to the Mariachi Conference on November 12. Barry Smith, Michael Ellis, Janice Black, Pookie Sautter and Pete Dillaway provided a similar service at the Public Service Career Showcase on November 18. Finally, Sam Gray was the college representative for Choose NMSU! events for high school students in Farmington and Albuquerque.

- Dean Carruthers, Celina Talamantes and Kathy Brook participated in a conference call with President Joseph Martin, Wilfred Beapre and Dorothy Wester of Southwestern Indian Polytechnic Institute. The purpose was to plan a signing ceremony concerning the SIPI/NMSU tribal management program. Students will complete their lower division course requirements at SIPI and then transfer to NMSU either on campus or through distance education. Their lower
division courses will include four relating to tribal management. Once at NMSU they will be General Business majors and will complete two tribal management internships as part of the major.

- The By-Laws Committee (Drs. Tunnel [Chair], Daily, Remenenga, Brook, and Boberg) met to review committee structure of the CBAE. It was generally agreed that committee structure should reflect the Mission Oriented Goals of NMSU’s Strategic Directions. Dr. Tunnel agreed to draft descriptions for review by remainder of the Committee. Target is to present as a discussion item at the faculty forum opening the Spring Semester 2004 (8 January 2004).

- Kevin Boberg, along with Kathy Hansen (PSL), met with Dr. George Barton and Elizabeth Ortega (NMSU Office of Cooperative Student Education) to finalize details of our cooperative education initiative with PSL. This program is designed to provide students with business-related work experience on a wide variety of government and commercial programs and support functions. Students will assist project managers, senior managers and technical personnel in a variety of business related activities focused on project management, financial management, and business development. PSL staff will also mentor these activities. These positions and activities will be coordinated with the CBAE to assure that the learning component of the position complements academic requirements.

- The New Mexico First Team (Drs. Popp [Chair], Scribner, Martin, Weisinger, Peterson, and Boberg) further developed the scope of the Background Paper for the Spring 2004 Town Hall Meeting. In addition, the team developed a preliminary draft of the “two-pager” that NM First will use to announce and promote the Town Hall. Next critical date is 4 December 2003, when Dr. Popp will meet with the NM First Research Committee to finalize the scope and promotional piece.

- Kevin Boberg, along with Kathy Crawford and Cynthia Madden (BBRS staff), met with Tyna Byford (NMSU Comptroller) and Neta Fernandez (Director, NMSU Office of Grants and Contracts) to open discussion about accounting and auditing policies and procedures for the Arrowhead Center. The discussion was very productive with the next steps being to review operations with Bruce Kite (NMSU General Counsel) and set up a “chart of accounts” for the Arrowhead Center.

- Kevin Boberg met with Stefan Schmidt and Xenia Kramer, Phoenix Mathematical Systems Modeling, Inc., to discuss extent and progress of our collaborations. Phoenix, one of the first clients of the Arrowhead Center, is presenting a funding proposal to the PSI Board of Directors on 11 December and submitting a proposal on 15 December in response to an RFP issued by the Homeland Security Administration (HSA) under the Small Business Innovation Research (SBIR) program. Arrowhead Center will work with Phoenix on both proposals.

- Patrick Glennon, Senior Partner for Main Corridor (network and management consulting firm), met with the student team working on a business plan for Visuel, Inc. As part of on-going operations, Arrowhead Center will provide many such opportunities in the future. These types of interactions with the business community provide a tremendous learning experience for students and improve the product delivered to clients.

- Kevin Boberg attended meeting of the Joint Task Force of the Memorial Medical Center Foundation and the Community Foundation of Southern New Mexico.

- Kevin Boberg met with Victor Marquez, a CBAE alum, current MBA student, and entrepreneur. We agreed that a student team would work with Mr. Marquez throughout Spring Semester 2004 to develop a business plan for OneMed, his latest venture.

- Kevin Boberg met with Pat Glennon and James Weddle (Main Corridor), Mariann Johnston (Sandia National Laboratories Small Business Assistance Program), Dr. Steven Walsh and Julie Freund (UNM Management of Technology program), and Regent Jim Manatt (call in), to discuss areas of collaboration as Arrowhead Center rolls out. Dr. Walsh proposed a NM Center of Excellence for Management of Technology, drawing upon the expertise of UNM, NM Tech, and NMSU; as well as the federal labs, especially Sandia. The meeting concluded with all in general agreement about what we were trying to accomplish and trying to define the next step in making it happen.

- Kevin Boberg met with Drs. Seamus Curran (Physics, NMSU) and Steven Walsh (Management of Technology Program, UNM) to explore areas of cooperation. Dr. Walsh may prove to be a valuable contact for Dr. Curran’s NSF proposal, already committing to introduce Seamus to nanotechnology trade associations in the U.S. and EU, and potential corporate partners. Also discussed were how best to leverage Arrowhead Center, the Nanotech Center, and the MOT Program.
ACCOUNTING & BUSINESS COMPUTER SYSTEMS

- Larry Tunnell chaired a meeting of the College’s Bylaws and Policy Review Committee this week for the purpose of reviewing recommendations to change the existing College committee structure to more closely conform to the University’s Strategic Directions goals.
- The search committees for both Accounting and BCS met this week and selected three finalists, each, for further consideration for the College Assistant Professor positions which open in the spring semester. These candidates will make campus visits and presentations during the week after Thanksgiving.
- Luke Miller from the White Collar Crime Division of the FBI made a presentation in a technical session to the Beta Alpha Psi chapter on Thursday evening. He discussed the Bureau’s program for fighting white collar crime, and the opportunities for accounting majors in this field.
- Shelly McGuire, a Tax Manager with Grant Thornton, LLP, in Albuquerque (Bachelor of Accountancy, 1996), spoke to two sections of Accounting 251 (Management Accounting) and to two sections of Accounting 353 (Cost Accounting) on Thursday. The students asked Shelly about her work schedule. They were amazed when Shelly gave them her itinerary for the week: Monday; in Madison, Wisconsin, for a Grant Thornton corporate tax training session; Tuesday; in Albuquerque to meet with a client and attorneys to discuss preferred ways of structuring stock swaps to minimize tax liability in a company sale; Wednesday; in Santa Fe to meet with the CEO, CFO, and COO of a venture capital firm to discuss the valuation of a target acquisition (a manufacturer in South Dakota); Thursday; in Las Cruces to make the above-mentioned class presentations, while on the way to Chicago; Friday; in Chicago, touring a cement manufacturing plant as part of the valuation process for an acquisition by another of her clients.
- Jim Nelson met with Bill Markel, a Partner in Crowe, Chizek, and Company, the nation’s 8th largest CPA firm and a member of Horwath International, to discuss employment opportunities for students, internships, co-ops, and faculty sabbaticals with Crowe. Mr. Markel is particularly interested in Master of Accountancy students for US offices and in Spanish speaking students (both Accounting and BCS majors) for international positions.

FINANCE

- On Tuesday, Barry Smith was the featured speaker at the monthly luncheon meeting of the CPCU Society of El Paso. He spoke about the new Insurance and Financial Services program at NMSU and recruited potential employers for summer internships.
- Lon Constantini, stockbroker at Merrill Lynch, spoke to the Financial Management Association on Monday, November 17. He addressed careers in the investment industry, his current views on the markets (I believe he used the word “overextended”), and a strategy students should use to improve their financial wealth over the long term (“save early, save often”). Ken Martin is faculty advisor to the FMA.
- On November 21 Rich Fortin attend the November meeting of the New Mexico Society of Financial Analysts in Albuquerque. The speaker was Charles Hill, CFA, Director of Research at Thompson First Call and his topic was “The Earnings Outlook and Changes in Analyst Behavior”.

ECONOMICS & INTERNATIONAL BUSINESS

- See note under Administration relative to Econ 582/432 Economics of Health Care Class.

MANAGEMENT

- Bill Smith successfully conducted his dissertation proposal to the Management Department faculty and graduate school representative. The study looks at the signaling behavior of Enron and other firms in the energy sector during the period before the Enron collapse. The study promises to make contributions to management, finance, and accounting theory and practice.
- The following article has been accepted for publication: Bishop, J. W., Scott, K. D., Goldsby, M. G., & Cropanzano, R. L. (in press). “A Construct Validity Study of Commitment and Perceived Support Variables: A multi-foci approach across different team environments, Group and Organization Management.”
- Drs. Boje and Rosile have three proposed projects pending for Dona Ana County’s building and permit Process.

MARKETING

• Dr. Tian submitted an article to the *Journal of Consumer Research*.
• We admitted a new foreign student to the PHD program for Spring 2004, but for some reason his application was misplaced in the Graduate School. His letter of acceptance was issued late; therefore, his I-20 was not granted in time for him to remain in the country. He will be delayed until Fall 2004.
• Interesting to note this week’s front page article in the Sun News – “N.M. students rank low in math, reading.” Only 20% of our high school students are proficient readers. What does this mean for the students at NMSU? Retention efforts?

**MBA PROGRAM**

• Wayne Headrick and Chris Erickson met with Bob Pennington, a representative of National Chung Hsing University, Taichung, Taiwan, to discuss the development of a cooperative agreement between NCHU and NMSU. Because Chris and Bob were also meeting with a number of other folks on campus, these particular discussions focused on faculty and MBA students’ exchanges and the recruitment of NCHU students to the NMSU MBA program.

**STOCK MARKET GAME**

• The NMSU Stock Market Game under the direction of Dorothy Hughes, coordinator, is proud to announce in its 20th year at NMSU that the Fall 2003 registrations in the grades 4-12 divisions increased 47% over the previous fall, and over 200 NMSU students are participating in the college division. The total number of teams this fall is 742, compared to 341 in the Fall of 2003. Over 2,100 students under the guidance of 64 teachers from 48 New Mexico schools are involved this fall.