

IB NEWS

International Business Institute at the University of Missouri–St. Louis Spring 2014

UMSL IB Programs ... Enhancing the Global Perspective/Perception of Doing Business





UMSL Students Abroad

The study abroad programs at the University of Missouri–St. Louis provide IB students the opportunity to experience unique cultures and businesses of other countries. This learning experience is essential to enhancing the students' abilities to appreciate and flourish in a climate of international business.

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[photo, top left] While in Shanghai, UMSL student, Jill Bernard, realized that Starbucks really are on every corner.

[photo, top right] UMSL students visiting Stonehenge

[photo, bottom left] Professor Betty Vining, second from left, in Brussels

[photo, bottom right] UMSL students enjoying London

International Business Institute Advisory Board

The International Business Institute Advisory Board includes academic and business leaders - St. Louis-based and global. Board members represent companies of various sizes. This linkage is critical to the ongoing development of the International Business Degree programs at the University of Missouri–St. Louis. Business members of the advisory board provide valuable input to the curriculum and internships for international MBA students, and participate in classes and other forums to share their experience and knowledge with our students.

- | | | |
|--|---|---|
| Lenore K. Albee
General Manager, Perficient | Norihito Furuya
CEO, IGB Network Co. Ltd. | Rodolfo Rivera
President, UMSL International Business Advisory Board; Director, Business Development, Fidelity National Global Solutions Inc. |
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Associate Dean, Continuing Education, University of Missouri–St. Louis | Joel Glassman
Associate Provost, University of Missouri–St. Louis | Joseph Rottman
Director, International Business Institute, University of Missouri–St. Louis |
| Steve Burrows
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Vice President, Global Maintenance & Upgrades, Boeing Defense, Space & Security |
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Executive Director and Branch Manager, UBS Financial Services Inc. |
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| Thomas Eyssell
Associate Dean and Director of Graduate Studies, College of Business Administration, University of Missouri–St. Louis | Timothy J. Nowak
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| | Kei Pang
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The International Business Institute at the University of Missouri–St. Louis publishes IBI News twice a year for alumni, faculty, students and staff. The newsletter highlights the people and programs that make the institute great.

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11 Thoughts for 11 Years of Success

As we consider all of the exciting things that are happening in International Business at UMSL – including recognition by U.S. News and World Report: 11 years in the top 20 – 11 thoughts bubble to the surface. Hopefully those thoughts and this newsletter will give you a greater picture of all of the exciting events that our faculty, students and board are doing in IB at UMSL. We hope you'll join us!

1. New scholarships for IB students! Thanks to the continued generosity of our IB Advisory Board, the financial barriers to study abroad are now much lower for UMSL students!
2. The new partnerships with our friends in Germany and Finland are bringing international graduate students to UMSL to join our local students for an intensive series of seminars over spring break.
3. Twenty undergraduates spent a transformational month in Germany studying, growing and exploring.
4. Our MBA for working professionals now includes an international experience. This year, it's 10 days in Germany!
5. Enrollment in our international MBA almost doubled in size this year with a great cohort from our new partner school in Taiwan. Those students earn an MBA from both UMSL and their home university.
6. The upcoming 6th Annual International Business Career Conference will showcase careers in IB and how to break international borders.
7. The IB Advisory Board has grown in size and is actively engaged in our classrooms, the IB Case Competition, the IMBA internship program and the International Business Career Conference.
8. Hundreds of UMSL students transform their lives and their understanding of the world through studying abroad and sharing a classroom with international students in dozens of countries.
9. Our students compete and win in IB Case Competitions, including UMSL's Case Competition.
10. Our faculty is everywhere: teaching in China, Germany, Japan, Finland and being published in top academic and practitioner journals.
11. Here's to 11 more years in the top 20!

Hopefully those thoughts and this newsletter will give you a better picture of all of the exciting accomplishments of our IB faculty, students and board are doing in IB at UMSL. Please consider joining us!



J. W. Rottman
Joe Rottman
Director, International Business Institute



Steve Burrows
Steve Burrows
Director, Board Development - Executive Outreach



Charles Hoffman

New dean of UMSL Business

“I’m a champion for UMSL. I’m a product of UMSL. No one cares about the college more than I, so I feel it’s really a perfect fit.”

► Charles Hoffman

Charles Hoffman believes what made him successful as a business leader are the same attributes that will propel him in his new position as the dean of the College of Business Administration at the University of Missouri–St. Louis.

Hoffman, who most recently served as president and chief executive officer of Covad Communications, the national broadband carrier, began his new position as dean Sept. 1. He filled the role left by Keith Womer, who has now returned to the classroom.

“Business is an honorable profession,” Hoffman said. “When I look back on my business career I don’t think about stock price increases or net

income improvements, but I do think about, and often hear from, people I was able to influence and mentor. The exciting thing about business is people and organizational development that leads to great results. One of my goals at UMSL is to help students realize that’s what business is all about.”

Hoffman, a resident of Clayton, Mo., feels this new role will aid UMSL because he understands business challenges and has a great deal of practical business experience. And, as a UMSL alumnus who earned a BSBA in 1974 and an MBA in 1976, he can connect with both alumni and students.

“I’m a champion for UMSL. I’m a product of UMSL,” he said. “No one cares about the college more than I, so I feel it’s really a perfect fit.”

Glen Cope, provost and vice chancellor for academic affairs at UMSL, said Hoffman’s connection to both UMSL and the business community made him the ideal choice for the position.

“Charles Hoffman is a business innovator who understands and appreciates what our business college does well now and can do better in the future to educate the next generation of business leaders and support our regional economy,” Cope said. “I’m confident in his ability to grow and expand the college to meet the ever-changing field and the needs of our students.”

UMSL’s business college has more than 100 full- and part-time faculty members and 2,700 undergraduate and graduate students. The college has nearly 27,000 alumni – 19,000 of whom live and work in the St. Louis region. The college is accredited by the Association to Advance Collegiate Schools of Business.

With the college’s outstanding faculty, Hoffman’s plans for the college include:

- Engaging business executives and alumni to increase student internships, practical experience and job opportunities

- Preparing students to meet the evolving needs of business, with well-developed leadership and technical skills

- Ensuring that the curriculum thoroughly covers the ever-increasing globalization of business

- Bringing together faculty and staff to provide efficient, high-quality delivery of a business education

- Overseeing the construction, completion, and efficient use of a new building for the college

Hoffman began his business career with IBM, later joining Southwestern Bell to build its first wireless business in St. Louis. Subsequently, he built and ran networks in Boston, Washington D.C. and the country of Mexico.

He then joined Sprint PCS as president of its Northeast region. That position led to his first public company CEO position with Rogers Wireless, the national carrier in Canada formerly known as Cantel. From there he joined Covad Communications as CEO.

Since the sale of Covad in 2008, Hoffman has served on national and international corporate boards and on several UMSL committees, including the Chancellor’s Council, the College of Business Administration Leadership Council and the Capital Campaign Steering Committee.



Over 90 students and their faculty advisors from eight regional universities attended the event.

[photo, left] Charles Hoffman
[photo, below] Students preparing their case for the Model EU debate

UMSL hosts successful Midwest Model European Union

The University of Missouri–St. Louis hosted the Midwest Model European Union (EU) for the first time last spring. Over 90 students and their faculty advisors from eight regional universities attended the event.

Each university brought up to two delegations (six to eight persons per delegation) to represent the EU’s 28 member states. The students spent two and a half days demonstrating their debating and negotiating skills as EU Commissioners, national prime ministers, and their respective foreign ministers, finance ministers, environmental ministers and agricultural ministers. Controversial issues ranged from the EU response to developments in Syria, to the setting of renewable energy standards and responses to the Eurozone crisis.

UMSL Provost Glen Cope introduced the keynote presentation from Mark Pittuch, who works at the official European Union Delegation to the United States in Washington, D.C.

At the event’s conclusion, UMSL earned awards for Best Foreign Minister (Adis Alagic, standing

in for Germany’s Guido Westerwelle) and Best Delegate for the Directorates-General, the EU’s research wing (Mustafa ben Beyette). The award for Best National Delegation (Greece) went to Ball State University.

Professors Betty Vining (Business) and Joyce Marie Mushaben (Political Science) coordinated the proceedings. Vining and Mushaben have been training students for this simulation since the early 1990s. Midwest Model EU participants are drawn primarily from two classes regularly offered each spring: Mushaben’s The Politics of European Union, and Vining’s European Business Practices. For more information on how you can participate, email vining@umsl.edu or mushaben@umsl.edu.



1st UMSL students soar at inaugural Case Competition

Article by Donald Counts, UMSL graduate student



[photo, above] UMSL business students (from left) Tim Farmer, Nour Salmeen, Johnnie Fields and Tim Moehrle earned first place

[photo, above right] John Clark of MasterClock

[photo, right] Speaking during competition

[photo, far right] Taking a little break during the competition



This past spring, the University of Missouri–St. Louis College of Business and the International Business Institute sponsored their first annual International Case Competition, a tradition for numerous business education students worldwide.

The competition began on Friday, April 6th when the competing teams received an original case created specifically for the competition. John Clark of MasterClock, a St. Charles-based business specializing in high-end timing systems utilized by NASA, MSNBC, and others, created the case based upon issues his company faces in relation to their expansion into overseas markets.

On Friday night, the teams researched and prepared for their team presentations. On Saturday morning, each team presented their recommendations before a panel of judges including Clark, Brian Palmer of Post Holdings and Michael Kelley of Metal Exchange.

When the results were posted, the UMSL team - comprised of Tim Farmer, Johnnie Fields, Tim Moehrle, and Nour Salmeen – took home the \$1,000 first place prize. When asked about competing in the Case Competition, Moehrle said, “I received invaluable experience in creating a case solution by being able to present ideas to seasoned professionals.”

Southeast Missouri State University took second place and the \$500 prize.

When speaking about creating the case study, Clark stated that he found that designing the Case Competition made him examine his business through a much different perspective, which provided a learning experience for him as well.

Clark’s involvement as both the creator of the case and as a judge of the competition made for a unique experience for the teams. “It is a tremendous point of differentiation to have an actual business problem in which officers of the company are seeking student input,” said Professor Michael Costello.

Like many Case Competitions worldwide, the UMSL International Case Competition was a student-organized event. Undergraduate business student Melina Lindskog spearheaded the planning and staging. After spending several months organizing the competition, she and the other volunteers saw their hard work pay big dividends. “To see these teams design a real solution for an existing international company ... was beyond amazing,” said Lindskog.

The UMSL Case Competition is the first step in creating opportunities for students to compete at other national or international competitions. Participation allows students to make use of the skills they have learned in the classroom since case competitions are based on real problems facing real companies.

Professor Elizabeth Vining said, “The more [students] apply what they learn now, the better prepared they will be for the decisions they will have to make in the future.” If the results of the first UMSL Case Competition are an indicator, they are off to a great start.



IB STUDY TOUR

China Summer Tour 2013

Article by Brian Sebelski, UMSL senior

There may be no better way to get around the globe than through the study tours put together by the University of Missouri–St. Louis and the International Business Institute. During my first international experience I could not have imagined feeling so well taken care of in the seemingly endless and chaotic streets of China’s greatest cities, and the diversity of my company is something I could have never found in any other context. For me, it was a trip of a lifetime and an experience that will be at the forefront of the many skills I picked up in the College of Business Administration.

Led by Professor Hung Gay Fung in the company of his wife Linda, we ventured through the many sights of China. It was a place greater in size and population than any I had ever imagined. The

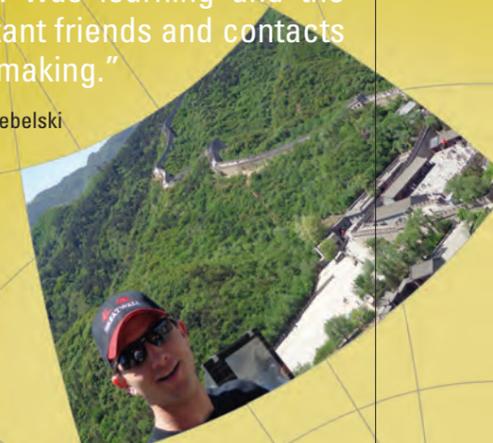
dimensions of the monuments, restaurants and cities, among other things, were staggering. New York, NY had previously been the largest city I had ever been to. It barely compared to the scope of most every city we visited while there - including Beijing, Nanjing and Shanghai. There were 18 other students along with me. Although we all had come through UMSL, our makeup was hardly homogenous. At least five were native to China. This was an important dimension when it came to shopping, eating and recreation during our free moments.

As a business student, I certainly aim to learn about and see more than just the monuments of a country. However when it comes to the international marketplace, understanding culture and people is certainly a top priority. This trip offered a good balance of entertainment, sightseeing, business and factory tours, as well as independent leisure so as to pack in maximum benefit without wearing you out during the intense two week study of the country.

The greatest feature of the trip was being so well taken care of. I was able to focus on what I was learning and the important friends and contacts I was making. Being in a foreign place is scary on your own. I wouldn’t have known where to eat or stay or what shows and entertainment will be the most enjoyable. Even getting down the road can be stressful. However in the company of my guides, professors and companions these were certainly nonissues. We were given royal welcomes at several companies; we had

“The greatest feature of the trip was being so well taken care of. I was able to focus on what I was learning and the important friends and contacts I was making.”

► Brian Sebelski



thorough and kind guides at almost every monument. We were well taken care of in good hotels and ate at very good restaurants. Sometimes it seems that it is not all the things you did, but it is the things you didn’t have to do or think about that make a trip amazing and rewarding. Traveling to China awarded me firsthand knowledge of a place and people I had read and wondered about since childhood. It has awarded me friendships and relationships with students and professors that have lasted far beyond the borders of China. As I finish my studies here at the College of Business, I anxiously await my next opportunity to go abroad with UMSL.



[photo, above] Brian enjoying a river cruise in Shanghai

[photo, near left] Brian and friends exploring Tiananmen Square

[photo, right] Brian at the Great Wall of China



Summer school in Germany: A student's experience

Article by Allison Schotte, BSBA '13



"Being a part of the international summer school program at Hochschule (University of Applied Sciences) Bremen was one of the most rewarding and adventurous experiences I have ever been part of."

▶ Allison Schotte



[photo, above] Allison Schotte, Demetrious Reynolds and Matthew Coker in the Bremen City Center



[photo, right] UMSL students enjoying the Autostadt in Wolfsburg, Germany

This past summer, 15 University of Missouri–St. Louis students and I spent the best month of our lives in Bremen, Germany.

Being a part of the international summer school program at Hochschule (University of Applied Sciences) Bremen was one of the most rewarding and adventurous experiences I have ever been part of. Bremen has such a rich culture that a simple walk to class felt like a stroll through a completely different world. The city has many historic landmarks located in the market square as well as throughout Bremen, the City on the River, which were a part of our everyday scenery. Some of the sights included the Roland statue, the Bremen Town Musicians statue, Schnoor (Bremen's oldest quarter), Wallanlagen Park and much, much more.

Taking a course abroad (or two) was an intellectual challenge that was rewarding on many levels. It was rewarding because not only were we getting the traditional information and lessons of a course, but we were also getting to experience it firsthand on an international level. We were able to apply our newly gained knowledge to the big picture and further our business careers. Our lives were enriched outside of the classroom as well. The summer school program in Bremen

also included cultural events and excursions. These excursions varied from karaoke nights to walks on the North Sea, and even a trip to the Autostadt in Wolfsburg, Germany. In addition to being totally immersed in a different culture while studying, we also got to meet many people from all over the world. This broadened our horizons and formed lasting friendships. There was always something new and exciting to do while in Germany, regardless if it was going out with a big group or just walking through the market square.

Using Bremen as our "home base", we were also able to be even more adventurous and do some traveling outside of Germany. Classes were typically only Monday through Thursday, which left the weekends open to our imaginations. Many of us took our own mini trips to London, Paris, Venice, Rome and even Amsterdam.

I am sure all of us would agree, that this trip was a once-in-a-lifetime experience and a fantastic opportunity! It was wunderbar!!!



[photo, above, center and below] UMSL students enjoying the Autostadt in Wolfsburg, Germany

[photo, left] Historic City Center in Bremen





The successful, student-organized conference allowed attendees to gain knowledge and skill through networking with over twenty international companies.

[photos] UMSL students and professionals participating in the 6th Annual IBCC



Dr. Ekin Pellegrini is an Associate Professor of Management in the College of Business Administration. She is also affiliated with the doctoral program in Industrial & Organizational Psychology and occasionally teaches PhD seminars in mentoring and leadership. She holds a Bachelor of Arts in sociology from Bogazici University, a Master of Science in management from the University of Florida, and a Doctorate of Philosophy from the University of Miami. She has traveled the world researching international management. Dr. Pellegrini was inspired to study international management by experiences she had while working for various multinational companies in Istanbul. She combines real-world experience and intensive research to prepare our future global leaders.

differences instead of trying to find ways to defend their own position. Learning about cultural differences is clearly important, but it's only the first step towards developing cultural intelligence. Being a global leader is being able to adjust your behavior and adapt in light of these cultural differences. This is not an easy undertaking and it is very common to feel inauthentic or even resentful when trying to adapt behavior overseas. How do you learn how to successfully master this skill? In my MBA classes!

WHAT ARE YOUR RESEARCH INTERESTS?
My research interests are leadership and mentoring in the international business context. Management research from non-Western organizations has flourished within the last decade and I'm specifically focused on leader-member exchange relations, paternalistic leadership and cross-cultural mentoring within this emerging and intriguing field of research.

WHAT ADVICE DO YOU HAVE FOR STUDENTS PREPARING TO BE GLOBAL LEADERS?

My advice for students interested in global careers is to start building their global networks now. It is common practice at UMSL to bring in guest speakers. I frequently invite executives from various multinational companies to class and that's a great networking opportunity for students. We have a very successful IB Career Conference at UMSL every year in March and numerous executives from multinational companies interact with and mentor students interested in global careers. Take advantage of these international networking and mentoring opportunities we provide at UMSL. Global dexterity is a skill so it can be developed; however, students interested in developing this skill should put forth the effort to immerse themselves in international environments. St. Louis provides an excellent context for international exposure with large numbers of residents from Mexico, Bosnia, India, China, Germany and Russia. Finally, I advise students to learn another language at least at a basic level. Learning another language provides you with a window into a fascinating new culture and offers you a different perspective, which will further empower you to successfully engage in international business.



Ekin Pellegrini
Associate Professor of Management

2014 International Business Career Conference connects students with global leaders

Article by Hannah Russell



March 14, 2014 marked the University of Missouri–St. Louis's 6th Annual International Business Career Conference. Hundreds of students from across the Midwest, and as far as Virginia, traveled to St. Louis to attend this educational event. The successful, student-organized conference allowed attendees to gain knowledge and skill through networking with over twenty international companies. Additionally, executives were able to get to know the dedicated students from various schools throughout the region.

"UMSL students displayed their dedication to hard work in staging this conference, and attendees showed that they had a thirst to obtain the knowledge that these executives came to share," said Hannah Russell, project manager of the conference.

A keynote address from Tom Wilson, vice president of Global Communication and Corporate Marketing at Monsanto, kicked off the event. He enlightened the audience with his story of

starting out at an entry-level position and learning how to find his way to success through various job changes. Wilson left students excited and hopeful for their futures in international business. Then, the International Business Career Conference allowed students to attend workshops addressing a myriad of issues. The six workshops were:

"How I Got My Break in International Business" - UMSL alumni explained the choices they made in college that helped land a job after graduation.

"New Global Employment Opportunities" - John Sabourin of Bunge Corporation, explored the demand for new job openings in and out of the United States and which business sectors were thriving.

"Cultural Dexterity in International Business" - Tim Heard, senior vice president of Brown Shoe, presented how important understanding other cultures is while conducting business on a global scale.

"Landing a Job in St. Louis After Graduation" - Betsy Cohen, project director of St. Louis Mosaic

Project, explained how her company was working to help foreigners land jobs in the United States.

"Giving the Family a Break" - Elizabeth de la Garza-Ahern of Illinois SBDC International Trade Center explained the sensitive topic of working abroad with a family.

"Sales as a Key Function in International Business Transactions" - Scott Bell of Siemens explained how domestic sales differ from international sales and what skills are needed to be competitive in the global marketplace. The conference concluded with an executive panel discussion featuring executives from: Boeing, Enterprise, Nidec and Sigma-Aldrich. Students had the opportunity to ask questions and interact directly with these top executives in a spirited discussion.

For more information on the International Business Career Conference please visit www.umsu.edu/ibcc.



New partnership between UMSL, Germany and Finland benefits students

In July 2013, students got to experience a series of graduate seminars centered on international business thanks to the newly formed partnership between UMSL Business, the University of Applied Sciences in Aschaffenburg, Germany and the University of Applied Sciences in Seinajoki, Finland.

Thirty graduate students (10 from each partner school) met in Aschaffenburg, Germany for **Doing Business in Europe: Challenges and Opportunities**. The overall themes of the seminar included politics of the European Union (EU), the European single market, international business skills, competencies, cross cultural communication, the Euro and other macroeconomic challenges for the EU.

Students dove into knowledge management in international companies, German stereotypes, product adaptation in international contexts and EU institutions. The seminar included both oral presentations from the students and written examinations.

In addition to two weeks of seminars taught by international instructors, students visited the European Central Bank, several German companies and participated in cultural tours and visits. The students also enjoyed daily language classes to enhance their learning experience.

Courses were offered near Frankfurt, in the heart of historic Aschaffenburg - a city that King Ludwig called his Bavarian Nice - has numerous castles, parks and museums. Aschaffenburg boasts a beautiful old town center that combines local tradition and a charming atmosphere. The students took full advantage of Aschaffenburg's history and culture.

In March, the international cohort will meet in St. Louis for a seminar in **Global Outsourcing & Technology Trends**. Faculty from UMSL and our partners will explore several IT-

based topics including outsourcing, enterprise applications and the role of social media. Students will explore new technology trends like social media, crowdsourcing and cloud services that can shatter old business models and challenge managers to find new ways to leverage technology trends for business advantage.

During the intensive 10 days, students and faculty will explore St. Louis together, experience a St. Louis Blues hockey game, enjoy a VIP tour of the Anheuser-Busch InBev brewery and learn more about each other and global business services.

The final stop for this inaugural colloquium will be Seinajoki, Finland. The Finnish hosts will arrange a 10-day seminar in July, 2014. That course will focus on international marketing and market trends. Similar to the other seminars, faculty from the partner schools will collaborate to create an intense and substantive course.

2014 Scholarship Recipients

Through the generosity of International Business Institute Advisory Board, UMSL faculty and friends of the university, we are able to offer over \$20,000 in scholarships this year to students who met the appropriate qualifications. Such financial support ensures that capable and motivated students will have an opportunity to earn international business degrees by subsidizing the cost associated with the required overseas travel and study. Below is a summary of scholarships available through the International Business Institute:

	REQUIREMENTS	VALUE
David P. Gustafson Memorial Scholarship For Overseas Studies	- Business major - Must be for student studying abroad	- \$500+ - Non-renewable
Maria Maddalena Chi Chun Chan Memorial Scholarship	- Must be a junior or senior - Must be an international business major - Must have a minimum GPA of 3.5	- \$1,000 - Renewable - 2 scholarships available each year
International Business Scholarship	- Must be a full-time student - Must be an international business major - Must demonstrate need as determined by the FAFSA	- \$2,000 - Renewable
International Business Advisory Board Scholarship	- Must be an IB major or an international MBA student - Must have a minimum GPA of 3.0 - Must use scholarship for study abroad to meet the international experience requirement	- \$2,000 - Non-renewable - Multiple scholarships available each year
International Business Fellows Scholarship	- Must be an IB major - Must have a minimum GPA of 3.2 - Must use scholarship for study abroad to meet the international experience requirement	- \$500 - Non-renewable

+ Minimum amount of scholarship is \$500, but unused funds from previous year could compound the amount available.

To view a full list of scholarships and awards available through UMSL Business, please visit <http://business.umsl.edu/awards/awards.htm>. Students must apply online and have the application submitted to Jane Farrell at Jane_Farrell@umsl.edu.

INTERNATIONAL BUSINESS FELLOW
Joseph Montgomery • \$500

INTERNATIONAL BUSINESS
Suzanne Gerstner • \$2,000

DAVID P. GUSTAFSON
Lamonica Evans • \$1,500

11 SCHOLARSHIPS

\$21,000

ROBERT B. VINING
Melina Lindskog • \$3,500
Emily Spacaj • \$2,500
Elizabeth Keeven • \$2,500
Nicole Rushlow • \$2,500

INTERNATIONAL BUSINESS ADVISORY BOARD
Shayelle Dominguez • \$2,000
Brian Sebelksi • \$2,000

MARIA MADDALENA CHI CHUN CHAN
Sarah Schroeder • \$1,000
Jung Chang • \$1,000

International Day of Happiness
March 20, 2014

The International Business Honor Society will dedicate the International Day of Happiness to the well-being of UMSL students and promote happiness as a positive lifestyle practice. Join IBHS at the Nosh stage for free candy. Look for the IBHS members wearing their "free hugs" shirts. And, write about the things that make you happy on the HAPPY board. Let's measure life by our smiles.

Earth Day
April 22, 2014

The IBHS will be designing fun buttons that promote healthy and green lifestyles to help raise awareness to current environmental issues around the world that concern plants, water, global warming and recycling. We will be passing out these buttons to students, faculty and staff at the MSC on April 22, 2014 during lunch time hours. Suggested slogans include:

- Conservation doesn't cost anything, but saves everything
- Vote Earth
- Good planets are hard to find
- Green way is the only way
- I'm a tree hugger
- Think... Before you print
- Join the green side (Star Wars fans)

International Business Institute

Bindu Arya
Assistant Professor
of Management

"Global integration strategies of Taiwanese SMEs: An empirical examination," with J. Johnson and D. Mirchandani, *Journal of World Business*, 48 (1), 2013. "Institutional Reforms and Investor Reactions to CSR Announcements: Evidence From an Emerging Economy," with Gaiyan Zhang, *Journal of Management Studies*, 46 (7), 1089-1253, 2009.

James Campbell
Professor of Management
Science and Information
Systems

"Twenty-Five Years of Hub Location Research," with M.E. O'Kelly, *Transportation Science* 46, 153-169, 2012. Grant: "Optimizing School Bus Routing in Missouri," research project funded by the University of Missouri Research Board, with doctoral students William Ellegood and Jeremy North. Grant: "Green Supply Chain Management: Coordinating Vendor-Buyer Replenishment of Deteriorating Items," with C.K. Chan and A. Langevin, research project funded by Research Grants Council of the Hong Kong Special Administrative Region.

Frank Q. Fu
Associate Professor
of Marketing

"Training to Improve New Product Sales Performance: The Case of Samsung in China," with Hong Yi and Nanji Zhai, *Performance Improvement*, May (2013). "The Behavioral Consequences of Service Quality: An Empirical Study in the Chinese Retail Pharmacy Industry," with Yuwen Chen, *Health Marketing Quarterly*, forthcoming (2013).

Natalia Mintchik
Associate Professor
of Accounting

"Mandatory Disclosure of the Engagement Partner Identity: Potential Benefits and Unintended Consequences," with S. Davis and R. King, *Accounting Horizons*, 26 (3): 533-561 (2012). "Obtaining Assurance for Financial Statement Audits and Control Audits when Aspects of the Financial Reporting Process are Outsourced," with J. Bierstalker, L. Chen, M.H. Christ and M. Ege, *Auditing: Journal of Practice and Theory* (2013). Douglas E. Durand Award for Research Excellence of COBA faculty in fall 2012.

Ray Mundy
Barriger Endowed
Professor of Transportation
and Logistics

"Teaching Supply Chain and Logistics Management Through Commercial Software," with D.C. Sweeney II and J.F. Campbell, *International Journal of Logistics Management*, 21, 293-308, 2010.

Chikako Usui
Associate Professor of Sociology

"Japan's Demographic Changes, Social Implications, and Business Opportunities," *Comparative Entrepreneurship Initiatives: Studies of China, Japan and the USA* (ed.), Palgrave, London, 2011. *Peking University Business Review*, 70 (May), 94-97. "Japan's Population Aging and Silver Industries," with F. Kohlbacher and C. Hersatt (editors), *The Silver Market Phenomenon: Marketing and Innovation in the Aging Society* (2nd edition). Springer, 325-336.

G. D'Anne Weise
Associate Professor
of Finance

Financial Forensics: The Science of Derivatives, McGraw-Hill (2011). "How Much is Too Much? The Case of the Anheuser-Busch/InBev Takeover," *The International Review of Accounting, Banking and Finance*, 2 (1), 22-30, Spring 2010.

Gaiyan Zhang
Associate Professor of Finance

New publications: Tian, Suhua, Yunhong Yang and Gaiyan Zhang (2013), "Bank Capital, Interbank Contagion and Bailout Policy," *Journal of Banking and Finance*, Vol. 37(8), August, 2765-2778. Eysell, Tom, Hung-gay Fung and Gaiyan Zhang (2013), "Determinants and Price Discovery of China Sovereign Credit Default Swaps", *China Economic Review*, a lead article, Vol. 24, March, 1-15.

IBI FELLOWS



IBI RESEARCH ASSOCIATES

Michael J. Costello
Assistant Teaching Professor
of Legal Studies

Costello raised \$10,000 to fund an inter-university International Business Case Competition hosted by UMSL. The event featured an international business case written by a local company and judged by area business executives. Costello led campus Old Newsboy Day campaign to raise funds for children's charities for the sixth year with students participating at three locations in the community.

Hung-Gay Fung
Dr. Y.S. Tsiang Professor
in Chinese Studies

"How Does the Use of Credit Default Swaps Affect Firm Risk and Value? Evidence from U.S. Life and Property/Casualty Insurance Companies," with Min-Ming Wen and Gaiyan Zhang, *Financial Management*, 2012. "Time Dependent Behavior of the Asian and the U.S. REITs around the Subprime Crisis," with Chien-yun Chang and Jian-Hsin Chou, *Journal of Property Investment & Finance*, 2012.

Gerald Gao
Associate Professor
of Marketing

"The Pace of MNEs' Sequential Entry Activities: Cumulative Experience and the Dynamic Processes," with Yigang Pan, *Journal of International Business Studies*, forthcoming. "Foreign Market Entry Timing Revisited: Trade-off between Market Share Performance and Firm Survival," with Janet Y. Murray and Min Ju, *Journal of International Marketing*, 20(3), 50-64, 2012. "Technological Capability Growth and Performance Outcome: Foreign versus Local Firms in China," with Min Ju, Kevin Zhou and Jiangyong Lu, *Journal of International Marketing*.

Mary Lacity
Curators' Professor
of Information Systems

"Beyond Cost Savings: Outsourcing Business Processes for Innovation," with L. Willcocks, *Sloan Management Review*, Spring issue (2013). Keynote speaker, "Strange Bed Fellows No More: Dynamic Innovation in BPO Relationships," presented at the Outsourcing Work Summit, 2013, Phoenix, Ariz., to 800 attendees. Presented "Advanced Outsourcing Practice," at CIO Symposium, 33rd International Conference of Information Systems, Orlando, Fla., Dec. 18, 2012.

Janet Murray
E. Desmond Lee Professor
for Developing Women Leaders
and Entrepreneurs in
International Business

"Cultural Ethnicity Effects on Senior Executives: Trust in Overseas Business Partners," *Chinese Management Insights*, 2(1), 6-8 (2013), with Crystal X. Jiang, Roy Y.J. Chua and Masaaki Kotabe (published in English and Chinese). "The Limit to Outsourcing: Beware of the Consequences for Market Success!" *The World Financial Review*, January-February, 11-14 (2013), with Masaaki Kotabe, Michael J. Mol and Ronaldo Parente.

Ekin Pellegrini
Associate Professor
of Management

"Measurement invariance in mentoring research: A cross-cultural examination across Taiwan and the U.S." *Journal of Vocational Behavior*, with C. Hu and T.A. Scandura, 78 (2), 274-282, 2011. "Cross-cultural generalizability of paternalistic leadership: An expansion of leader-member exchange theory (LMX)," with T.A. Scandura and V. Jayaraman, *Group and Organization Management*, 35 (4), 391-420, 2010.

David Ronen
Professor of Logistics
and Operations Management

"Ship Routing and Scheduling in the New Millennium," *European Journal of Operational Research* (2013). "Bulk Ships Routing and Scheduling: Solving Practical Problems May Provide Better Results," *Maritime Policy & Management*, 40(1), 48-64 (2013). "The Effect of Oil Price on Containership Speed & Fleet Size," *Journal of the Operational Research Society*, 62 (1), 211-216, 2011.

Joseph Rottman
Associate Professor
of Information Systems

"Emerging ITO and BPO Markets: Rural Sourcing and Impact Sourcing," with M. Lacity and E. Carmel, *IEEE Readynotes, IEEE Computer Society* (2012). "Delivering Innovation in Outsourcing: Findings from the 2012 Outsourcing World Summit," with M. Lacity, *Globalization Today*, March, pp. 26, 2012. "The Global IT Sourcing Landscape and Lessons for the Korean Market," keynote address, Seventh Busan International Finance Conference, Busan, South Korea, Oct. 31, 2011.

L. Douglas Smith
Professor of
Management Science

L. Douglas Smith spoke on scheduling in complex logistical systems at the 5th International Workshop on Transportation and Logistics in Mykonos, Greece, in May 2012. He leads the multi-institutional research team for the FTC's \$1.3 million study on the accuracy of credit-bureau data. Major findings have been reported in the FTC's 2012 report to the U.S. Congress.

Elizabeth W. Vining
Assistant Teaching
Professor of Marketing

Received a \$3,000 grant to participate in the Faculty Development International Business program in Brussels, Belgium. This prestigious program coordinates the efforts of faculty in international business programs worldwide to improve international business instruction.

Kenny Oh
Assistant Professor
of Management

"Why do firms bribe? Insights from residual control theory into firms' vulnerability and exposure to corruption," with S. Lee and L. Eden, *Management International Review*, 2009. "Institutional transitions and firms' political behaviors," *Best Papers Proceedings, Annual Meetings of the Academy of Management*, Chicago, 2009. "Institutions and the product scope of the firm," with S. Lee, *Academy of Management Annual Meeting*, Chicago, Aug. 7-11, 2009.



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