

IBI NEWS

International Business Institute at the University of Missouri–St. Louis Spring 2015

IMBA in li-em-be-d-i/2014
1: the ultimate international experience
2: an MBA degree
international business
to see business
a global lens
concentration
German
applies toward
degrees



Students pursuing an MBA degree at the University of Missouri–St. Louis have another option to have an international experience and see business through a global lens. MBA students can take two-week courses in Germany, Finland or both, and apply it toward their UMSL degree.

In addition to the intensive instruction provided by international faculty, students will participate in corporate visits, networking opportunities and cultural activities. Evenings and weekends are open for a variety of cultural excursions, tours and social activities offered by the host university.

The IMBAⁱ is an excellent addition the College of Business Administration IB offerings and helps to fortify UMSL's host of strong international partnerships, including those in the IMBA program.

UMSL IMBAⁱ (intensive) Program

June 22-30, 2015
GERMANY

University of Applied Sciences Aschaffenburg
Focus on global management
Company tours and cultural activities



The Ultimate International Experience...

March 21-29, 2015
USA

University of Missouri–St. Louis
Focus on global diversity of services
Company tours and cultural activities

June 2016
FINLAND

Seinajoki University of Applied Sciences
Focus on international marketing
Company tours and cultural activities

Contents

Director's letter	3
Dubai Study Tour.....	4
My time abroad...an opportunity of a lifetime	5
International MBA company tour of Express Scripts.....	6
Top-ranked international business program provides global opportunities for students.....	6
6th annual International Career Conference sets attendance record	8
International Business Club.....	8
UMSL IB students excel once again in the Midwest Model European Union	9
2nd annual Case Competition takes on global challenges	10
IB Highlights: Meet our alumni	11
IB Upcoming Events	12
IBI Minds	14

International Business Institute Advisory Board

The International Business Institute Advisory Board includes academic and business leaders based in St. Louis and around the world. 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.

Steve Burrows
Principal, Red Spider Consulting LLC

Ross Bushnell
President & CEO, Scandia Plastics, LLC

Michael Costello
Founding Member, Agreeco, LLC

Gilles Cottier
President, Research Essentials, Sigma-Aldrich Corp.

Lloyd "Henry" Evitts
Vice President, Manufacturing, H-J Enterprises, Inc

Thomas Eyssell
Associate Dean and Director of Graduate Studies
UMSL Business, University of Missouri–St. Louis

Norihito Furuya
CEO, IGB NETWORKS Co., Ltd.

Joel Glassman
Associate Provost, University of Missouri- St. Louis

Michael Hackett
President, Hackett Security Inc.

Sean Hanebery
Business Development Associate, Nies/Artcraft Company

Tim Heard
Senior Vice President, Brown Shoe Company International, Brown Shoe Company Inc.

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Joseph Rottman
Director, International Business Institute, University of Missouri–St. Louis

Shaker Sadavam
CEO, SunEdison Semiconductor

Jennifer Schwesig
International Attorney, Armstrong/Teasdale

Jay Shekelton
President, H-J International Inc

Torbjorn (Turbo) B. Sjogren
Vice President, Alsalam & IOC, Boeing Defense – Space and Security

Jorge Toro
President and CEO, Los Andes Ventures

Tom Wilson
Vice President, Global Communications & Corporate Marketing Monsanto Company

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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Our International Business students are internationally engaged

Welcome to the Spring 2015 Newsletter! In each newsletter we try to highlight one theme that contributes to the success of the IB program. In this issue, we focus on international business student engagement.

We showcase the impact study abroad programs have on students. We demonstrate the leadership skills of our students as they lead significant programs like the International Business Career Conference and the International Business Case Competition. We applaud the success of the students in the Model European Union competition. We also check in on the growing success of our young IB alumni.

As the efforts of our students, our faculty and our staff show, 12 years in the top 20 takes a lot of effort, passion and dedication. This level of dedication is evident in the publication and service record of our faculty, the generosity and commitment of our IB Board and the great work our students are doing. This issue takes us all over the world. Our students had substantive educational and cultural experiences across Europe, Asia and at home.

Recently, we completed our five-year review process. The comments of the external reviewer sum up what we have been up to and how well we 'pull in the same direction.' "The review team was impressed with the strength of the IBI; a small group accomplishes quite a lot to create quality learning experiences for the students they serve," said Mark Ballam, San Diego State University. "Their accomplishments are even more impressive when noted that the IBI Program makes such a strong impact with the few resources and funding opportunities they receive. It's also clear that the IBI strongly supports the mission of the college and the university to the highest degree."

We could not have said it better ourselves! Hopefully, this newsletter provides you with a great picture of all of the exciting events happening in IB at UMSL. Our faculty, our students and our board are doing great things. Enjoy.



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

Dubai Study Tour

By Nour Salmeen, MBA 2015



[photo] Dubai Study Tour participants, from left: Mustafa Musleh, Nicole Shores, Mat Coker, Nour Salmeen, Mallory Hocking, Yiran Mu, Andy Costello and Peter Wilson

As the safari driver turns his engine off, the first thing that hits my feet is the softness of warm, untouched sands.

The sand runs through my hand within seconds and back to the ground. It was a day spent on a desert camp site and we were going to take full advantage of it! The picture above shows a diverse group of students coming together in a remote spot. But it's not just the picture we have come together for, it is also for the study abroad opportunity, the education that counted toward class credit, and the memories we made with the new friendships we created.

UMSL sent a group of 10 students for a two-week, faculty-led study tour to the United Arab Emirates. The trip began in Abu Dhabi for a few days, and then the students went to Dubai for the remainder of the trip. We were a very fortunate group of students because we did not just get to look at the architecturally beautiful infrastructure of these business buildings from the outside, but we also got to speak with the managers that run the facilities and projects from the inside.

There is no better place to take a winter intersession course than Dubai. Class credit counts for International Business 3283: International Business and Society or Arabic 2190: Special Topics-Language Immersion. Although the trip is costly, the benefits gained from going most definitely outweigh its costs. Dubai has an extremely diverse population. It is said that eight of nine people you meet in Dubai will not be local. Students explored topics in business strategy practices, Islamic influences in business, Dubai as a global business hub, its history, struggles and peculiarities.

Students visited prominent global companies such as Boeing, RGA, Emerson, Aramex, Accenture, and many more. We were well received by these companies which had prepared formal programs for us for during the visit. We learned about the nature of their business strategies in the international arena, the challenges and how they overcame these problems, government rules and regulations for doing business abroad, and tapping into emerging markets for higher market shares. We also made visits to other schools such as Abu Dhabi University and New York University in Abu Dhabi.

I urge all students to take this extraordinary opportunity and visit the United Arab Emirates. Everything about the experience was worthwhile: the culture, the food, the shopping and the new friendships. If none of that will persuade you, just think about the 75-degree weather on a beautiful January afternoon. You will not find that in St. Louis! The program estimated cost was around \$5,000. The program fee (\$3,200) included airfare, accommodations, airport city transfers and transportation to all included activities. The trip provided a spectacular experience in a society with a different cultural flavor and way of life.



Students explored topics in business strategy practices, Islamic influences in business, Dubai as a global business hub, its history, struggles and peculiarities.



[photos, left and below] Area campus photos of Seinajoki University of Applied Sciences



My time abroad... an opportunity of a lifetime

By Sam Denehy, MBA student

Never studying abroad was the biggest regret I had from my undergraduate experience. I had always meant to study abroad, but for whatever reason, it kept getting pushed back one semester, then one more semester, and before I knew it I had graduated without leaving the United States. After graduation, I got my first "real" job, and I thought I had lost my opportunity to study abroad.

Fast forward a few years to the spring of 2014, I had been working toward my MBA at UMSL in the evenings after work, and I was nearing the completion of my program. One night in my international finance class, the professor had a guest speaker, Joe Rottman, director of the International Business

Institute at UMSL, who presented an opportunity to travel to Finland in the summer for a course worth three-credit hours. I was intrigued, but thought the financial and time commitment would again get in the way of this dream becoming a reality. After class, I sent Rottman an email to inquire about the program. Eventually, despite my initial pessimism, I was fortunate enough to receive a scholarship, and the nine-day intensive-study format allowed me to take the time away from work.

The Global Innovation Strategy Seminar took place in July, 2014 in Seinajoki, Finland. In the course, I worked on a project team of students from around the world to develop an international marketing plan for one of Finland's premier Olympic training facilities. At the conclusion of the course, we presented our findings to leadership members at the facility – valuable, real-world applicable experience I couldn't have had anywhere else. Outside the classroom, I spent the week experiencing Finnish culture and food, and even learned a little basic Finnish and German phrases from my classmates.

This course and study abroad opportunity was a valuable learning experience, and the highlight of my time at UMSL. I finally fulfilled my dream to spend some time abroad, and I am glad I could take this chance. Sharing experiences and working in a team with people from around the world definitely improved my soft skills. I got deeper knowledge about how people from different countries deal with tasks. Furthermore, the immediate, open feedback from the facility leaders was really helpful for my future business career.



Sharing experience and working in a team with people from around the world definitely improved my soft skills.

International MBA company tour of Express Scripts Inc.

By Ala Al-Lozi, MBA 2015 and Nour Salmeen, MBA 2015

This year, UMSL is hosting seven students in the IMBA program. UMSL's College of Business offers a International Masters of Business Administration (IMBA) degree, which allows students from UMSL and students from international partnering universities to travel abroad and earn dual MBA degrees. The program is rigorous yet innovative. Students spend a year at their home university and a year abroad in order to gain a more extensive, well-rounded education through academic and social experiences. Many of these students are offered global employment opportunities and professional connections.

In December, the students toured the pharmacy benefit management company, Express Scripts. On the tour, the students were able to visit Express Scripts Technology & Innovation Center, where they were able to see some of the innovations the company is testing, including an electronic prescription bottle cap reminder. The students also saw a wide range of data and studies used to better serve the needs of their customers. Issues that were explored included home delivery of medications, generic vs. retail, and pilot market tests. The students were also able to tour the fulfillment center and see how Express Scripts is able to fill 3.7 million prescriptions each week. After the company tour, students enjoyed lunch at Ferguson Brewery Company and experimented in local tastes like toasted ravioli, cheeseburgers and local beer.



[photos] IMBA students tour Express Scripts Inc. (top) and visit Ferguson Brewery Company

Top-ranked International Business program provides global opportunities for students

By Jen Hatton

Danelle Tate knew she wanted a career that would allow her to travel and interact with others. After attending community college for two years in Kirkwood, Mo., she looked around for a university that would offer her an outstanding international business program, connections to top companies and the opportunity to study abroad.

She didn't have to look far. After learning about the International Business program at the University of Missouri—St. Louis, she was sold.

The program landed its 12th consecutive top 20 ranking by U.S. News & World Report this week. The magazine's 2015 "America's Best Colleges" guidebook named the International Business program at UMSL the best undergraduate business program in Missouri and the 16th best overall.

In addition, the College of Business Administration at UMSL was ranked in the top third of business programs in the nation in the magazine's same issue.

"I decided to transfer to a university where I could study international business and study abroad," said Tate, who is majoring in international business and logistics and supply chain and operations management at UMSL. "The universities I considered were costly and out-of-state. I did not want to transfer to a big university, which made the search a bit harder. I wanted a relatively small teacher-to-student ratio. After speaking with a few representatives from the university and students in the program, I knew UMSL was for me."

UMSL's International Business program began in 1999 as a collaboration between the College of Business Administration and Pierre Laclède Honors College at UMSL. The International Business Institute formed in 2000 with the goal of continuing to strengthen the international undergraduate and graduate degree programs.

"Twelve years in the top 20 is an amazing accomplishment," said Joseph Rottman, director of the International Business Institute at UMSL.

He believes the consistent top ranking is attributed to the outstanding faculty and strong leadership that support the program.

"I am stronger in service, a careful listener, a sound leader, a quick thinker and full of character."

► Danelle Tate



"The program has a strong and active International Business Advisory Board that funds our many scholarships, our internationally acclaimed faculty and our dedicated staff," he said. "It is a real team effort."

UMSL's international programs include:

- More than 70 study abroad programs available in more than 40 countries and a large contingent of students from China, Japan, Europe, Latin America and India
- Annual study tours that lead student groups to locales around the world

American students have interned at the overseas offices of companies such as Japan Airlines, Emerson Electric and General Motors, while foreign students have interned in the St. Louis area at companies such as Emerson Electric, Silgan Plastics, Novus International and Pricewaterhouse Coopers.

Building on the long-running success of the undergraduate program, the college launched the International Master's of Business Administration program in 2005. The International MBA program created partnerships with international universities in China, Japan, India, France, Germany, Finland, Mexico and Taiwan. Students enrolled in the two-year graduate program spend the first year studying abroad followed by a summer internship before returning to UMSL for a year.

Tate received the 2014-15 Edward Jones Alumni Scholarship and the 2014 Pang Ylan and Pang Kiyan Memorial Scholarship, which allowed her to study in Bremen, Germany, this past summer.

"The scholarship allowed me to immerse myself fully into the culture and all that Germany and Europe had to offer," she said. "It was a great experience and highly educational. I studied the German language along with other students from over 30-plus countries around the world. I traveled to several other locations with students in my program. My favorite memory has to be when Germany won the 2014 World Cup. The locals celebrated from dusk until dawn, and then some more. Alles war ausgezeichnet!"

Tate credits the faculty at UMSL for preparing her for the future. "UMSL houses several prestigious professors, Michael Costello and Betty Vining to name a few, and they are more than willing to help students," she said. "The professors listen to their students and tailor their programs based on our wishes and what we want to learn. The material is current and focuses on application rather than explanation."

Tate said she gained a lot through her time at UMSL and felt the program was ranked among those at other leading universities for a reason.

"I am stronger in service, a careful listener, a sound leader, a quick thinker and full of character," she said. "UMSL continues to surprise me with the programs it has to offer its students. It's opened my eyes to new worlds and allowed me to test my strengths and weaknesses through various experiences."

This story originally appeared in UMSL Daily.



[photo, top] UMSL student Danelle Tate at the Schlachte in Bremen, Germany
[photo, above] The Bremer Stadtmusikanten, or Bremen Town Musicians; world renowned statue located just outside of Bremen's town hall



6th annual International Career Conference sets attendance record

By Donald Counts, MFA 2014

The International Business Career Conference continued to grow in 2014, as the 6th annual conference saw a record number of registrants. The regional conference drew over 400 student attendees when it opened its doors on March 14, 2014. Students came from across the Midwest and from as far away as Virginia to attend this educational event. Under the guidance of Betty Vining, assistant teaching professor of marketing at UMSL, the conference is organized and executed completely by students.

Tom Wilson, Monsanto's vice president of global communication and corporate marketing, kicked off the event as the keynote speaker. Wilson discussed personal experiences from starting at the bottom; establishing his steps as an expert in the field; and finding success on the ladder to senior-level corporate management. His words seem to energize the atmosphere. The crowd's spirits were high at the conclusion of his speech.

The conference included six workshops. Students could choose to attend two of them. Each workshop explained a different aspect of international business. In the workshop entitled "How I Got My Break in International Business," UMSL alumni explained the choices they made in college that helped land a job after graduation. In another workshop, "Where are the Breaks in International Business?," students learned of the current opportunities available in the field. Tim Heard, the senior vice president of Brown Shoe Company, presented on the importance of understanding other cultures while conducting business on a global scale in his workshop, "Breaking Communication Barriers."

The day offered topics for everyone. Marketing students enjoyed the workshop "Breaking into International Markets with Sales." In her workshop, "Landing a Job in St. Louis after graduation," Betsy Cohen, project director of St. Louis Mosaic Project, explained the ways her company works to assist foreign students and business executives in landing jobs in the United States. Elizabeth de la Garza-Ahern, of Illinois SBDC International Trade Center, explained the sensitive topic of working abroad with a family in "Giving the Family a Break." Through the event, students had the opportunity to ask questions and interact directly with these top executives in a spirited discussion.

The day concluded with a panel discussion featuring executives from Boeing, Enterprise, Nidec and Sigma-Aldrich. This year's conference was a true success. Students were able to acquire knowledge through networking with over twenty international companies. Executives were able to get to know the hardworking students from over 25 schools throughout the region. "The conference truly spoke to the hardworking nature of UMSL students, and their thirst to learn," said Hannah Russell, conference project manager. For more information on the International Business Career Conference, please visit www.umsl.edu/ibcc.

International Business Club

By Saleem Chauhan, MBA 2014
and Nour Salmeen, MBA 2015

For more than ten years, the International Business Club (IBC) has provided a forum for students interested in international business to socialize with each other and to network with industry professionals. The club is open to students in all majors.

Among its many activities, the club hosts a number of networking events and meetings throughout the semester to get students interested in



transnational themed topics. The informative sessions offer interesting perspectives of life through the eyes of diverse students.

During the October meeting, attendees were able to hear four international students talk about a typical day in their home countries.

Maria de los Angel Lopez de Lacalle is a native of Spain and was eager to talk about her country. She was proud to say that there are at least 17 communities living together in Spain – making it a true "melting pot". During her presentation, Maria said, "In Spain we don't only speak Spanish, but also Basque, Catalan, and Galgo as well."

Capucine Bodin and Julie Pinon presented the rich culture of France. The students were very proud to talk about their country, heritage and culture. They explained the social and cultural importance of dining and drinking with friends as a way to build lasting relationships.

The International Business Club hopes to increase student interest in the study abroad opportunities offered at UMSL, elevate the levels of cultural understanding between students and broaden students' horizons on perspective careers.

UMSL IB students excel once again in the Midwest Model European Union

By Donald Counts, MFA 2014



[photo, above left] UMSL alums Harsh Patel (center left) and Evin Russell (center right) speaking with participants of an IBC hosted event.

[photo, above center] One of several breakout sessions at 2014 MMEU

[photo, above right] Political science and international business students with program advisors representing UMSL at the 2014 MMEU

The Midwest Model European Union began in 1993, making it the second oldest intercollegiate simulation of its kind in North America. For over 20 years, the three-day event has provided students with the opportunity to understand the inner workings of the European Union through a hands-on simulation. This year, the MMEU was comprised of 12 universities representing 28 countries in the European Union.

The annual event draws dozens of students and advisers from regional universities to Indiana University-Bloomington. Each university brings two or three delegations, which serve to represent the European Union's 28 member states. The students spend two and a half days demonstrating their debating and negotiating skills as they embrace the roles of EU commissioners and national prime ministers, along with their respective foreign, finance, environmental and agricultural ministers.

UMSL's team of 19 students continued the tradition of success in the MMEU!

Brittany Gray, senior business administration major with an emphasis in marketing, was a first place winner for her role as Director General Natasa Pirc Musar of Slovenia. Preparation for the simulation took hours of research to ensure she was well versed in the country's stance on a myriad of issues.



When interviewed by UMSL Daily about her experience, Gray stated that she "learned a lot more about the process of how proposals are handled and how they move between the various groups. They say the best way to learn is to actually get your hands dirty and try it yourself. I couldn't agree more."

In addition, Brent Simmonds, a senior public policy administration major, earned third place as the Finance Minister of Estonia.

The students were led by Curator's Professor of Political Science Joyce Mushaben and Assistant Professor of Marketing Elizabeth Vining.

2nd annual Case Competition takes on global challenges

By Donald Counts, MFA 2014

The College of Business and the International Business Institute were proud to host the 2nd annual International Business Case Competition April 4-5. Students from eight regional universities were eager to display their skills as they prepared to square-off in competition with each other over the two-day event. The UMSL International Business Case Competition is unique in presenting students with an actual issue that a company is currently confronting in its global business interactions. Students apply their classroom knowledge to real issues just as they would with similar problems in their future careers.

The competition began on Friday, April 4, with a case provided by Monsanto. It revolved around Monsanto's cellphone-based service hotline that provides small vegetable farmers in India with advice and recommendations regarding a myriad of issues. The hotline works to provide these farmers with the latest information on weather, agronomic advice about soil conditions, insect and

of driving the expansion into developing countries. Lastly, they needed to devise a corporate message and symbol that could be utilized to create a branding association between Monsanto's "Seminis" vegetable seeds and the service.

Friday night the teams researched and prepared for two rounds of presentations. On Saturday morning, each team presented their recommendations before the first panel of judges. Only four teams advanced to the second round of competition so

and the University of Missouri-Columbia.

On Saturday afternoon, the four finalists presented their findings to the final round judges: Sumeet Srivastava of Monsanto, John Clark of MasterClock in St. Charles, Mo. and Chuck Huber of ConAgra. By the end of the day, Southeast Missouri State stood in first place, while Illinois State claimed second place. The winning team consisted of Christopher Dzurick, senior marketing management major, Kyle Jacobsmeyer, junior

Sheena Crompton, BSBA 2012

Program Export Focal | Authorized Individual Training Systems & Government Services The Boeing Company

In 2012, I graduated with my BSBA with an emphasis in international business from UMSL. Two months after that, I walked into the first day of my professional career at The Boeing Company. I enrolled in the Business Skills Rotation Program, where I would cycle through three finance positions in five years. Less than a year into my first role as a business analyst, I met a woman in Export Compliance. Little did I know, this woman would hire me a year later. I left the rotation program to take a position with a greater international focus. Today, I provide training systems in the Defense, Space & Security sector. In this role, I interface with 32 different programs and maintain export authorities with more than 50 countries.

My favorite courses during my time at UMSL were International Marketing and Marketing in the European Union. My favorite part was the team-based debates over current events. You were not able to choose the side you debated. This taught me to think critically and always analyze each position. In all of my courses, we worked in teams, whether to release a new product in a new market or to analyze relevant business cases. The classes prepared me for any profession by teaching me how to succeed in a team. As I now know, it is absolutely critical to work effectively with all types of coworkers with different backgrounds, ethnicities, religions, generations and personalities.

I learned a lot from my coursework at UMSL, but what I find most useful today are the "soft skills" I gained through the IB program. Being involved with the IB clubs taught me how to network with my peers and other professionals. The international exposure gained in the IB program taught me to value diversity in the workplace.

Furthermore, the IB program allowed me to discover and enhance my leadership skills. These are invaluable skills to carry into a career. Being able to network confidently, take ownership of projects and be accountable for the success of a team – these are attributes that separate me from my peers. These skills will propel my career to the next level.



Carlos Cuartas, MBA 2011

Office of Internal Affairs | Greater St. Louis Area International Trade and Development The Boeing Company

UMSL IB Program Helped Me Find My Way to Boeing

In 2011, I graduated from UMSL's International Business program. Shortly after graduating, I began working for The Boeing Company in a business rotation program. My first assignment gave me a taste of what it was like to work for an international company, as I got the opportunity to support a contracts team in charge of the F/A-18 Fighter Jet international. Additionally, I received insight into the U.S Navy sales campaigns. After that assignment, I transitioned to the Office of Internal Governance as an ethics and business conduct adviser. In this role I support the leadership teams in Southern California. These teams provide commercial aviation services to airlines around the world and sell Military C-17 cargo planes to customers all over Europe, Asia, and North America.

My education at UMSL prepared me very well for these exciting and challenging roles. Working for a major international company is a series of stimulating opportunities and challenges. My current role allows me to interact with our leadership teams to ensure that we craft the best possible culture and stay compliant while working in a complex global landscape. While my job is unique, and the international playing field is dynamic, I am still able to leverage lessons learned from international marketing projects and ethics courses offered through UMSL's IB program.

Thanks to the programs, faculty and courses at UMSL, I am succeeding in my international business career at the Boeing Company.



[photos left to right] CASE luncheon and participants of the competition; student names unavailable

disease control solutions, fertilizer options and market information that enables farmers to increase their yields while securing better prices for their produce.

The service has been well received in India, and Monsanto is looking to expand the service to other developing countries. This expansion faces certain obstacles, which the teams were required to address during the course of their presentations. Monsanto was looking for specific resolutions to three key issues. First, students had to provide solutions that would allow Monsanto to transform a free service to a fee-based hotline. Next, they had to identify the key technological and service partners that would be capable

the first round judges eliminated several teams. Judges Michael Gallagher of Accenture in St. Louis, Craig Ingraham of Novus, Jennifer Schwesig of Armstrong Teasdale in St. Louis, Drew Stoker of Boeing, Rob Strobing of Connectria Hosting in St. Louis and Edgar Texeira of DuPont voted to advance the teams from Illinois State University, Lindenwood University, Southeast Missouri State,

marketing management major, Jenny Macke, senior business major and Malli Tahghighi, senior accounting major.

Monsanto's Srivastava remarked that the students' solution represented about 85% of the solution Monsanto had recently paid high-price consultants to develop.



[photo] UMSL alumni Jason Bockman (left) and Corey Smale pose with Strange Donuts customers Lucas (left) and Jackson in their Maplewood store. (Photo by August Jennewein)



Jason Bockman, BSBA 2007
Corey Smale, BA 2008
Co-owners | Strange Donuts

Word on the street is if you want the chicken and waffle, you have to be one of the first people in line when Strange Donuts opens. If you're a slacker who is fourth or fifth in line, those few prized donuts could be sold out, but don't worry. The case at the Maplewood, Mo., shop will still be full of delectable and unusual ways to get your sugar rush.

The store at Strange Donuts is barely big enough for a donut case, a coffee counter and a cooler with beverages, but dozens of people line up in the early mornings and late nights for the shop's creations. The business, and its less traditionally flavored treats, is the brainchild of a pair of alumni from the University of Missouri–St. Louis. Jason Bockman and Corey Smale opened the business at 2709 Sutton Blvd. in October 2013.

"We were optimistic people, and we hoped it would do well. But every time we set an expectation we went well beyond it," said Bockman, who graduated in 2007 with a bachelor's degree in international business.

Smale, who graduated in 2008 with a bachelor's degree in communication, and Bockman met at UMSL when they joined the International Business Club. After graduating, they worked in different fields. Bockman continued running the hot dog business that helped finance his education and built a business importing furniture. Smale worked in advertising and marketing. When they decided to launch Strange Donuts, they started building their brand on social media long before they opened their doors.

The result was an almost instant hit, proving popular with both early risers looking for an early-morning sugar onslaught and late-nighters looking for post-bar fare. The shop operates in the mornings until they sell out, but on Thursday through Saturday nights they also open from 9 p.m. to midnight. Donuts are \$1 for classic varieties like glazed or jelly, and \$2 for Creations like thin mint, campfire, key lime pie and gooey butter. Strangers, the rarest and, well, strangest, flavors like the aforementioned chicken and waffles, hog burger and pizza sell for \$5.

This fall, they opened a second location in Kirkwood, Mo., and have a location planned for downtown Columbia, Mo. They also launched Strange Trap Kitchen inside the Central West End's Brennan's Bottleshop and Bar, where they hope to serve more sophisticated pastries.

Even though Bockman and Smale were confident about their product, the extent of their quick rise was unexpected. Their focus has always been on creating products that they and their friends enjoyed.

"The more we are ourselves, the better we do," Smale said.

Donuts are popular in St. Louis, with many neighborhoods boasting corner donut shops and lots of debate over which is the best. Smale and Bockman, though, felt their unusual flavors and zany brand would be a unique offering to the market. Before opening, they served their offerings, called "dones" (rhymes with stones) at events and ventured into nontraditional donut settings like beer pairings to drum up a following. They also made heavy use of social media.

"There wasn't anyone doing what we were interested in doing," said Smale. "We put the idea out there, launched it successfully and built our identity through avenues that were free."

Strange Donuts has also worked with some of the top restaurants in the area, to create special flavors and bring dones beyond the simple question of glazed or powdered. Their own chef is Mary Boehne, who joined them in August after working at the Four Seasons Hotel.

"Some people might not be able to go to Niche [an upscale restaurant in Clayton, Mo.] and afford to eat a dinner there, but they can come here and experience that through our collaborations with their chef," Bockman said.

Opening a donut shop did not seem like an obvious career choice while Bockman and Smale were in college, but Smale encourages students to take opportunities that present themselves, even if they're not expected.

"When I was going to UMSL, I sure didn't think I would own a donut shop," Smale said. "Take every opportunity that's in front of you and make the most of it. It's ultimately about where that opportunity will lead to in terms of the next one as opposed to the end destination."

This story originally appeared in UMSL Daily.

2014-15 IB Scholarship Recipients

Through the generosity of the International Business Institute Advisory Board, UMSL faculty and friends of the university, we were able to award \$18,000 in scholarships this year to assist students. 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.

	REQUIREMENTS	VALUE
David P. Gustafson Memorial Scholarship For Overseas Studies	<ul style="list-style-type: none"> – Business major – Must be for student studying abroad 	<ul style="list-style-type: none"> – \$500+ – Non-renewable
Maria Maddalena Chi Chun Chan Memorial Scholarships	<ul style="list-style-type: none"> – Must be a junior or senior – Must be an international business major – Must have a minimum GPA of 3.5 	<ul style="list-style-type: none"> – \$1,000 – Renewable – 2 scholarships available each year
International Business Scholarship	<ul style="list-style-type: none"> – Must be a full-time student – Must be an international business major – Must demonstrate need as determined by the FAFSA 	<ul style="list-style-type: none"> – \$2,000 – Renewable
International Business Advisory Board Scholarship	<ul style="list-style-type: none"> – 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 	<ul style="list-style-type: none"> – \$2,000 – Non-renewable – Multiple scholarships available each year
International Business Fellows Scholarship	<ul style="list-style-type: none"> – 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 	<ul style="list-style-type: none"> – \$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.html>. Students must apply online and submit the application to Jane_Farrell@umsl.edu.

13 SCHOLARSHIPS
\$18,000

PANG YLAN & PANG KIYAN
Danelle O. Tate • \$1,500

INTERNATIONAL BUSINESS ADVISORY BOARD
Katherine E. Bennett • \$1,500
Melissa A. Cowin • \$1,500
Zach Redel • \$1,000
Kai Yu • \$1,000
Samuel Denehy • \$1,000
Andrew W. Bush • \$1,500
(Andrew Bush matching \$1,500)

DAVID P. GUSTAFSON
Olivia Fugate • \$1,000

ROBERT B. VINING
Hannah Russell • \$2,500
Brian D. Sebeliski • \$2,500
Wrenn Leaming • \$1,000

MARIA MADDALENA CHI CHUN CHAN
Corinne N. Davis • \$1,000

INTERNATIONAL BUSINESS FELLOW
Benjamin Taylor • \$1,000

April 17-18 2015 International Business Case Study Competition

This will be the third Case Competition sponsored by the University of Missouri–St. Louis and is certain to draw students from many local and regional colleges. Case competitions are highly regarded events in the business community and consist of two parts: analysis and preparation of a case study; and the presentation and discussion of the case solution.

The competition creates a wonderful opportunity for the best minds from business schools to develop the best solution for a real-world business problem. This is a 24-hour double elimination event that takes place on the UMSL campus. Winning teams receive cash awards for their proposals.

June 2-8 China Study Tour

Dr. Hung-Gay Fung will oversee this unique visit for students as they explore and appreciate the cultural environment of China while gaining a deeper understanding of how people do business in China.

Program participants will have an opportunity to interact with Chinese leaders in government, business and education. In addition, the group will visit historic locations such as the Great Wall, Summer Palace and the Forbidden City. Interested students should check the information page at <http://umsl.edu/services/abroad/summer/china.html>.

July 5-30 International Summer School at the Hochschule

Bremen International Business Institute will participate in the international summer school program at The University of Applied Sciences in Bremen, Germany. Drs. Ekin Pellegrini and Thomas Eysell will lead a contingent of UMSL students to the unique city of Bremen, a university town in Northwest Germany, close to the North Sea. The international reputation of the International Summer School brings 300 students from 40 countries to study in Bremen during the summer. UMSL students can take UMSL finance or management classes or one of 12 other business courses.

The Hochschule Bremen is located near the center of the city, with easy access to public transportation, restaurants, cafes, shopping, and cultural sites. For more information, visit: <http://studyabroad.umsl.edu/summer/bremen.html>.

International Business Institute

Bindu Arya
Assistant Professor of Management
"Global Integration Strategies of Taiwanese SMEs: An Empirical Examination," with Johnson J. and Mirchandani, D. (2013). *Journal of World Business*, 48(1).
"Institutional Reforms and Investor Reactions to CSR Announcements: Evidence From an Emerging Economy," with Zhang, G. (2009). *Journal of Management Studies*, 46(7), 1089-1253.

James Campbell
Professor of Management Science and Information Systems
"A Stackelberg Hub Arc Location Model for a Competitive Environment," with Sasaki, M., Krishnamoorthy, M. and Ernst, A. (2014). *Computers and Operations Research*, 47, 27-41.
"Impact of Shipper's Choice on Transportation System Congestion and Performance: Integrating Random Utility with Simulation," with Sweeney, K. and Sweeney, D. (2014). *Transportation Journal*, 53(2), 143-179.
"Advances in Vehicle Routing for Snow Plowing," with Langevin, A. and Perrier, N. (2014). *Arc Routing: Problems, Methods, and Applications*, SIAM, Philadelphia, 321-350.

Frank Q. Fu
Associate Professor of Marketing
"Better Together: Trait Competitiveness and Competitive Psychological Climate as Antecedents of Salesperson Organizational Commitment and Sales Performance," with Schrock, Wyatt, Hughes, D., Richards, K. and Jones, E. (2014). *Marketing Letters*.
"The Behavioral Consequences of Service Quality: An Empirical Study in the Chinese Retail Pharmacy Industry," with Chen, Yuwen (2014). *Health Marketing Quarterly*, forthcoming.
"Training to Improve New Product Sales Performance: The Case of Samsung in China," with Yi, H. and Zhai, N. (2013). *Performance Improvement*, forthcoming.

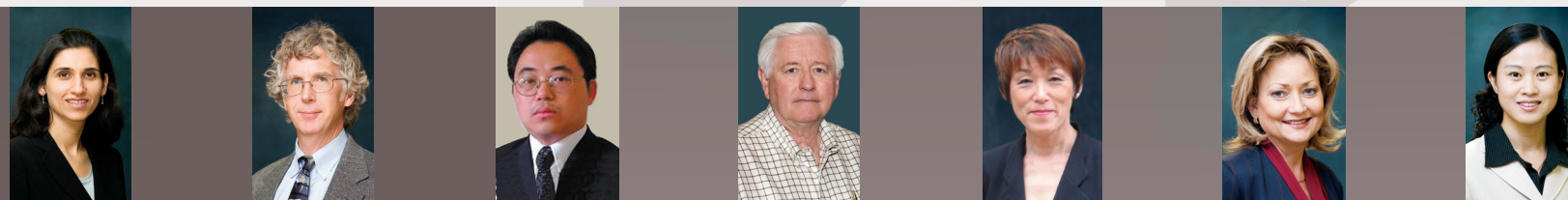
Chikako Usui
Associate Professor of Sociology
Japan America Society Strategic Planning and Capacity Building Project. The Center for Global Partnership, the Japan Foundation. \$29,249 funded in 2015.
St. Louis/Ishinomaki Friendship Program, Educational Exchange Program sponsored by the U.S.-Japan Council TOMODACHI and coordinated by the National Association of Japan America Societies. \$10,000 funded in 2015.
"Bridging to Full Retirement: How is Japan Managing the Aging Work Force?" Colignon, R. A. (2013). 2013 AJBS Conference Proceedings. Association of Japanese Business Studies.

Ray Mundy
Barriger Endowed Professor of Transportation and Logistics
"Teaching Supply Chain and Logistics Management through Commercial Software," with Sweeney II, D.C. and Campbell, J.F. (2010). *International Journal of Logistics Management*, 21, 293-308.

G. D'Anne Weise
Associate Professor of Finance
"Volatility ETNs: Do They Deliver?" with Hancock, G.D. (2013). *Journal of Investing*, 22(3).
"VIX Futures ETNs: Three Dimensional Losers," with Hancock, G.D. (2013). *Accounting and Finance Research*, 2(3), 53-64.
"Inverse VIX Futures ETNs: Caveat Emptor," with Hancock, G.D. (Fall 2013). *Journal of Index Investing*.
"Hedging with VIX Futures: What is the Optimal Hedge Ratio?" with Hancock, G.D. (Fall 2013). *Review of Futures Markets*.

Gaiyan Zhang
Associate Professor of Finance
"Exploring Risk Containment Among Big-4 Firms Through Credit Derivatives," with Ping, L. and Zhang, S. (2014). *International Journal of Services and Standards*, forthcoming.
"Bank Capital, Interbank Contagion and Bailout Policy," with Tian, Suhua, Yang, Y. and Zhang, G. (2013). *Journal of Banking and Finance*, 37(8), August, 2765-2778.
"Information Efficiency of Credit Default Swaps Market: Evidence from Earnings Surprises," with Zhang, S. (2013). *Journal of Financial Stability*, 9(4), 720-730.

IBI RESEARCH ASSOCIATES



IBI FELLOWS



Michael J. Costello
Associate Teaching Professor of Legal Studies

Selected by the Chinese Academy of Social Sciences for a grant to update knowledge of the transparency and independence of the Chinese dispute resolution systems, 2014.

Organized and led the first UMSL International Business Study Tour to Abu Dhabi and Dubai, 2014.

Successfully secured case and funding by Monsanto of the second IB Case Competition, 2014.

Secured funding and case for the third IB Case Competition, 2015.

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

"What Explains Corporate Social Responsibility Engagement in Chinese Firms?" with Kao, E. H. and Li, Q. (2014). *Chinese Economy*, 47(5-6), 50-80.

"Dim Sum Bonds: A Return and Risk Analysis" with Ko, G. and Yau, J. (2014). *The Journal of Investing*, 23(2), 59-68.

"Futures Margin Setting with Price Limits Using a Censoring Technique" with Yu, H.F. and Huang, Y.C. (2104). *Review of Futures Markets*, 21(4), 445-478.

"Market Reaction to Corporate Social Responsibility Announcements: Evidence from China," with Zhang, L. and Wang, T. (2014). *China and World Economy*, 22(2), 81-101.

Gerald Gao
Associate Professor of Marketing

"How Does Technological Diversity in Supplier Network Drive Buyer Innovation, Relational Process and Contingencies," with Xie, E. and Zhou, K. Z. *Journal of Operations Management*, forthcoming.

"Technological Capability Growth and Performance Outcome: Foreign versus Local Firms in China," with Ju, M., Zhou, K. Z. and Lu, J. *Journal of International Marketing*, 21(2), 1-16.

"Foreign Market Entry Timing Revisited: Trade-off between Market Share Performance and Firm Survival," with Murray, J.Y., and Ju, M. *Journal of International Marketing*, 20(3), 50-64.

Mary Lacity
Curators' Professor of Information Systems

"Research in Information Systems: Formulation and Enactment," with Willcocks, L. and Sauer, C. (editors) (2015), Palgrave, London, five volumes under contract.

"Nine Keys to World-Class Business Process Outsourcing," with Willcocks, L. (2015). Bloomsbury Publishing, London.

"South Africa's BPO Service Advantage," with Willcocks, L. and Craig, A. (2015), Palgrave, London.

Keynote speaker, "Strange Bedfellows 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

"Examining Complementary Effect of Political Networking Capability with Absorptive Capacity on the Innovative Performance of Emerging-Market Firms," with Kotabe, M. and Jiang, C. *Journal of Management*, forthcoming.

Track Chair, Marketing Track, 2014 Academy of International Business (AIB) Annual Meeting, Vancouver, Canada, June 23-27, 2014.

"Cultural Ethnicity Effects on Senior Executives: Trust in Overseas Business Partners," with Jiang, C. X., Roy Y.J. Chua and Kotabe, M. (2013). *Chinese Management Insights*, 2(1), 6-8, published in English and Chinese.

Ekin Pellegrini
Associate Professor of Management

"Relational leadership through the lens of international LMX research," in T. N. Bauer & B. Erdogan (Eds.), *The Oxford Handbook of Leader-Member Exchange*. Oxford, England: Oxford University Press.

Received the 2014 Anheuser-Busch Excellence in Teaching Award.

"Measurement Invariance in Mentoring Research: A Cross-Cultural Examination Across Taiwan and the U.S.," with Hu, C. and Scandura, T.A. (2011). *Journal of Vocational Behavior*, 78(2), 274-282.

"Cross-Cultural Generalizability of Paternalistic Leadership: An Expansion of Leader-Member Exchange Theory (LMX)," with Scandura, T.A. and Jayaraman, V. (2010). *Group and Organization Management*, 35(4), 391-420.

David Ronen
Professor of Logistics and Operations Management

"Ship Routing and Scheduling in the New Millennium," (2013). *European Journal of Operational Research*.

"Bulk Ships Routing and Scheduling: Solving Practical Problems May Provide Better Results," (2013). *Maritime Policy & Management*, 40(1), 48-64.

"The Effect of Oil Price on Containership Speed & Fleet Size," (2011). *Journal of the Operational Research Society*, 62(1), 211-216, 2011. *Organization Management*, (2010) 35(4), 391-420.

"Cross-Cultural Generalizability of Paternalistic Leadership: An Expansion of Leader-Member Exchange Theory (LMX)," with Scandura, T.A. and Jayaraman, V. (2010). *Group and Organization Management*, 35(4), 391-420.

Joseph Rottman
Associate Professor of Information Systems

"MISQE Theme Book: Outsourcing," with Willcocks, L. and Oshri, I. (2015). *MIS Quarterly Executive*.

"Impact Sourcing: Employing Prison Inmates to Perform Digitally-Enabled Business Services," with Lacity, M., and Carmel, E. (2014). *Communications of the AIS*, 34.

"Emerging ITO and BPO Markets: Rural Sourcing and Impact Sourcing," with Lacity, M. and Carmel, E. (2012). *IEEE Readynotes, IEEE Computer Society*.

"Delivering Innovation in Outsourcing: Findings from the 2012 Outsourcing World Summit," with Lacity, M. (2012). *Globalization Today*, March, 26.

L. Douglas Smith
Professor of Management Science

"Strategic Decision Support for Airside Operations at Commercial Airports," with Ehmke, J. F., Mattfeld, D.C., Waning, R. and Hellman, L. (2014). *Computational Logistics: Lecture Notes in Computer Science*, 8760, Springer, 132-150.

"Accuracy of Information Maintained by U.S. Credit Bureaus: Frequency of Errors and Effects on Consumers' Credit Scores," with Staten, M., Eyssell, T., Karig, M., Freeborn, B. and Golden, A. (2013). *The Journal of Consumer Affairs*, 47.3, 588-601.

"FACTA 319 National Study on the Accuracy of Credit Bureau Information," with Staten, M., Eyssell, T., Karig, M. and others at UMSL, University of Arizona and Fair Isaac Corporation. Federal Trade Commission, 2010-2013, \$1,238,679

Elizabeth W. Vining
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 instruction.



UMSL Business

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- University of California-Berkeley
- 8 Florida International University
- Northeastern University
- 10 George Washington University
- San Diego State University
- 12 Brigham Young University-Provo
- 13 Temple University
- University of Virginia
- University of Washington

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- American University
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- Saint Louis University
- University of Hawaii-Manoa
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