Dozens of business students were recognized for outstanding achievement at the Fortieth Annual Honors Banquet on October 24 at the Millennium Student Center. Deans Michael Elliott presented the awards and scholarships to undergraduate students.

Students recognized for their achievement included Rhett Nicks, who received the 2009-10 Outstanding Student Citation awarded by the College of Business Administration Alumni Association.

Mario Cobb was awarded the $8,000 J. Cole Award.

Assistant Professor Gerald Gao (Marketing) was awarded the Douglas E. Durand Award for Research Excellence.

Assistant Professor Frank Fu (Marketing) was given the Anheuser-Busch Excellence in Teaching Award.

Other students recognized by awards and scholarships included: Kerrie McKenna, Michael Pierson, Jonathan Benner, Lohn Yoder, Kevin Stewart, Jameka Johnson, Justin Romo, Michael Vitale, Edward Borawski, Amber Gabeljic, April Marquez, Heather Bausch, Jeffery Riggs, Sophia Hoffine, Tamisha Tillman, Brett Evans, Meghan Gardner, Steven Gust, Adam Foster, Kyle Kersting, Tyler Lawson, Demetrius Reynolds, Anne-Marie Vaughan, Tricia Vossenkiemper, Jennifer Rice, Ana Bolanos, Andrew Demarco, Joy Thomas, Heather Banua, William Unwin.

Fortieth Annual Honors Banquet, Oct. 24, 2010
Rachel Freund, a Senior Accounting major in the College of Business Administration, participated in an internship Summer 2010. Here are some of her responses:

Where did you do your internship?
Reinsurance Group of America

Where did you find your internship?
On the UMSL Career Key

What skills or insight did you gain from your internship?
I learned more in-depth knowledge about internal audit and the Sarbanes-Oxley Act, especially how it relates to auditors.

Did it give you any insight on your future career?
It helped me see that I want to start my career in public accounting first.

What are some benefits you’ve seen from doing an internship?
The internship helped me to learn more skills relating to the auditing field and it also helped with making contacts with the other auditors I worked with during the internship.

The UMSL Survey Team and College of Business Administration recently completed a study on the critical skills and skills gap required to perform jobs well. What critical skills were you most and least prepared for?

I think the skills I was most prepared for was time management and communication. I think by being a commuter at UMSL, it has helped me with time management because I have to juggle multiple schedules with going to school and working at the same time.

Internships can be taken for credit or not-for-credit year-round. For more information, contact Peggy Gilbertson, Business Internship Coordinator, at 314-516-6117, at pgilb@umsl.edu or in SSB 469.

“Good business leaders create a vision, articulate the vision, passionately own the vision, and relentlessly drive it to completion.” - Jack Welch

CoBA Research Seminar Series

11/5 – “Measuring the Value of Customer Acquisition from Google Search”
Ying Xie (Prof. of Marketing, Washington Univ.) 11:00am-12:30pm 401 SSB

11/12 – Topic TBA
Naresh Bansal (Prof. of Finance, Saint Louis Univ.) 11:00am-12:30pm 401 SSB

11/19 – “Lobbying or Bribing: Firms’ Political Behaviors in Transition Economies”
Kyeungrae (Kenny) Oh (Asst. Prof. of Management, UMSL) 11:00am-12:30pm 401 SSB

12/10 – “Applying Cognitive Anthropology to Qualitative Forecasting”
Allon Uhlmann (Asst. Prof. of Anthropology, UMSL) 11:00am-12:30pm 401 SSB

12/3 – “Accuracy of Consumer Credit Data and Its Impact on FICO Scores”
Thomas Eyssell (Prof. of Finance, UMSL) 11:00am-12:30pm 401 SSB

Fridays at 11 am in 401 SSB
Tammy Hawkins, BSBA 2005

“Never burn a bridge at work. You never know who will be your boss tomorrow.”

Where are you working now? What do you do? I currently work at MasterCard as a Consultant level Software Engineer. I work in the MasterCard Technologies area, serving as a business analyst, project manager, tester and overall SME for multiple Risk Prediction products (products that can identify fraud on credit cards at the time of purchase and stop fraud from going on your MasterCard).

What was your major/emphasis area?
Undergrad: Marketing and Management (dual major), Grad: Management (MBA)

Did you do an internship? Where? I didn’t do an internship. I have worked full time since I turned 18 so I could pay for college myself. Working full time jobs while going to school full time definitely taught me how to balance my priorities as well as gave me real life experience while I was obtaining an education.

Were you involved on campus? Not really. I went to the Pierre Laclede Honors College and attended its events occasionally. But with working full time and going to school full time I didn’t have a lot of time left for other activities.

Best piece of advice ever received? Never burn a bridge at work. You never know who will be your boss tomorrow.

Coolest place you’ve ever been? My favorite place I travelled to for work was Bangalore, India. It was completely different from anywhere else I had ever been in the world.


Future goals? I want to become a manager at MasterCard in the next few years. And finish my MBA in 2011.

Tips for freshman business students? Take school serious. You’re there to get an education and participate, not sit in a class like a potted plant. Contribute and take advantage of this short life experience. Seek to get real life business experience BEFORE graduating college. Those that graduate from college with experience will get better jobs before those that don’t have experience.

Tips for upper-class business students? Keep appreciating your classes and paying attention, even as you get close to graduation. You may not be using all of the skills you are learning in college currently, but you will be using them in 5-10 years—so pay attention now!

Anything else you’d like to tell UMSL CoBA students? Read all the news and non fiction books you can get your hands upon. Reading expands your vocabulary and leads you to develop deep strategies based on things you have experienced or learned through your reading.
Tell us about your academic background and how you got into advising.

I have a Bachelor's Degree in Social Work, a Master's in Social Work from SLU, and a Graduate Certificate in Gerontology from UMSL. As an undergraduate, I was a work study student and thoroughly enjoyed the academic setting. It has always been very fulfilling assisting students. I knew when I complete my education that I wanted to work at a University. I have been with the College of Business at UMSL for 24 years.

What do students need to be successful at UMSL?

Many factors can influence a student's success in their studies. Dedication and commitment to their academic career and knowledge about campus resources are factors that I see as essential for successful students.

What should students know about academic advising?

I always tell students that academic advising is where you can turn to when you don’t know where to turn. Students find this reassuring because often they may not know how to begin to approach a particular academic situation.

Most important advice for students?

Meet with your academic advisor at least once a year. We want to ensure you are making progress to graduate.

Delta Sigma Pi, a professional co-ed fraternity dedicated to the professional development of business students. Delta Sigma Pi has been on the UMSL campus since 1968 and meets every other Sunday at 6 pm on campus. “The main focus of the organization,” says Ryan Davis, Senior Vice President of UMSL’s Eta Nu chapter, “is to give business students the skills and networking opportunities to make them successful after school.” Delta Sigma Pi hosts leadership seminars; resume writing workshops, interview practice sessions, networking opportunities with local business leaders, etiquette banquets and more. By utilizing these resources, students are able to boost their competitive advantage over peers, while also creating meaningful contacts with diverse future business leaders that will transcend the college years. Eta Nu plans events in advance, making it easier and more accessible for students who spend minimal time on campus to participate.

College of Business Administration students with a 2.5 GPA or better are encouraged to apply for membership. Visit the Eta Nu website at www.etanudsp.net for additional information. Membership is by invitation only, so if you have questions or would like to be considered for an upcoming semester, please call (314) 596-2377, email brothers@etanudsp.net or VP Ryan Davis directly at rdavis@etanudsp.net.
Undergraduates initiated into honor societies include:

**Alpha Mu Alpha**: Victoria Alewel, Anthony Bruns, Michelle Chambers, Patrick Chew, Caitlynn Clark, Aron Ewen Christopher Fehr, Stephanie Fellin, Abigail Gilardi, Asa Goldkamp, Sajal Gupta, Zufan Hailemariam, Lucy Hauser, Christopher Howe, Britney Jackson, Corey Lewis, Joseph Markus, Patience Olishile, Bryant Wilson, Jr., Justin Winski, and Jennifer Woodford.

**Beta Alpha Psi**: Alisha Barnum, Christopher Buuck, Brian Dunn, Jordan Faerber, Scott Gordon, Richard Harkins, Tracy Hofer, Thomas Maier, Adam McQuirk, Bright Hamney and Tomoko Yanase.

**Beta Gamma Sigma**: Chloe Bui, Patrick Chew, Matthew Clohessey, Johnathan Feng, Allyse Alexandra Lobonc, Kyle Meldrum, Jeremiah Essary, Altanzul Gombo, Sherry Haussels, Jennifer Kemp, Deanna O’Mara, Amanda Rae Seib, Tham Kok Wai, Lili Yao.

For more tips or assistance in locating an internship, contact Peggy Gilbertson, College of Business Internship Coordinator, at 314-516-6117, at pgilb@umsl.edu or in SSB 469.

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1. Have **solid answers to common interview questions**, relating them to past experiences
2. Use **specifics** instead of generalities
3. Research the company, know their products, clients, and purpose for being in business.
4. You’ve heard it before… Dress for the job you want! First impressions can make or break a second interview.
5. Be confident! If you aren’t confident in your capability, chances are likely that your potential employers won’t be either.
6. Secure good references. Obtain permission from at least 3 professional references ahead of time who will give you a good review.
7. Know the salary range for entry-level professionals in your field, relative to location and education. Do not risk losing your dream job by asking for too little or too much.
8. Bring your resume with you to the interview. With companies increasing online applications, many employers appreciate a new copy to quickly review and make notes.
9. Stand up when greeting your interviewer. It shows respect for yourself and them.
10. Send a thank you note within 24 hours, noting the job applied for, shortly reiterating why you’re the best for the job, and thanking them for their consideration.

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Michael Donley, Johnathan Feng, Elizabeth Mantia, Leanna Hurn, Tim Bryant, Michelle Meile, Jericho Ingold, Kourtenay Taylor, Michael Ashley, Michael Metzger, Chyna Gilmore, Justin Hyun, Daniel Madock, Katherine Jacobsmeyer, Alisha Barnum, Jeffrey Corin, Laura Schellhase, Lance Simon, Deana Ayoub, Natalia Bean, Dustin Huffman, Hiromi Kasuga, Daria Kuyodo, Yue Chai Li, Adam McQuirk, David Kowalczyk, Sarah Budd, Anthony Vincent, Lisandro Fabellar, Anne Sabean, Christine Chamberlin, Jared Goble, Ryan Krapfl, Daniel Anthony, Travis Brinker, Kirstyn Smith, Jacob Westhoff, Zuzana Schneider, Dan Frieswick, Tiffany Miller, Chloë Bui, Jason Dolvin, Elizabeth Newport, Kristi White, Kevin O’Connell, Pamela Fernandez, Jeremish Essary, Lauren Bright, Nguyen Thao Ngo, Ju Yang, Sherry Haussels, Matthew Macke, Lili Yao, Ryan Bullock, Natalia Dziatisel, John-Paul Knobloch, Frank Fioc, Olena Janikow, Ashley Cook, Jessica Penny, Ryan South, Waseem Sheikh, and William Ellegood.

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