The Des Lee Collaborative Vision at the University of Missouri-St. Louis, connecting the St. Louis region through educational and community partnerships, is historic in its success in bringing together key St. Louis educational and cultural institutions to establish programs and share resources that will benefit the St. Louis community, particularly populations that are underserved. Philanthropist E. Desmond Lee created the DLCV to empower individuals with education through access and exposure to new programs, innovative ideas and novel experiences.

The DLCV currently encompasses 36 endowed professors and over 100 community partnerships.

A key component to the DLCV is the Des Lee Scholarship Program. It is a program designed to encourage, in perpetuity, talented students to pursue studies in areas that are supported through the DLCV. The endowed professor selects a student in good academic standing, seeking a degree at UM-St. Louis and taking courses for academic credit. The student must also possess a solid mentoring, working relationship with the endowed professor and their specific DLCV discipline of study. The Des Lee Scholarship Program supports students who are interested in learning about the St. Louis community and how to work collaboratively to enhance the quality of life for everyone in our region.

“Education is the key to all of our hope and all of our progress…” — E. Desmond Lee
To celebrate the IB program’s 8th national ranking and the office’s recent makeover, the International Business Institute hosted an Open House for all UMSL students and faculty on November 14, 2006. The event drew many faculty from the College of Business as well as from other colleges across the campus. It also attracted a diverse mix of students from the undergraduate, MBA, and IMBA programs. Against a backdrop of world music and a slide show of overseas study tours, students and faculty mingled and enjoyed the newly refurbished surroundings. The crowd included Dr. Keith Womer, Dean of the College of Business, and Dr. Thomas Eyssell, Director of Graduate Business Programs. Dr. Allan Bird, director of the Institute, delivered a brief speech about the growth of international business programs at UMSL, current activities of the institute, and what the institute hopes to accomplish in the future. He concluded by noting, “The strong turnout for this Open House demonstrates an increasing appreciation of the contribution that IB programs make to the College and to the University and indicate that we have laid a strong foundation for future growth and development.”
IMBA Update

The inaugural International MBA cohort has begun its second semester of coursework at UM-St. Louis and has begun interviewing for corporate internships. Through the diligent efforts of Peggy Gilbertson and Professor Allan Bird, as well as the assistance of Teresa Balestrieri and the Career Services Office, the College has provided the students with opportunities for interview preparation, group meetings with corporate recruiters, and on-campus interviews. These activities will continue throughout the Spring semester.

Simultaneously, we are busy recruiting for the 2007-08 IMBA cohort. To that end, we will be contacting dozens of business and language programs throughout the country, and working with our partner universities across the globe. Dr. Eyssell will be traveling to Nanjing again this year to teach the graduate Financial Management course to prospective students, and will be interviewing them and discussing program options.

The IMBA program remains one of our most exciting initiatives in some time, and, building on the demonstrated strength of our undergraduate International Business program, is a natural extension of our “brand.”

Life as an IMBA Student

“IMBA students Ying Jing and Yali Wang anxiously await their interviews with corporate recruiters at the IMBA Meet & Greet.” — Laurent Baumann

“IMBA students Ying Jing and Yali Wang anxiously await their interviews with corporate recruiters at the IMBA Meet & Greet.” — Amy Warren

“IMBA students Ying Jing and Yali Wang anxiously await their interviews with corporate recruiters at the IMBA Meet & Greet.” — Lydia Liao

“It’s very exciting to be an IMBA student at UMSL! I have learned many useful business theories and knowledge here, some that I could have never imagined. I also made many international friends here and enjoy the different cultures and customs. It’s full of fun! Although studying here is a big challenge for me, I can fully realize my potential from overcoming the challenges I face here.” — Amy Warren

“Life as an IMBA Student

“The IMBA program at UMSL has been a great experience for me so far. Indeed, I discovered a different way of thinking, living (even speaking!), and what life is like on an American campus. Moreover, the internship included in the program is a wonderful opportunity to discover the US corporate world, and maybe more. Studying overseas is the best approach to thinking broadly; everybody should experience it.” — Laurent Baumann

“Life as an IMBA Student

“My first semester at Kyoto Sangyo has been an exciting, challenging, and rewarding experience so far. Everyone involved in the program has done an excellent job at helping me to achieve my goals and have been extremely supportive. I am looking forward to completing an internship in Kyoto and tackling the next semester.” — Amy Warren

“Life as an IMBA Student

“It’s very exciting to be an IMBA student at UMSL! I have learned many useful business theories and knowledge here, some that I could have never imagined. I also made many international friends here and enjoy the different cultures and customs. It’s full of fun! Although studying here is a big challenge for me, I can fully realize my potential from overcoming the challenges I face here.” — Lydia Liao

“Life as an IMBA Student

“IMBA students Ying Jing and Yali Wang anxiously await their interviews with corporate recruiters at the IMBA Meet & Greet.” — Laurent Baumann

“IMBA students Ying Jing and Yali Wang anxiously await their interviews with corporate recruiters at the IMBA Meet & Greet.” — Amy Warren

“IMBA students Ying Jing and Yali Wang anxiously await their interviews with corporate recruiters at the IMBA Meet & Greet.” — Lydia Liao

“It’s very exciting to be an IMBA student at UMSL! I have learned many useful business theories and knowledge here, some that I could have never imagined. I also made many international friends here and enjoy the different cultures and customs. It’s full of fun! Although studying here is a big challenge for me, I can fully realize my potential from overcoming the challenges I face here.” — Amy Warren
International Business Competition in Los Angeles

A team of four undergraduate students participated in the International Business Case Competition held at Loyola Marymount University. The competition was sponsored by the World Trade Week Committee, an initiative of the LA Area Chamber of Commerce. The UMSL team included Sean Hanebery, a native of England, majoring in international business and marketing; Meghan O’Brien, from Illinois, majoring in international business and organizational behavior; Jason Bockman, a native of England, majoring in international business and organizational behavior; and Valeria Oblitas, a native of Bolivia, majoring in international business and management. The case team was led by Dr. Ekin Pellegrini, an Assistant Professor in Management Department.

The UMSL team presented a unique strategy for expanding Boston Beer Company’s Samuel Adams beer into the Asian market. The students determined that distribution was a key concern in Asian markets and proposed a joint venture with Western-owned international hotel chains that catered to high-end business travelers and tourists. They proposed to place micro-breweries inside the main restaurants in major hotels in seven cities of China and Japan. The students presented a report and a 30 minute presentation to a panel of judges that included business professionals and consultants. All information were gathered by the students themselves from professors, acquaintances, the business experts they met during the case competition as well as from their own research and studies at UMSL.

The business case competition challenged the students to think and act like real world professionals through application of their knowledge to a real world scenario. The students reported that they developed important business networks and that the hands-on practice has been an invaluable learning experience. Organizers remarked on their professionalism and creativity.

The UMSL team:

Sean Hanebery,
Meghan O’Brien,
Jason Bockman,
and Valeria Oblitas
Jason Bockman is a 25 year old, British born citizen of the United States. Although a drug abuse counselor by education, Jason returned to school to study Chinese and International Business in order to expand his horizons. Since his return to college Jason has opened a kosher vending business that was awarded best in Saint Louis by the Riverfront Times. He has also traveled to Los Angeles to take part in an International Business competition sponsored by International Trade Week, and to New York and Chicago to oversee educational trips as the President of the International Business Club. More recently Jason was accepted to the Budding Scholar program, for which he traveled to Hong Kong to give a talk about nuclear power at the Chinese University of Hong Kong.

When not at school or work Jason enjoys exercising and volunteering his time at not-for-profit shelters that can benefit from his drug abuse counselor training. Upon graduating in the summer Jason plans on selling his thriving business and accepting a position with an international aeronautics company.

Exploring the Canal

Professors David Ronen and Doug Smith, with representatives of SAS Institute, visited the Panama Canal in September for an intensive briefing on canal operations. They discussed, with Canal personnel, alternative ways of automating the forecasting and scheduling of vessel traffic while seeking to maximize the utilization of Canal resources. The Panama Canal Authority is undertaking the development of a computerized scheduling and forecasting system to assist in these areas. The purpose of the visit was to share perspectives gained from research conducted over 25 years at UMSL in operations scheduling, vehicle dispatching and maritime transportation.
Michael Costello is an international attorney with a successful record of enabling companies to achieve their commercial objectives in Europe, Asia and the Americas in a cost effective and compliant manner.

Mr. Costello is a coordinator in the Center for International Studies and an adjunct faculty member in the International Business Program in the College of Business Administration at the University of Missouri-St. Louis. He has lectured in the undergraduate and graduate business programs at Washington University, Lindenwood University, Webster University and the University of Michigan at Ann Arbor. He also serves as faculty in Executive training programs at Accenture. He is a founding partner in Agreeco, LLC, an international business consulting group, as well as a commercial arbitrator with the American Arbitration Association.

Mr. Costello has been international counsel for companies such as Monsanto Company and Ralston Purina Company. He was general counsel and corporate secretary for Agribands International, Inc, a $1.4 billion NYSE listed spin-off of the international agri-animal feed business of the Ralston Purina Company which was acquired by Cargill, Inc. He has been an associate of the Thompson & Coburn (then Mitchell) law firm in St. Louis and Nordic Law Consultants in Brussels, Belgium.

Mr. Costello received a Masters of International and Comparative Law, cum laude, from the Vrije Universiteit in Brussels, Belgium, a Juris Doctorate, cum laude, from St. Louis University School of Law and a Bachelor of Arts Degree from the University of Missouri, Columbia, Missouri.

Mr. Costello is an adviser to The Blessing Basket Project, an internationally oriented not-for-profit, and a US Soccer Federation and Missouri high school soccer official. He is married with two teenagers.

He has studied Chinese, has some awareness of Dutch, is modestly conversant in French and is currently studying Arabic at UMSL.
International Business Club and (IBC) Activities

The International Business Club (IBC) is a diverse and very active student organization. This year, IBC has 77 members many from countries around the world, including Brazil, Chile, Germany, Austria, France, India and China. This year has been very different and exciting. In the fall, IBC and the Student Investment Trust went on its annual trip, this time to visit the Board of Trade in Chicago. All the members enjoyed themselves and learned quite a bit about the trading process while they were there. The bulk of the semester was spent on the planning and execution of the first IBC International Career Fair entitled “Cut Your Hair and Get a Real Job!” It is a unique idea from our President Jason Bockman and was developed by officers and many of our members. It is a two day event that gives students the chance to have a professional hair and make-over, expert tips on resume writing and interviewing, along with information about the challenges of applying for jobs in several other countries. After all the preparation, the last day is a career fair of international companies that are located in St. Louis. All these services were donated for the event and a small fee was charged to non-IBC members. The event was unfortunately canceled in December, due to weather, but is now on track for March.

IBC has many plans for the Spring semester! In February IBC held their 3rd annual Valentine’s Day Auction, a fundraiser for the club where members are auctioned off as dates. Fifteen members were successfully auctioned, and all will enjoy a group dinner with the winning buyers. At the end of February, IBC sponsored a trip for members to Washington, D.C. to visit the Chamber of Commerce and the U.S. Agency for International Development. All participants found the experience very enlightening and enjoyable even though once again the snow left our students stranded on the East Coast. IBC will round out the year with Mirthday, social events and the election and preparation of new officers to lead IBC to even greater things next year.

IB Advisory Board Members

Allan Bird  
E.S.S.A. Professor of Japanese Studies  
College of Business Administration,  
University of Missouri-St. Louis  

Linda Boyce  
IBM, Global Services, Strategic Outsourcing Business Development, Financial Services Sector  

Steve Burrows  
CEO & President  
Anheuser-Busch International, Inc.  
Anheuser Busch  

Ross Bushnell  
Senior Vice President, Sales & Marketing  
General Manager, Closure Systems  
Silgan Plastics Corporation  

Steven Carter  
Director of Technology  
Southern Graphic Systems  
An Alcoa Company  

Michael Cole  
Vice President, Asia  
A.O. Smith Corporation  

Michael Costello  
Founding Member  
Agreeo, 11c  

Gilles Cottier  
President of Research  
Essentials Sigma-Aldrich Corporation  

Thomas Eysell  
Associate Dean and Director of Graduate Studies, Professor of Finance and Director, Financial Planning and Counseling Program, College of Business Administration, University of Missouri-St. Louis  

Norihito Furuya  
CEO  
IGB NETWORK Co., Ltd.  

Joel Glassman  
Associate Vice Chancellor  
Academic Affairs Director, Center for International Studies, University of Missouri-St. Louis  

Tina Gravel  
Area Vice President  
Data Return  

Keikichi Honda  
Chairman  
NCR Japan  

Alan Jarvis  
Commercial Risk Manager  
GMAC  

Julius Johnson  
Associate Professor of Management  
College of Business Administration, University of Missouri-St. Louis  

Glenn Karlinsky  
Complex Manager  
Dexter, Missouri Tyson Foods, Inc.  

Richard Navarre  
CFO, Executive Vice President of Corporate Development Peabody Energy  

Al Perales  
Executive Vice President & General Manager For Health Vision's Consumer Group  

Agnes Rey-Girard  
Express-Scripts  

David Ricks  
Curators' Professor of Management and International Business, College of Business Administration, University of Missouri-St. Louis  

Mike Russell  
Manager, International Sales World Headquarters Mark Andy Inc.  

Donald Taylor  
Global Escalation Director, Platforms Microsoft Corporation  

Elizabeth Vining  
Senior Lecturer & International Business Club Coordinator College of Business Administration, University of Missouri-St. Louis  

Keith Womer  
Dean, College of Business Administration, University of Missouri-St. Louis  

Peter K. Yam  
President, Greater China Emerson Electric Co.
Check out the QuickTime video on our new web site to find out more about our program.

http://ib.umsl.edu/

College of Business Administration
University of Missouri-St. Louis

Note:

with indicia: 2,500
without indicia: 1,000