

ADS NEWS

Association of Doctoral Students

Fall 2004 Newsletter

Welcome from Dr. Gordon, Ph.D. Program Director

The Ph.D. Program welcomed 21 new students this fall. These students, who were selected from an initial 640 applicants, represent the “best and brightest” from nine countries. Of these 21 students, 9 are females and 12 are males.

Ph.D. students continue to co-author numerous research papers with faculty. Many of these papers have been published (or accepted for publication) in premier journals and provide superb evidence of the research ability of our students. In addition, a record number of our students have presented papers at various major research conferences throughout the world.

During the past academic year (September 2003 – August 2004), a total of 9 students graduated from our program. These people have accepted positions at such places as Hong Kong University of Science and Technology, McGill University, Villanova University, Loyola College, Instituto Tecnológico Autonomo de Mexico (ITAM), and University of Oklahoma.

Our Ph.D. Program has been a source of pride for all of us at the Robert H. Smith School of Business over the past several years. Of course, the key ingredient to our wonderful program is the high quality of our student body. Indeed, it is a real pleasure for me to serve as Director of a program with such talented students. Please remember that I have an open door policy and welcome visits from you! The Ph.D. Office is in Room 1306. Stop by to say hello and to provide me with suggestions for improving our program.

Sincerely,
Lawrence A. Gordon
Director, Ph. D. Program

There's Even More Inside!

Welcome to the Fall 2004 edition of ADS News. There are some great articles in this issue:

The Dissertation Process <i>By Nevena Koukova</i>	2-3
Meet the New Students <i>Compiled by David Cantor</i>	4-6
Congratulation Recent Graduates	6
Local Bars and Restaurants <i>By Ryan Lowe</i>	7
On-Campus Diversions <i>By Anupama D. Ramachandran</i>	7

As you can see, there's a little bit of something here for everyone!

Welcome From Your ADS Officers

Welcome to one and all! The 2004-2005 has begun and the Association of Doctoral Students is working hard to represent students enrolled in the Smith School of Business doctoral programs.

The officers for 2004-2005:

Nevena Koukova	President
Shweta Oza	VP, Social Affairs
Steven L. Johnson	VP, External Affairs
Tashfeen Sohail	Treasurer
Ryan Lowe	Social Chair
Anu Ramachandran	Social Chair
David Cantor	GSG Representative
Deepak Iyengar	GSG Representative

We look forward to a great year of working together.

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ADS fills multiples roles for the Smith doctoral student community:

- We foster communication and social interaction among the Ph.D. students and faculty through our social events and newsletter.
- We hold monthly social events and publish a newsletter in the Fall and Spring semesters.
- We work with the Ph.D. Program Office and the Dean's Office to guarantee a functional and comfortable working environment and also provide a general liaison function between faculty, staff, and doctoral students.
- We are your Graduate Student Government representatives. We make sure that your views are considered in issues pertinent to the wider graduate student community.

In order to represent your needs and interests we need your help.

- Occasionally we solicit feedback in particular areas; your responses are invaluable.
- Our monthly social events are for your benefit; come and enjoy the food and conversation.
- We operate on a small, tight budget with modest annual dues of \$20. Paying your dues early in the academic year is a big help.

In closing, we want to recognize the students who served as ADS officers during the 2003-2004 academic year:

Nerissa Brown	President
Nevena Koukova	Vice President
Likoebe Maruping	Vice President
Debora Viana	Social Chair
Gosia Langa	Social Chair
Shweta Oza	Treasurer

Thank you for a job well done! ❖

Mark Your Calendars

Enjoy free food and camaraderie!

Friday, September 24, 2004 ~ VMH 1202

Friday, October 22, 2004 ~ Courtyard
(or VMH 1202 if poor weather)

Friday, November 11, 2004 ~ VMH 1202

Friday, December 10, 2004 ~ VMH 1202

Food is served from Noon - 2pm.

Writing a Ph.D. Dissertation

Writing a Ph.D. dissertation can have many benefits. Not only do you obtain extensive typesetting experience, but afterwards you can have your frequent-flyer literature addressed to "Dr. Your Name." -- Schulman and Cox, 1997, Annals of Improbable Research, Vol. 3, No.5, pg. 8

So, you are starting to prepare your doctoral dissertation. Although you have been thinking about it since joining the Ph.D. program, you already know: it is difficult!

Getting Started

According to S. Joseph Levine, the best advice is to start with the idea of not trying to do your research entirely by yourself - do it in conjunction with your advisor, seek out his/her input and assistance, and stay in touch with your advisor so both of you know what's happening. There's a much better chance of getting to the end of your project and with a smile on your face.

By the start of your dissertation you should have a good understanding of the research in your field. As you review the literature, keep an open mind. Keeping a fresh view allows you to capture the gaps and create something new. You will probably have several ideas that you may want to pursue but everything will seem too general or fuzzy. Write down your ideas, as many as you can think about, and try to briefly develop them - you can always revisit them later and change or modify them.

Don't try to eliminate ideas too quickly - at the end of the day you may have the feeling that you are not going anywhere. Discuss the ideas with your advisor and other people from your field - seek out feedback. Experienced researchers can help you see the big picture, and focus and position your dissertation.

Your topic should be interesting and exciting, and most importantly - you should really love it. You are going to spend not only the next several years working on it, but also it is likely that you will continue doing research in this domain when you become an Assistant Professor.

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Choosing Your Topic

After you have chosen your dissertation topic and developed the research questions, you may want to read someone else's proposal, to both familiarize yourself with the format and with what is acceptable (and required) in terms of content and arguments. Your proposal should also include a comprehensive review of the literature and what the contribution of your dissertation is. Make copies of all the work you are citing and organize articles in a way that is easy for you to find and reference.

Your proposal should be structured, with crystal clear sentences that are concise and connected. While different individuals have different preference in terms of writing, there might be some who prefer a sequential writing. Chapter one, two, three, and so on ... Most of the times, reality defies such a sequential approach. If you have empirical data that you have analyzed and it makes sense to write that part, jump right to it! If you have an idea on future research, practical implications, or if you want to add a new reference to the literature review or hypotheses sections, do it right on the spot.

At this stage, it is perhaps better to write more and be comprehensive. If you don't overdo it, a rich writing will provide material that you can always shape and remove later, when you are refining your written document. But at the end of the day make sure that your dissertation is well focused. Impression of lack of focus can come from an unstructured paper or too many sidebars and tangential points.

Anything Else?

Several other thoughts. Try to select committee members who are supportive of you and are willing to guide you and help you through the dissertation process. Be always prepared when you talk to them and ask for assistance. Provide them with well-written drafts in advance so they can read and provide comments.

Want to know about writing a dissertation?
See: <http://www.LearnerAssociates.net>

One last thing ... Some researchers assume that a thesis is ready when it is perfect (or very close to perfection). Hardly ... Few points to keep in mind here are: First, the thesis is one of the many mandatory academic requirements for obtaining a degree. Academic publications resulting from it (while desirable) are by-products. Second, the audience for this scientific object represented by your thesis is rather small. Chances are that, except for yourself, no one will read the document from cover to cover. Hence, the importance of the structure – improve readability and structure for those committee members for whom an examination and evaluation of your scientific findings is, more or less, a chore. Consequently, the document is ready when it fulfills the points of your initial proposal and it is in shape to be examined by your dissertation committee members, who are the gatekeepers. Perfection is definitely not a criterion ...

Creator and Creation

Throughout this writing I focused on the product, while (deliberately) ignoring the producer. The dichotomy creator-creation reminds me of a beautiful story from Greek mythology. Pygmalion created Galatea, a statue made of marble. She was so beautiful that he implored the gods to breath life onto her. The creator of a dissertation should, perhaps, exercise a little bit of detachment from his/her intellectual creation. Research products are constrained by history, cultural mores, and by what is considered "scientific" at the time of the writing. Thus, the rigor embedded in the product should not overwhelm the producer in any way. Creativity, after all, means freedom to generate (and re-generate) in novel forms.

Ending such a narrative involves saying something motivational, such as "good luck". I will be less prosaic (and less gloomy) this time. As I investigated the contextual- and individual-level predictors of luck issue thoroughly (ask me to send you a copy of my paper, currently under review), I discovered that people with a "can-do" attitude attract luck ($\Delta R^2 = .56$). Ready to write your dissertation? I am sure you are. Then, **JUST DO IT!!!** ❖

Welcome New Students!

And, here in their own words are the new student joining the Smith School of Business Doctoral Programs this Fall. Please extend them all a warm welcome!

Decision & Information Technologies

Management Science/Statistics

- **William Menell:** I grew up in Slippery Rock, Pennsylvania, studied violin and organ at Oberlin Conservatory for a year before completely changing career paths. I ended up earning a computer science degree at Slippery Rock University and then served 3 years jumping out of planes as an infantry platoon leader in the 82nd Airborne Division including time in both Afghanistan and Iraq. My interests lie mainly in vehicle routing and graph theory. I live in Laurel, MD with my wife of two years.
- **Scott Nestler:** Originally from Harrisburg, PA, my educational background includes a BS in Civil Engineering from Lehigh University and an MS in Applied Math from the Naval Postgraduate School. I have been an Active Duty Army officer for 14 years, serving with PATRIOT missile units in Texas, Saudi Arabia, and South Korea, on the faculty of the U.S. Military Academy at West Point, and as Operations Research Analyst in the Pentagon. Upon completion of a Ph.D. in Management Science, I will rejoin the faculty at West Point. I live in University Park with my wife and daughter.
- **Kiran Panchamgam**
- **Matthew Reindorp:** Undergraduate studies in mathematics at Reed College (Portland, OR); MBA from Boston College (concentration in Finance). Two years of work in financial analysis and data management prompted my interest in business research.



Information Technology

- **Catherine Anderson:** I obtained my Bachelor of Science degree in Commerce from the University of Virginia. I concentrated in Management Information Systems and Marketing. After graduation, I went to work for Andersen Consulting (now Accenture). Most of the work I did while at Andersen Consulting was for Federal and State government clients. I left Andersen Consulting in 2000 to pursue teaching at Northern Virginia Community College (NVCC). I taught information systems courses at NVCC for almost 4 years. My research interests include public/private sector differences in approaching information resource management, the behavioral impacts of security and information systems in healthcare. I live in Fairfax, VA with my 3 sons.
- **Srinivas Kudaravalli**
- **Ritu Narayan:** I was born and brought up in New Delhi, India. After obtaining my undergraduate degree in Engineering from the Delhi Institute of Technology, I completed my MBA from the Indian Institute of Management at Lucknow, India. Before joining the Ph.D. program in IS, I worked for over five years across business functions and industries. I started my career in the sales function of a consumer products multinational, then headed the marketing function for a dotcom, and finally moved to consulting in the e-business space. I currently live in Silver Spring, MD with my husband and son.

What a Bargain!

**Did You Know that ADS Dues
are only \$20 a Year?**

Please pay your dues to the
ADS Treasurer, Tashfeen Sohail

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• **Yong Kwang (Adrian) Yeow:** I am from Singapore and I studied at Nanyang Technological University (NTU) and my basic degree was in Communications Studies with specialization in Comms Research. I graduated in 1997 and worked first in Singapore Telecoms Ltd as a Product Executive and helped launch the first broadband service in Singapore. I moved on to be a product manager/project manager for a few dot-coms and worked in launching ISPs and online services from 1999-2002. My last job was as a Senior Tutor in NTU in the business school in the IT dept and taught in freshmen classes and conducted case studies with the IT center. I am married with 2 kids. The older is a boy who is three and the younger is a girl who is 6 months. I am living in Bladensburg.

Finance

• **Aysun Alp:** I was born and grew up in Canakkale, a city on the west coast of Turkey. I received my bachelors and masters degrees in Industrial Engineering from Bogazici University, Istanbul. My research interests are investments/asset pricing.

• **Matthew Kozora:** After growing up in Ellicott City, MD, I attended Washington and Lee University (Lexington, VA) where I majored in Mathematics and Business Administration. Also during my time there, I was a four-year letter winner in Varsity Baseball and was active in the Chi Psi National Fraternity. After four years there, I earned a Masters of Science Degree in Quantitative Finance at the Georgia Institute of Technology. Currently, I reside in my hometown of Ellicott City.

• **Minwen Li**

Management and Organization

Organizational Behavior

• **Alan Boss:** I grew up in Boulder, Colorado. I attended Brigham Young University for both a bachelors degree in psychology and a masters degree in organizational behavior. I took some time off during college and lived in Spain for two years. I have worked in Colorado, Iowa, California, and now Maryland. My wife Rebecca and I have 3 kids ages 4, 2 and 8 months.

• **Catherine "Cate" LaCross:** I grew up in Deerfield, New Hampshire, in a town so small that it doesn't even have a traffic light. In May, I graduated with a bachelor's degree from Roger Williams University in Rhode Island, where I studied International Business and Spanish and spent four years coaching high school softball. In M&O/OB, my research interests are business ethics, cross-cultural issues, and impression management.

Strategic Management

• **Azi Gera:** I grew up in Israel. After my military service in the Air Force I got a BSc. in Computer Science and worked for an Israeli software company, which sent me to interesting places such as Rio, Brazil and Düsseldorf, Germany. I came to the US for an MBA in the University of Virginia in 2000. Prior to coming to UMD for my Ph.D. in strategic management, I worked as a research assistant in the Darden School and was involved in a few entrepreneurial ventures. My research interests are in competitive dynamics, specifically in the relationship between competition and cooperation between and within organizations.

• **Lori Kiyatkin**

• **David Major**

Marketing

• **Francine Espinoza:** I received a MSc. degree in marketing with great distinction (2004) and an undergraduate degree also in marketing (2002) from the Federal University of Rio Grande do Sul, Brazil. I held a research assistantship while undergraduate student and have been awarded a fellowship while a masters' student. Before joining the Ph.D. program at UMD, I was a partner in a consulting firm on marketing research and strategy. My research interests include consumers' heuristics and biases (e.g. emotions, intuitive thought) and information processing (e.g. attitude formation and change, memory).

• **Carol Miu**

• **Hui-Hsing (Peggy) Tseng**

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Logistics, Business and Public Policy

• **Tong (Tony) Bao:** I was born in Suzhou, China. I'm also a Canadian citizen, and Vancouver is my second hometown. I received my bachelor's degree from Shanghai Jiaotong University, and master's from Simon Fraser University, both in engineering. I worked in Exploratory and Strategic Research Group at JDS Uniphase as a research engineer. And I contributed to designing and developing three world-first products for Internet: Dynamic Gain Equalizer, Wavelength Blocker, and Wavelength Switch.

• **John Macdonald:** I was raised in Waterloo, Iowa, and graduated with an MIS and Trans/Log degree from Iowa State University. While there, I met my wife, Vivien, of now five years. We lived in Iowa for 3 years, and moved to Singapore in 2002. In Singapore I worked for a Japanese logistics company for 15 months, but most recently was positioned as a Solutions Architect - Asia Pacific for UTi Worldwide. In May 2004, my daughter Sydney was born in Malaysia - an experience that was the best of my life.



Did You Know?

The Ph. D. Program Office is moving to a new office on the first floor of VMH:
Room 1306.

Ph. D. Office forms are available online at:
<http://www.rhsmith.umd.edu/doctoral/students.html>



We hope you've enjoyed reading the newsletter as much as we've enjoyed putting it together for you.

- Do you have a comment, complaint, or critique of something you have read?
- Can you recommend a local diversion?
- Do you have ideas for the next issue?

If so, please contact our newsletter editor:
Steven L. Johnson at stevenlj@umd.edu.

**Thanks for reading and have
a great semester!**

Congratulations to Recent Graduates

Between September 2003 and August 2004 Smith School of Business graduates accepted positions from prestigious institutions all around the world.

Accounting and Information Assurance

- **Lei Zhou**, McGill University

Decision and Information Technologies

- **Jian Chen**, Fannie Mae
- **Steven Kramer**, Loyola College

Logistics, Business and Public Policy

- **Ming (Michael) Zhou**, University of Oklahoma

Management and Organization

- **Vincent Duriau**, Instituto Tecnológico Autónomo de México (ITAM)
- **Wei Liu**, Cheung Kong Graduate School of Business
- **Jennifer Marrone**, Seattle University
- **Narda Quigley**, Villanova University
- **Riki Takeuchi**, Hong Kong University of Science and Technology



Restaurant and Bars

Contributed by Ryan Lowe

As Ph.D. students opportunities for R&R (rest and relaxation) are often few and far between. But once your work is done (or at least done for now) and you have caught up on your sleep, you might look to go out and experience some of the nightlife in the area. Given that the University of Maryland lies in between two larger cities (Baltimore and Washington DC), the choices could overwhelm you. Because of that, we provide a short list of some of the places that you might choose to visit. Obviously, this is only a sampling of all the things to do within 30 minutes of where we are.

Bars, Clubs, Pubs, and Lounges

College Park: The selection of places to go in College Park is not the best, but they do have two major plusses...they are easy to get to, and rather cheap!

Cornerstone Bar and Grill, R.J. Bentleys, and Santa Fe Café are all located at the intersection of Rt.1 and Knox Rd. Each of the three features a good bar menu and many drink specials through the week. Keep in mind that these are the main undergrad hangouts, so they tend to get very busy later at night.

Lupo's is another restaurant on Rt.1 in College Park. Lupo's is a little more upscale from the other College Park locations and is a good place for a quieter drink or dinner.

94th Aerosquadron is located next door to the College Park airport (about 2 miles from campus). This is a little farther from campus but is a nice place to grab a quiet drink or a nice dinner. The restaurant also has a patio with numerous fire pits for ambiance.

Annapolis: Going south around the beltway to Rt. 50 and heading east, you will find downtown Annapolis about 30 minutes away from campus. Annapolis is a quaint little town with an active nightlife, where you often see the Midshipmen from the US Naval Academy, which is just a couple of miles from town. Some of the main spots are:

O'Briens Oyster Bar with live music or DJ nightly Rams Head Tavern and Fordham Micro-brewery with their outdoor Biergarten and fine selection Micros.

Baltimore: Baltimore has two main social areas, the Inner Harbor and Fells Point. The Inner Harbor features popular chain restaurants such as Cheesecake Factory and ESPN Zone. Fells Point has too many bars and restaurants to list, which is the main feature of the area. In Fell's Point, you don't have to plan ahead as there is always something going on at one establishment or another.

Washington DC: There are so many places to go in DC that it would be impossible to try to list them here. Key social areas (with some of the local establishments listed in parentheses) include Adam's Morgan (Madam's Organ) DuPont Circle (Buffalo Billiards), and Georgetown.



In and Around Campus

Contributed by Anupama D. Ramachandran

A break amidst the chaos of assignments, coursework and deadlines is essential for every Ph.D. student's wellbeing. As most of our lives revolve around the university, here are some activities on the campus that are enjoyable and affordable.

1. Horse riding classes: The University of Maryland Equestrian Club provides on-campus horseback riding lessons and equine learning opportunities for campus students and faculty at beginner through advanced levels. The ANSC department (<http://ansc.umd.edu/>) provides the facilities, equipment and horses while the students provide care for the horses. Large deductions are easily earned for help feeding, cleaning stalls or teaching. For as little as \$50 a semester, you could get two riding lessons a week for the whole semester. The Club offers a variety of courses including basic English equitation, Western equitation, Dressage, bareback and trail riding, horse and farm management, Veterinary care, teaching skills and much more. For more details check out this website:

<http://www.geocities.com/umequestrianclub>

2. The Art and Learning Center: Located in the Stamp Student Union on the campus, the Art and Learning Center offers non-credit studio classes in photography, drawing, painting, self-development, music and dance. The Art and Learning Center also offers several one-day workshops each semester. Workshops cover topics such as jewelry making, photography, beading and silk painting. For further details see:

<http://www.union.umd.edu/artcenter>

3. The Outdoor Recreation Center (ORC): Located in the northwest corner of the Campus Recreation Center, the ORC organizes different excursions each year to explore the outdoors and pursue a wide range of adventure activities. The ORC has an extensive resource center and a wide selection of outdoor equipment available for rent. This year's adventure trips include rock climbing, sea kayaking, canal biking, caving and apple picking.

For more information, and a complete schedule, call 301-226-HIKE or access the ORS website at http://www.crs.umd.edu/programs/outdoor/orc_frnt.htm

