



What Do Gary Williams and Sidney Ponson Have in Common?

They've both contributed autographed balls (a basketball and a baseball, respectively) to the silent auction that will be held at the 15th Annual Alumni Golf Tournament on Thursday, September 30, 2004. You'll also find great items like two tickets to watch a Terps basketball game from the Smith School suite, three nights at a Marriott worldwide, a day at the races for 25 (donated by the Maryland Jockey Club), or two financial consultations with Legg Mason (for those who are not already Legg Mason clients). After 18 challenging holes of golf you'll be more than ready for the silent auction, live auction and raffle. We'll feed you lunch and dinner—you just concentrate on fixing that slice and enjoying the company of fellow alums from around the region, as well as faculty, staff and friends of the Smith School. Corporate sponsorships are still available. To register for the 15th Annual Alumni Golf Tournament, held at the University of Maryland Golf Course, contact Jennifer Armstrong at jarmstro@rhsmith.umd.edu or call 301-405-9460. For more information, visit: www.rhsmith.umd.edu/alumni/index.html.

NEW! Career Services for Alumni

Looking for a new job? Ready for a career change? We now provide our alumni with free access to CareerTools™/ExecuPlanet, a virtual career center. This great toolbox of online resources includes résumé templates, an index of job sites, career assessment tools, research resources, a career “wizard,” networking resources, “Ask a Coach” Q&A, and much more. For a nominal charge, Smith alumni may upgrade to premium services, including access to more than 2,500 key trade publications, business and popular magazines, newsletters, newswires, newspapers, and analyst reports. The upgrade also gives you access to a continuously updated database of more than 1.2 million public and privately held U.S. companies, which you can use to create a personalized target company list for your job search. Check out CareerTools™/ExecuPlanet on our Web site at www.rhsmith.umd.edu/alumni/careertools.html.



CIO Forum 2004: Going Mobile, Changing the Pace and Place of Business

Smith's CIO Forum 2004, a conference and networking event for CIOs and senior level executives, returns on Friday, October 8 with keynote speakers John Morgridge, chairman of the board at Cisco Systems, and Dick LeFave, senior vice president and chief information officer at Nextel Communications. Morgridge joined Cisco in 1988 as president and CEO. During his tenure as CEO the company grew from \$5 million in sales to over \$1 billion, and from 34 employees to over 2,260. LeFave has 25 years of experience, including over 10 years as CIO for The Boston Company, Thomas Cook Travel of American Express, and Southern New England Telephone. LeFave is responsible for the strategic deployment of information technology (IT) resources throughout Nextel.

This year the CIO Forum "goes mobile" with a full day of discussion and presentations on mobility in the workplace. Going Mobile, Changing the Pace and Place of Business brings together the world-class research of Smith's decision and information technology faculty with the experience of high-level practitioners to explore issues of security, applications performance, and infrastructure key to the success of a mobile work force. You'll also get an overview of trends, software outlook, and where the hardware is headed from industry experts like Joe Kraus, senior vice president and chief information officer for Intelsat Global Services Corporation; Cesar Larrea, district technology manager of the Microsoft Mid-Atlantic region; and Carl Zetie, research analyst at Forrester Research. For more information and to register online, visit www.rhsmith.umd.edu/cioforum or contact Jennifer Armstrong at jarmstro@rhsmith.umd.edu or call 301-405-9460.

I Wanna Hold Your Hand(held)

The Smith School is partnering with Nextel to provide Nextel BlackBerry 7510™ wireless handheld devices to all full-time MBA students this year. The objective of this groundbreaking initiative is to encourage Smith School MBAs to explore the potential of "always on" technology and to teach them how to leverage such technology in the educational experience. The BlackBerry® devices utilize Nextel's all-digital national voice and data network to provide Smith MBAs with wireless access to the Web; wireless access to their e-mail, calendar and address book; task and memo pad functionality; and Nextel's Direct Connect® digital walkie-talkie service, all of which can be used by



students to complete coursework. In the near future, students will be able to obtain course assignments, grades, class rosters and other school information - from anywhere on the Nextel National Network at anytime - through an online course development tool. [Full Story]

Alumni Spotlight

David Trone (BS '88, MBA '95) Appointed Senior Vice President at Fox-Pitt, Kelton

Congratulations to Smith School alumnus David Trone '88, MBA '95, who was appointed senior vice president and senior analyst heading coverage of the U.S. Investment Banks sector for Fox-Pitt, Kelton (FPK) on August 23. FPK, the only investment bank specializing in financial institutions worldwide, is a core part of Swiss Re, the world's largest life and health reinsurer. Trone joins FPK from Prudential Equity Group, where, as a senior vice president and senior analyst covering brokerage firms and mid-cap banks, he received high rankings from both Institutional Investor and Starmine. He began his equity research career as a vice president with Credit Suisse First Boston where his focus was on mortgage finance and mid-cap banks.

Reena Aggarwal (PhD '85) Appointed Interim Dean of McDonough School of Business, Georgetown University

Congratulations to Smith School alumna Reena Aggarwal, PhD '85, who was appointed interim dean of the McDonough School of Business; she will serve as dean for the 2004-2005 school year. Aggarwal has been a faculty member at the school since 1986 and currently teaches corporate finance and investment banking. The McDonough School of Business is in the midst of a capital campaign, so Aggarwal's duties will include fundraising for the school's new building as well as supporting faculty development. Aggarwal has maintained her connection with Smith by serving as chair of the PhD committee on the Alumni Chapter Board of Directors.



Class Notes Online

Let us know what is happening in your life! Share your vital info with fellow alums—or find out what’s happening with others—through Class Notes Online. Class Notes Online is a work in progress, so this is a great time to send us an update about your job or family. Submit your information at www.rhsmith.umd.edu/alumni.

Nobel Prize Recipient To Speak at Smith

As a part of the University’s homecoming week activities, Dr. John F. Nash Jr., recipient of the 1994 Nobel Prize for Economic Sciences, will speak at the Robert H. Smith School of Business on Thursday, October 14 on the subject “Ideal Money” and the theoretical and practical concepts of money as a medium of exchange.

This Alumni College event begins with a reception featuring hearty hors d’oeuvres, beer and wine at 6:30 p.m. Nash’s lecture is set for 7:00 p.m. and will be followed by a question and answer period from 7:30 p.m. to 8:00 p.m. Cost is \$20 for members of the Alumni Association, \$10 for students, and \$30 for others. Tickets may be purchased online at www.rhsmith.umd.edu/alumni/homecoming04.html or by calling Jennifer Armstrong at 301-405-9460. (Photo Courtesy of Princeton University, Office of Communications.)

Join Us for Homecoming 2004

Celebrate Homecoming 2004 with your Smith School classmates on Saturday, October 16! Rekindle old friendships at a pre-game campus tailgate party and then cheer the Terps as they take on the North Carolina Wolfpack. To register for the tailgate party, visit www.rhsmith.umd.edu/alumni/homecoming04.html or contact Jennifer Armstrong, jarmstro@rhsmith.umd.edu or 301-345-9460. Game time is subject to change, so check the Terps Web site for updates.

Game day parking information: Lots open six hours before game time. Limited paid parking (\$8) is available at the Stadium Drive Garage and Regent’s Drive Parking Garage. Other cash lots include: 3b, 3c, 4i, 9b, 9c, 11a, 11b, 11c, G2, G3, P, U, V4, and V5. Handicapped parking is available in the Stadium Drive Garage or at curbside outside Byrd Stadium. Go Terps!



Unconventional...Magical...Fantastic...And That's Just the Costumes!

Join Dean Howard Frank and Dr. Jane Frank for a gala costume party on Saturday, October 23, at the University of Maryland Art Gallery. Browse the exhibit of the Franks' world-famous collection of fantasy art—enjoy hearty hors d'oeuvres and an open bar—and hang out with friends and fellow Smith School alumni! Tickets cost \$100 for the general public and \$35 for students. Proceeds will benefit the scholarship fund honoring Michael Scott Lamana and Eric Cranford, two part-time Smith MBA students who lost their lives at the Pentagon on September 11, 2001. For more information and to register online, visit www.rhsmith.umd.edu/fantasy2004/.

Join Us For A Special EMBA Information Session

The next Smith Executive MBA cohort begins in December. Join us Saturday, October 2, at 11 a.m. in College Park to hear all about our innovative program. At this special information session, you'll have the opportunity to talk with current and prospective executive MBA participants and executive education staff, including an informative question and answer session with the Smith EMBA director of admissions. Find out how the Smith EMBA can help you develop your leadership potential. Please RSVP to emba@rhsmith.umd.edu or call 301-405-9559 by Thursday, September 30. Visit the Smith EMBA Web site for more information about the program: ee.rhsmith.umd.edu/execed/emba/index.html.



InForum 2004: Value Creation Under Uncertainty, October 8

Does the Google IPO mark the beginning of a new tech boom or another bubble burst? What can your company do in these uncertain times to achieve and maintain competitive advantage? How can your company continue the culture of innovation? How can you take advantage of the trends in digital, mobile, and virtual business processes?

Keynote speakers John P. Morgridge, chairman of the board at Cisco Systems, Donald K. Peterson, chairman and CEO of Avaya, and a distinguished group of panels will answer these questions and more at InForum 2004 on October 8, 2004. InForum is a student-led, full-day business conference held at the Robert H. Smith School of Business, University of Maryland featuring leading executives from world-class companies, students, and accomplished professors, all with a vested interest in technology. For more information or to register, visit www.rhsmith.umd.edu/inforum.

The Robert H. Smith School of Business Sixth Annual Consulting Forum, October 1

MBA students, alumni and corporate friends are invited to meet and network with senior level industry experts, recruiters and thought leaders from top consulting firms at the Sixth Annual Consulting Forum, sponsored by BearingPoint, on October 1, 8:30 a.m. to 3:30 p.m. Jim Novick, president of Allegis Group Services, will deliver the keynote address, "A CEO's Perspective on Consulting Firms as Strategic Partners." At 1:30 p.m., the Smith School's Hugh Courtney, professor of management and organization, will deliver a professional development seminar for industry professionals. For more information and to register, contact Sowmya Murthy, smurthy@rhsmith.umd.edu, or visit www.rhsmith.umd.edu/organizations/consulting/forum. Cost is \$5 for MBA students, \$10 for others.



Join a Career Action Group!

Jumpstart your career with a career transition program taken by hundreds of business professionals and MBA alumni from the country's leading business schools. Career Action Groups are for business people in career transition. Led by professional coaches, Career Action Groups offer valuable content and support to help create focus and momentum around your goals while providing broader resources, ideas and perspectives. The program cost is \$495 and includes 12 hours of workshop and an additional one-on-one coaching session. For more information (including group schedules, program agenda, leader bios and participant landings and testimonials) or to begin the registration process, go to www.nextsteppartners.com/individuals/overview.php.

Congratulations to 2004-2005 University of Maryland Distinguished Scholar-Teacher Michael Fu, professor of management science at the Smith School. Fu will be honored at the 21st Annual Faculty and Staff Convocation on Tuesday, October 12, 2004.

Roland Rust, holder of the David Bruce Smith Chair in Marketing, chair of the marketing department and director of the Center for Excellence in Service, was named a panelist for Fast Company magazine's inaugural CustomerFirst Awards. He was also named to the Nominating Committee of the American Marketing Association.

Lawrence Gordon, Ernst & Young Alumni Professor of Managerial Accounting and Information Assurance, and Martin Loeb, Deloitte & Touche LLP Faculty Fellow, have received an additional \$170,000 in research funding from the National Security Agency for their research related to economic aspects of information security. This brings the total grant amount thus far, for the five years beginning in 2000, to \$830,000.

Gilvan Souza, assistant professor of management science, won the Wickham Skinner Early Career Research Accomplishments Award from the Production and Operations Management Society (POMS). The award was announced at the annual meeting of the society in Cancun, Mexico. This award is given annually to young faculty (graduated in the past five years) with outstanding research in Operations Management, measured in terms of both quality and impact.

Questions or comments about Smith Newslink? E-mail us at editor@rhsmith.umd.edu.