

THE CLOCKTOWER CHRONICLE

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NHSMBA CAREER FAIR A TRUE SUCCESS

By Mario de la Garza

Contributing Writer

What? Is it almost time to go? I still need to pack my bag! This is the last time that I leave things for the last minute. OK, . . . calm down, this is just a matter of getting to the airport, and everything will be fine. I arrived running. On the PA system I could hear “flight 1854 has been delayed.” I took a look around the airport. People were walking from one place to the other, and some, to kill time, were shining their shoes. Then I recalled “the good old days”, the many times in my former life – just a year or months ago – I would be one of those business people that I was now staring at. But this time was different. I did not have a job. In fact I was heading to Orlando to attend the NSHMBA (National Society of Hispanic MBAs) Conference to look for a job! With well over 200 employers attending this conference, the chances of landing a great job with a fabulous company are greatly increased, a worth while investment indeed!

I arrived in Orlando late Thursday and immediately ran to the hotel where the conference was held. As I approached the registration desk, I could hear the noise produced by several lively conversations. The first event that night was informal, and more social I would say. Some recruiters had tables on the sides of a large atrium, and re-

freshments were served in the middle. You found both MBA students and professionals looking for jobs. At the back of the room, I noticed some familiar R. H. Smith polo



Mario de La Garza

shirts. Our group was the second largest at the conference, with 27 individuals attending. Thunderbird was the largest; someone told me they took 60 students. But something that struck me as unique was the unity and teamwork environment that set our group apart. Second years, even though they were also looking for jobs, always had a minute to share some tips. “You are looking for investment banking, right? Ok, J.P. Morgan is going to have interviews tomorrow.” “You are interested in P&G, aren’t you?”

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BUILDING ALLIANCES WITH GWIB

By Melyssa Fratkin

Staff Writer

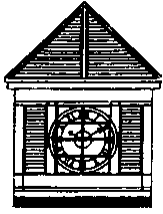
On November 3, five second-year members of the Smith Graduate Women in Business club traveled to Minneapolis for the National Graduate Women in Business Conference. The theme of the conference was “Building Alliances.” This two-day event, held at the Carlson School of Management at the University of Minnesota, included a reception at the Walker Art Center, excellent speakers and panels, a small career fair, and dinner at “Camp Snoopy” at the Mall of America.

Conference attendees heard keynote speeches by Marian Powell, Senior Vice President of e-

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THE CLOCK TOWER CHRONICLE

Editor-in-Chief
Macarena Janninck

Managing Editors
Mimi Sur
Cristina Velarde

Layout Editor
Karen Rigby

Distribution
Chad Redmer

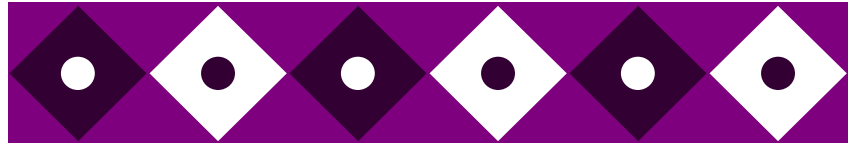
Staff Writers
Kerry-Ann Betton
Tim Blankenbaker
Keri Giller
Lawrence Giventer
Lumas Kendrick
Rob Mello
Jeffrey Palmer
Nurisha Rush

The Clock Tower Chronicle

Robert H. Smith School of
Business
The University of Maryland
Van Munching Hall
College Park, MD 20742

*Send submissions to this
address,*

The Clock Tower Chronicle is published monthly by MBA students at the Robert H. Smith School of Business to provide a voice for students, alumni, and faculty of the Maryland MBA program. Opinions expressed are those of the authors only and do not represent those of the School of Business, *The Clock Tower Chronicle*, or its staff. We welcome our readers to submit articles, as well as ideas and suggestions.



THANK YOU FROM THE HISPANIC MBA CLUB

The Hispanic MBA Association would like to thank all those who offered their help and support in getting us to Orlando. Thanks to their support, we were able to pioneer the use of resume CDs (instead of resume books) at the conference and wearing R. H. Smith polo shirts at the welcoming reception. This year, we were able to take 27 students to Orlando and achieve the following results:

- Number of companies recruiting at the conference: **over 200**, including some of America's Fortune 100 and most reputable employers!
- Number of students **interviewed**: all 27
- Average number of interviews: **3-4 per student**
- Number of students that have received an **offer** thus far: 3
- Number of students that have already been called for **second rounds**: 7

In addition, one student had seven interviews and a couple of students have been called back for three second round interviews each with different companies.

If you have any comments regarding the National Society for Hispanic MBAs' conference, please feel free to contact Cristina Velarde (cvelarde@rhsmith.umd.edu).

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Here is the pass so you can attend this meeting.”

At the end of every lunch and dinner we had CEOs, VPs, or Senior Managers from different companies talk to us about their organizations’ missions and their search for fresh talent. Sometimes it was disappointing to hear grand visions from high ranking executives and then visit the company’s booth only to find that the employees would have attitudes opposite to what we had just had heard. The lesson? Well, at some point in time we will go back to a company. Let’s not forget our experiences while looking for a job, so we always treat everybody that approaches us fairly.

I had a chance to talk to one of Disney’s top officers. He was in charge of the Disney parks worldwide. Our conversation was short. He asked me what type of job was I looking for, and I said something in Marketing or Strategy. Paul replied, “have you gone to booth? You have not? You should. We want people in those areas.” I was surprised by the fact that from the very top of the organization, that person was somehow involve in recruitment, or at least he attempted to appear that way. Unfortunately, Paul did not give me a ticket for one of the parks!

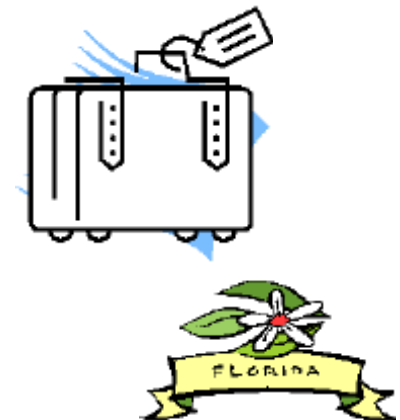
Friday was the first day of the formal recruiting fair. The job fair started at 10 AM, and we were able to visits the booths until 5PM, both Friday and Saturday. Personally, I think the job that the GCMC did in

terms of preparing us for interviews was excellent. The recruiting ELM, mock interviews, resume critiques, etc., all came into play that weekend. I do not know to what extent other schools support their students as our school does, but I felt comfortable during the whole recruiting process that took place at NSHMBA.

For me personally, the results of this trip remain to be seen but the unarguable success is already tangible for many of us who got interviews on the spot. Some of us even got job offers on the spot! Our success also has to be attributed to Mary McMahan (GCMC). She spent Friday and Saturday visiting the different booths and leaving CDs loaded with our Resumes, thanks Mary!

Overall, Orlando was without a doubt a great investment from all dimensions. Many of us had the chance to interview, leave resumes, bring home some gifts, and do some heavy duty networking. But most importantly, the trip allowed me to experience something that R.H. Smith proudly proclaims as its “collaborative and friendly culture.” Next year the conference will be in San Antonio; I hope to see greater number of us there.

If you have any comments regarding this column, please send an email at mdelagar2002@rhsmith.umd.edu



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Commerce and Marketing at GE Capital Fleet Service, and Joan Platt, CFO of CBS MarketWatch. Both of these women gave inspirational addresses on their experiences in the corporate world, as well as advice for us as future business leaders. Saturday afternoon was taken up with panel sessions, including: Partnerships & Ventures in e-Commerce, Emerging Technology, and Finding the Right Organizational Fit for You. The sessions were both enjoyable and informative.

The closing dinner was held at "Camp Snoopy," inside the Mall of America. The Smith women were not intimidated by the challenge – over 200 stores in only a couple of hours! We definitely did some damage with our credit cards!

We all enjoyed our trip, but were exhausted and happy to be headed for home. We are planning some similar panels and other exciting events for next semester here at Smith.

If you're interested in Graduate Women in Business, please contact Melyssa Fratkin at mfratkin@rhsmith.umd.edu, or visit the GWIB home page at <http://www.rhsmith.umd.edu/organizations/gwiba/index.htm>.

Upcoming Smith GWIB events (tentative)

- **December 14:** Stress Management Seminar (including massage therapy)
- **February 2, 2001:** Groundhog Day/Welcome Back Brunch
- **February 8:** Mixer with Georgetown GWIB
- **Week of March 12:** Elections for GWIB Officers for 2001-2002
- Also in the **Spring** – GWIB Golf Lessons!



GWIB conference attendees from left: Enitan Adebonojo, Anita Kalro, Alison Otis, Macarena Janninck, and Melyssa Fratkin

Wireless R.H. Smith Update

By Jeffrey Palmer

Staff Writer

The first stage has been a success. As mentioned in the last issue of the Clocktower, the technology has shown very few and minor bugs, all of which have been easily corrected. As one of the beta testers myself, I can tell you that the system works almost flawlessly, and the freedom it allows is priceless! I have been asked by dozens of students, "When are they going to expand this to more students?" Well, that time is just around the corner.

The Technology Resources department is now gearing up for Phase II,

which will begin in the spring semester. Phase II includes an additional 40 beta testers, 20 second years and 20 first years. If you want to be one of these lucky people, keep a sharp eye out for the e-mail announcing this second launch and respond quickly. The first 40 qualified students to respond get to participate and the spots will fill up quickly. To be qualified, you must be a 1st or 2nd year MBA student and have a laptop that meets minimum requirements, which will be stated in the email.

Depending on the success of Phase II, Technology Resources is hopeful that a full student launch of the system will take place as early as the Fall semester of 2001. Technical

support will be the biggest challenge in this second launch. The school has asked for volunteers among the original 20 beta testers to help in the installation of the 40 testers included in Phase II.

And remember, you must act fast if you want to be one of these lucky Phase II testers. So be on the lookout for the announcement and do not ignore those mass emails!!!!

Ethics Retreat

By Jeffrey Palmer

Staff Writer

On Tuesday, November 28th, the University of Maryland held a retreat on ethics and academic integrity. Thirty people attended, including faculty, administrators, and students. Three of the thirty were representatives from R. H. Smith: Professor Stephen Loeb, the faculty advisor to the graduate school's Ethics Committee and is a member of the Internal Review Board (IRB), Jeffrey Palmer, a full time MBA student and chairman of the Ethics Committee, and Anthony LaVigna, who is a part time MBA student and member of the Ethics Committee.

The retreat focused on how the University can build an atmosphere of high ethical standards and instill this

into the student body, faculty and administration.

The half-day retreat was filled with activities that evoked open discussions on ethical and academic integrity issues here on campus. Some existing data was also shared with the group: according to a national study, 53% of UMD students surveyed responded "NO" when asked "Have you ever seen a student cheat during a test or exam?", compared to the 43% at schools without an honor code. Thus, there seems to be some evidence that the school's honor code is having an effect.

In the last reporting period, 155 cases of academic dishonesty were reported at the university. The majority of those students were found responsible and received an XF grade penalty, which is recorded on their

official transcripts as "failure due to academic dishonesty".

If you would like to know more about ethics and academic integrity here at the university you can view the materials at www.umd.edu/ethics. If you would like to get involved in these issues, contact Jeffrey Palmer at jepalmer@rhsmith.umd.edu or Leah Howell at lhowell@oz.umd.edu.

Great International Opportunities for MBAs

Contributed by
Victor Bentacourt-Santiago

*Assistant Director,
Center for Global Business*

So, socially conscientious MBAs exist?

Apparently so! The MBA Enterprise Corps is a non-profit, private, volunteer organization (PVO) founded by a consortium of leading US business schools in 1990. Its aim is to send new MBAs into the thick of small- to medium-sized companies in the newly exposed countries of Europe, Africa and Latin America, in order to provide long-term assistance to private enterprises in these emerging markets. The most challenging things in life are often the most rewarding and serving in the MBA Enterprise Corps is no exception.

Who are these rare MBAs?

MBA Enterprise volunteers think of themselves as different and aren't just after the attractive paycheck after school. Overall, few programs exist for B-school graduate students looking for a Peace Corps-like experience, using computers rather than farming tools.

Corps members, in their host companies, help to formulate new business plans, develop financial proposals, establish marketing programs, launch new products, develop accounting and information systems, and initiate employee training and development programs. Approximately 520 Corps members have provided assistance in all aspects of management and technology transfer in 21 countries. The

rewards are the satisfaction of making a difference in the world, broadening business skills through cross cultural sensitivity, achieving confidence in working internationally, encountering more job opportunities and being able to access the network of corps alumni and companies upon your return.

How do you join the Corps?

Second-year students and recently graduated MBAs from participating schools may apply. In early spring, a committee of representatives match nominees to identified positions in host countries. Corps members begin a language training and orientation program in July and start their 12-month Corps assignments in October.

Show me the Money!

Being asked to delay a \$100,000-a-year salary is akin to crossing the desert without water for some MBAs. However, the consulting project does come with some compensation. Grads earn local wages -- \$700 to \$1,200 per month, depending on the country -- and come back every day to a company-paid apartment. The Corps also provides intensive language and cultural training in the host country before your assignment begins, round-trip airfare, room and board during the orientation and language program, medical insurance, appropriate visas to enter the country and permits to work as a local, a reentry stipend of up to \$4,000, and where appropriate, supplemental living stipends. Spouses receive all of the above benefits except stipends. Dollar

costs average about \$34,000 per Corps member and are provided either through corporate or government sponsorship. Past and present sponsors include U.S.A.I.D.; the Bulgarian, Czech, Hungarian, and Slovak-American Enterprise Funds; Greve Foundation; Kenan Fund; Kenan Institute of Private Enterprise, Lands' End; Mellon Foundation; John M. Olin Foundation; Pepsi Foods Systems; Pew Charitable Trusts; Business-Higher Education Forum; Sara Lee Corporation; AT&T; NationsBank; Sprint Corporation; FMC Corporation; Avon Corporation; Citibank; United Technologies and Colgate-Palmolive. In addition, student loans are deferred until you complete your assignments and return to the United States.

Where are there Opportunities for 2001?

The MBA EC anticipates 6 positions in Ukraine, 2-3 in Croatia, 2-4 in Bulgaria, 8-10 in Thailand, and 10-12 in Kazakhstan and Kyrgyzstan. They are seeking to expand into new regions (including Russia) under AID and several international organizations through joint programming with the Citizens Democracy Corps (CDC). These will be announced as soon as programming is firm.

Life After the Corps:

After finishing their service, grads don't all rush back to the U.S. to be-

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Wondering Where your MBA Dues are Going This Year?

By Patricia Martinez

President, MBAA

Every year the MBAA collects dues and every year people ask how their money was spent. So, this year we've decided to provide an overview of the events that have taken place over the past four months and the events that have been planned for the remainder of the school year.

Based on the results of our initial survey, the MBAA sponsored a number of events that were new to R.H. Smith. Some of the new events sponsored this year included:

- Held a 1st Year Pizza lunch during orientation
- Distributed jumbo R.H. Smith Mugs to everyone who joined the MBAA by the end of August



Hanging out at the Fall Bash, from left: Mayank Gupta,

- Updated Lotus Notes database with 1st and 2nd year students' digital photos
- Replaced microwaves in the graduate lounge
- Streamlined the number of MBAA/Club announcements

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come cubicle-dwellers. Some volunteers sent to Bulgaria and Poland in 1990 still haven't returned to work in the U.S. Others extended their stays to start their own companies in their host countries. Overall, 50% remain abroad. However, if you do return, many Corps members find their post-Corps jobs through Networking with Corps alumni or through contacts made during their assignments.

Need more information?

Please contact:

Center for Global Business
2416 E Van Munching Hall
Tel: 301-209-3544

Email: vbetanco@rhsmith.umd.edu
MBA Enterprise Corps
1400 I Street, NW, Suite 1125
Washington, DC 20005

Tel: 202-530-7693
Fax: 202-872-0923
Email: info@mbaec-cdc.org
Website:
<http://www.mbaec-cdc.org>

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ments with the ONE weekly MBAA announcement.

- Organized a group of 40 students to participate in UM's Intramural 5K Turkey Trot

In addition to the above events, the MBAA increased the number of Happy Hours thrown each month and changed the venue for the Fall Bash. This year's Fall Bash was held in D.C to allow more part-time students who do not live near College Park to participate. Over 200 people attended this event.

While one of the MBAA's goals is to unify the student body by creating a cohesive community, other goals are to improve students' relationships with faculty and host events that assist students in gaining the most from their MBA experience. Accordingly, the MBAA organized the first "How to Negotiate

Your Salary" seminar for 2nd Year MBAA members in October. Dr. Joyce Russell was instrumental in making this event a complete success. Hopefully the information provided will lead to higher salaries for R.H. Smith 2001 graduates!

All of the above has been possible due to a substantial increase in MBAA membership. This year, the MBAA has more than doubled its membership over last year. The additional dues collected have increased our total budget by 15% and have allowed for similar increases in individual Smith Club budgets.

Although some future events have already been planned, the MBAA is still interested in hearing your suggestions/ideas. Please share you ideas with the MBAA by sending an email to mbaa@rhsmith.umd.edu. Thank you for your participation!

Future planned events for the MBAA include:

- **Murder Mystery** – December 8th
- **Spring Fling** – TBD (in partnership with the Sports & Social Club)
- **2001 Class Picture** - TBD

Annual 5K Run

By Nurisha Rush

Staff Writer

So you blew off the Annual 5K run because you decided to sleep in instead of brave the brisk November weather! Well, you missed your only chance to kick off this new MBAA event. For the first time, the MBAA joined many other organizations in this team spirited activity hosted by intramural sports. The stress of a heavy workload and the lack of adequate sleep could not deter many MBA students from gathering to conquer yet another challenge. Outfitted in sporty maroon t-shirts

and marked with the R.H. Smith logo; it was hard to miss the business students exhibiting their school spirit. As runners flexed at the starting line in anticipation of the whistle, many mentally chartered the course of the 3½ mile run that would take them clear across campus and land them at the finish line. For some it was a scenic adventure across parts of campus never before seen and for others it was a routine workout with a competitive boost. For all it was a scarce opportunity to break out of the classroom and have a little fun. The end of the race led us back to R. H. Smith for a mini

celebration with breakfast buffet style. Finally, it was back to work and reality but with a new surge of energy and a recharged attitude. For those who are disappointed that they missed the opportunity to shine outside the classroom, don't worry. This just might be the beginning of a new tradition at R.H. Smith!



R. H. Smith 5-K Runners strike a pose!

Call for Writers



Are you interested in what's going on with the business school and want to write about it? Do you have your pulse tuned to the b-school beat and an urge to inform your classmates? Or do you just have a great sense of wit and want to share your perspective on life in the new economy? Then the Clock Tower is looking for you! Sense of humor and lots of energy!

Contact the ClockTower at clocktower@rhsmith.umd.edu for further information

Archeological Dig Yields Treasure Trove



Rapacious reporter, Lawrence Giventer

Exciting discoveries by the US Geologic Survey and the US Army Corps of Engineers have led to an ambitious archeological dig at the University of Maryland College Park Campus. This prominently located site lies just southwest of Van Munching Hall, occupying what used to be University Parking Lot U.

In a rarely granted interview given this reporter, Project Director Dr. Throckmorton Nell spoke enthusiastically about his latest earth-shaking project. “We stumbled upon this one quite by accident,” he began. “While checking soil samples last year, the Army Corps of Engineers was surprised to find alluvial deposits, indicating that the land between the present location of Van Munching Hall and U.S. Route 1 was actually under water many hundreds of years ago.”

The construction site trailer was stuffy and warm, and Dr. Nell was a short, intense man, who tended to spit a lot when he became excited.

Your restless reporter had lowered his head and partially closed his eyes in defense. “The current thinking is that a presently dried up arm of Chesapeake Bay formerly covered this area. In fact, historical documents suggest that the notorious French pirate Jean-Pierre Effete sailed here, and he probably buried his booty of precious coins in the ground near Van Munching Hall.” This last remark awoke the interest of your reporter, who immediately thought about extracting the full value from his MBA educational experience.

This reporter sheepishly asked the esteemed Project Director if it would be possible to tour the excavation site. “Of course,” he said jovially, and immediately escorted your intrepid reporter out of his office and across what once used to be a lush green lawn, to the entry portal of a high cyclone fence. There, armed guards holding snarling German shepherd guard dogs on short leashes, opened first outer and then inner gates, admitting the two of us to an incredible array of men and machines. While huge earthmovers churned up veritable mountains of reddish clay, scores of workers intently sifted the soil through large screens, while looking for valuable artifacts. Periodically, there were cries of excitement, as groups of workers gathered together to congratulate that lucky worker whose search had been productive.

“Have you discovered a lot of treasure so far?” your reporter asked. “A treasure trove,” was the enthusiastic reply. “We already have eight dollars and eighty-five cents in silver coins, mostly quarters and dimes, but our most significant find is this.”

The Doctor reached into his brief case and extracted a tattered leather folder containing a sheaf of yellowed parchments. “These historical artifacts are honorary Maryland degrees that were apparently never conferred and then buried in order to hide them.” Your investigative reporter mulled through the list of names. “W.J. Clinton, A. Khomeni, A. Capone, B.Gates, J.Belushi, V.Ponzi. Hmm, mildly interesting, Doctor Nell, but hardly surprising.”

Unimpressed by the results of the Doctor’s Herculean efforts, this reporter decided to cut short the interview and shoot a few hoops up at the Cole Field house, where he had parked his car, due to the unavailability of parking spaces anywhere in the vicinity of Van Munching Hall.

The above article is entirely fictitious. Any resemblance to any persons living, or dead in the past or present, is entirely coincidental