For the second year in a row, the Robert H. Smith School of Business has encouraged students to revolutionize its operations by taking part in the Dean's Student Advisory Council (“DSAC”). DSAC allows 16 students to work closely with Victor Mullins, associate dean of undergraduate programs, and discuss innovative ideas with faculty.

All students are encouraged to apply for this unique opportunity to represent the student body, Smith's greatest stakeholder.

DSAC, which accepts new members every spring, is divided into four subcommittees, all of which work to better understand the school's mission and to deliver that mission inside and outside of the classroom.

The admissions committee’s goal is to evaluate Smith’s current admissions and recruitment processes, which focus on educating middle school and high school students about the university’s business program. Smith strives to inform future
Dear Smith Parents,

Your students will never experience another time during their lives when there are so many people focused on their success. At Smith, we are committed to helping our students become information seekers, problem solvers, opportunity creators and community builders. When recently asked to describe the traits of Smith undergraduate students, I responded:

**RESPECTFUL**
Students exhibit respect for each other and for diverse views and backgrounds; as well as demonstrate integrity in their academic work and in intellectual honesty.

**INNOVATIVE**
Our students become ground-breaking in their thinking and in implementing new ideas.

**INTELLECTUAL**
They embrace the discipline of critical thinking, and appreciate rigorous and evidence-based decision making.

**INFLUENTIAL**
Smith students know how to communicate their personal brand. They pair their life’s goals with their life’s actions to create a powerful package.

**GLOBAL**
A broad worldview leads to a better understanding of business and how it’s conducted both abroad and domestically. Our global programs provide a solid and valuable cornerstone in a well-rounded business education.

Smith students have many opportunities to develop and demonstrate these core values. And once they do, they enjoy the benefits!

Sincerely,

Victor C. Mullins, PhD
Associate Dean, Undergraduate Programs

applicants about the exciting career possibilities in the world of business while encouraging students to plan ahead for a college education.

The academic committee works with faculty to advance the course curriculum to better prepare students for internships and the workforce. In an effort to encourage their classmates to think about their future careers earlier on in their undergraduate studies they worked with the Office of Career Services to add a career course to the first-year curriculum.

The Smith faculty believe students are our most valuable resource. “Student voices are often stronger than mine, because they are living the experience and articulate what is working well and what can be improved,” said Mullins.
“If there is something you want to change, there is nothing saying it can’t be changed,” said academic committee member Stephanie Graf ’14, who was able to voice many of her opinions this past year.

The engagement and community committees of DSAC concentrate on community outreach, specifically how to engage each graduating class in activities that add to their Smith experience. These events start at freshman orientation and continue through their time at Smith to senior festivities. This year, the team also planned an event to better prepare students for their summer internship search. Sophomores had headshots taken for their LinkedIn accounts and juniors were given personalized Smith School business cards to enhance their professional credibility.

All four of the DSAC committees were able to share a unique experience in November 2013, when they met Michelle Smith, daughter of the late school namesake Robert H. Smith ’50.

“It was amazing,” said Graf. “Just like Dean Mullins, she’s a person who wants to make Smith even better. As students, we are all so grateful to the Smith family for everything they’ve given to us, especially at the undergraduate level.”

DSAC is unique in that students are able to improve not only their own college experience but also that of their peers and future students.

“Students should apply because it’s going to make them a stronger leader and a stronger professional if they can walk away from Smith leaving a legacy,” said Dean Mullins.
Last fall, Smith faculty and staff ditched their suits for chef hats and their briefcases for spatulas at the Inaugural Stacks on Smith Pancake Night. The event was a celebration for seniors, who were able to kick back, relax and enjoy being served pancakes by their favorite professors and Smith administration.

Victor Mullins, associate dean for undergraduate programs, whose student advisory council, DSAC, spearheaded the event, said it was a unique experience for students to be served by professors they had never encountered outside of the classroom. After all, it’s not every day that your marketing professor asks if you’d like syrup on your pancakes.

“When they reflect back on the things that make Smith special, I’m sure this will be one of them,” said Mullins. “It’s a simple yet powerful message that we care.”

The pancake night is part of a portfolio of Smith senior traditions, which includes a fall barbecue and a spring cruise called The Spirit of Smith, aboard The Spirit of Washington. The three-hour cruise is a great opportunity for seniors, alumni and professors to discuss accomplishments and to reflect on a job well done.

“I hope that future student leaders will continue to build upon these traditions and make them even better,” said Khalil Pettus, president of the Smith Undergraduate Student Association and member of DSAC.
ALUMNI PROFILE

SAMANTHA KESHNER
CLASS OF 2013

Before Samantha Keshner ’13 started her internship at Starbucks Coffee Company in the summer of 2012, she had never had a sip of coffee in her life. Now, as a full-time partner in Seattle, she’s hooked.

Keshner, who graduated with a dual degree in supply chain management and marketing, was selected for a two-year program where she rotates through different parts of the company’s global supply chain organization. The rotations cover everything from the planning and manufacturing process to the transportation of Starbucks goods.

With a coffee tasting to start every meeting, Keshner has certainly been able to drink her fair share of coffee. A certified “coffee master” after taking the requisite classes at work, she proudly wears a black apron as she educates others and ignites coffee passion throughout the enterprise.

Keshner attributes getting the job to Professor Gary Cohen, who encouraged her to apply for a position on the Supply Chain Management Society’s executive board early in her college career. Starbucks first noticed Keshner at one of the society’s annual networking events and soon offered her an internship.

She expressed the importance of finding a mentor like her professor. “It could really take you far when you know the right people and leverage your network,” she said.

STUDENT PROFILE

AUSTIN LEE
CLASS OF 2014

In addition to landing highly respected internships at Deloitte Consulting and New Sector Alliance under Americorps, May 2014 graduate Austin Lee has pioneered multiple Smith organizations.

The undergraduate finance and management double major founded SmithPeers, a peer-to-peer mentoring organization sponsored by the Office of Career Services. He’s also created Smith Undergraduate Net Impact, which encourages students and professionals to create social and environmental change. Last October, only 10 months after its establishment, the organization was recognized as Chapter of the Year.

In June, Lee started his career at the Bridgespan Group, a social-sector consulting firm that deals with societal issues, including intergenerational poverty. After his internships, he knew he wanted to pursue work with a larger social mission.

The greatest lesson Lee learned at Smith was “to take a learning perspective and see the best in people. You will go farther and gain more supporters along the way this way.”
Fearlessly Forward
CONGRATULATIONS SMITH CLASS OF 2014
Smith’s Office of Career Services offers students invaluable tools for leveraging their business careers, from networking events to mock interviews and career coaching. With fall recruiting season right around the corner, OCS encourages students to take advantage of its resources to prepare for the job opportunities that lie ahead.

**TOP 5 TIPS FOR YOUR STUDENT’S FALL RECRUITING SEASON**

1. Update that HireSmith profile! There are new features of HireSmith to explore, and uploading a current résumé to the site always helps in the job and internship search. Students can also schedule an appointment to meet with a career coach and download the new HireSmith mobile app for access on the go.

2. Get involved. Both UMD and the Smith School have countless ways to get involved. Your student can increase their campus engagement and join one of Smith’s many undergraduate student organizations.

3. Attend career events. Your student can check HireSmith for upcoming events and attend the annual Fall Career Fair on Sept. 19, 2014, at the Comcast Center.

4. Schedule informational interviews. Do research on the industry, and set up a time to meet with a recruiter or family friend to learn more.

5. Keep on top of OCS opportunities by following us online.

---

Stay connected! Are you interested in receiving updates on future Smith UGS events? Please provide your contact information at [ter.ps/ugsparents](http://ter.ps/ugsparents).

---

©2014 SmithParent is published for parents of undergraduate students twice a year by the Robert H. Smith School of Business at the University of Maryland.