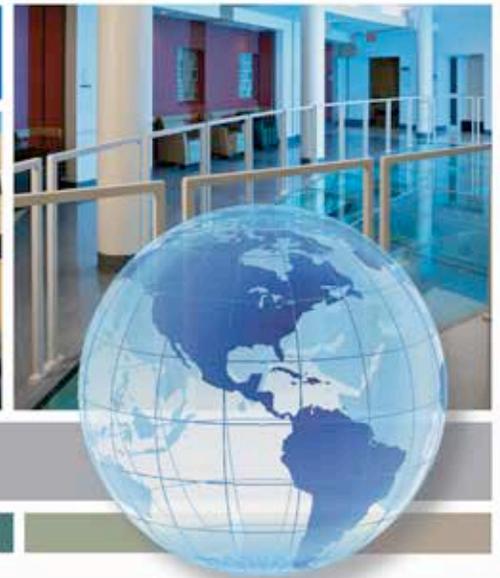


INSIDE MANAGEMENT



GLOBAL POSITIONING FOR A WORLD OF BUSINESS

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Dean Defines Strategic Priorities

In June, Dean Arjang Assad shared an outline of the new strategic priorities of the School of Management, which aim to meet changing university priorities as part of the [Realizing UB 2020](#) initiative. While the [vision of the school](#) remains unchanged, what continues to evolve is how the school will achieve that vision.

The new strategic priorities will work to significantly increase the quality of the scholarship of the school and of several degree areas. They also introduce new areas of emphasis: for the school to get much better at what it has been doing, and to extend efforts into important new areas.

- Under the new SUNY budget model, funding will be directly linked to enrollment. So in addition to meeting MBA program enrollment goals, undergraduate and MS program enrollment are strategic priorities. Recruitment, retention and the quality of the student experience will be a high priority.

- With the tuition increase for each of the next five years as part of [NYSUNY 2020](#), UB and the school will transform in terms of faculty size and quality. Plans are in place for the school to hire 15 net new tenure track faculty across all ranks.
- The school will support the strategy of the university through three areas of emphasis: health, entrepreneurship and leadership. These were selected based on their prominence in university strategic planning, the impact of the school's involvement both within UB and externally, and the potential for building faculty strength.
- Undergraduate, full-time MBA, MS, PMBA, EMBA and PhD programs will all have different strategic roles.

To read the strategic priorities in full, visit <http://mgt.buffalo.edu/internal/newsletter/strategicpriorities2013> [pdf]

Movie Night

Head to the Student Union on Aug. 20, 8-11 p.m. for a movie under the stars featuring "The Great Gatsby."

Popcorn, snacks and drinks provided by the School of Management Alumni Association.
[Sign up here!](#)

Tech Tips

By Julia Cohan

As I help people around the building, I use some Windows 7 features that surprise them. Here are two that I use all the time.

Drag a window to the edge of the screen to resize

This tip works best on a one-monitor setup. To view two documents or spreadsheets side by side on one screen, first click on the title bar of one window and drag it into the left side of the monitor and let go of the left mouse button. The window will resize to half the screen. Then open a second file in another window, grab its title bar, drag it to the right side of the monitor and let go. You will end up with a half-screen of one file, and a half-screen of the other file.

You can also do this if you have two monitors: just drag the second file to the right side of your right monitor.

In addition, you can use your cursor to grab the title bar and drag it to the top of the screen to make it full screen, or drag it down from full screen to make a smaller window.

Clean your Desktop

Your computer will perform better if you store files in folders on the K: network drive and not on your desktop. Take the time to move your files, including temporary working files, into proper folders on the network drive. You can then create shortcuts to those folders on your desktop.

For more Windows 7 tips, check out this article from Microsoft: <http://windows.microsoft.com/en-us/windows7/11-tips-for-windows-7>

Best Wishes to Larry Michael

By Mary Dahl

Larry Michael, a familiar face in the School of Management for 28 years, retired at the end of July.

As assistant dean for resource management, Larry has had his share of challenges to overcome. He worked diligently to meet the school's diverse human resource needs, keep the school's finances in order and manage the constant demands that accompany the never ending issues that come with our limited space and resources.

Speaking of limited resources, when he started at the School of Management, not only was Larry the director of the Career Resource Center, he and a secretary were the Career Resource Center. With more than 200 students in the MBA program at the time, this was no small feat. He is proud of his accomplishments, which include performing résumé critiques, practice interviews and implementing and automating the recruitment process. He laid an impressive foundation for today's nationally acclaimed Career Resource Center.

The highlight of Larry's career was the building of the Alfiero Center. He speaks frankly about the challenges that came with relocating office space for so many staff members and faculty, and says it was an intense and interesting project throughout all of the planning and construction phases.

"Before Alfiero was built, students would attend class and immediately go home," he says. "Now they have a place to gather, interact, do their work and relax. The building of Alfiero



transformed the dynamics of the school and its students."

Although Larry officially retired at the end of July, he will be available on an as-needed basis to Dean Assad and to support Dave Costello and Judy Bain until January 2014. After that, he has no definitive plans. He will travel the United States with his wife, spend time with his sons and continue his lifelong passion of officiating high school junior varsity football games.

When asked about what he will miss the most about his years at the School of Management, Larry speaks sincerely about his co-workers: "It has really nothing to do with the work. It is all about the friendships. It is the friendships that matter."

Larry, you have been a good friend to us all.

New Staff Member in the CRC



Bridgett Girdlestone (soon-to-be Green) joins the Career Resource Center team as their new office administrator. Bridgett coordinates the daily operations of the Career Resource Center, manages the student staff and practice interview program and serves as the primary point of contact for students, employers and faculty.

Bridgett comes to us from Lake Shore Savings Bank where she served as lead teller and customer service representative for the past three years. She worked directly with the vice president of the bank and monitored bank activity for all 10 branches in Erie County. Additionally, she supervised other tellers and was involved in the hiring process for new tellers. Bridgett earned her Bachelor of Science in Speech Pathology from the State University of New York at Fredonia.



A Chance to Help

This year marks the fifth annual university-wide school supply drive.

School of Management employees are encouraged to donate school supplies to benefit pre-kindergarten through eighth-grade students at several Buffalo schools.

Donated items, including paper, pencils, rulers, planners, markers and folders, will be distributed to the Futures Academy, Aloma D. Johnson Fruit Belt School, Martin Luther King Multicultural Institute, Highgate Heights Elementary and Westminster Community Charter School.

Parents, when you are doing your own back-to-school shopping, why not pick up a few extra items to donate to this worthwhile endeavor?

You can drop off your donations in the box located in 160 Jacobs until August 30.

Introducing Pancho

By Cathy Wilde

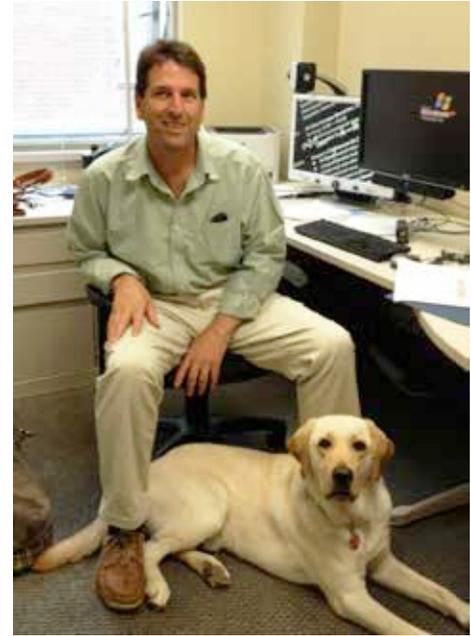
You may have noticed we have a new addition to the School of Management family. His name is Pancho, and he is Chris Salem's service dog.

Chris, undergraduate advisement associate in the Career Resource Center, says Pancho allows him to have more independence and mobility, especially around his home and neighborhood.

Pancho is a yellow Labrador from Guiding Eyes for the Blind, one of three major organizations that train service dogs. He is actually from a long line of service dogs with a 50-year lineage, according to Chris. After growing up in a foster home, Pancho received about four to six months of training before meeting Chris a few months ago.

"A field representative from Guiding Eyes came with him for home training," Chris says. She also accompanied Chris and Pancho as they got used to spending time together in the School of Management.

"It will probably take six months to a year before we're totally in sync with each other," Chris says. "But Pancho's adjusting well. I'm learning just as much as he is. It's my job to



keep him from being distracted and get him back to business."

You can help by remembering that, while Pancho is a beautiful dog, he is at the School of Management to **work**. Therefore, it's not appropriate to pet, call or distract him in any way. And please be sure to say hello to Chris, not Pancho, if you see them together in the school.

Communications Team Recognized for PR Work

The School of Management's Communications Office has been recognized by the Public Relations Society of America (PRSA) Buffalo Niagara Chapter and the State University of New York Council for University Advancement (SUNYCUAD) for outstanding execution of public relations programs and projects.

Jacqueline Molik Ghosen, APR, assistant dean and director of communications, was named the 2013 Outstanding Practitioner by PRSA Buffalo Niagara and was honored at the chapter's 24th annual Excalibur Awards banquet. She was cited for her professional achievements, for sharing her expertise and for her contributions to the PRSA Buffalo Niagara chapter.

In addition to the Outstanding Practitioner award, the Excalibur event recognizes top public

relations projects and programs. Jackie, along with Kevin Manne, APR, and Cathy Wilde, received a bronze Excalibur award in the magazines category for Buffalo Business.

The school's communications team also garnered three awards from the SUNY Council for University Advancement (SUNYCUAD): a Best of Category Award for Excellence in magazines for Buffalo Business; a Judges' Citation in the specialty pieces category for the Center for Entrepreneurial Leadership View Book; and a Judges' Citation in the excellence in writing category for a news release based on faculty research conducted by Lawrence Sanders, professor of management science and systems, about loyalty in online role-playing games. The awards were presented in June at the 2013 SUNYCUAD Annual Conference.

Annual Staff Retreat Features Tour of Buffalo Niagara Medical Campus

This year's staff retreat offered us the opportunity to learn more about the exciting developments on the Buffalo Niagara Medical Campus (BNMC). The day began with a light breakfast and presentations by Amy Johnson, associate director of development, on donor engagement, and Arjang Assad, dean, on the school's strategic priorities. Then we boarded buses to tour the New York State Center of Excellence in Bioinformatics & Life Sciences, the Jacobs Institute and the Thomas R. Beecher Jr. Innovation Center to learn more about the new research and business opportunities being fostered by the BNMC.

Following the tours, we were treated to lunch at the lovely Lafayette Hotel and heard remarks about the School of Management from recent graduate Kittie Pizzutelli, Michael J. Quinn, chief financial officer for UB Associates Inc., and Ross Sarraff, current JD/MBA candidate. It was another fun and informative retreat! Special thanks to the organizing committee, Kate Doran, Kate Ferguson, Amy Johnson, Melissa Korte and Dan Wolfe.

A few snapshots from this year's retreat:



Kate Ferguson and Jackie Ghosen show their UB pride.



Going green: Connie Rieck and Linda Larish.



Samantha Calabrese and Dierdre Marriner enjoy a break from the Undergraduate Office.



Olivia Emrich, Laura Amo, Hailley MacDonald and Caitlin Rush await their tour with tour guide Kerry Jones Waring, marketing communications manager at the Center of Excellence in Bioinformatics & Life Sciences.