

GRADUATE BUSINESS NEWSLETTER

WINTER, 2005

DR. JONATHAN SILBERMAN NAMED NEW DEAN, SCHOOL OF BUSINESS ADMINISTRATION



Effective July 1, 2005, Dr. Jonathan Silberman, professor of economics and former dean of the School of Global Management and Leadership at Arizona State University (ASU), West Campus in Phoenix, will join Oakland University as the Dean of the School of Business Administration. Dr. Silberman was the founding dean of ASU-West's School of Global Leadership & Management. Under his leadership, all of the school's academic programs were devel-

oped and implemented and the vision and mission of the school firmly established. Dr. Silberman's accomplishments include a strong focus on extensive business partnerships, attention to global business activity, and many innovative curricular programs. Prior to his dean position at ASU, Dr. Silberman held faculty and administrative positions at the University of Baltimore and Old Dominion University, in Norfolk, Virginia. He received his Ph.D. in Economics from Florida State University and has considerable experience in research.

In his new position here at OU Dr. Silberman will focus on continuously improving the learning experience for students, increase the impact of faculty scholarship, establish beneficial partnerships with the business community, and continue on working with the administration and faculty to enhance the national and regional reputation of the school.

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GRIZZLY ID NUMBERS AT OAKLAND UNIVERSITY

Oakland University students, faculty, staff and alumni are assigned an OU identification number called a Grizzly ID number. The Grizzly ID number is a system-generated number that includes one letter (G) and eight random-generated numeric characters. OU faculty, staff, students and alumni will need the number to access SAIL, WebCT, eBill and other university systems and services. During a transition period, SAIL will accept both SSN and the Grizzly ID number to logon. How to Get Your Grizzly ID Number:

You can get your Grizzly ID number via your Oakland e-mail account by answering security questions on the [Grizzly ID Number](#) Web site. Or in person by showing a picture identification:

- Students in any student services office
- Staff at University Technology Services (220 DHE)
- Faculty in the Office of Academic Affairs (205 WH)

Alumni should contact the Alumni Relations Office at (248) 370-3700 for assistance.

Students also can obtain their Grizzly ID by logging into SAIL using their SSN and PIN, then accessing the student schedule or grades. The Grizzly ID and name appear in the upper right hand corner.

Grizzly ID numbers will not be released over the phone.

IMPORTANT INFORMATION ABOUT REGISTRATION

FALL 2005 REGISTRATION BEGINS MONDAY MAY, 9 - AUGUST 31, 2005

MGT 535: Advisor permission is needed to register for this course. Call the Graduate Business Programs Office at 248-370-3287 to be registered. This course should be taken at the end (or near the end) of your program. Students are unable to use SAIL to register for this course.

WAITLIST PROCEDURES: Waitlists will be strictly enforced. If a course you want is closed, you should add your name to the waitlist (located on the graduate business web site: www.sba.oakland.edu/mba). Students on the waitlist will be notified as soon as there is an opening in the course or the instructor agrees to add new students. We will contact you by email to verify that you still want the course. You should respond to our request within 24 hours. If you agree, we will add you to the course. After classes begin, an instructor's signature is needed to add a student to the class, but the OGBP is asking faculty to use the waitlists maintained at our office, so all students are treated fairly in the registration process.

INTERNATIONAL ELECTIVES: Any 600 level course with International or Global in the title will fulfill your international elective.

INFORMATION SYSTEMS ELECTIVE: Any 600 level MIS or FIS course will fulfill your IS elective.

YOU WILL NEED YOUR GRIZZLY ID FOR REGISTRATION!



Register Early on-line at

www.oakland.edu

FALL 2005 SPECIAL TOPIC COURSES

FIN 680: FINANCIAL MARKETS, INSTITUTIONS AND RISK MANAGEMENT

PROFESSOR: MATT BLASKO

The course provides a perspective on the economic role and functions of financial markets, and the business and risk taking of financial institutions. It will help you understand the:

- Instruments and functions of financial markets: fixed-income markets, equity markets, derivatives markets.
- Business, risk taking and risk management of financial institutions such as commercial banks, insurance companies, mutual and pension funds, and venture capital firms.
- Regulations and objectives of government agencies such as the Federal Reserve, the SEC, and FDIC.

Additional topics include: credit and term structure of interest rates, interest rate forecasting, management and measurement of risks, Value-at-Risk concept, and international banking. Students will learn the terminology used to effectively communicate issues involving financial markets, instruments, and institutions. The course will be composed of lectures, case studies, student presentations, and discussions.

MKT 680: ENTREPRENEURIAL MARKETING

PROFESSORS: JOHN KIM & MARK SIMON

If you are interested in marketing and think that you might ever start a new company or introduce a very innovative product or service, this is the course for you! These entrepreneurial settings require making unique marketing choices that will determine whether you experience the agony of failure or the ecstasy of success. The course combines marketing theory with practical advice that will guide you in the day to day decisions you will have to make. Specifically, the course explains how to:

- Build a marketing program when you have almost no money.
- Conduct market research, when potential customers have never contemplated anything like your product before.
- Maximize the amount you learn as you market your product.

Grading will be primarily based upon essay tests and papers. Class activities will include cases, lectures, guest speakers and experiential exercises.



MKT 680: LOGISTICS IN SUPPLY CHAIN MANAGEMENT

PROFESSOR : MOHAN PISHARODI

The framework of supply chain management (SCM) positions an organization within a larger chain of supplier and customer organizations. It enables organizations to gain competitive advantage through the management of their inbound, internal, and outbound flows. Logistics is a closely related field that focuses on the physical flow of materials and finished products: a critical aspect of supply chain management. This course focuses on the role of logistics in adding value to the supply chain and in creating supply chain excellence. Topics covered will include the theory, the principles, and the practice of logistics and supply chain management, demand management, customer service, supply management, inventory flows, facilities and warehousing, transportation, third-party and fourth-party logistics, logistics information systems, logistics technology and infrastructure, connectivity, supply chain transparency, reverse logistics, and performance measurement in logistics and supply chain management. The course will make use of a variety of instructional methods including cases and practical exercises.

MGT 682: ENTREPRENEURSHIP IN A GLOBAL ENVIRONMENT

PROFESSOR: MARK SIMON

Take a course like no other offered!! Use academic concepts to help start a real company. The class will write business plans, one or more of which will be implemented the very next semester. OU is starting a separate company that will sell products to Walgreens. Through special agreement, Walgreens has promised us they will place the products in prime spots within 91 of their stores and allow us to determine how to merchandise the products. You will research which products to sell to Walgreens, negotiate the terms, figure out promotional strategies and determine pricing. You will also explore many international issues such as how to source goods from other countries. A panel of business executives, including Walgreens' District Managers, will help judge your written business plans and oral presentations. Your plan, once implemented, can easily make up to five-figure profit per month, all of which will be donated to charity. Imagine the pride you will feel and it won't look bad on a resume either!

ORG 680: ELECTRONIC SYMPOSIUM ON DIVERSITY

PROFESSOR: HOWARD SCHWARTZ

The topic of "diversity" is everywhere these days, but free discussion of the issue is hard to find. Yet, certainly a matter of this importance should be examined from all sides. This class is intended to provide an opportunity for open and robust discussion of diversity and the related matter of affirmative action, using a range of contemporary writings representing different perspectives. We'll look at issues like what does diversity really mean, what is the evidence that diversity benefits an organization, how do the mechanisms that promote diversity in an organization actually work, and why is there such a taboo around the issue of diversity. The class will take place on the internet, which provides a wonderful means for holding free discussion.

TENTATIVE FALL 2005 SCHEDULE OF CLASSES*All classes meet 6:30 pm-9:20 pm unless otherwise noted.***MAIN CAMPUS**

Course	Title	Day	Notes
ACC 401	Advanced Financial Accounting	T/R	3:00-4:15 p.m.
ACC 411	Auditing	W	
ACC 412	Government & Not-For Profit Accounting	R	
ACC 415	Federal Income Taxation	M/W	3:30-4:45 p.m.
ACC 511	Financial Accounting	S	8:30-11:20 a.m.
ACC 512	Managerial Accounting	R	
ACC 518	Intro Accounting Info Systems & Database	M	1
ACC 518	Intro Accounting Info Systems & Database	T/R	3:00-4:15 p.m. (1)
ACC 526	Audit & Control	R	2
ACC 521	Income Tax II	W	
ACC 601	Financial Analysis & Reporting	T	
ACC 630	Accounting & Communications	M	3
ECN 521	Managerial Economics	W	
FIN 533	Financial Management	M	
FIN 533	Financial Management	S	8:30-11:20 a.m.
FIN 633	Advanced Financial Management	W	
FIN 627	International Financial Management	R	
FIN 680	Markets, Institutions & Risk Management	M	
MGT 526	International Business	T	
MGT 550	Legal Environment of Business	M	
MGT 535	Policy Strategy & Goals	R	4
MGT 682	Entrepreneurship in Global Environments	M	5
MIS 514	System Analysis	T	
MIS 516	Software Project Management	R	
MIS 524	Enterprise Information Systems	T	
MIS 636	Decision Support Systems	S	8:30-11:20 a.m.
MIS 640	IS Security	W	
MIS 648	International Issues in MIS	T	
MIS 650	Project Seminar for MSITM	M	4
MKT 650	International Marketing	W	
MKT 680	Entrepreneurial Marketing	T	
MKT 680	Logistics in Supply Chain	R	
ORG 530	Organizational Behavior	T	
ORG 631	Human Resources Management	T	
ORG 680	Electronic Symposium on Diversity	S	8:30-11:20 a.m.
POM 521	Operations Management	W	
POM 641	Manufacturing Planning & Control	T	
POM 648	Project Management Techniques	R	
QMM 510	Statistical Analysis for Managers	W	

SEAHOLM HIGH SCHOOL

ECN 521	Managerial Economics	R	
ECN 620	Money, Financial Institutions & Markets	W	
FIN 618	Investment Analysis	T	
MGT 526	International Business	M	
MGT 535	Policy Strategy & Goals	T	4
MKT 560	Marketing Management	M	
ORG 530	Organizational Behavior	R	

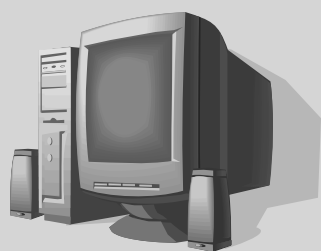
MACOMB INTERMEDIATE SCHOOL DISTRICT BLDG.

ACC 511	Financial Accounting	T	
MIS 524	Enterprise Information Systems	W	
MKT 560	Marketing Management	R	
ORG 636	Leadership & Group Performance	W	
POM 521	Operations Management	M	

TENTATIVE SCHEDULE OF CLASSES

FALL 2005 SCHEDULE OF CLASSES NOTES

1. This course was previously FIS 618. This course will fulfill an MBA's IT elective requirement.
2. This course is designed for MACC students; however an MBA student with accounting experience may take the course. Please discuss with Donna Free, Coordinator Graduate Business Programs, (free@oakland.edu).
3. This course does not fulfill the 600-level Accounting requirement for MBA students. This course will fulfill a 600-level open elective.
4. Advisor permission is needed to register for this course. Call the Graduate Business Program Office at 248-370-3287 to be registered. This course should be taken at the end (or near the end) of your program. Students are unable to use SAIL to register for this course.
5. If you have already completed MGT 656, you may take MGT 682 and receive credit. If you are working on the Entrepreneurship concentration, you may take MGT 682 instead of MGT 656.



Register early on line at:

<https://sail.oakland.edu>

**OAKLAND UNIVERSITY COMMENCEMENT CEREMONY**

Commencement is a special time for Oakland University to pay tribute to its graduates. It is an exciting time for the graduates to share their hard work, dedication, and academic accomplishments with fellow graduates, family, friends, and faculty. Commencement is held twice annually in May, for April and June graduates and in December for the August and December graduates.

Students can go to the commencement web site (<http://www2.oakland.edu/provost/web/commencement/>) in order to download the Commencement Packet of Information. The packet includes information about applying for graduation, the ceremony schedule, graduate seating, guests tickets, caps, gowns, announcements, rings, honors and awards, graduate arrival and line-up diplomas, parking, photographs, video tape/DVD purchase, and inclement weather. The packet also includes important dates and phone numbers. A guest ticket request form can be downloaded and sent to the Office of the Vice President for Academic Affairs and Provost. There is also a form to order a VHS or DVD of the fall commencement ceremonies. The Alumni Association has provided information listing all of the benefits associated with becoming a member. This website will answer any questions that the graduates may have.

Applications for degree are available in the Academic Records Office or you go to the Registrar's webpage and fill out an application on line at <http://www2.oakland.edu/registrar/>. The non-refundable fee is \$30, payable at the Academic Records Office or the Cashiers Office, 120 North Foundation Hall or billed to your account. You must file the application prior to the published deadline for the semester or session of intended graduation.

Graduate students receiving degrees at the master's level or above should apply for degree one semester or session prior to the semester or session of intended graduation.

APPLICATION DEADLINES

Winter 2005 Semester	Friday, January 28, 2005
Spring 2005 Session	Friday, January 28, 2005
Summer 2005 Session	Friday, May 6, 2005
Fall 2005 Semester	Friday, September 9, 2005
Winter 2006 Semester	Friday, January 27, 2006
Spring 2006 Session	Friday, January 27, 2006
Summer 2006 Session	Friday, May 5, 2006



MASTER'S STUDENTS HONORED AT MEADOW BROOK HALL

The School of Business Administration will hold its 23rd annual Master's dinner on, Friday, April 29, 2005 at Meadow Brook Hall on Oakland University's main campus. The dinner will honor those students who have completed their graduate business degree in, Summer 2004, Fall 2004, Winter 2005, and Spring 2005.

The evening will start with a reception in the Great Hall, where graduates and their guest, will have the opportunity to meet and mingle with the Dean of the School of Business Administration, faculty and staff. Following the reception, dinner will be served in the Christopher Wren Dining Room, an elegant way to celebrate your prestigious degree and a great way to end your busy work week.

Congratulations to all graduates.



We're on the web
www.sba.oakland.edu

CHECK YOUR OAKLAND UNIVERSITY EMAIL ACCOUNT FREQUENTLY!!

Instead of sending information through the U. S. Postal Service, Oakland University will e-mail information and direct links to secured Web sites to students via their official OU e-mail address. This includes:

- * Grades availability
- * Tuition and fee bills
- * Financial aid
- * Schedule of classes
- * Graduation information

OU Students will also receive the latest news, information and more through their Oakland e-mail account. The university will hold students accountable for the information sent via e-mail. Therefore, students should check their Oakland e-mail account regularly-at least twice each week. Oakland's University Technology Services Web site offers tips and information about activation, accessing and forwarding your OU e-mail. You can find the Web site by clicking the Info Tech button on OU's home page or going there directly at: www.oakland.edu/uts/ then clicking E-mail Services. For more information see: www3.oakland.edu/oakland/studentemail/



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