



UNIVERSITY OF
SOUTHERN MAINE
School of Business

Spring 2009 School of Business Newsletter

School of Business launches “Sustainable Business” track

USM’s School of Business is proud to announce the launching of its “Sustainable Business” track under the General Management major.

Nancy Artz, the program’s organizer (and advisor) offers the following description:

“Students in the Sustainable Business track will be better prepared to identify green market opportunities, and to manage

organizations with the ‘triple bottom-lines’ in mind: financial, social, and environmental performance.

The keystone course in the track is BUS 357 (Triple Bottom-Line Marketing), which is offered during the fall semester. Students in the track can also choose courses focusing on entrepreneurship or sustainability that are offered within the business school, or from other departments—such as Environmental Science and Economics.”

USM’s Undergraduate Admission officials are excited about this opportunity to appeal directly to today’s generation of environmentally-sensitive students. “When you talk about ‘green’ initiatives, their ears perk up and

their faces lighten. You can really see that this sort of thing is something that’s front and center on their minds, and this will be a great opportunity to recruit students to the Business School,” says Sarah “Cookie” Treible, an Admissions Counselor here at USM.

Nancy Artz is this program’s faculty sponsor, and interested students and alumni can contact her by calling 207.780.4321 or by emailing her at artz@usm.maine.edu.



Sport Management Club looking for “teammates”

The Sport Management Club is a brand-new student-run club. They currently are in the process of creating exciting fundraising events as well as attending related events. Some of these events include the Sea Dogs’ Clubhouse Luncheon on March 27th, as well as the Sport Management and Entertainment Executive Lecture and Career Fair on April 4th at Gillette Stadium in Foxboro, Massachusetts.

The club is actively seeking members, and is open to any interested students...not just Sports Management students.

They meet Tuesdays at 6:00PM in the Woodbury Campus Center on the Portland Campus.

They have even started a Facebook site, and there are daily updates with internship offerings and more. Simply search Facebook for “USM Sport Manage-

ment Club.”

On a related note, there are many Sport Management internships available at www.teamworkonline.com—check out the site, or you can talk with Professor Jo Williams (jwilliams@usm.maine.edu or 207.780.4032) or Melissa Burns (mburns@usm.maine.edu or 207.780.4020) for the scoop!

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Special points of interest:

- > Sustainable Business track launches for Fall 2009
- > Sport Management Club announced
- > Two new MBA concentrations announced
- > Internships, networking, and job opportunities

Inside this issue:

Internships abound	2
SIFE Update	2
Got Workstudy?	2
Graduate School	3
From the Dean’s Desk	4
Summer Registration	5
Fall Registration	6

Registration time is here!
See p4 & 5 for details...



Internships, Job Fairs, and Career News—oh, my!

It's not news that the economy is going in a direction that many of us would not prefer to see. One byproduct of the economic situation is that the current job market is more competitive than it's been in recent memory. Wouldn't it be great if your school helped you get your degree AND helped you get an internship or job after college?

We do! USM's School of Business offers many opportunities to start your professional network—and your experience in your field—even before you put on your cap and gown.

Melissa Burns (mburns@usm.maine.edu or 207.780.4020), the School of Business's Career Services & Internships Coordinator, helps students move from the land of "no experience" to the land of "been there, done that." Through her work with local and national employers, she can connect you with the internships or job opportunities that you want. She has a variety of tools at her disposal: from job fairs (<http://usm.maine.edu/careers/JobFair/index.htm>) to the comprehensive "eRecruiting" software suite, she

can help move your career to the next level.

Internships are an important part of many students' academic career, but they're by far not the only thing that we can offer. Check out the information found here: <http://usm.maine.edu/sb/newsletters/CareerMarch4-09.pdf>

and learn about job fairs, job openings, internships, and other career-related items.

If you have any questions, give Melissa Burns an email or a call. She would love to help you!

SIFE update

USM's SIFE (Students in Free Enterprise) team will present a report of what they did this year to a panel of judges at a regional competition in Providence, Rhode Island.

This year's projects included one at Long Creek Youth Development Center, and involved working with the inmates on the top-

ics of "personal success, financial literacy, and entrepreneurship."

SIFE also did an interesting environmental sustainability project with Sam's Club in Scarborough. The SIFE team helped two of Sam's Club's business members make their businesses more environmentally sustainable.

The team also partnered with Junior Achievement of Maine on its statewide entrepreneurship competition, TITAN. They also ran a microfinancing project and delivered some Junior Achievement curricula to local schools.

USM's SIFE team has been the New England Regional Champion for four of the last five years!

Interested in joining SIFE? Drop by: Thursdays at 6:30PM in 327 Luther Bonney, or email timothy.a.pulsoni@maine.edu or voyer@usm.maine.edu



The School of Business wants YOU! (if you have workstudy)

The School of Business has opportunities for students with Federal Workstudy funds available. The only limitation on how many hours you can work is how long you want your workstudy award to last! Well, that and how much time you need to spend working on schoolwork!

You will have the opportunity to meet—and help—fellow School of

Business classmates, to learn about what happens behind the scenes to make your school run, and to connect with the faculty and staff on a completely different level.

If this sounds interesting, either stop by (113 Luther Bonney Hall) or call (207.780.4020) the main office between 8:00AM and 4:30 any Monday through Friday that

we're not closed due to snow and ask to speak with Cathryn. She'll get you set up with an application, and answer any questions you might have.

Also, it's not too early to begin thinking about jobs for the fall semester! What economic melt-down? Get your job lined up now so you can relax...

Graduate School questions?

Thinking about graduate school? Consider the MBA at USM! New for Fall 2009 are two optional concentrations in the MBA program – Taxation or Finance.

The MBA is designed for students who wish to advance their ca-



reers and contribute to their companies. Partnering with the business community, the program emphasized the skills needed to inform and guide organizational change. Student in the program develop cross-functional business solutions to “real-world” problems and cultivate a broad critical perspective, interpersonal skills, and the analytical tools of management. The program also emphasizes an appreciation of the international and ethical contexts of professional practice.

The MBA is comprised of five foundation courses (all of which may be waived with appropriate undergraduate equivalent courses), ten core courses (covering the functional areas of business) and three elective or concentration courses that allow focus in a particular discipline or the exploration of other topical areas of business.

The taxation concentration provides the necessary introductory background for students who want to specialize as pro-

professionals in the field of taxation. Students complete two required courses covering advanced topics in business and individual taxation and select one elective course such as tax policy, tax internship, or another specialized tax topic. The taxation concentration builds technical, research, and other analytical skills necessary for success in the profession. One undergraduate course, ACC 413 Concepts and Strategies of Taxation, is a required prerequisite to all taxation concentration courses.

The Finance Concentration offers advanced financial training to professionals who want to specialize in the field of finance. Students choose concentration courses from the areas of financial modeling, investments, international finance, valuation, or current issues. The finance concentration focuses on the application of financial tools to real-world problems, technical competence in the various functions of finance, and professional responsibility and ethics.

GMAT Questions?

Yes, you’ll need to take the GMAT in order to get into the MBA program, but fear not! The School of Business has you covered here, too. We offer GMAT review courses for \$225 (or \$200 for current School of Business students and School of Business alumni.) This next course starting March 12th runs for four consecutive Thursdays from 6:00–9:00PM.

Now, while the review course is a great advantage, it’s in no way a substitute for studying on your own. You’ll still need to put in some time brushing up on the subjects you’ll be tested on, but the course is a great leg up on that preparation.

Interested in registering? Call Justin Swift (jswift@usm.maine.edu or 207.780.4022) or Alice Cash (acash@usm.maine.edu or 207.780.4184). Payment may be made by credit card (Visa, MasterCard, or Discover) or by check.

Want some information on scheduling the GMAT, or would you like some free prep software? Visit <http://www.mba.com/mba> for both!

The next GMAT review course starts THURSDAY, MARCH 12TH AT 6:00PM!

More GMAT review sessions will be posted on the School of Business web site as they become available!



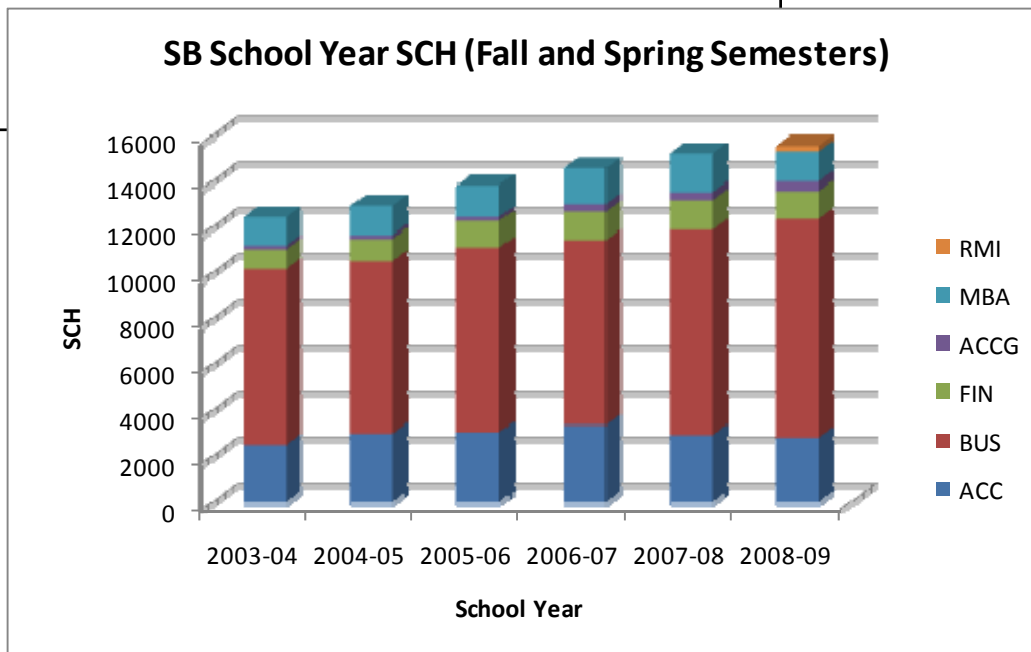
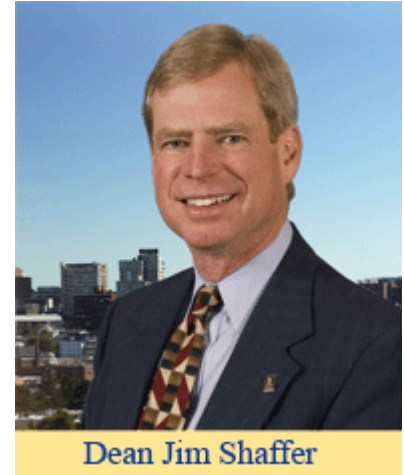
From the Dean's Desk

While most of USM struggles with declining enrollment, the School of Business has been consistently UP in enrollment and Student Credit Hours (SCH) delivered by our faculty over the last five years. We have been fortunate to add three faculty members. However, as this chart shows, SCH is up 25%, in spite of our faculty being up only 12%. Why? The short answer is continued demand for our educational "product," combined with creative and hard work by our faculty. In particular, we have created a new Marketing major and a number of new "tracks" or concentrations, most of which were added simply by deploying our faculty more effectively. The new programmatic offerings include Entrepreneurship and Small Business, Generalist, International Business, Risk Management and Insurance, Sport Management, and, most recently, Sustainable Business. We also re-worked our math, probability, and statistics courses to make them more user friendly, often removing roadblocks for students to advance their pursuit of a business degree.

In short this growth hasn't been the result of a "silver bullet," it's been more like "silver buckshot," with many people doing many things differently to create more attractive educational offerings.

Jim Shaffer, Dean and Professor of Business

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Prerequisite Changes

The School of Business is constantly trying to improve students' success by ensuring that the prerequisites for courses make sense, are truly helpful, and don't unnecessarily slow students' progress. With that core philosophy in mind, the faculty of the School of Business has adjusted the prerequisites for some courses, and those changes are listed here. Keep in mind that while your catalog year and courses required for your degree do not change, **you do need to keep up with the most current prerequisites.** If you have any questions about what these changes mean to you and your academic progress, please don't hesitate to contact your advisor.

And now, the changes:

Course	Prerequisite
RMI 220 (formerly RMI 320)	Change from MAT 210D to any "D" course (see the following link for a list: http://usm.maine.edu/reg/Springtabloid/CoreCurriculum.pdf)
BUS 275	Change to any statistics or statistics equivalent, list is now: MAT 108 with "C-" or higher and a "C-" or higher in one of the following - MAT 210D - Business Statistics – PREFERRED MAT 211D – Probability MAT 120D - Intro to Statistics LAC 328D - Statistics PSY 201D - Statistics in Psychology ITP 240 - Industrial Statistics
BUS 369	BUS 275 is now corequisite, list is now: ABU 190 w/"C" or better (or successful test-out) BUS 275 (or corequisite) or MAT 212, BUS 260 and Junior standing
ACC 410	Added ACC 329 to existing prerequisites, list is now: ACC 302 ACC 329 Senior standing
ACC 413	ECO 101J no longer prerequisite, list is now: ACC 110 Junior standing

Summer Registration Information

Graduate Students

Monday March 30—Graduate Students (in a Degree Program)

Thursday April 2—Graduate Students (in a Certificate Program)

Monday April 6—Open Registration for Graduate Courses

Undergraduate Students

Monday April 13—Registration begins for all USM Undergraduate Students (following the [Fall 2009 Priority Registration Schedule](#) found on page 6)

Monday April 27—Open Registration for all Summer Session courses

Fall Registration Information

By this point in the year, you should know what you should be taking in the Summer '09 and Fall '09 semesters. If you don't, make an appointment with your advisor at least before the first day of Summer registration (March 30th.)

REMEMBER—the credits used in the list below will NOT count the credits you're currently enrolled in. Registration starts before classes from the previous semester end, so plan accordingly. Log into MaineStreet and look at how many credits are in your "earned" box. Use that number to plan your registration!

Undergraduate Students

13 April—Monday

- 6:00 am— Seniors with 120 plus credits
- 12:00 pm— Seniors with 114 credits or more
- 6:00 pm— Seniors with 104 credits or more

14 April—Tuesday

- 6:00 am— Seniors with 94 credits or more
- 12:00 pm— Seniors with 84 credits or more

15 April—Wednesday

- 6:00 am— Juniors with 79 credits or more
- 12:00 pm— Juniors with 74 credits or more
- 6:00 pm— Juniors with 69 credits or more

16 April—Thursday

- 6:00 am— Juniors with 64 credits or more
- 12:00 pm— Juniors with 59 credits or more
- 6:00 pm— Juniors with 54 credits or more

21 April—Tuesday

- 6:00 am— Sophomores with 49 credits or more
- 12:00 pm— Sophomores with 44 credits or more
- 6:00 pm— Sophomores with 39 credits or more

22 April—Wednesday

- 6:00 am— Sophomores with 34 credits or more
- 12:00 pm— Sophomores with 29 credits or more
- 6:00 pm— Sophomores with 24 credits or more

23 April—Thursday

- 6:00 am— Freshman with 20 credits or more
- 12:00 pm— Freshman with 16 credits or more
- 6:00 pm— Freshman with 12 credits or more

24 April—Friday

- 6:00 am— Freshman with 1 credits or more
- 12:00 am— Freshman with 0 credits or more

27 April—Monday

- 6:00 am— Distance Ed/Online and LAC classes only

Graduate Students

30 March—Monday: Graduate Students (in a Degree Program)

2 April—Thursday: Graduate Students (in a Certificate Program)

6 April—Monday: Open Registration for Graduate Courses

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We prepare and inspire current and future leaders and stimulate economic growth by providing quality learning opportunities, valuable research, and professional service, all in partnership with the business community.



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Accounting Majors: Scheduling Notes

In your course planning for the 2009-2010 academic year, please note that ACC 418, Principles of Fraud Examination (formerly listed as ACC 318) will be offered for the first time as a Summer course. It will be offered during the first session of this summer's Summer Session courses, and you can enroll in it straight from MaineStreet.

Secondly, ACC 405 will not be offered in the spring semester of 2010, as Professor Shields will be on sabbatical. The next offering of ACC 405 will be in the spring semester of 2011. In place of Spring 2010's ACC 405, the School of Business will be offering ACC 441, International and Advanced Accounting Topics.