

**IN THIS ISSUE:** spring registration, scholarships, olympics, the new core, mud, and more!

## It's Almost Scholarship Time!

Congratulations! As a School of Business student, you are part of a school with an active and robust scholarship program. Last year alone we awarded over \$43,000 to students, and we look forward to another active scholarship season this year.

When the application season draws closer, our faculty will be announcing the fact in class, we will be advertising it with posters throughout Luther Bonney, and by posting information on our facebook (here) and our website (here).

Application materials will be posted by **November 14**

Application deadline is **February 10, 2012**

Winners will be invited to attend an awards event at the end of **April, 2012**

## Director's Column

*by John Voyer, School of Business Director*

What if somebody gave you money, with almost no strings attached, to invest in a venture that was so sure-fire that you were practically guaranteed a big return? Would you be interested? Would you take it? Or would you be worried that there was some kind of catch?

Well, I am here to offer you just such a deal—a **School of Business scholarship**.

Every year, the School of Business gives away tens of thousands of dollars to help students pay the tuition, fees and expenses they incur as students at USM. Almost all of this money comes from donors who believe in the value of contributing to the future of our region and our country. Donors like Phillip Jagolinzer and his wife Joan; Dr. Jagolinzer was a long-time Accounting faculty member at the School who left money to help defray the expenses of outstanding students of Accounting. Or donors like the Wright Express Corporation, who fund a scholarship to help pay the costs of students who exemplify outstanding leadership, scholarship, and strength of character. Or the anonymous donor who allows the Director of the School of Business to award a scholarship to a deserving student of her or his choice.

What is the return on this investment in a college degree? Georgetown University's Center on Education and the Workforce recently published a report, "The College Payoff," that quantified this return. According to the Center's press release, "According to the study, individuals with a bachelor's degree now make 84 percent more over a lifetime than those with only a high school diploma, up from 75 percent in 1999. Today, bachelor's degree holders can expect median lifetime earnings approaching \$2.3 million. By comparison, workers with just a high school diploma average roughly \$1.3 million...." That means that, in 2011 dollars, a college degree is worth about one million dollars over the course of the average graduate's lifetime.

But there is a catch—you have to apply for the money. Sometimes the application is just a name and address form (so the money practically is free), and sometimes you have to write an essay (so there is a modest amount of "cost" to getting the money). However, I think you'll agree that even this is a small price to pay for getting almost free money to invest in a venture that will return a million dollars.

There is one important, and often misunderstood, thing that is not a catch—getting a scholarship does not reduce your financial aid. Getting a School of Business scholarship helps close what the financial aid people call "unmet need," which is the difference between your costs and your financial aid. If you have no unmet need, a School of Business scholarship would increase your grant-based aid and reduce your loans, if you have them.

Soon, we will begin publicizing our scholarship process. Please be on the lookout for our notice on this, and make sure to ask for your pot of free money to help you make that cool million.

## BUS 399 - London 2012: Management, Marketing and the Cultural Olympics July 27-August 7 2012 (3 Credits)



The Olympic Games are considered one of the most exciting, complex, and global sporting events in the world. This 10-day course to the 2012 London Olympics will provide students with a unique, inside perspective into the business aspects of the Olympic Games, including the management and marketing of a global sporting event. Additionally, the multi-cultural environment of the Olympics will provide students an opportunity to explore the cultural impacts of international sport and the greater Olympic movement.

### The itinerary includes:

- Opportunities to attend official Olympic events
- Meetings with industry professionals
- Time to experience and explore the cultural aspects of the Olympics
- Tours of famous London sites such as the Tower of London, London Eye, and Windsor Castle.
- Ten nights in London at the centrally located Celtic Hotel near Russell Square

Applications are due October 31, 2011 and financial aid may be used to cover the cost of the trip. For more information and specific details visit:

<http://usm.maine.edu/international/travel-london> or contact Professors Heidi Parker ([hmparker@usm.maine.edu](mailto:hmparker@usm.maine.edu)) or Jo Williams ([jwilliams@usm.maine.edu](mailto:jwilliams@usm.maine.edu)).



**facebook us for updates!**

## BUS 316—Sport Event Management Spring 2012 (3 credits)

This course provides hands-on, practical experience as students are responsible for managing the 2nd Annual Into the Mud Challenge. The class is organized in a business format with students assigned to working committees which plan, organize, publicize, and manage all aspects of the event. Students must be willing to commit to regular out of class work as well as commit to being on site and working the day of the event.

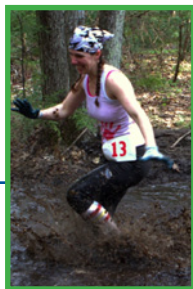
Students who took BUS 316—Sport Event Management last spring had the following to say about the course:

*"This was an amazing experience for myself as a senior getting ready to go out in the 'real world'. It was so hands on and full of great skills that I can continue to use to further my career."*

*"This was the best class I've had at USM. It required a lot of time and effort but it was for more than just a grade, which was the most satisfying part."*

*"I think this course helped learn significant skills that will help me in my career."*

For additional information, contact Jo Williams ([jwilliams@usm.maine.edu](mailto:jwilliams@usm.maine.edu)) or Heidi Parker ([hmparker@usm.maine.edu](mailto:hmparker@usm.maine.edu)).



## Did you know?

The learning center has moved from 253 Luther Bonney to the 3rd floor (temporary location – ultimately will be located on the 2nd floor) of the Library and is now called the USM Learning Commons.

You can reserve group study rooms or make an appointment with a tutor for help with writing, math and other subjects. Visit [www.usm.maine.edu/learningcommons](http://www.usm.maine.edu/learningcommons) to see what the learning commons has to offer.

The Accounting Faculty have teamed up with the Learning Commons to offer Accounting tutoring services. Appointments are expected. Students can view and self-schedule available appointments through the new online platform: [usm.askonline.net](http://usm.askonline.net)

Tutoring appointments are at no cost to students, and provide an opportunity for guided, knowledgeable time on task with the Accounting content. Tutoring is offered Tuesdays through Thursdays by appointment only, which can be scheduled as far as two weeks in advance. Tutors are available to help with ACC 110, 211, 301 and 302. The tutors want to help you – take advantage of them.

You can also use [usm.askonline.net](http://usm.askonline.net) to ask tutors questions without going to meet with them in person.

## Students in Free Enterprise (SIFE) at USM

### Get Involved.

We connect students with business leaders and the community to create a better world using business concepts learned in the classroom. We do team community outreach projects that empower people in need by applying business and economic concepts and an entrepreneurial approach to improve their standard of living and quality of life.

### Work on a Local Issue

High School Drop-Out Prevention at Portland High School

Teaching young people how to succeed after they are released from Long Creek Youth Development Center

Working with Harvard Business School's Doorways to Dreams (D2D) Foundation to help low- and moderate-income people build assets

Working with Sam's Club on the Sam's Club Environmental Challenge, installing energy-saving products at two local small businesses

Any other ideas you have!

### Connect with Business Leaders

SIFE allows for a great deal of networking. As a SIFE member, you have more connections with numerous businesses and their career and internship opportunities.

### Measure Your Impact

SIFE sets up a series of Regional Competitions so that every SIFE team can share its success. Each team creates a presentation and shares its story. Executives from SIFE donor companies, such as Wal-Mart and Waste Management, judge these competitions. Teams that judges think have the greatest impact in their community go to the national competition and the very best make it to the World Cup. This spring we will be traveling to the Regional Competition in New York City.

If you are interested in joining USM SIFE, we'd love to have you! We can use your help on all projects.

### To Join

Drop by one of our meetings, which are on Wednesday evenings at 6:30 p.m. in Luther Bonney 310. Contact faculty advisor Professor John Voyer at 780-4597 or [voyer@usm.maine.edu](mailto:voyer@usm.maine.edu).

**SIFE—A Head for Business. A Heart for the World.™**



# SPRING SEMESTER REGISTRATION

Faculty and professional advisors will see students by appointment. To determine the name of your advisor, go to your Student Center on MaineStreet and you will see your advisor's name in a box to the right of the screen. If you click on "details" you will be given a link to his or her email. If no advisor name is displayed, call 780-4020 for assistance.

All students in School of Business majors who have completed less than 54 credit hours or whose cumulative GPA is below 2.33 must obtain an "Enrollment PIN" from their advisor in order to register. (Please note, the credits in which you are currently enrolled are not considered completed.) If you are among the students in the School of Business who have, as of the end of summer 2010, met the minimum 54 credits completed and minimum 2.33 cumulative GPA so that you should not be required to input a PIN, but nonetheless find MaineStreet telling you that you need a PIN, please call the School of Business office for assistance (780-4020).

During the spring 2011 semester, 100- and 200-level ACC, BUS, FIN and RMI courses are available to USM students in any major who meet the course prerequisite(s). No undergraduate student, unless accepted into a major in the School of Business, is allowed to take more than 30 credit hours in business courses under any circumstances. The undergraduate business program has the responsibility of monitoring the implementation of this requirement. No student may pursue more than one minor offered by the School of Business.

To enroll in 300- or 400-level School of Business courses during early registration, a student must first be currently in a USM degree program and have fewer than 28 credit hours in business courses or be in a USM School of Business major, minor, certificate program or in a non School of Business program that has these courses as specific requirements for graduation. Students must also meet any minimum accumulative grade point average requirements (see catalog). In addition, for School of Business courses, a student must have obtained the required class standing (sophomore, junior or senior), and must have completed – or be currently (fall or winter 2010) enrolled in – the prerequisites for all desired spring 2011 School of Business courses.

Juniors and seniors who are not in a USM program that has School of Business 300- or 400-level courses as specific requirements for graduation may not enroll.

## Prepare For Advising

- Go to your Student Center (MaineStreet) to see when you are eligible to register for classes.
- Review the Core curriculum requirements for your catalog year at: <http://www.usm.maine.edu/catalogs/>
- View your Degree Progress Report on MaineStreet to see remaining Core and major requirements.
- Bring a copy with you to your advising session.
- Use the Graduation Planner (see: <http://usm.maine.edu/success/gradplanner>)
- Review the course schedule of next semester courses available through MaineStreet.
- Develop a tentative schedule of classes and check to see if you have met proficiency and course prerequisites.
- Add the courses you are eligible to take to your Wish List on MaineStreet.
- Remember to make an appointment with your academic advisor right away.

*For appointments with Alice Cash or Jim O'Brien, call 207.780.4020; for appointments with a faculty member, contact them directly.*

### At Your Appointment You Can Expect to:

- Confirm your remaining requirements (Bring a copy of your Graduation Planner to your appointment).
- Review your Wish List and discuss any changes recommended by your faculty academic advisor
- Receive your Enrollment PIN and your faculty academic advisor's approval for your course selections, which are needed to register.
- You must meet with your faculty academic advisor before the end of the spring semester in order to receive your Enrollment PIN.

## PRIORITY REGISTRATION SCHEDULE

|                        |   |
|------------------------|---|
| <b>Monday 11/7</b>     |   |
| 6am                    | graduate students   |
| 12 noon                | seniors with 120+ credits   |
| 6pm                    | seniors with 114+ credits   |
| <b>Tuesday 11/8</b>    |   |
| 6am                    | seniors with 104+ credits   |
| 12 noon                | seniors with 94+ credits  |
| 6pm                    | seniors with 84+ credits  |
| <b>Wednesday 11/9</b>  |   |
| 6am                    | juniors with 79+ credits  |
| 12 noon                | juniors with 74+ credits  |
| 6pm                    | juniors with 69+ credits  |
| <b>Thursday 11/10</b>  |   |
| 6am                    | juniors with 64+ credits  |
| 12 noon                | juniors with 59+ credits  |
| 6pm                    | juniors with 54+ credits  |
| <b>Monday 11/14</b>    |   |
| 6am                    | - graduate students in certificate programs<br>- sophomore with 49+ credits |
| 12 noon                | sophomore with 44+ credits  |
| 6pm                    | sophomore with 39+ credits  |
| <b>Tuesday 11/15</b>   |   |
| 6am                    | sophomore with 34+ credits  |
| 12 noon                | sophomore with 29+ credits  |
| <b>Wednesday 11/16</b> |   |
| 6am                    | freshman with 20+ credits   |
| 12 noon                | freshman with 16+ credits   |
| 6pm                    | freshman with 12+ credits   |
| <b>Thursday 11/17</b>  |   |
| 6am                    | freshman with 8+ credits  |
| 12 noon                | freshman with 4+ credits  |
| 6pm                    | freshman with 0.1+ credits  |
| <b>Friday 11/18</b>    |   |
| 6am                    | freshman with 0 credits   |
| 12 noon                | bachelor students in certificate programs                                   |
| <b>Monday 11/28</b>    |   |
| 6am                    | non-degree students   |

**The School of Business will be scheduling advising appointments until 7pm the first two weeks of registration, 11/7-11/10 and 11/14-11/17. Need to schedule an advising appointment? Unsure about your registration date or academic advisor? Call us at (207)780-4020.**

## Core Update – What’s this “new core” thing, anyway?

You may have noticed a change in the language new students are using when talking about their “core” classes (just to remind you, these are the classes that all USM students – regardless of major – need to take.) Or, if you haven’t noticed a difference in the language, you surely noticed a difference in the “general education” drop-down when searching for Fall classes in MaineStreet.

Here’s the scoop: if you started at USM before Fall 2011 and have not (nor will you in the future) changed your catalog year, you can safely ignore all the “new core” talk. Changing Students carrying 2010 – 2011 catalog years are still on the old “alphabet soup” core, and will need to complete that set of classes. So that we’re clear, I mean the “C”, “E”, “H”, and “J” courses – just to name a few.

If you started at USM in Fall 2011 or later (or if you change your catalog to 2011 – 2012 or later years), you’re on the “new core,” which consists of things like “socio-cultural analysis,” “ethical inquiry, social responsibility, and citizenship,” and “thematic clusters” – also just to name a few.

When searching for classes to fit your core, first learn what catalog year and core you are responsible for completing. Once that’s done, enter the course search tool in MaineStreet, and enable the “additional search criteria.” Scroll to the very bottom of the page, and click on the “general ed category” drop-down. In that drop-down you can sort for any core course you need for your catalog’s core.

The “general ed category” is divided into four sections: A, B-cl, C, and D. Group “A” courses are those that fit the new core requirements, with the exception of the “thematic clusters.” Those clusters and the courses that are part of the clusters are searchable by selecting group “B-cl.” Group “C” courses are part of the Lewiston-Auburn College core – and if you’re reading this, there’s a good chance you don’t have to worry about those, but check with your advisor to make sure. Group “D” courses are the “alphabet soup” courses that many continuing students will recognize.

By selecting the core requirement you need from the core group that applies to your particular degree plan, you should easily be able to find courses to take!

## CLEP Exams

Contact Kristen Beahm, Test Coordinator  
(207) 228-8086 or kbeahm@usm.maine.edu

| TEST DATE & TIME                  | TEST LOCATION     | REG DEADLINE |
|-----------------------------------|-------------------|--------------|
| Wed 1/11/12 at 8:30am and 12:30pm | 240 Luther Bonney | 1/6/12       |
| Wed 2/1/12 at 8:30 am and 12:30pm | 240 Luther Bonney | 1/27/12      |
| Wed 3/7/12 at 8:30am and 12:30pm  | 240 Luther Bonney | 3/2/12       |
| Wed 4/4/12 at 8:30am and 12:30pm  | 240 Luther Bonney | 3/30/12      |
| Wed 5/2/12 at 8:30am and 12:30pm  | 240 Luther Bonney | 4/27/12      |

## Accuplacer Math Placement Exams

Winter and Spring 2012 Dates: 1/4, 1/18, 2/8, 2/22, 3/14, 3/28, 4/11, 4/25, 5/16, 5/30

9am-2pm in 240 Luther Bonney Hall, Portland Campus

## Faculty Publication

Professors Nancy Artz and Jeff Gramlich have an article forthcoming in Journal of Public Affairs, coauthored with Terry Porter at the University of Maine at Orono. The title is “Low-Profit Limited Liability Companies (L3Cs): Assessment, Implications and a Case Analysis.” The paper’s abstract is as follows:

This paper introduces the L3C legal entity form that has been adopted recently by several U.S. states, examines the relevant tax rules and issues, compares L3C with the Benefit Corporation and Certified B Corporation designations, and analyzes the case of Maine’s Own Organic Milk Company, L3C, LLC. Although the L3C is designed to accept program-related investments (PRIs) from private foundations under tax law, the Internal Revenue Service (IRS) has not acknowledged that L3C status affects a firm’s qualification as a PRI recipient. Until L3Cs are subject to third party certification that is relied upon by the IRS, it appears unlikely that L3C businesses will receive significant funding as a result of the L3C status.

**FYI:** The Gorham Registrar’s office has moved from Corthell Hall to Bailey Hall

## FACULTY EMAIL INFORMATION

### accounting faculty

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### business faculty

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### risk management & insurance faculty

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### sport management faculty

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| Jo Williams  | jwilliams@usm.maine.edu |