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 through entrepreneurial thinking, to improve their standard of living and quality of life.

This fall, we are particularly interested in getting first-year and sophomore students involved, so that we can build for the future. So, if you are a first-year or sophomore student, please consider becoming a part of this dynamic group.

Our Name
What does Enactus stand for?

- **Entrepreneurial**: having the perspective to see an opportunity and talent to create value from that opportunity;
- **Action**: the willingness to do something and the commitment to see it through even when the outcome is not guaranteed;
- **Us**: a collection of people who see themselves connected in some important way; individuals that are part of a greater whole.

Work on a Local Issue
Here are examples of projects USM Enactus students worked on during the 2013-2014 academic year; we will work on these, and new ones, this year:

- Working with at-risk students at Deering and Bonney Eagle High Schools
- Teaching young people how to succeed after they are released from Long Creek Youth Development Center
- Helping an asylum-seeking immigrant begin the planning for opening a restaurant
- Working with Sam’s Club on the Sam’s Club Step Up for Small Business Challenge, consulting with local businesses on best practices
- Working with Build A Biz Maine, teaching children in the region about the tools of entrepreneurship
- Teaching Business Planning to immigrants, refugees and asylees at the Parkside Neighborhood Center
- Implementing any other ideas you have! The key is to apply entrepreneurial thinking to improve the standard of living and quality of life of people in need.

Learn Project Management!
This year we have a mentor assigned to us by the Project Management Institute. Tina Merritt, a certified PMP (Project Management Professional) and

(continued on page 3)
The School of Business is offering a new finance course.

We are excited to offer FIN 399 Strategic Financial and Business Negotiations.

In this course, students will examine strategies for managing complex business negotiations. Emphasis on bargaining problems that require an understanding of value creation, the astute application of financial analysis and the ability to present a persuasive case. Students will practice negotiating business contracts, employment issues, consumer disputes, capital rationing decisions and acquisitions. Prerequisite: FIN 320 (or concurrent) and junior standing (54 earned credits)

The course will begin on Thursday, October 16 and continue through the semester, concluding on December 19, 2014.

FIN 399 will meet on Tuesdays and Thursdays from 11:45 - 1:00pm, 303 Payson Smith Hall. A small portion of the work for this class will be online (less than 50%).

The new instructor is Peter Nye, Ph.D. Dr. Nye comes to us from the University of Washington, Bothell, where he was one of the founding faculty members for their School of Business. Dr. Nye’s Ph.D. is from Duke University and he holds an MBA in finance from Cornell University.

PLEASE NOTE: The delayed start changes the drop and withdrawal deadlines for this course only. If dropped on or before 10/25/2014, this class will not appear on your transcript. If dropped after 10/25/2014, but on or before 11/23/2014, this class will appear on your transcript and a grade of W will be assigned. If dropped after 11/23/2014, this class will appear on your transcript and a grade of F will be assigned.

If you need assistance in enrolling or help with your fall course schedule, please contact the School of Business.

Are you thinking about graduate school?

USM’s School of Business offers an MBA program which may be taken with or without a concentration. Concentration areas are available in accounting, finance, health policy & management or sustainable business.

The School of Business offers students a way to jumpstart their MBA through the 3-2 program. The 3-2 program allows interested and qualified students to begin their 600-level degree course work in the final semester of their undergraduate degree work, as their schedule allows; thus giving 3-2 students a head start to completing their master’s degree.

Admission requires a formula score of 1100 or higher and the absence of evidence of past conduct that is incompatible with the educational environment at USM. The formula is [GPA x 200] + GMAT scores. A GMAT score of 500 or higher is required for regular admission.

Applicants should include in their brief essay (300-500 words) their reasons for pursuing graduate business education, their professional goals, and how they think this program of study will contribute to these goals. Applicants should touch on the following points, as applicable: performance in outside activities, evidence of creativity and leadership, and record of accomplishment.

FMI: [http://usm.maine.edu/sb/mba-admission-requirements](http://usm.maine.edu/sb/mba-admission-requirements) or meet with Alice Cash by calling 207.780.4020 to set up an appointment.
the Vice-President of Process, Tools and Methodology in TD Bank’s Project Management Organization, will assist all members of USM Enactus with their project management. Not only will this improve the performance of USM Enactus, but it will give members the opportunity to learn valuable project management skills that almost all employers seek.

Connect with Business Leaders
Enactus allows for a great deal of networking. As an Enactus member, you have more connections with numerous national corporations and their career and internship opportunities. It is also known in the Greater Portland business community, which will help with job opportunities.

Get a Job or Internship
Last year three graduating students got jobs from the Job Fair at the Enactus United States National Exposition, and several others interviewed but declined offers. Over the years, we have had several USM Enactus students get summer internships and jobs through that Job Fair.

Measure Your Impact
Enactus sets up a National Exposition so that every Enactus team can share its success. Each team creates a presentation and shares its story. Executives from Enactus donor companies, such as Wal-Mart, Walgreens and Waste Management, judge these competitions. Teams that judges think have the greatest impact in their community move to later rounds of the national competition and the very best make it to the World Cup. This academic year, from April 13 to 16, 2015, the team will travel to the Enactus National Exposition in St. Louis, Missouri, to tell this year’s story.

In the spring of 2012, the USM Enactus team was second runner-up in the first round of the National Exposition, which made that year’s team one of the 60 best Enactus teams in the United States (out of almost 600 teams). In the spring of 2013, the USM Enactus team won the final New York Regional Enactus Competition and went on to the Enactus USA National Exposition in Kansas City, where it did very well. Among other things, the team won a $1,000 prize as Finalists in the “o.b. Call to Reduce Ocean Pollution special competition.” Last year, the team advanced to the National Quarterfinal Round and finished fourth in its bracket. We have similar hopes for this year.

Check out the USM Enactus website
USM Enactus has a website, http://usmenactus.org/ Go there to check out our projects, our team membership, and our blog. At our YouTube site, http://www.youtube.com/user/usmenactus/ we have many videos, including one from the 2012 National Exposition that captures the experience of our team.

Join USM Enactus!!!
If you are interested in joining USM Enactus, we’d love to have you! We can use your help on all projects or new projects. To join:

- Drop by one of our meetings, which are Tuesdays, 2:45 p.m. to 4:00 p.m. in Luther Bonney 410.
- Contact USM Enactus president Sarah Snowman at sarah.snowman@maine.edu
- Contact USM Enactus Vice-President of Recruiting Rachel Siford at rachel.siford@maine.edu
- Contact faculty advisor Professor John Voyer at 780-4597 or voyer@usm.maine.edu


“This fall, we are particularly interested in getting first-year and sophomore students involved, so that we can build for the future.”
Winter Session registration begins on September 22nd!

School of Business Announcements

- **Are you interested in taking a Winter Session course?** Winter session runs from December 15th 2014-January 9, 2015. Make an appointment to see your advisor to discuss Winter Session offerings that may work for you! Registration begins on September 22nd.

- **Don’t miss Spring 2015 advanced registration!** You can start your wish list on November 3, 2014 and registration begins on November 10, 2014. Contact your faculty or professional advisor to schedule an advising session before your date of registration. The name of your advisor is listed in your MaineStreet Student Center on the lower right side.

- **Get Ready for Grad School!** The USM Professional Development Programs, in partnership with USM Graduate Admissions and the School of Business, now offer instructor led GRE and GMAT test prep courses. Check out this link for more information: [www.usm.maine.edu/pdp/gre-gmat](http://www.usm.maine.edu/pdp/gre-gmat)

- **Please join us in welcoming Kitte Brennan to the School of Business.** Kitte is an Administrative Specialist CL1, and is often the person you speak to when you call or come to the School of Business’ main office. Kitte has worked for the University of Southern Maine since August, 2007. She was originally with the School of Social Work and transferred to the School of Business this past January, 2014.

- **Are you interested in the Unum Scholars program?** Check out this link for information on program opportunities and how to apply: [http://usm.maine.edu/sites/default/files/sb/Unum%20Scholars%20job%20posting.pdf](http://usm.maine.edu/sites/default/files/sb/Unum%20Scholars%20job%20posting.pdf)

USM.Experience.com—Get Connected!

**What is www.usm.experience.com?**
It is a free web-based site that has listings of internships, jobs, and work-study positions for USM students to view.

**What is my username and password?**
Your username is your whole USM email account, for example, firstname.lastname@maine.edu.
Your password is randomly generated. At the website, click the “reset your password” link on the top right hand corner and put in your username (see above) and it will be emailed to you.

**If I find a position that I would like to apply to, what do I need to do?**
Hit apply…For larger companies, you will most likely be directed to the company’s website to apply. For smaller companies, you will need to upload and submit your resume and cover letter (in pdf format) through usm.experience.com.

**What else should I know?**
Each semester update your GPA, major, and contact information (if needed) under your personal and academic profiles. These updates do not happen automatically.

**Where can I find helpful tips?**
Download the Student Guide, found on [www.usm.experience.com](http://www.usm.experience.com).

**Questions?**
Contact Melissa Burns, School of Business, Coordinator of Career Services & Internships at (207) 780-4020 or mburns@usm.maine.edu