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Dear Alumni and Jones College Supporters:

Thanks to you, the Jennings A. Jones College of Business at Middle Tennessee State University had a great 2004-2005. This annual report will provide you details on just how good it really was.

Rutherford County, which adopted its Destination Rutherford Initiative as the result of a year 2000 analysis of the local economy by our Business and Economic Research Center, has recently earned several accolades. MTSU led Southern Business & Development magazine’s list of the “Ten University Markets in the South That Really Have Their Act Together.” The Nashville area was ranked first by Expansion Management magazine among the 2005 “50 Hottest Cities” for business expansion. All while the U.S. Department of Labor said Rutherford was number one in job growth among large counties.

It has been busy. It has been exciting. It has been fun. And we have no expectation that it is about to stop. And neither are we!

Last year we promised you accountability and appreciation. This annual report is about that continued accountability. We want you to see what is happening in your Jones College of Business and to determine whether we are meeting and exceeding your expectations. I hope you will let me know (and I think you will) how you think we are doing.

The other part is appreciation. On behalf of the faculty, staff, and students, thank you. Thank you for the scholarships you have provided. Students who would not have been able to be here are completing degrees and starting jobs because of your generosity. On behalf of faculty who have received professorships and other awards, thank you. It is deeply moving to receive recognition for a job well done, and you have provided the means for that to happen. Thank you for providing the discretionary funding that provides for the margin of excellence.

We will work hard to be the best we can be at what we do: teaching, scholarship, and public service. And we very much appreciate your support in helping us achieve our goal of continuous improvement.

Sincerely,

E. James Burton, Ph.D., CPA, CFE
Dean, Jennings A. Jones College of Business

Photography by MTSU Photographic Services. MTSU, a Tennessee Board of Regents university, is an equal opportunity, nonracially identifiable, educational institution that does not discriminate against individuals with disabilities. • AA304-0605
State Farm Insurance donated $120,000 to the Jones College to establish the **State Farm Excellence Professorship**, to be awarded annually for three years. Professors who have made significant campus contributions and actively promoted an understanding of their disciplines will be considered.

Dean Jim Burton was named to the board of directors and executive committee of the **Tennessee Chamber of Commerce and Industry**. He will also chair the chamber’s education committee.

At a **Rutherford County Existing Industry Council** meeting, representatives from local businesses, the Chamber of Commerce, and MTSU discussed potential partnerships between MTSU and industry such as Jones College project-based consulting, customized management education, supervisory and sales training, labor-management relations, and Small Business Development Center loan eligibility consultation.

Denise Cox, **Jones College development officer**, set a goal of raising $1 million for the college within her first two years. She sees the need for more professorships and higher salaries for professors so the college can attract and retain the finest talent.

Croatian student Petar Skobic, on the board of **Community Assistance for International and Refugee Students** (C.A.I.R.S.), organized a fundraiser for Sudanese refugees.

Vickie Lewis joined the dean’s office as secretary, and Amie Reinhardt is a new academic advisor.

MTSU business administration major and senior Bethany Schenk was crowned **Miss Central Tennessee 2005**.

The **MTSU Beta Gamma Sigma** chapter was recognized as an Exemplary Chapter for its superior level (77 percent) of membership acceptance (the highest recognition business students worldwide can receive in an AACSB International accredited program). Conducting the induction ceremony April 20 were president Susan Harmon, vice president Jennifer Clark, and representatives Kimball Bullington (Beta), Denise M. Leggett (Gamma), and Richard Hannah (Sigma).
Leadership Middle Tennessee, administered through the Jones College, featured over 80 speakers and graduated its fifth class this year. Its mission is to develop leaders who will contribute to sustainable growth. Jack B. Turner is board chairman, and Susan Turner Taylor is executive director.

The Jones College Professional Advisory Board includes:
- Trim Beasley, entrepreneur, Springfield;
- Tom Boyd, Bank of America, Nashville;
- Nellie Ward Cole, CPA, interim chief financial officer, McKendree Village, Nashville;
- Debbie Crowder, retail line of business manager, SunTrust, Rutherford County;
- Fred Bryant, city president, chairman of the advisory board, SunTrust, Rutherford County;
- Laura Holland, senior vice president and COO, the Holland Group;
- Richard Key, Lebanon, retired from Aladdin Industries;
- Cannon Loughry, chief information officer, Cavalry Banking, Murfreesboro;
- Paul Martin, chief managing member, Clarity Resources LLC, Knoxville;
- Bob McLean, president, McLean & Company, Murfreesboro;
- Andy Menzyk, vice president, brand management, Ford Motor Credit, Dearborn, Michigan;
- Bill Mooningham, partner, Ernst & Young LLP, Nashville;
- Charlie Myatt, regional president, First Tennessee Bank, Murfreesboro;
- Ron Nichols, vice president, operations, State Farm Insurance Companies, Murfreesboro;
- Keith Phillips, senior vice president, Morgan Stanley, Nashville;
- Mark Pirtle, president, Mark Pirtle Chevrolet Ford Mercury, Shelbyville;
- Mike Sandler, partner, Neill-Sandler Toyota, Murfreesboro;
- Byron Smith, executive vice president and chief marketing officer, Asurion, Nashville;
- Tommy Smith, Stonegate Properties, Murfreesboro;
- Saul Solomon, vice president and general counsel, Bridgestone Americas Holding, Inc., Nashville;
- Jack Turner, president, Jack B. Turner & Associates, Clarksville; and
- Andy Womack, State Farm Insurance, Murfreesboro.

Dr. Jinfeng Yue, Management and Marketing, was named Robert W. McLean Distinguished Assistant Professor.
Dr. Paula B. Thomas was appointed chair after serving two years as interim chair. She was honored with a three-year appointment to the American Institute of Certified Public Accountants (AICPA) Board of Directors as the first board member from Tennessee. She has held the title of Accounting Advisory Board Distinguished Accounting Professor for three years.

Cynthia Cooper, the whistleblower who exposed the $11.6 billion WorldCom fraud, shared her experiences and the importance of business ethics with a large assembly of students, faculty, and guests. Dr. Kevin James coordinated her visit with support from the MTSU Distinguished Lecture Fund and the Jones College.

Dr. Lara Womack Daniel served as interim Honors College associate dean this year. Dr. Betty Harper was promoted to full professor. Dr. Herbert D. Jones retired after 38 years of service. Secretary Melanie D. Nichols joined the department.

Approximately 120 alumni participated in the 14th Annual Alumni Appreciation Day on April 28, enjoying fellowship and renewing old acquaintances between CPE sessions on financial and governmental accounting, taxation, employment law, and information technology.

Connie Hughes Bailey of Winnett and Associates PLLC joined the department’s advisory board. Burt Landers (Winnett and Associates PLLC) and Sammy Walters (Premier Manufacturing) retired from the board after serving several years as founding members.

The department earned the Major Field Test Academic Performance Award, as it has every year since the award’s inception in 1997-1998, when its graduating seniors exceeded the national group on five of eight scores.

The computerized CPA exam went online last April. Students taking the exam reported positive feedback.

Beta Alpha Psi (Dr. G. Robert Smith, Jr., sponsor), for students interested in accounting in the public and private sectors, hosted its annual “Meet the Firms” recruiting night with more than 70 students and 40 firm personnel attending. Meeting speakers have included James Biagini, Deloitte; Wynne Baker, KraftCPAs; and Dennis Dycus, director of Municipal Audit, Tennessee State Comptroller’s Office.

The Institute of Management Accountants (Dr. Jeannie Harrington, sponsor), for students more interested in corporate accounting, hosted a “Meet the Corporate Firms” recruiting night coordinated by Dr. Dwayne McSwain. Meeting speakers included Chris Nowlin, StoneCrest Medical Center; Jan Marks, Caterpillar Financial; and Norma Thomas, IRS.

Manuscript Winner

Cortney Myers won the 2004 Tennessee Society of Certified Public Accountants Student Manuscript Competition, extending MTSU’s winning streak to three years. TSCPA scholarship winners were Virginia Boyles, Amy Burris, Mary Cook, Bethany Farr, Mary Lou Goins, Paul Marker, Nathan May, and Emily Thormaehlen.
Dr. Gerry Scheffelmaier coordinated the fall and spring Entrepreneurship Seminars. The MTSU Collegiate Entrepreneurs’ Organization (CEO) cosponsors the seminars with BMOM and the Jennings A. Jones Chair of Excellence in Free Enterprise.

CEO officers were Stephanie Malone, president; Eric Fletcher, vice president; Cynthia Ogilvie, treasurer; Chrystal Agent, secretary; and Petar Skobic, chapter coordinator. Several members received Coleman scholarships to attend the national conference in Chicago. Drs. Marsha Smith, Scheffelmaier, Robert Lahm, and J. Dee Cole are sponsors.

Dr. Smith, promoted to full professor, serves as chair of the advisory board for the Business Systems Technology Program at the Tennessee Technology Center at Murfreesboro, and Dr. Lahm was appointed to the board.

Dr. Robert B. Blair was awarded tenure and promoted to associate professor. He is president-elect of the Southern Business Education Association (SBEA). He will co-coordinate the SBEA Convention 2005, hosted by the Tennessee Business Education Association (TBEA) October 26-29 in Franklin. Dr. Vincent W. Smith is convention treasurer. Several other BMOM faculty members will serve as session presenters, committee chairs/co-chairs, and session coordinators. Dr. Blair is past president of TBEA.

Lambda Alpha Tau Chapter of Phi Beta Lambda officers were Breanna Randolph, president; Mellissa Salomon, executive vice president; Crystal Webb, vice president; Chris Plunkett, secretary; Toshi Burchette, treasurer; and Xavier Smith, reporter/historian. Randolph and Webb attended the March of Dimes Kickoff Party, and chapter members worked at the Walk-a-thon. In December, members collected food for the Salvation Army to deliver to local families. Meichelle Gibson, Jones College Career and Employment Center coordinator, gave a presentation on helpful job-finding tips.

Dr. Martha Balachandran, promoted to full professor, and Dr. K. Virginia Hemby-Grubb led an interactive etiquette dinner March 29, guiding students through a four-course meal and discussing dining etiquette. The event, sponsored by the Office of Alumni Relations Career and Employment Center and the Jones College, was open to students of all classifications and majors.

DECA, an organization for high school students who are taking or have taken marketing education, focuses on developing leadership skills, an understanding of marketing-oriented careers, one’s social responsibility to the community, and social skills. Each year more than 700 middle Tennessee students participate in a regional competition at MTSU that includes six entrepreneurship events, eight individual decision-making role-play areas, five team decision-making role-play areas, 11 research/written projects, and technical sales. Regional winners compete at the state level and can progress to competition at the international level.

Jaye H. Kiblinger joined the department as secretary.

Department of Business Education, Marketing Education, and Office Management (BMOM)

Tara Rippy, a student in the Master of Business Education program, will graduate this summer and student teach this fall.

New Chair

Dr. Stephen D. Lewis has been named department chair, having served as interim this year. He is serving as editor of the 2006 National Business Education Association Yearbook. Drs. Robert Blair and Martha Balachandran are associate editors.
Dr. Richard Hannah has produced 195 *Inside Academia* shows for MTSU Channel 9. Students in his honors course, Economics and Culture, participated in six half-hour public service shows on course-related research and news.

Dr. Albert DePrince, Jr., is *Academy of Economics and Finance* program director/president-elect, a director on one of two ING mutual fund boards, and an *International Atlantic Economic Society* executive committee member. He also served on the Tennessee Tax Structure Study Commission.

Dr. Mamit Deme conducted research on *economic globalization in Ethiopia* and developed a research relationship with Addis Ababa University during fall semester.

Dr. Franklin Michello, *Financial Management Association* faculty advisor, accompanied 13 students on a Jones College–supported field trip to San Francisco.

Drs. Michello and Ghassem Homaifar, with Japan Program student assistants Yoshiaki Shigae and Joseph Yount, visited Fukushima University (MTSU’s sister institution) to promote collaboration and joint research as guests of Professor Hideki Okumoto, 2003-2004 Jones College guest research associate.

Team 2 of the local chapter of the international risk management, insurance, and actuarial science fraternity Gamma Iota Sigma (Andriy Koval, Argie Miller, Jared Stiefel, and Chanasmone Mysayphonh) won the 15th annual MTSU Scotty Tucker Quiz Bowl competition, cosponsored by GIS and Phi Kappa Phi honorary fraternity, over 15 other campus organizations.


Lynne Napatalung, *Outstanding Senior in Economics*, received a Ph.D. graduate assistantship to attend Ohio State.


Drs. Baum and Michello (both newly tenured) and Dr. Deme were promoted to associate professor. Sonya Valez is the economics graduate program secretary. University of North Carolina Ph.D. candidate Greg Givens will join the faculty this fall.
Dr. Charles Apigian received the Bridgestone/Firestone Distinguished Assistant Professor award. Gamma Iota Sigma, honorary insurance fraternity, elected him Outstanding Professor in the Jones College for the second consecutive year.

Dr. Tim Greer received one of the two Jones College peer-nominated Outstanding Faculty awards.

Dr. Kai-I Huang, on sabbatical from Da-Yeh University in Taiwan, was a CIS visiting professor.

Drs. Tim Greer, Judy Holmes, Steven Morris, and Mirza Murtaza became tenured associate professors.

Dr. Jeff Clark is executive director of MBAA International, with over 2,000 business professors worldwide.

Microsoft Ambassador

CIS graduate student Jeff Jones received the Microsoft Student Ambassador award for students in technical majors who make outstanding contributions to their campus technical community. Jones conducts networking labs where students create a local area network and configure various application services.
The MTSU chapter of Pi Sigma Epsilon (National Professional Sales and Marketing Co-Ed Fraternity) received the William H. Harris Silver Level First Runner-Up Award in recognition of superior performance in 2005. Holly Hapke and Dr. Katie Kemp are faculty cosponsors.

The MTSU Sales Team (Dr. Katie Kemp, sponsor) won second place overall in the National Collegiate Sales Competition. Brittany Sewell received third place overall in individual competition, and Matthew Jacobs won second place in both service and product categories.

Information about the department’s professional sales program is online at www.mtsu.edu/~sales.

Dr. Jacqueline Gilbert won the Innovative Excellence in Teaching, Learning, and Technology Award both at MTSU and then at the 16th International Conference on College Teaching and Learning in Jacksonville, Florida.

Brittany Sewell and Suzie McGugin placed first and second in the National Pro-Am Sellathon competition, winning $1,500 and $1,000, respectively.

Drs. Susan Harmon and Richard Mpoyi were awarded tenure and promoted to associate professor.

Dr. Jill Austin, department chair, won the TBR Distance Education Committee Innovations Award.

Career Fair

Marketing senior Jennifer McKnight talks to Craig Jensen of Consolidated Electrical Distributors at the Sales and Marketing Career Fair on campus March 30. Approximately 300 students participated. Representatives from 15 companies provided information about job openings and interviewed students throughout the day. Some students have gotten jobs as a result of this event.

Hormel Master Marketing Teacher

Dr. Tim Graeff, below, was named the national 2005 Hormel Master Marketing Teacher at the Marketing Management Association conference in Chicago out of 34 faculty nominees nationwide who received the Meritorious Teaching Award sponsored by Hormel Foods. Dr. Graeff is director of MTSU’s Office of Consumer Research, which regularly conducts surveys to calculate the middle Tennessee consumer confidence index (www.mtsu.edu/~consumer).
### M.B.A. Program

The Holland Group awarded three MTSU M.B.A. students $1,000 each for creating a comprehensive marketing plan that was selected to help launch a new product. Dan Percy, Scott Davidson, and Pat Gill formed the winning team in the Holland Marketing Challenge, which tested the research, planning, and presentation skills of four teams of graduate students.

A multimillion-dollar employment and consulting company headquartered in Murfreesboro with 184 full-time employees in 54 offices in 10 states, the Holland Group also awarded $200 to each participating student and $5,000 to the Jones College. The Holland Marketing Challenge will be held again this summer.

### Computer Information Systems (CIS) M.S. Program

Six out of 10 of the fastest growing occupations in the U.S. are in information technology. The CIS department meets this dynamic need by offering the Master of Science with information systems as the primary field. To enable non-IT professionals to compete in today’s marketplace, the department also offers courses for the M.B.A. degree and a graduate minor in information systems for students outside the College of Business. Courses are conveniently offered in the evenings and on weekends and include significant use of online resources. Dr. Jeff Clark is the CIS graduate program coordinator.

### Economics Graduate Program

In February, the M.A. economics program was subject to an external review by Dr. David Gay, professor, University of Arkansas, to meet state performance funding requirements. Based on his visit and the department self-study, the review resulted in the highest score (excellent) on all eight standards. Dr. Charles Baum III is director of the graduate program.

There were 23 master’s and 26 doctoral students enrolled this year. Graduate students Sittiorn Intuwonges and Xiaolin Zhao completed the Ph.D. degree, and five other students are in the dissertation stage of the program. Information about the economics graduate program is available at www.mtsu.edu/economicsphd.

### Master of Business Education Program

The Master of Business Education (M.B.E.) program continues to grow with more than 40 students currently taking classes and applications arriving continually. Much of the growth in the M.B.E. can be attributed to individuals who have completed bachelor’s degrees in nonteaching areas but now seek a teaching career. Postbaccalaureate students often can complete two-thirds of the M.B.E. degree while meeting teacher certification requirements. Considering the shortage of secondary business teachers in Tennessee, the future looks bright for the M.B.E. program.

### Marketing Challenge

Dr. Troy Festervand, M.B.A. director, and Dean Jim Burton hold the $5,000 Marketing Challenge check presented to the Jones College by the Holland Group.

### Accounting M.S. Program

Dr. Kevin James was appointed coordinator for the M.S. program. Since the program was revamped, it has experienced a 100 percent increase in enrollment and a 30 percent increase in students’ GMAT scores over the past two years. The Accounting Faculty Awards Committee established a new Accounting Alumni Day M.S. Scholarship to encourage and assist qualified students who wish to pursue an M.S. degree at MTSU with accounting as the primary field. Pooja Trehan and Allison Reynolds were chosen to be the first recipients.
Entrepreneur

Erin Enderlin performs for the fall Entrepreneurship Seminar. A 2004 MTSU mass communication graduate with a minor in entrepreneurship, she developed a publishing company business plan in an entrepreneurship class. Alan Jackson has recorded one of her songs, “Monday Morning Church.” Enderlin has signed an artist development deal with RCA Nashville. Other featured speakers at the conference were Brandon Lynn Shane and Rebecca and Justin Ward.

Entrepreneurial Studies

The Entrepreneurship Program at MTSU integrates professional areas throughout the Jones College—communication, marketing, management, economics, finance, accounting, information systems, and research. A Bachelor of Business Administration in Entrepreneurship was implemented in fall of 2000. An interdisciplinary undergraduate entrepreneurship minor, available since 1996, draws students from the colleges of Basic and Applied Sciences, Education and Behavioral Science, Liberal Arts, and Mass Communication. Dr. Marsha Smith has been involved in coordination of the program since its beginning. Dr. Robert Lahm coordinates the internship program, which provides experiential opportunities to apply theoretical concepts learned in the classroom.

The Small Business Development Center (SBDC) works closely with the program. The Entrepreneurial Studies Advisory Board includes Steven Benefield, Rutherford County Chamber of Commerce; Karen Clark, SunTrust Bank, Nashville; Patrick Geho, MTSU SBDC; Terry Haynes, Haynes Brothers Lumber Company, Murfreesboro; Jon D. Jaques, CPA, Murfreesboro; Lee Rennick, Rutherford County Chamber of Commerce; and Rhett Smith, Southdown Corp., Brentwood.

The spring Entrepreneurship Seminar featured speakers Cy Taylor, president and CEO, Cracker Barrel Old Country Store, Inc., Lebanon; Carol Creel, e.Spresso Shelf, Murfreesboro; and Bruce Huskey, Huskey Mortgage Services, Tullahoma. The fall Entrepreneurship Seminar featured speakers Erin Enderlin, artist/writer, Nashville; Brandon Lynn Shane, writer, performer, and music producer, Nashville; and Rebecca and Justin Ward, who opened the Christian Book Outlet in Murfreesboro. Rebecca is a former Entrepreneurship student.
Small Business Development Center (SBDC)

The MTSU Small Business Development Center, with offices in Murfreesboro, Columbia, and Lebanon, provides business counseling, workshops, and economic and community development activities in middle Tennessee in conjunction with state and local government.

Business training activities cover a wide range of topics including starting and managing a business, business structure, business planning, marketing, taxation, financing, government procurement, and lean manufacturing. Workshops help the SBDC to develop working relationships with the regional business and banking community and generate new customers. Small business start-up and finance workshops, the most requested, are addressed in offerings frequently throughout the 24-county service area. All workshops are advertised by public service announcements, posted notices, and listings on the online calendar at www.tsbdc.org/mtsu/sbdc.html.

The program served 629 customers in 2004, more than the 431 contracted between MTSU and the U.S. Small Business Administration (SBA), for a total of 1,389 counseling sessions and over 2,580 hours of counselor and work product preparation time. Additional activities included 83 workshop sessions with 1,198 attendees.

In a performance-based comparative study of the level of effort/output per employee in relation to other business development centers throughout the state, MTSU consistently outperformed other centers with more personnel.

MTSU and the Rutherford County Chamber of Commerce agreed to house the SBDC program offices in the chamber building. The SBA certified this program’s facilities as a Business Information Center (BIC) and thus provides the center with library updates, computers, and software upgrades.

The SBDC conducts orientation sessions for Entrepreneurship classes to introduce them to SBDC services, and chair Patrick Geho addresses legal issues with senior-level students enrolled in Business Plan Development.

Local Small Business Success Story

Mitchell and Mollie Murphree opened Five Senses Restaurant and Bar in November. “The SBDC was a tremendous help in getting our restaurant started off on the right foot with realistic projections and goals. By assisting with our business plan, the center has been an integral part of our day-to-day business decisions,” said Mollie.

“Labor and food costs have remained within projections, and we have launched our new seasonal menus including a new lunch concept, which has increased lunch revenues 200 percent since April.”
Earl Swensson, FAIA, chairholder, presented “Regionalism, an Overview” for Leadership Middle Tennessee on September 16.

As a guest lecturer for the Economic Honor Society and for several fall and spring classes, including a CIS graduate course, he presented “Shifting Paradigms,” an analysis and discussion of more than 15 paradigm changes now impacting the social and economic fabric.

The chair hosted its third annual Training and Continuing Education Pursuant to Public Chapter 862 seminar for planners and those who advise planners on December 3. Randall Arendt, MRTPI (Member Royal Town Planning Institute), was the featured speaker, and Swensson made a presentation titled “Synergenial Planning/Shifting Paradigms.”

The chair cosponsored the annual MTSU Leadership Essentials: Improving Your Leadership Potential conference on May 11. Swensson’s presentation was “Synergenial: Fresh Thinking.” Cosponsors were the Jones College, the Jennings A. Jones Chair of Excellence in Free Enterprise, Leadership Middle Tennessee, Inc., and Leadership Rutherford in partnership with World Outreach Church.

Swensson also serves as a special advisor to the Cumberland Region Steering Committee.

Jennings and Rebecca Jones Chair of Excellence in Urban and Regional Planning

Exemplar

Dean Burton presents Andy Womack the 2005 Exemplar Award, given to an alumnus for distinguished lifetime achievement in business and industry who is a model for Jones College students. Womack, a State Farm Insurance agent and Ambassador Life Producer for 25 consecutive years, served 12 years as state senator.

Leadership Conference

John Lampe, former chairman and CEO of Bridgestone/Firestone North America, gives his presentation, “Leading through a Crisis,” at the second annual Middle Tennessee Leadership Conference on May 11. Dr. Bill Lindsley, Bill Lindsley and Co., and Earl Swensson, FAIA, were also featured speakers.
The chair cosponsored the annual *Economic Outlook Conference* September 24 with featured speakers David M. Darst, managing director, Morgan Stanley, New York, and Donald Ratajczak, Regents’ Professor of Economics Emeritus from Georgia State University. **Lee Moss**, chairman and CEO of MidSouth Bank, received the *Champion of Free Enterprise Award*. **Executive Briefing Series** speakers at the Nashville City Club included **James S. Beard**, vice president, Caterpillar Inc./president, Caterpillar Financial Services Corporation; **Del Bryant**, president and chief executive officer, Broadcast Music, Inc. (BMI); **Kevin Lavender**, commissioner, Tennessee Department of Financial Institutions; and **Colin Reed**, president and CEO, Gaylord Entertainment.

The chair hosted **Executives in Residence** April 1 with 41 executives speaking to classes campuswide. The luncheon speaker was Cliff Hawks, vice president and general manager of the Nashville Superspeedway. The **Joe M. Rodgers Spirit of America Award** was presented to **Andrea Loughry**, a business advocate with CAVBiz Solutions and Miller & Loughry Insurance and Services, Inc., members of the Cavalry Banking Financial Family.

The chair cosponsored the fall and spring **Entrepreneurship Seminars** and **MTSU Leadership Essentials: Improving Your Leadership Potential**.
The Martin Chair of Insurance at Champions Run Golf Course in Rockvale April 29 had 140 participants and 95 hole sponsors and netted $26,500.

The Cumberland Chapter of the Risk and Insurance Management Society (RIMS) in Nashville donated $11,000 to the scholarship program this year.

AIG American General donated $10,000 to MTSU’s Robert E. Musto Tennessee Insurance Hall of Fame, which inducted Ewing Carruthers, Jr., Memphis, Thomas C. Gunnels, Knoxville, Raymond H. “Mickey” Moran, Memphis, and David Williams, Nashville, for their outstanding contributions to Tennessee’s insurance industry.

The chair placed 22 students in internships and awarded 45 scholarships totalling $30,000. Recipients included:

- Joseph Brasfield
- Wendy Caldwell
- Bobbie Cavna
- Cheena Clermont
- Andrew Coleman
- Breck Cooley
- Heather Dalton
- Linh Dang
- Rachel Davis
- Laura Dent
- Daniel Duggin
- Lindsey Dykes
- Emily Ferguson
- Cole Freeman
- Marshall Fuson
- Meihua Gao
- Careasa Greer
- Zol Hooper
- Ryan Jeans
- Michael Knieri
- Jennifer Lombardo
- Kimberly Mann
- Brad McGee
- Wesley Merriman
- Angie Miller
- Josh Minshall
- Jason Moates
- Heidi Myers
- Chansamone Mysayphonh
- Dipil Natha
- Brett Neal
- Derek Pace
- Chance Phelps
- Meaghan Richmond
- Summer Robison
- Douglas Roddy
- Linda Saylor
- Denise Sheffield
- Paige Shipp
- Jared Stiefel
- Patrick Swanson
- Linda Talley
- Jackie Waggoner
- Andrew Wilson
- Laura Ziegler

Career Achievement Award

Chairholder Kenneth W. Hollman (at left) receives the Career Achievement Award and congratulations from Judge Don Ash (far right) and MTSU President Sidney McPhee.

Hollman has created an insurance program known for quality instruction for students who want to achieve a working knowledge of the insurance field and take qualifying exams for agents’ and brokers’ licenses and professional designations.

In the past 20 years, the program has grown to more than 300 enrolled students with more than 120 insurance majors and minors. With an endowment of over a million dollars, the chair has awarded more than 600 individual scholarships.
Weatherford Chair of Finance

Public Service Award

Chairholder William F. Ford received the Outstanding Public Service Award for the second time this year. A professor of finance, he has extensive experience as a consultant to international organizations as well as American companies. MTSU’s Financial Institutions Management Program has grown significantly under his leadership. Dr. Ford developed a nationally recognized curriculum that lets students acquire relevant work experience through internships and scholarships supported by more than two dozen local area banks, credit unions, and brokerage houses.

He has authored or coauthored more than 100 articles in business and academic journals and twice won the National Association for Business Economics Abramson Scroll for outstanding articles in Business Economics.

The chairholder is a director of the National Association for Business Economics and has served on the boards of six corporations. He appears regularly on CNBC and Bloomberg/TV.

The chair’s annual Weatherford Scramble held on September 28 at Old Fort Golf Course was successful with 152 golfers participating. It raised $36,000 gross (about $20,000 net) in support of the chair’s scholarships, placement, and research services. The chair will host the 17th annual tournament September 27, 2005.

An article the chairholder coauthored with Dr. Charles Baum titled “The Obese Smoker’s Wage Penalty” was published this year in Health Economics journal.

The chair is bringing the Hon. Mark Olson, Federal Reserve Board Governor, to be a featured speaker at the 2005 Economic Outlook Conference, which the chair will cosponsor with the Jennings A. Jones Chair of Excellence in Free Enterprise and the Business and Economic Research Center.

Courtyard Scene

Students Wes Gamble, Stacey King, and Amy Grant enjoy lovely spring weather in the courtyard of the Business and Aerospace Building.
The Japan-U.S. Program staff includes director Kiyoshi Kawahito, a graduate assistant, and two undergraduate student workers. Takeshi Niizeki, a graduate assistant from Fukushima University, arrived in August.

MTSU became a member of the UMAP (University Mobility in Asia and the Pacific) consortium of North American, Asian, and Oceanian universities for student exchange. MTSU added a student exchange relationship with Saitama University (near Tokyo) and Nagoya Gakuin University (near Nagoya) to its existing partnerships with Kansai Gaidai University (Osaka, Japan) and Yonsei University (South Korea). Four Jones College students will study at Saitama University for a year starting this fall. The director explored the feasibility of student exchange with Fukushima University, Seisen Women’s University, and Chiba University in Japan as well as institutions in the Philippines and Thailand.

The director made presentations at academic institutions, conferences, and civic organizations, including Fukushima Gakuin University, the University of West Florida, and the Seminar for High School Social Science Teachers on the Geography of East Asia, hosted by the Japan Program and cosponsored with the Tennessee Geography Alliance and the National Consortium for Teaching about Asia. The student staff made several presentations at elementary schools.

Two annual events, the New Year’s celebration and the new student welcome reception, each attracted nearly 100 people from MTSU and the community.

Three MTSU faculty members and 16 students participated in Japan Field Study 2005, May 16-31, including such new itinerary stops as World Expo 2005, the U.S. Embassy, and an animation and digital technology school.

The distinguished public lecture series included Dan Rosen, Chuo University, Tokyo, on Japanese mass media; Jim Auer, Vanderbilt University, on Asian security issues; and Jun Kurihara, Harvard University, on Asian economies.

Mock Interview

Meichelle G. Gibson, Jones College placement coordinator, conducts a mock interview with student Richard Denney in the Jones College Career and Employment Center satellite office. Students can be videotaped, critiqued, and given useful, current industry information for winning in the interview process. Students can also update and print resumes at the center after receiving a resume critique. The center has been a great success—students credit its assistance with helping them land jobs.
Center for Economic Education

The **Center for Economic Education (CEE)** staff (director Robert B. Blair, assistant director Maria Edlin, and graduate assistant B.J. Hudson) increased its efforts to promote economic education across Tennessee, especially in Rutherford and surrounding counties, providing teachers with information about meeting No Child Left Behind mandates. The center’s Web site is [www.mtsu.edu/econed](http://www.mtsu.edu/econed).

The **Tennessee Stock Market Game (SMG)** is an interactive educational program to teach economics and finance in a 10-week simulation that allows participants to invest a hypothetical $100,000 in the stock market. State director Maria Edlin conducted nine SMG workshops hosted by seven regional newspapers. The program (including an internship for each of the newspapers) is funded by First Tennessee with help from the Securities Industry Association/South Central District Grant. Participants included 2,877 teams (12,670 students) and 426 teachers (363 schools) statewide.

The CEE coordinated the first **Tennessee Economics Challenge** with funding from the National Council on Economic Education and the Jennings and Rebecca Jones Foundation. Host McCallie School, Chattanooga, and Oak Ridge High School competed in David Ricardo (standard) and Adam Smith (honors) divisions. The schools went on to represent Tennessee at the Chicago Midwest Regional Competition.

**International Economic Summit**

Student “economic advisors” representing France formulate a strategy at the International Economic Summit, which provides high school students the opportunity to explore concepts of international trade. A total of 142 teams (603 students) and 22 teachers representing 15 schools participated.

The Foundation for Teaching Economics (FTE) provided a grant to cosponsor the **Right Start Institute**, a four-day program to help new high school economics teachers learn basic economic content, develop lesson plans, and earn credit through Florida Gulf Coast University. The 29 participants represented nine states and Canada. The Jennings and Rebecca Jones Foundation provided support. FTE will cosponsor two Tennessee programs in 2006.

**Business and Economic Research Center (BERC)**

BERC contracts for FY2005 total $115,000, including new contracts with the **Northwest Tennessee Workforce Board**, the **Williamson County United Way**, and the **Nashville Healthcare Council**. The BERC completed an economic impact study of the arts in Tennessee and the Nashville area ([www.mtsu.edu/~berc/studies.html](http://www.mtsu.edu/~berc/studies.html)) and continued to produce **Nashville-MSA Today**, a quarterly economic appraisal comparing Nashville with 11 peer metropolitan areas, for the Nashville Chamber of Commerce. For MTSU, the BERC performed analyses of the demand for bachelor’s degrees for graduates, produced enrollment projections, and provided data and analytical assistance for faculty and administration.

BERC director David A. Penn and associate director Murat Arik made presentations at the **Economic Outlook Conference** in September, cosponsored by the BERC, and to public and private organizations including the Risk Management Association, the MTSU Vice Provost’s Council, the Peer Learning Group at Belmont University, the Rutherford County Homebuilders Association, the Real Estate Focus Group of Nashville, the Missouri Valley Economics Association, the CPCU Society of Rutherford County, and the MTSU President’s Cabinet Retreat. Drs. Penn and Arik made six presentations at academic conferences and published three articles in Tennessee’s **Business** as well as a book review in **Business Economics**.

**Tennessee’s Business**

The magazine, edited by Horace Johns and Sally Govan, won the AUBER Award for Excellence in Publications for the fourth time.
Katherine Boswell, Computer Information Systems

Dr. Katherine Boswell received a bachelor’s degree in accounting and a master’s in business administration from Mississippi State University, a certification in secondary mathematics from the University of Louisiana-Monroe, and a doctorate in management information systems from the University of Mississippi.

Dr. Boswell taught in the management information systems department at the University of Mississippi and in the computer science department at the University of Louisiana-Monroe and taught mathematics in Louisiana and Texas. Boswell coauthored a book chapter, “Orchestrating the Use of Information Technology for Competitive Advantage: A Niche-Driven Approach,” published in Strategic Information Technology: Opportunities for Competitive Advantage. She also has work published in the Decision Sciences Institute Annual Proceedings (2003) and the Southwest Decision Sciences Institute Proceedings (2000). Her research areas include privacy, security, and biometrics.

K. Virginia Hemby-Grubb, Business Education, Marketing Education, and Office Management

Dr. Virginia Hemby-Grubb received her Ph.D. and M.Ed. from the University of Southern Mississippi (USM) in adult education/business technology education and her B.S. from USM in business technology education.

Previously she was an associate professor at Indiana University of Pennsylvania in the Technology Support and Training Department. She and her husband have coauthored two published books, Effective Communication Skills for Criminal Justice Professionals (Wadsworth Publishing) and Instructor’s Manual and Test Bank to accompany Law Enforcement in the 21st Century (Pearson: Allyn and Bacon).

Dr. Hemby-Grubb holds the following national offices: president, Organizational Systems Research Association (formerly executive vice president); chair, membership committee, Delta Pi Epsilon; and chair, Educator of the Year Committee, Organizational Systems Research Association. She is editor of Business Education Digest (indefinite appointment) and for two years has edited the communication section of Business Education Forum.

Honors she has received include Pennsylvania Education Association Post-Secondary Educator of the Year (2002) and Empire Who’s Who of Executives and Professionals Lifetime Member (2005). Areas of research are summative student evaluations and workload management strategies for the e-instructor.

Melinda Korzaan, Computer Information Systems

Dr. Melinda Korzaan holds a Ph.D. from the University of Arkansas in business administration with an emphasis in information systems, an M.B.A. from Southwest Missouri State University (SMSU) with an emphasis in computer information systems, and a B.S. from SMSU in computer information systems.

Dr. Korzaan received a doctoral academy fellowship (2000-2004). Her article “Going with the Flow: Predicting Online Purchase Intentions” was published in the Journal of Computer Information Systems.

She previously taught undergraduate business information systems at the University of Arkansas, computer applications for business at SMSU, and introduction to Visual Basic at Drury University. Her industry and continuing education teaching experience includes courses in Excel ’97, Access ’97, and Outlook ’98 at Associated Electric Cooperative. She has 10 years of industry experience as a software developer.

Her research interests include the human aspects of technology, electronic commerce, and systems development, especially information technology (IT) project management and the escalation of commitment to IT projects.
Dr. Robert Lahm, Business Education, Marketing Education, and Office Management

Dr. Robert Lahm earned his B.S. in management science and holds Ph.D. and M.S. degrees in human resource development from Georgia State University. He received the Andrew Young School of Policy Studies 2000 Award for Distinguished Contribution to Research for his doctoral dissertation on the role of interpersonal “chemistry” in hiring. While attending graduate school he served as a management consultant, assisting Georgia State’s Continuing Education Division with a change management process to further develop its corporate training business. Dr. Lahm teaches entrepreneurship, introduction to business, and business communication and coordinates the Entrepreneurship Intern Program. Dr. Lahm has previously taught at both the M.B.A. and undergraduate levels, addressing subjects such as organizational change, innovation, strategy, and entrepreneurship.

Dr. Lahm began his career in advertising, public relations, and research-related positions. He has founded several businesses and served clients in higher education, banking, real estate, magazine and specialty publishing, high technology, retailing, and consumer and business-to-business markets.

Dr. Millicent F. Nelson, Management and Marketing

After Dr. Millicent F. Nelson received her Ph.D. in organizational behavior and human resource management from Oklahoma State University in 2003, she served one year as a visiting professor of management at the University of Tulsa. She teaches human resource management, principles of management, and healthcare management. Her research interests include social support, human resource innovation, and attachment theory.

Dr. Nelson received a B.S. degree from Lane College in her native Jackson, Tennessee, and an M.B.A. from Atlanta University with concentrations in management and finance. She is the Gulf Coast regional vice president of the Lane College National Alumni Association and a Silver member of Alpha Kappa Alpha Sorority, Inc. Her professional affiliations include the Academy of Management, the Society for Human Resource Management, Management Faculty of Color, and the Southern Management Association.

Dr. Batoul Modarress-Fathi, Management and Marketing (not pictured)

Dr. Batoul Modarress-Fathi has a Ph.D. in operations management from the University of Nebraska-Lincoln. She was an assistant professor at Seattle University, and she teaches production operations management at both the undergraduate and graduate level.

Dr. Modarress-Fathi has work experience in project management, development, and execution of technology applications for National Operations Liberty Shield and Operation Safe (supply chain security and logistics) initiatives for Science Applications International Corporation. She also worked for Boeing’s Commercial Airplane Group as a group engineering manager.

Dr. Mary Phillips, Accounting

Dr. Mary Phillips has a Ph.D. in business administration (accounting concentration) from the University of Kentucky, an M.B.A. from MTSU, a Master of Music degree from the Eastman School of Music of the University of Rochester, and a Bachelor of Music degree from Texas Tech University. She received a Fulbright Scholarship to study music in Vienna for a year following her studies at the Eastman School of Music.

Dr. Phillips taught accounting for 13 years at Trevecca Nazarene University. Prior to that, she worked in public accounting and in industry and taught music at the university level. Areas of current research include corporate governance, earnings management, and accounting disclosure.
Scholarship Awards

The following students received awards at the annual Jones College awards banquet and Beta Gamma Sigma induction ceremony April 20.

College-Wide and Graduate Business Studies
- Alpha Kappa Psi Scholarship, Lynne C. Napatalung
- Beta Gamma Sigma Scholarship, Brian R. Beard
- Financial Executives Institute Award, Julie C. Drumm
- Jennings A. Jones College of Business Dean’s Scholarship, Hollie S. McGriff
- Murfreesboro Credit Bureau Scholarship, Kayla L. Duke
- SunTrust Bank MBA Award, Andrei Apruda

Accounting
- Accounting Alumni Appreciation Day
- High Scholastic Award, Julie D. Drumm
- Service Award, John L. Baker
- M.S. in Accounting Scholarship, Allison L. Reynolds and Pooja Trehan
- Crowe Chizek and Company LLC Outstanding Accounting Student Scholarship, Hollie S. McGriff
- E.W. (Wink) Midgett Accounting Scholarship, Rebecca A. Bowman, Rachel E. Cheek, and Leah N. Smith
- W. Wallace Robertson Accounting Scholarship, Benjamin J. Brooks, Melissa M. Leffel, Lindsay M. Edmunds, and Ronnie H. Pham

Business Education, Marketing Education, and Office Management
- Elaine Stepp Parchment Award, Meghann L. Knake
- Entrepreneurship Scholarship, Adreena B. Crockett
- Grady R. Haynes Scholarship, Mucool M. Acut
- Ivey Chance Memorial Scholarship, Patricia C. Hewitt
- National Business Education Association Award of Merit and Outstanding Student in Business Education, Jacklyn R. Hagler
- Outstanding Secretarial Student, Sherie L. Glasgow
- Outstanding Student in Office Management, Penny K. Daniels

Computer Information Systems (CIS)
- Andrew Louis Douglas Annual Scholarship, Celina L. Mattox
- Julia Coleman Douglas Annual Scholarship, Melanie N. McClure
- Kailash Wati Aggarwal Memorial Endowed Scholarship, Kyle L. Hancock
- McGraw Hill Highest GPA, CIS, Nathan C. Suiter
- Outstanding Junior, CIS, Matthew S. Vance
- Outstanding Senior, CIS, Jacquelynn Spirlock

Economics and Finance
- Billy W. Balch Scholarship, Luigi E. Lopes
- Faculty Scholarship, Matthew E. Bullington
- Firman Cunningham Scholarship, Anant Sitaram
- Outstanding Senior in Economics, Lynne C. Napatalung
- Outstanding Senior in Finance, Paige D. Shipp
- Primus Financial Services Scholarship, Kristen D. Hawkins
- Wall Street Journal Award, Emily E. White
- William B. Stokley Foundation Scholarship, Kimberly D. Morrow

Business Fraternity
Jayna Jones and Jamila Brack compare notes at the student-faculty breakfast hosted by Alpha Kappa Psi (Dr. David Foote, sponsor; Tori Kyes, chapter president).
Weatherford Chair of Finance Scholarships
- Bank of America, Andrew S. Phillips
- Cavalry Bank, Tristin A. Smith
- Educators Credit Union, Rachel E. Mercer
- First National Bank of Pulaski, Lindsey M. Smith
- Jack O. Weatherford, Brandy L. Ford
- Q.M. Smith, Matthew P. Hanley
- Tim Gaines and Leo V. Hyyti & Associates, John J. Myers and Emily E. White

Management and Marketing
- Archer-Johnstone Scholarship in Management, Jacob T. Butterfield and Darien D. Holman
- Institute for Supply Management Scholarship, Leisha M. Hoke
- James C. Douthit Scholarship in Business Administration, Phillip J. Johnson
- J.D. and Marge Vance Scholarship, Marketing, Stephen T. Campbell, Benjamin V. Hall, Sean B. Jones, Matthew B. Lewers, Rachel K. Murphy, Brandon W. Reedy, Tatiana Steven, Megan L. Swift, and Kelley M. Whelan
- Northwestern Mutual Financial Network Scholarship, Marketing Sales, Ronald Maurice Akins
- Liberty Mutual Scholarship, Marketing Sales, Wesley Aaron Mulroy
- Michael H. Peters Production/Operations Management Scholarship, Montine N. Eidson
- Sports Marketing Scholarship, Amanda M. Ballard
- Outstanding Business Administration Junior, Tina Hood
- Outstanding Management Junior Fowler Todd Scholarship, Elizabeth Torres
- American Cellular, Restorative Health Services, and Outstanding Marketing Junior Bernard Goldstein scholarships, Brittany S. Sewell
- Outstanding Business Administration Senior, Jessica L. Fanning
- Outstanding Management Senior, Breanna D. Randolph
- Outstanding Marketing Senior, Laurel A. Dye

Beta Gamma Sigma Inductees
- Valyn E. Adams
- Roshni Ahir
- Reanne M. Alberts
- Andrei Apruda
- Aziz R. Ashurov
- Jamie M. Atlas
- Diane E. Bain
- Brian R. Beard
- Robert B. Blair
- Lisa F. Bonelli
- Tanja Buchheim
- Ramendher R. Busireddy
- Erin E. Campbell
- Joshua R. Cassity
- Rachel E. Cheek
- Jon P. Cheek
- Amanda L. Cole
- David M. Cooper
- Nina W. Cowley
- Lauren A. Cox
- Jason A. Crook
- Jason T. Curtis
- Susan D. Davenport
- Matthew D. Dillard
- Dewey L. Dodson
- Laurel A. Dye
- Jesse A. Eddy
- Lindsay M. Edmunds
- Zachariah F. Evans
- Gary D. Fennel
- Laura L. Fergus
- Rebeca A. Foote
- Andrea C. Franks
- Naomi Fujiwara
- Billy W. Gatlin
- Danny R. Gibson
- Jennifer K. Givan
- Oybek N. Giyazov
- Mary L. Goins
- Timothy H. Greer
- Jacklyn R. Hagler
- Obid A. Hakimov
- Erin M. Harbison
- Jonathan H. Harmon
- Leslie M. Harris
- William C. Hartley
- Cindy T. Hasty
- Brandy F. Hill
- Meghan N. Holgerson
- Darien D. Holman
- Christa D. Jensen
- Jarrett T. Jent
- Traci L. Jones
- Amy R. Jordan
- Kendall R. Joseph
- Sherri L. Kalvelage
- Meghan L. Knake
- Cory A. Lasker
- Summer S. Lee
- Stephanie C. Lovett
- Shawn O. Malone
- Lauretta Markovich
- Hollie S. McGriff
- Franklin A. Michello
- Stephen A. Morris
- Jessica E. Morton
- Gail K. Moses
- Wesley A. Mulroy
- Mirza Murtaza
- Chansamone Mysayphonh
- Lynne C. Napatulang
- Amanda G. Nelson
- Karen J. Owen
- Ryan D. Paligo
- William S. Parker
- Bina M. Patel
- Matthew S. Patterson
- Erik G. Pearson
- Daniel F. Percy
- Jennifer N. Pierce
- Omita S. Porter
- Breanna D. Randolph
- Allison L. Reynolds
- Karen M. Rives
- Sumner R. Robison
- Carolyn E. Ross
- Rachel E. Sanders
- Brittany S. Sewell
- Mark W. Shippard
- Jason D. Shetlles
- Paige D. Shipp
- Leah N. Smith
- Tristin A. Smith
- Jacquelynn Stuplock
- Nathan C. Suiter
- Thomas E. Swindle
- Michael L. Tea
- Jonathan M. Tinsley
- Casey T. Turman
- Katie L. Valentine
- Matthew S. Vance
- Amanda L. Wells
- Emily E. White
- Michael R. Wildsmith
- Heather B. Wisnioski
- Melissa C. Woody

Lofty Goals
Jennifer Nichols studies in the second-floor loft of the Business and Aerospace Building.