

## BAUER COLLEGE HOLDS RECORD FALL CAREER FAIR Event has tripled in size over last five years

Students from the C. T. Bauer College of Business got some face time with representatives from more than 150 companies on Wednesday, Sept. 12, during the Fall 2007 Business Career Fair. The event was held in the University of Houston Hilton Hotel and was organized by the

Rockwell Career Center at Bauer College. The roster of recruiters attending the fair has tripled in size over the last five years from about 50 to 157.

Accounting and finance senior **Erica Gonzalez** is one of the 2,000 students that

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**PHOTO FINISH**  
*Recent Happenings around the C. T. Bauer College of Business*

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## Balancing Business With Ethical Values Focus of L&E Week

The understanding of leadership and ethics has taken on a graver meaning especially when it comes to promoting, developing and maintaining ethical conduct in the corporate world. Corporations, governing boards and elected officials have identified ethics as one of the most pressing issues facing leaders.

Along with co-sponsors Halliburton and PricewaterhouseCoopers, the Rockwell Career Center at the C. T. Bauer College of Business will give students the opportunity to gain a sense of its importance at the sixth annual Leadership & Ethics Week from Oct. 8 to 12. **Dan Cathy**, chief operating officer of Chick-fil-A, kicks off the week with a speech at 6 p.m. on Oct. 8 in Room 170 of Melcher Hall.



**Dan Cathy**,  
chief operating officer  
of Chick-fil-A

"He is COO of an organization known for promoting family values and ethical decision-making," said

**Jamie Belinne**, assistant dean and executive director of the Bauer Career Center. "From the hours they choose to operate, to the healthy options on the menu, to the educational items and value-oriented toys in their kids' meals, Chick-fil-A is a model of corporate ethics and values."

Following Cathy's speech, two competitions test students' skills in solving real-world business challenges. An "extreme tax" competition hosted by PricewaterhouseCoopers from 8 a.m. to 5 p.m. on Oct. 9 pits groups of Bauer students against each other to find solutions to a tax policy problem.

"The competition models real-world decision making and gives students the opportunity to work through some of the same issues that challenge today's business and government leaders," said **Brett Hobby**, assistant director for employer services and recruitment at the Career Center.

An ethics challenge from 5:30 to 7 p.m. on Oct. 10 gives between 50 and 75 Bauer students the opportunity to work in teams to solve ethical dilemmas and get feedback from representatives from corporations.

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**Career Fair** *continued from page 1*

attended the event. She hoped to rub elbows with company representatives that could help her land an internship or job after graduation.

"I like the Bauer Career Fair because you don't have to compete with so many other students from different majors," Gonzalez said. "The companies know who they're looking for and want business majors."

Although the fair was open to any member of the public, as long as he or she wore business attire, business sophomores, juniors, seniors and graduate students were especially encouraged to attend, said Jamie Belinne, assistant dean and executive director of the Bauer Career Center.

"Anyone can benefit from going to the Career Fair," Belinne said. "The companies are really looking at juniors and seniors, but we told sophomores to attend as well so they could start considering internships for the future."

*We have gotten such great students,  
and word spreads.*

*Kim Winkler, Ernst & Young*

Students were advised to follow a few tips to make the most of the fair, she said, adding that attendees were told to focus on a few of the employers in advance and research those companies to prepare questions.

"We always recommend that students review the list of companies prior to the Career Fair to maximize their time there," Belinne said. "There's no way you can go from table to table and see everyone, so they had to decide before who they wanted to talk to."

Counselors at the Career Center also recommended that students bring several copies of their resumes in a portfolio, ask for business cards from recruiters and follow up with companies after the event for more information. It isn't likely that students were offered a job or internship on the spot at the fair, but it was an opportunity to network and make important contacts to secure an interview, Belinne said.

For a complete list of companies that attended the Career Fair, visit the Career Center's Web site, [www.bauer.uh.edu/Career](http://www.bauer.uh.edu/Career)



DHL recruiter **Andrea Wolf** and marketing senior **Randy Escobar**

**Career Fair by the Numbers**

Number of Companies Participating: 157  
Number of Recruiters Present: approximately 600  
Number of Bauer Students Attending: 2,000

**Thank you Career Fair  
Corporate Partners.  
Without you, our success  
would not be possible!**

**L&E Week** *continued from page 1*

"The great thing about Leadership and Ethics Week is that it not only provides outside speakers that expose students to principles and values but it also gives them opportunities to have hands-on practice," said career counseling and leadership assistant director **Donna Grady**, who is coordinating the ethics challenge. "The idea is, 'let's not just talk about it — let's experience it.'"



*Sherry Williams,  
vice president and  
corporate secretary  
of Halliburton*

A leadership seminar sponsored by Halliburton and a student awards banquet caps off the week. **Sherry Williams**, vice president and corporate secretary of Halliburton, gives the keynote address at the banquet in the UH Hilton.

# M I L E S T O N E S



**The Bauer Business Honors Program Turns Five.** From left: **Dr. Everett Gardner**, faculty director of the Bauer Business Honors Program; **Brent Spraggins**, assistant director of pre-business and special programs; and **Leslie Thornhill**, Bauer Honors program manager, have planned a special event to commemorate Bauer Honors Fifth Anniversary on October 4. Bauer Honors enrollment has nearly doubled to 242 students since its inception in 2001.



Bauer alumnus **Gerald W. McElvy** ('76) receives the Houston Alumni Organization distinguished alumni award from **Dr. Shirlee Rose**, the 1993 recipient of the honor, during the organization's 53rd annual awards dinner on September 20. McElvy is deputy manager of public affairs and president of ExxonMobil Foundation for the ExxonMobil Corporation.

## COUGARS ON THE PROWL



**Mark Gregg** (MBA '88) on Mt. Ranier's summit. Gregg is CEO of Kiwi Energy.

2003 Distinguished Alumni of the Year, **W. Carl Glaw** ('77), of GLO CPAs, at the base of the Eiffel Tower during his recent tour of Europe to meet with fellow members of Integra International.

## Dr. Eli Jones Takes Executive Education to the Next Level

Bauer's Center for Executive Development is now Executive Education, headed by **Eli Jones**, Associate Dean and Professor of Marketing.

Executive Education's mission is to enhance mid-level and senior executives' capabilities and competencies through customized, research-based courses and workshops designed in collaboration with our client companies.

Where do you see your business in the next 3-5 years? What are the performance gaps? What are the capability and skills gaps in your organization? "These are hot button topics driving the demand for Executive Education," says Jones.

Executive Education works closely with client companies to design, develop and deliver custom programs and services to meet their unique, strategic business objectives. "We work with you to define your educational objectives then find the right faculty—starting with those in the Bauer College's academic departments—to develop and deliver programs that broaden the perspective and strengthen the skills necessary to compete in today's and tomorrow's business markets," added Jones. The core of Executive Education uses best practices, "next" practices, award-winning instructors and facilitators, collaborative business models and is research-based.



*Eli Jones, Associate Dean and Professor of Marketing*

### *A Go-to-Market Strategy*

Through its carefully-designed programs, Executive Education will provide a vital link between the academic resources of the Bauer College and business leaders. It is organized around 10 Centers of Excellence and has specific expertise in the following areas.

- AIM Center for Investment Management
- Bauer Center for Business Ethics
- Center for Entrepreneurship and Innovation
- Institute for Diversity and Cross-Cultural Management
- Institute for Health Care Marketing
- Information Systems Research Center
- Sales Excellence Institute
- Small Business Development Center
- Supply Chain Research Center
- Global Energy Management Institute

Jones says that by combining the resources of Bauer College faculty and business professionals, Bauer can offer a wide range of customized programs. Programs can be arranged either at the Bauer College or at a place of business. More at [bauer.uh.edu/executive-education](http://bauer.uh.edu/executive-education)

## Risk and Insurance Management Society (RIMS) Meeting Highlights Students, Heightens Awareness of Profession

Finance executive professor **Dan Jones** touted the success story of the C. T. Bauer College of Business during a recent gathering of the Houston chapter of the Risk and Insurance Management Society.

Jones, who teaches several courses on risk management, was one of the featured speakers at the organization's first-ever meeting centered around education and advancing the insurance and risk management profession.

The group pledged its support this year to Bauer College by donating \$40,000, which will be used to fund annual scholarships to risk management and insurance students.

Jones assured RIMS members that the endowment will be put to good use — more than 200 students enroll in at least one of Bauer's six risk management courses each



*The September monthly meeting for the Houston chapter of the Risk and Insurance Management Society focused on education and featured Bauer finance professor **Dan Jones** as a speaker. Pictured here are, back row, RIMS member **Wayne Dauterive**, director of risk management at MetroNational, Jones and Associate Dean for External Relations **Bob Casey**. In front are RIMS president **Cynthia Vickers** of El Paso Corporation, finance senior **Rebecca Rowland** and RIMS member **Nancy Stucky** of GPM, Inc.*

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**Mike Mancuso**

Amid a competitive field of candidates, **Mike Mancuso** (MBA '06) landed a management position at Cameron. Mancuso believes his Bauer MBA experience helped make the difference.

**Describe your MBA experience at Bauer.**

My MBA experience was extremely positive. I invested a great deal of time and effort but I feel the return has exceeded my expectations. I took a variety of classes that stimulated and challenged me. My favorite aspect of my coursework was the diverse class discussions. It was a privilege to be in an environment where questions were plentiful and welcomed. I learned a lot from my classmates. In addition, I participated in a study abroad program in Prague where I was exposed to a different culture and business practices.

**Why did you select Bauer to pursue your MBA?**

I had several criteria when searching for the best option for where to pursue an MBA. The Bauer program ranked high on all of these areas. In particular I was attracted to the Bauer program's flexibility as a part-time program. It was important to me to keep my family and career on track while spending as much of my available time on graduate studies as possible. I needed a program that could flex along with my long-term projects at work and my changing responsibilities to my family. The Bauer program has a wide variety of

course schedules and options that helped ease my time management challenges at the time. In addition, I chose Bauer due to its strong Houston Business network especially in the energy industry as well as their commitment to allow each student to investigate further their core interest areas through more focused coursework.

**What are you doing now?**

In addition to being a husband and father, I continue to have an exciting career at Cameron International Corporation. I originally joined Cameron in 2000 and spent the following years in the Drilling and Production Systems division at different facilities and participating in the engineering efforts of large subsea oil and gas production projects. Currently I work out of the corporate headquarters for Cameron in Houston as the Corporate Development Manager. My main focus in this position is to support the global strategic growth

*"My MBA has done much for my career. It has definitely opened my perspective to how the future of the business world should affect our decisions today and what those decisions should be."*

**Mike Mancuso**

of the company through merger and acquisition opportunities. I also support each division in market and technology gap analyses which aim to find strategic growth areas which would best meet our customers' needs globally. Being part of the future of the company is quite exciting. My close interaction with the executive team in Houston as well as the divisions has been a powerful, perspective changing learning experience.

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**MBA MIXER**

From left: MBA candidate **Farheen Haseeb** greets **Zsanette McKinney**, a recruiter for Sears Holdings Corporation, at the fall MBA Career Mixer that gave students the opportunity to mingle with representatives from dozens of companies.

## DISTINGUISHED *Leaders Series* Conversation By McNabb Marvels MBAs



As Dean Arthur D. Warga introduced John T. McNabb, II, recently named chair of the Dean's Executive Advisory Board, he stated that there is a reason why several companies and multi-billion dollar corporations want McNabb to have a board seat with their company.

During McNabb's address to a full house of MBA students in the Distinguished Leaders Series on September 18 it was clear what Dean Warga meant.

McNabb called his talk a "conversation" and began with a definition of leadership. An avid reader and student of history, McNabb boils leadership down to "making a difference."

From collegiate life as a football player and MBA student at Duke University, combat missions as a U.S. Air Force aviator during Vietnam, to early risk taking business ventures, McNabb gave a captivating account of his life and took the audience through these varied experiences, describing how each shaped his life and career.

McNabb is founder and chairman of Growth Capital Partners, L.P., a client-focused investment and merchant bank serving both private and public middle-market companies.

McNabb fielded several questions from MBA students. On the sub prime market woes: McNabb said he doesn't think it's over, but believes that it is not terminal. When asked how he transitioned from the military into civilian life, he said: "there's no substitute for being scared under your skin when you're shot at." Yet, he noted, if you're going to pilot an airplane, focus and discipline are key.

On who he would hire, McNabb said Growth Capital Partners seeks candidates who are bright, quick, people-oriented and possess analytical skills as much as a high GPA. "I look for passionate people who want to improve themselves and my company. Everyone has an asset base which is your knowledge. You are only as good as that."

Following the talk, Associate Dean of External Relations Bob Casey praised McNabb for—among a host of things—making a time commitment to Bauer. Casey acknowledged McNabb's wife, Darlene, and his mother, MaryAnn, who were on hand to hear the talk. The Distinguished Leaders Series is made possible by Stanford Group Company.



John McNabb (top photo) encourages MBA class to grow their knowledge base and meets with MBA candidates Ricardo Ardila and Ademolu Olufemi.

Shell Offshore Innovation Subject Of Bauer Professor's Award-Winning Book

# Work Spans a Decade of Research

The world's largest professional geological society is honoring **Tyler Priest**, C. T. Bauer College of Business professor and Director of Global Studies, for a book that represents nearly a decade of research on the ins and outs of Shell Oil Company's upstream oil business.

Priest has received the 2007 Geosciences in the Media award from the American Association of Petroleum Geologists for his recently published book, *The Offshore Imperative: Shell Oil's Search for Petroleum in Postwar America*.

The award is given annually to recognize a journalistic work that contributes to the public understanding of geology, energy resources or the technology of oil and gas exploration. Priest will accept the honor in April at the AAPG annual meeting in San Antonio. "I spent many years conducting oral history interviews and research," he said. "This award is nice recognition for all that work."

The work began in 1998, when the president of Shell Oil commissioned Priest and UH oil historian Joseph Pratt to write a history of the U.S. company. As a business historian researching offshore oil and gas, Priest jumped at the opportunity to chronicle what he calls the "undisputed leader" in that field. Corporate reorganization at Shell kept that study from being published, but along the way, Priest connected with retirees from the company who became excited about a book focusing on Shell's offshore business.

"Offshore technology is one of the most vital but least analyzed chapters in the history of the oil industry," Priest said. "Most of the innovation took place in the United States, where Shell Oil was out front every step of the way." Shell pioneered many of the early moves offshore and continues to lead the way into deepwater, Priest said, adding that for decades, the company dominated the Gulf of Mexico, developing more oil and gas fields there than any other firm.

"I wanted to answer the question: What made Shell so special?" he said. "There are many overlapping explanations, but the vision of top management, the imagination of the technical staff, and the remarkable interplay between the two were crucial." Published this summer by Texas A&M University Press, the book quickly garnered attention from the Shell retirees who lived the history he wrote about. It also impressed many scientists and geologists, which Priest hadn't anticipated.



Professor **Tyler Priest** and his acclaimed book.

"I expected the audience for this book to be business historians and historically minded people in the oil business. I didn't expect it to receive this kind of recognition from the scientific community," he said. "However, the book does make a case that the science and strategy of petroleum exploration was a compelling and underappreciated part of the offshore story."

The balance of history and science appealed to the AAPG advisory council, which selected Priest's book for the association's annual award.

"We felt it was successful not only in portraying accurately what the exploration business is all about but also in humanizing it," said **Peter Rose**, member of the advisory council and a former AAPG president. "This is not a book about a big company — it's a book about the people working in a big company."

The group hopes that the recognition will fuel sales of Priest's book nationally, Rose said, and help the public gain a better understanding of the offshore industry. The text could also be used in business schools across the country, he said.

"It would be a model book to present to MBA students the way the natural resource industry works," Rose said. "It'd be terrific in showing how decisions are made, both strategic and tactical."

Priest teaches a history of globalization course at Bauer. He also serves as the college's Director of Global Studies and is a faculty affiliate for the University of Houston Department of History's Center for Public History.

semester, and most secure jobs in the field after graduation, he said. He took the meeting as an opportunity to highlight Bauer's recent achievements and to recognize two students that have bright futures in risk management.

Finance senior **Natasha Patel**, who was not able to attend the event, serves as president elect of the University of Houston's chapter of Gamma Iota Sigma, a scholastic insurance fraternity. "She's a very aggressive, talented young lady, and you'll probably be seeing more of her," Jones said.

Another student, finance senior **Rebecca Rowland**, has also benefited from the risk management and insurance program at Bauer College, Jones told members of RIMS. She worked for several years in the field but took time off to pursue her degree, which she will receive next year after finishing an accelerated track of risk management courses.

"With six years working as a claims adjuster, she's already got quite a bit of knowledge under her belt," Jones said, but her experience at Bauer will make her an even more attractive candidate for companies.

Associate Dean for External Relations **Bob Casey** followed Jones' presentation by thanking the group for its donation and presenting its members with "People are the Product: A History of AIM," a book about AIM Investments, co-founded by Ted Bauer.

"You enable us to bring the real world of business into the classroom," Casey said to the group. "There's magic happening at Bauer College."



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***How do you feel your MBA from Bauer has helped you in your career?***

My MBA has done much for my career. It has definitely opened my perspective to how the future of the business world should affect our decisions today and what those decisions should be. In addition I feel that I have built greatly on my communication skill set and my understanding of what makes a successful business in the modern marketplace. Finally, the network I have gained from the experience has been ever increasing in value.

***What advice would you give other Bauer students working on their degrees now?***

My best advice would be simply to stick with the hard work and not put it off in your future. Stay focused on your goals and use your experience to ask the questions and hone your skills to best fit what field you are interested in pursuing. Finally, keep in close contact with your ever expanding Bauer network, they will be partners in business in the near future.

***What do you enjoy doing when you're not working?***

I enjoy spending time with my wife and 7 month old son Jack. My favorite activities include international travel, overnight backcountry hiking, any sort of outdoor adventure and enjoying the excitement of college sports.

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