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The truth is that all of us attain the greatest success and happiness possible in this life whenever we use our native capacities to their greatest extent.

~Dr. Smiley Blanton

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Weekend MBA Fits into a Busy Life

Twenty-seven individuals in Cache Valley have made a huge change in their lives and the lives of their families, all in the pursuit of earning their MBA. For the most part, these non-traditional students have full-time careers, some working 40-50 hours a week, most have families, some with young children. What makes these 27 individuals unique is that they have dedicated a large part of their weekends – from 6-10 pm Friday evenings and 8 am-noon Saturday mornings – to attend courses as part of the Alliance MBA program through Utah State University’s College of Business.

The consensus of those interviewed is that the program is intense, challenging and fulfilling. Lance Fife, associate program manager at the Space Dynamics Lab, considers it a big lifestyle change finding it somewhat difficult but rewarding after 12 years in the workforce.

To participate in the program, Lance must juggle his full-time job and being father to three young children.

Glenn McEvo, Ph.D., associate dean for Business Graduate Studies, explained that the program offers two-year, weekend MBA degrees at various locations for over 15 years. Locations have included places as far-flung as Taipei, Taiwan and as close as the Autoliv facility in Brigham City. The program was named the “Alliance MBA” because at most locations it partners with a local organization to provide the program. Current partners are the Utah Association of Certified Public Accountants, (UACPA) in Salt Lake City, Utah Valley State College (UVSC) in Orem and USU Extension in Ogden. In the past, the college has partnered with Autoliv in Brigham City; PacificCorp in Portland, Oregon; Dixie State in St. George, Utah, and the community college in Rock Springs, Wyoming, among others.

Lance Fife had considered the program many times, but his job requires him to travel during the week. This compressed weekend program makes it possible for him to earn his MBA. For Wendi Hassan, coordinator of education and outreach for the Cache Valley Center for the Arts and mother of four, the flexibility and weekend classes make it possible for her. If she were to enroll one class at a time, she would have had to take time off from work to attend class, and it would take her over 12 years to complete her MBA.

The program launched with its first class on January 13 - MHR 6500, Managing Individuals and Groups, co-taught by Dr. Glenn McEvo and Professor Alan Warnick, executive-in-residence in the MHR Department. The students started their second class March 10 – BA 6420, Finance Problems, with Dr. Phil Swenson. Most of those who were interviewed commented on the amount of homework, some comparing it to a full-time job.

The “homework” includes reading, research, studying and problem solving required to prepare for the next weekend’s class. Caroline Shugart, a registered nurse and dietician, spends her evenings alongside her husband and two teenage children doing homework. Wendi Hassan says the homework has built a bond among her family, as her children often ask, “Mom, did you get your homework done?”

One other thread holds this group together and that is their ability to apply what they’ve learned immediately within their current jobs. They are also building relationships and networks amongst themselves, learning by sharing experiences from their own diverse backgrounds. Caroline Shugart says of her classmates, “I learn from them as well as from the professors.” Jeff Goalen has been pleasantly surprised that what he’s learned in class can be put to immediate use in the workplace. “Going in, I thought I would have to complete much of the program before I would be able to leverage much of the knowledge base. But that’s clearly not the case; the program has already proved practical and useful in solving everyday managerial conundrums. Now I’m eagerly awaiting the day when I’ll be able to apply Weighted Average Cost of Capital to a real business decision.”

The three faculty members who have taught these students report that they are a great group. They bring a diverse set of backgrounds to the discussions and share a lot of “real world” experience. Lance Fife highly recommends the program. He says, “Although it requires a lot of time and sacrifices, it’s worth it.”

Success is to be measured not so much by the position that one has reached in life as by the obstacles which he has overcome.

~Booker T. Washington
eDay Means Business

It takes an entrepreneur to organize, manage and assume the risks of developing the first Entrepreneur Day (eDay) at Utah State University. This is an accurate description of Professor and Department Head Dr. Gaylen Chandler, who notes that 70 percent of all available jobs in the private sector are found in what we traditionally call small business. As larger companies downsize and outsource, small businesses have gained increasing importance in the American economy. Nationwide there has been increased emphasis on the small business environment. Reflecting that change at USU, the Business Management degree has been renamed “Entrepreneurship” to reflect the direction the department and the college is heading.

eDay became a reality with funding from Gary C. Anderson, a 1978 alumnus, who has been involved in numerous start-up businesses. Gary felt that experienced entrepreneurs could share their expertise and lessons learned with students who were interested in becoming entrepreneurs themselves. The USU chapter of Collegiate Entrepreneur Organization (CEO) was asked to organize the event. Club president, Charise Carlson, took the lead on making the arrangements and putting the event together. The event generated so much enthusiasm that she changed her major to entrepreneurship!

Keynote speaker, Robert Harris, founder of ChemDry, opened the event followed by a series of breakout sessions led by a diverse group of individuals who shared their personal entrepreneurial experience with the students. Speakers included Robert Murray (Alpine Confections), Paul Woodland (Hooked on Phonics), Blake Kirby (Inovar), David Anderson (vSpring Capital) and Gary Anderson, each having a connection to Utah State University.

Afternoon activities included an “elevator pitch” competition. An elevator pitch is a two-minute description of a proposed business plan. Out of 55 initial applicants, the field was narrowed to 24 presenters by a panel of USU faculty. These 24 students or student teams presented their elevator pitches to a panel of judges comprised of the participating entrepreneurs. Of these, ten moved to the finals where $7,000 in prizes was awarded to the top six contestants. Along with Gary C. Anderson, vSpring Capital helped to sponsor the prize money and employees David Anderson and Jeron Paul were instrumental in sharing with the students what venture capitalists look for in entrepreneurs and their business plans.

David Herrmann, executive-in-residence and lecturer in the Management & Human Resources Department, worked closely with the CEO Club. He noted that nearly 300 students attended the keynote address in the Eccles Conference Center. He lists the favorable response to the elevator pitch contest, the number of students who have switched majors following their experience and the excitement of the speakers to participate again as being the top three signs that Entrepreneur Day will have a future.

Herrmann anticipates the establishment of an entrepreneurship center at USU, where alumni would financially support and donate a couple days a year to the center and work one-on-one with the students on their projects. Students would be able to choose whom they wanted to work with based on the nature of their project and faculty could draw on this group to speak to their classes. Ultimately, money would be allocated to fund new student businesses.

eDay worked so well because it matched the importance and focus of the department. Dr. Chandler's vision reflects the attitude of our participants and student body – the culture in general.

~David Herrmann
executive-in-residence and lecturer
Management & Human Resources Dept.

The overall objective of the entrepreneurship program at USU and eDay is to give students real entrepreneurial experience. In addition to the cash prizes that were established this year, plans for next year’s eDay include inviting more participants from the private sector, acquiring donated attorney and registration fees for starting up a businesses and acquiring space and facilities for the winners as they go through the initial phases of business development.
Herrmann explained that not only are students taught to be passionate about their new business enterprise, but also the importance of being open to input. Entrepreneurship is important for Utah because it is the way the Utah economy works. Utah is among the top ten most entrepreneurial states in the country, in part due to a culture where it's acceptable to try and also to fail. Even though a large proportion of start-up businesses fail, the goal of the entrepreneurship program at USU is to give students enough tools so that they can greatly improve the probability of success.

Congratulations to the 2006 eDay Winners!

<table>
<thead>
<tr>
<th>Name</th>
<th>Company</th>
<th>Description</th>
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<tbody>
<tr>
<td>Beau, Brady and Bobby Lewis</td>
<td>Lewis Cabinets</td>
<td>expand their family cabinet business</td>
</tr>
<tr>
<td>Ruth Thompson</td>
<td>Effortless Spa</td>
<td>supply a machine designed to bathe the elderly and people with disabilities</td>
</tr>
<tr>
<td>Don Wortley</td>
<td>Cell Phone Dock</td>
<td>technology to dock any cell phone at home and apply cell phone minutes to</td>
</tr>
<tr>
<td>Bret Olsen, Aubrey Olsen,</td>
<td>Little Amigos</td>
<td>the use of cordless phones</td>
</tr>
<tr>
<td>Rocio Sagastume, Lori Olsen</td>
<td>Unlimited Cinema Inc.</td>
<td>starting a bilingual, dual-immersion language development preschool in Logan in the fall</td>
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<tr>
<td>Gary Hoffman</td>
<td>Innovonics</td>
<td>offer unlimited monthly viewing passes as well as the traditional pay-per-</td>
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<tr>
<td>Shane Hogan</td>
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<td>movie method</td>
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Vernon M. Buehler:
Soldier, Academician, Philanthropist

It is difficult to summarize in one title what Vernon M. Buehler's accomplishments proclaim. Vern's reputation not only precedes him, it follows him. This is a man who continues to promote and prevail at Utah State, especially in the College of Business. For instance, everyone participating in the student-run Partners in Business Program owes Dr. Buehler a debt of gratitude, for he founded this program in 1970 and directed it for many years. He brought to campus such distinguished and acclaimed speakers as Milton Friedman and Alan Greenspan. This nationally recognized program continues today after three decades.

In 1941 following his graduation from Utah State Agricultural College, as it was then called, Vern received a scholarship in accounting to attend the Graduate School of Business in New York commencing that next fall. But Uncle Sam had other plans for Vern. He received War Department orders and was commissioned as a second lieutenant serving his country for the next five years. Following his release from the service, Vern earned his MBA from Harvard and shortly thereafter accepted a permanent commission as an officer in the US Army.

Serving as a soldier did not keep Vern from pursuing his education. He earned his doctor of philosophy from George Washington University and upon retiring as a colonel from the Army after serving twenty-six and a half years, Vern was a volunteer professor in Poland, Ukraine and Russia which was the beginning of his academic career.

Vern served as a management professor in USU's College of Business for 21 years and witnessed many innovative changes during his time on campus. In 1989, Vern reached the then mandatory retirement age of 70 and his academic chapter at USU came to a close. He says of this time in his life, "I assumed the most significant challenge of my life by becoming a home care-provider for my disabled and much adored wife, MaRee, as she struggled with her progressively debilitating Parkinson's disease during the last year of her life."

This tragedy set into motion Vern's latest role, that of philanthropist. In addition to serving throughout the community, he has given tremendous support to USU and to the College of Business by funding two endowments in the Partners in Business Program and five scholarship endowments.

The College of Business is honored to announce the creation of the Dr. Vernon M. and MaRee C. Buehler Endowed Professorships.
Harold Dance:
A Pioneer Legacy

The word pioneer usually brings to mind images of courageous individuals conquering the western frontier or the moon, both of which are fairly well known in this day and age. But pioneers are not a thing of the past. In fact, there are many still among us exploring the world we know and making discoveries in many areas. Individuals like Harold Dance, who was the first certified financial planner in Logan, Utah. He began Harold Dance Brokerage, now Harold Dance Investments, in 1959, where he was an independent broker/dealer not affiliated with any large investment company – one of only a few across the country.

Harold pioneered a retirement plan for schoolteachers, allowing them to invest small amounts during their careers, which evolved into significant investment accounts by the time of their retirement. This plan was later incorporated nationwide as the 457 Plan, which is still in use today.

Harold was raised to be a pioneer. Born in 1924 in Providence, Utah, Harold suffered from polio as a young child. But his mother was determined that Harold would have every advantage and carried him in her arms so that he didn’t miss association. Following graduation in 1948 with a bachelor’s degree in accounting from the School of Commerce, Harold was accepted into Harvard where he received his MBA.

Harold Dance built Harold Dance Investments on the principles of hard work and clear vision believing that he could make a difference in the lives of his friends and neighbors. He is a true and deeply respected pioneer of good business and its effects on a community.

Harold established a memorial scholarship awarded to a male and a female student in the College of Business in honor of his son Brad Dance (1961-2004). Of his association as an alumni of Utah State University, Harold says, “It gave me a lot of opportunities to start things and make things different and better and it shaped my life.”

It is an honor to name the first Pioneer Legacy Professorship at Utah State after Harold Dance.

Pioneer Legacy Professorships

The College of Business at Utah State University has much in common with the early pioneers. As one of the first schools of business west of the Mississippi, the College of Business has been changing the horizons of business success for almost 100 years. When JE Shepard proposed to Jeremiah Sanborn that a School of Commerce and Business Administration be established at Utah State University, he envisioned a place where farmers could be shaped into enterprise owners and operators. He also envisioned a place where the future leaders of our state, and even nation, could receive their education.

The Pioneer Legacy Professorships honor our own business pioneers. These endowments focus on our reach towards the future and our deep roots of the past by honoring those individuals who have helped shape Cache Valley with their drive, commitment and skill. Distinguished business pioneers leave a legacy for others to follow.

The heart of a university program is faculty. They are the ones who share knowledge, touch lives and, through their students, change the world. Business Pioneer Professorships will recognize the achievements of our current and past generation of business leaders while preparing the future generation to lead.

If you are a business pioneer, or you know someone who deserves this recognition, please call and share that story with us. Contact Alta Markeson at 435-797-3720 or email her at alta.markeson@usu.edu.
Opportunities Across the Pond

Professor Janet P. Lyons’ random seat assignment on her flight home in the spring of 2005 became the experience of a lifetime for Nicole Hales and Janelle Wilson. Jan’s seatmate was Kenneth A. Bransom, partner in Tax Services with Deloitte Touche Tohmatsu in London. He and Jan, a senior lecturer in the Business Administration Department, got to talking and discovered they shared a lot in common. During the conversation, Kenneth explained that Deloitte London hires six interns a year.

Upon her return, Jan shared this opportunity with her students. The applicants were required to participate in an hour-long phone interview for which they prepared by reading the book “Knock ‘Em Dead” by Martin Yate. Two of the applicants, Nicole and Janelle, were selected for the internship, which started in January 2006. Deloitte London paid for their transportation, housing and a small stipend for them to live on.

Professor Lyons uses this story to emphasize the importance of networking and reports that another group has already applied for next year, one for sure being accepted. Janelle and Nicole share what this experience has meant to them.

How has your education at Utah State University helped you in your internship?

Utah State prepared us for this experience in a variety of ways. Every day we use the general knowledge acquired through both the general business classes and the basic accounting classes. Most of the work that we do at the intern level requires us to call on our general knowledge. However, the upper level classes provided great exposure to many of the issues that are dealt with in the office as a whole. We do get the occasional opportunity to do some of the more difficult work, which requires more extensive research; at these times we were glad to have had some hands on experience in our classes. Obviously, our tax classes prepared us the most for the internship. Our daily work requires us to think back to the basic lessons from those classes.

What things have you learned on the job that will augment your education?

By doing an internship we have been able to test our abilities and judge whether we enjoy the profession. After completing the internship, it will be easier to complete any further education and training. Also, we are better prepared to work in a professional atmosphere, especially one that requires teamwork.

How does this experience increase your opportunities for success in the future?

Many internships lead to future employment with the company, whether it be in the same office or in a different location. Despite the outcome with Deloitte, we have learned a great deal from our short time here which will be of benefit in future employment.

What has it been like living and working in London?

Living in London has been wonderful. We live and work in downtown London. This makes grocery shopping difficult, but traveling to work convenient. A typical day for us starts by a 30 minute tube (subway) ride to work. The workday here is 9:30-5:30, however, we are at the office from about 8-8. We try to do a few fun things throughout the week when we have time. This usually means going to a show and shopping. On the weekends, we’re just tourists. We’ve seen Big Ben (one of our favorites), Westminster, Bath, museums galore, St. Paul’s, Tower of London and Tower Bridge, Buckingham Palace, Paris, Barcelona, Cambridge, and Harrods.

We work mostly with Americans but have still run into a few cultural quirks. British food is a bad as people say. It consists of potatoes and unseasoned food. Life is much faster paced than Logan! We find ourselves constantly bustling. People dress much nicer on a day-to-day basis. They are a more reserved people, so we’re usually the only ones talking on the tube. There are plenty of other foreigners around so we don’t feel too out of place.

Overall, it’s been a great experience and we are happy to represent Utah State while we’re here. We hope that we leave a good impression, which will help maintain a positive relationship with Deloitte London.
What future do you envision for the College of Business and for your role as Dean?

I see an incredibly bright future for the College of Business. The College has an outstanding faculty; bright, engaging and energetic students; and wonderfully loyal and proud alumni. But we need to stretch to achieve our full potential. I believe in some ways we have been "playing smaller than we are." To capture the possibilities that are before us, we must raise our sights. The vision for the College of Business will arise out of a vigorous and extensive process of dialogue with all of our stakeholders. As dean, I intend to facilitate that dialogue and engage us all in the question of direction, aspiration and stretch. The mission—to elevate our game—will require the best efforts of many leaders inside and outside the College of Business. I have no doubt we will succeed.

Have you noted many changes at Utah State over the years?

I am more impressed by what has remained constant over time than by the changes. You cannot step on this campus without being overwhelmed by the sheer physical beauty of its setting. What a wonderful place to study and to learn! I remember as an undergraduate walking to and from campus to my parent's home down on the Island. I would look out over the south end of the valley and think that this was just the greatest place in the world to go to college. And it still is! You cannot find a friendlier campus. The connection between students and faculty is first-rate and there is this amazing sense of possibility that permeates the atmosphere.

University, a great institution where I had had a wonderful experience. Many of my new friends and acquaintances in Logan asked me, "Why would you transfer to Utah State?" I thought about that for a while and realized that the best answer was, "to get a better education." At the same time, I realized if that were to become true, it would largely be up to me to make it so. I have never regretted my choice to come to USU. The resources were all here for me then—and they are even more available now—but the choice to dream, to excel and to achieve is something that has to come from within.

What will your goals be for the College of Business at USU?

A business can't succeed if it doesn't serve its niche. Everything we do at the College of Business should enrich our core constituencies in some fashion. If we are not serving our current students, alumni and friends, if we are not helping our faculty and staff to be more productive or enabling our community to grow, we will not receive the resources we need to flourish. From a substantive point of view, business education exists to serve a profession and to create professionals. We have a body of knowledge to impart, the responsibility to contribute to the discovery of new knowledge and the right and responsibility to certify students as having mastered that knowledge. But, as important as these tasks are, even more vital is our responsibility to elevate the profession of management by contributing to the development of men and women of integrity and good judgment.

"Doug has the intelligence to make the right choices and the courage to pursue challenging actions." Reed Durtschi, USU emeritus professor of economics

"Doug Anderson is the right person at the right time." Richard Nelson, chairman of the COB National Advisory Board

I remember a conversation I had once in a consulting context with Ralph Larsen, then chairman and CEO of Johnson & Johnson. I asked him what he valued most in the leaders in his company. It was obvious he had thought about the question. "Three things," he said, "in ascending order of importance."

"The first is performance. We make promises to deliver a certain level of performance, and we keep our promises. It's really important to us. But we give our people a lot of
support in making our numbers—tools, coaching, mentoring and the chance to grow.

"The second is good judgment. We are a highly decentralized company. We can't go around checking up on everybody all the time. You can make a mistake, but learn from it. Don't make the same dumb mistake twice."

"But even more important than good judgment, is integrity or trust. You violate our trust bond, and you are history," he said. "We don't give second chances to people who lie, cheat and steal."

I have thought a lot about what Ralph Larsen taught me. Performance is important, but good judgment is even more important. And most important of all is integrity. I think that's not a bad way of thinking about how we should train and develop our graduates to enter and contribute to the profession of management.

The faculty and students began the year reading The World is Flat, by Tom Friedman. What do you think of his point of view?

Friedman says that the world has become flat or "connected" by virtue of changes in technology and globalization. I've witnessed the amazing changes of a "shrinking world" in my own career. We like to say that the firm we founded, the Center for Executive Development (CED) in Boston, was "virtual before virtual was cool."

With the ease of air travel, the invention of the Blackberry and the availability of the Internet, it is possible today to do business globally while living in Cache Valley. In a recent week, for example, I spent Monday through Wednesday leading a 3-day strategic thinking workshop for partners of a Big 4 accounting firm in Chicago. On Thursday, I was interfacing with my Boston colleagues and clients in Europe from the computer in my home office in Salt Lake City. On Friday, I attended the Board of Trustees meeting in Logan where my appointment was approved, and Saturday I was back in Chicago accompanying President Albrecht and his wife, Joyce, at an alumni event. I was home in time for brunch on Sunday. Wherever I was, I was connected with partners and clients around the world via the email messages on my Blackberry. It is a flat world. That's the good news. The bad news is that if we are not smarter, better educated and work better together, our new competitors from outside the US will eat our lunch.

One of the clients of our firm, Lee Iacocca, understood this very well, before most. In 1988 he asked us to help Chrysler establish a "world class" executive development center. When we met to talk about its design, he told me that he had recently returned from a trip to the Far East—to Korea—where he had met with young managers at Samsung. He came away deeply impressed by what he saw. As he related it, he said, "Back in the 1960's we had technology, and they didn't; we had scale, and they didn't; we had capital, and they didn't; we had market access and distribution, and they didn't. Today, they have all of those things. The only differentiator left for us is the quality of our people. If we can't beat them with our people, we can't beat them!" What Lee understood was that we live in a knowledge economy. Even basic manufacturing is knowledge driven. So unless we make the proper investments in our young people and equip them with the skills, knowledge, insight and values they need to be competitive, we are going to lose our edge as the world's leading economy. Our wealth enables us to afford many things, but it cannot afford us the luxury of falling behind in the war for talent. That's why this university's mission, and the mission of the College of Business, is so vital. It's a great opportunity, but it's also a sobering challenge.

What do you find most exciting about serving as dean?

I have always been grateful for the excellent preparation and mentoring I received while a student at Utah State. I owe a debt of gratitude to many wonderful teachers and friends throughout the university, but in the College of Business two mentors in particular, Reed Dutschke and Del Gardner, stand out. Their careers influenced not only my life, but the lives of thousands of others, as well. I hope to repay my portion of that debt, at least in part, by contributing to the development of a new generation of Aggies.

The appointment of Doug Anderson as dean of the College of Business is most timely. He is uniquely qualified to meet the challenges facing the college. The university is very fortunate to attract a man of his stature to lead the college into the new century. Bob Murray, 2006 Founder's Day Honoree

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**Douglas D. Anderson**

- 1949  Born, Logan, Utah
- 1968  Graduated, John Muir High School, Pasadena, CA
- 1968-1969  Attended Stanford University, Stanford, CA
- 1969-1971  Served LDS mission to Hamburg, Germany
- 1972-1973  Editor-in-Chief, Student Life, Utah State University
- 1973  B.A., magna cum laude, (Economics and Political Science), USU
- 1973  Robins Award, Achievement of the Year, USU
- 1975  M.A., Economics, USU
- 1979  Ph.D., (Political Economy and Government), Harvard University
- 1978-1988  Faculty, Harvard Business School
- 1981-1982  Deputy Counselor to the Secretary, United States Department of Treasury, Washington, D.C.
- 1982-1983  Corporate Director (Strategy), Bendix Corporation, Southfield, MI
- 1984  Young Alumnus of the Year, USU Alumni Association
- 1987-present  Founder, Managing Partner, Center for Executive Development, Boston, MA
- 1990  Professional Achievement Award, USU Alumni Association and College of Business
- 1990  Old Main Society, USU
- 1992  Candidate, United States Senate, Utah
- 2003-2005  Board Member, USU Research Foundation
- 2005-2006  Member, Vice Chairman, USU Board of Trustees
Gary and Karen Black sponsor two endowed scholarships for students majoring in business. 108 years from now, your great-great-great grandchild might receive a Black Scholarship.

Gary and Karen Black attended USU in the 1960s. Although leading a busy life with career and family, they remain active with Utah State today.

In addition to the current scholarships they are giving, the Blacks' influence will extend into perpetuity through endowed gifts they provide. Every year, Gary and Karen donate gifts that enable them to enjoy sharing the generosity with students while contributing to an endowment fund that will exist beyond their great-great descendants. These gifts create generous charitable deductions at the times they are given.

You, too, can make a difference in the lives that follow. Please contact the Utah State College of Business development staff.

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 3500 Old Main Hill
 Logan, UT 84322-3500
 Phone: 435-797-3720
 Fax: 435-797-3929
 email: alta.markeson@usu.edu

Please send me the following helpful planning booklets:

☐ An Estate Planning Quiz.
☐ The Gift Annuity: A Lifetime of Income & Personal Satisfaction.
☐ Please send an illustration of the benefits available to me.

My birthdate is ___/___
Birthdate of second annuitant (if applicable) is ___/___

☐ I have already provided for Utah State University in my estate plans.
☐ I would consider remembering Utah State University in my estate plans.
☐ Alta, I have questions. Please contact me.

Name ____________________________
Address ____________________________
City/State/Zip ____________________________
Daytime phone (optional): ____________________________
email address (optional): ____________________________

In Recognition

Professional Achievement Awards recognize alumni who achieve extraordinary success in their careers and demonstrate uncommon leadership in their communities.

Stephen L. Blaser
President and Director
Care Free Homes, Blaser Financial, Blaser Holding, Blaser Real Estate

Born and raised in Logan, Stephen Blaser attended Utah State University, earning a bachelor's degree in accounting in 1968, his CPA in 1969 and he completed the requirements for an MBA in 1970.

After leaving Logan, he served as an Army finance officer and as an auditor for PricewaterhouseCoopers and in Arthur Andersen's tax department. However, fond memories of helping his father build homes during summers eventually led Blaser to pursue a different path in life—building the ranks of home owners.

With that objective he founded Care Free Homes in 1972. For over three decades Care Free's mission has been to make home ownership affordable. To further that goal Blaser's holding company recently purchased a retail region including operations in eight western states from the factory-built homemaker, Champion Enterprises.

Throughout his career, Stephen has furthered his company's core mission by founding organizations such as Blaser Financial, Blaser Holding and Blaser Real Estate. He has stayed active in community affairs, currently serving on the board of directors for Engage Now and Ascend.

Jeffrey D. Clark
Chairman and CEO, J.D. Clark & Company; CEO, Praesideo Management, LLC and Praesideo Technologies, LLC; CIO, Praesideo Funds

Jeff Clark started J. D. Clark & Company and the Praesideo Funds in January of 1991. J. D. Clark provides administrative, tax, financial accounting, and compliance solutions for hedge funds and funds of hedge funds. Praesideo Funds manages hedge funds invested both domestically and internationally. Clark's companies are headquartered in Utah with offices in New York and Grand Cayman. Collectively, J. D. Clark & Company and the Praesideo Funds invest and administer in excess of $10 billion.

After earning a bachelor's in accounting at Utah State in 1982, Clark began his career at KPMG in Seattle where he worked in their audit and small business advisory practice. He later served for several years as the vice
president of finance for the Cascade Funds and Rainier Partners as well as the CFO of the Genesee Funds.

David C. Miller
Chairman
Los Angeles Chemical Company

After graduating with a bachelor’s degree in finance in 1987, David Miller accepted a position with Citigroup. He worked in the firm’s mergers and acquisitions division for several years before becoming the chairman of Los Angeles Chemical Company (LA Chemical) in 1990. Since he assumed leadership of LA Chemical 15 years ago, the company has grown exponentially. Through increased market share and acquisitions, the firm has become the largest, fastest growing independent chemical distribution company in the U.S.

David attributes most of his personal and professional success to the long lasting affiliations and solid education he acquired at Utah State. Recently, David and his friend, Robert Matich, who graduated from Utah State’s College of Civil Engineering in 1989, funded a joint scholarship between the College of Business and the College of Engineering.

Dean’s Convocations bring Aggie alumni back on campus to share with current students their career experiences.

Charlie Denson
President
Nike Brand

Charles Denson earned a bachelor’s degree in marketing at Utah State University in 1978. He started with Nike as assistant manager of The Athletic Department, the first Nike-owned retail store in 1979. Since that time, he has held a series of progressively responsible management positions culminating with his appointment as Nike’s co-president in 2001.

As co-presidents he and Mark Parker have built a collaborative relationship that sets the tone for Nike. As a team they cover more bases and move at twice the pace, increasing Nike’s competitive edge. They focus primarily on the customer and market share. Denson manages the corporate function as well as the global and regional profit and loss while Parker oversees the creation and production of Nike’s products. Since 2001 when they assumed their present roles, Nike has generated record-breaking revenues.

Denson thrives on seeing Nike employees succeed. He delights in meeting new people, developing creative products and formulating innovative business strategies. His all-time favorite personal experience was playing golf on the Master’s course in Augusta, Georgia.

James T. Judd
Senior Executive Vice President, Golden West Financial Corporation and President and COO, World Savings

James Judd earned a bachelor’s degree in business administration in 1961. He attended graduate school at Los Angeles State University and the University of Detroit and completed management training courses at both Stanford and Harvard.

Judd’s first position was with Ford Motor Company’s financial planning division in Detroit. He later joined the Xerox Corporation where he held a series of increasingly responsible positions, ultimately managing one of Xerox’s largest branches in the San Francisco Bay area.

In 1975, he joined Golden West Financial (World Savings) as vice president of Savings Operations, which had at that time approximately $100 million in assets. Judd was promoted to president and COO in 1992 and continues to serve in that capacity. Golden West Financial is one of the top performing financial companies in the United States and is listed on the New York Stock Exchange as managing assets that exceed $120 billion with 465 offices throughout the United States.

James Quigley
CEO Deloitte and Touche

James Quigley, CEO of Deloitte and Touche, began his career as an accountant in the Salt Lake City Office. Over the last 30 years he amassed a distinguished record of service to major clients in a wide range of industries. He was appointed CEO of the leading professional services accounting firm in June of 2003. Quigley was recently honored by Accounting Today for the third straight year as one of the Top 100 Most Influential People in Accounting. He is a champion of collaborative stakeholder efforts during a time he describes as “The New Age of Accountability.”

Quigley graduated from Utah State’s College of Business in 1974 with a bachelor’s degree in accounting. He was also awarded the honorary degree of Doctor of Commercial Science from Bentley College in Waltham, Massachusetts.
Founder's Day Celebrates and Honors Alumnus

The Utah State community celebrated 118 years of excellence on Friday, March 3rd, 2006, with the annual Founder's Day celebration. Among the award recipients was Robert B. Murray, who was presented with a Distinguished Alumnus Award that evening.

Bob's roots run deep in Cache Valley, at Utah State and in the College of Business and he has many fond memories of all three. Do you remember when the "A" on the hillside burned brightly the night before homecoming at USU? Well, Bob Murray certainly does because he was a member of the group that started that tradition. A tradition that he refers to as one of his "extracurricular activities" while at Utah State.

USU played a big part in Bob's life long before he was a registered student. He speaks with warmth of attending sporting events and of growing up in USU's shadow. Born and raised in Logan, it seemed only natural to Bob that he would become an Aggie when the time came. In fact, Bob is proud of his association with the school and gives credit to USU for helping him develop a vision of what a person can become. He learned the value of earning what you get and he picked up the tools to fulfill that vision at USU.

Bob recognizes V. D. Gardner and Evan B. Murray, two of his professors, for having a vast impact on his life. In Bob's words, "they took their responsibilities seriously and their obligations towards their students went beyond the classroom door." They were available to Bob and gave him good advice, especially in pointing him in the direction of the Harvard Business School where Bob earned his graduate degree.

While at Harvard, Bob put into practice the values instilled in him during his days at USU and "leveled the playing field" by outworking his Ivy-league classmates. That system not only worked for him then, but has stayed with him throughout his life.

For instance, Bob taught the capstone class for graduating seniors at BYU's Marriott School of Management. As part of his lesson plan, Bob had his students conduct a candid self-analysis where each student acknowledged their weaknesses - a type of personal balance sheet of assets and liabilities. The students then generated a list of tasks that they would implement in order to correct their liabilities. Bob continues to conduct this activity every New Year's Day and finds it a gratifying way to start the new year. Bob claims that even though it's a good system, he's not been able to correct all his liabilities - he still hasn't attained his optimum handicap at golf!

Bob served in the military during the Korean Conflict where he was awarded both the Distinguished Flying Cross and the Air Medal. He began his business career as a division manager for Altamir Corporation, an aircraft and missile components manufacturer. He eventually became an entrepreneur and continues in that field today. The latest, in a widely diversified array of companies, is Alpine Confections, Inc., a leading manufacturer and distributor of candy products.

It is a combination of Bob's student days at USU, the impact his professors had on his life, the values he gleaned from his association with the college, the success he's attained during his career and his continued service to Utah State, that merit him one of Utah State's highest honors.

Congratulations Bob and thank you for your service to USU!

Catching Up with Dean Beck-Dudley

In the late afternoon of February 28th, the snow was swirling outside the windows of the O.C. Tanner Business Lounge at the top of the USU George S. Eccles Business Building. Inside, a group of faculty, administration, staff and students dropped in to wish Dean Caryn Beck-Dudley a fond farewell. Dean Beck-Dudley had spent the week packing her office and tying up loose ends in anticipation of trading in snow showers for sandy beaches with the acceptance of her new post as the dean of Florida State University's College of Business.

We recently caught up with Dean Beck-Dudley following her departure from Utah State the first week of March.

Tallahassee and Florida State:
I have been here three weeks and it has been a whirlwind experience. I have been engaging in 15 minute meetings with all 120 faculty (I have met with 60 so far), selling our house in Utah, buying a house in Tallahassee, meeting packers, moving, meeting with my staff and university officials, learning a new system and putting together next year's budget and presiding over two major events -- the Entrepreneurial Showcase and the Alumni Hall of Fame. The weather has been spectacular (mid 70s everyday), I survived my first tornado warning (no one else noticed that it had occurred), and I have been meeting with wonderful alumni and friends of the college.

I miss the great faculty and staff at Utah State University and the superb alumni and friends of the university that I worked with as dean. The faculty and staff were not only my peers, but also my friends for over 20 years. The relationships I developed with alumni and supporters of USU are impossible to replace and I miss the joy and exhilaration those interactions used to bring.
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The College of Business wishes a FOND FAREWELL to three friends and associates.

David Daines began his career 39 years ago as an assistant professor of business law in the College of Business. In 1973, he transferred to the Department of Agriculture and Irrigation Engineering as an international water law and institutions specialist. He later returned to the College of Business when the Department of Management and Human Resources was formed. He joined that department teaching an introduction to business law course. Professor Daines has become a fixture in the college, teaching more students over a longer period than any other currently active faculty member. We are proud to extend to David Daines our sincere appreciation and gratitude for his many years of dedicated service to USU and especially his dedication to the Management and Human Resources Department.

James Calvert Scott retires from USU after serving with distinction for 23 years. James is well known in the business communication area, especially its international dimensions. Many of his over 180 publications emphasize international business education and business communication. In 2005, James was voted as the College of Business Researcher of the Year. Utah State University and the Business Information Systems Department are grateful for his many years of dedicated service and wish him well in his future endeavors.

After 16 years at Utah State, we bid a fond farewell to Richard Ratliff Ph.D. Professor Ratliff is the Arthur Andersen Alumni Professor of Accounting and Director of Research for the USU School of Accountancy. He is recognized as an international authority in the field of internal auditing and has lectured extensively on auditing and management topics worldwide. He is a fellow of the Institute of Internal Auditors, New Zealand, that organization's highest honor, and has consulted with a variety of international clients. Many thanks and best wishes to Professor Ratliff from all of us at Utah State University.
Jeff Staworky '83 serves as an Attorney for Dyk Law Firm and lives in Saint George, UT.

Byrne Taylor, Jr. '83 serves as Accounting Manager of Doyle Hospital and lives in Tafton, PA.

Dean Bachman '84 owns DR Bachman Company and lives in Sandy, UT.

Bryan L. Crockett '84 works for Book Publishers of Utah and lives in Salt Lake City, UT.

Hayden S. Felt '84 serves as Sales Manager for YESCO and lives in Centerville, UT.

Craig C. Funk '84 is a Financial Planning and Analysis Director for Symbol Technologies and lives in Springfield, OH.

Greg S. Giebings '84 serves as Health Care Administrator and lives in Santa Ana, CA.

Diane Grossenbeck '84 serves as Legal Assistant for Callister Neibeker & McCullough and lives in Bountiful, UT.

Marc D. Halley '84 owns Halley Consulting Group and lives in Dublin, OH.

Rudd N. Howard '84 works for Toco Canyon Middle School and lives in Los Altos, CA.

Robert E. Hult '84 is an Engineer for Transportation for Utah Department of Transportation and lives in Salt Lake City, UT.

Thomas H. Nutterall '84 owns Rockhard Drywall in Logan, UT.

Mark K. Rasmussen '84 is Expositor for Moore Wallace and lives in Bear River City, UT.

Paul L. Allon '85 is employed with 1-800 Contacts and lives in Kaysville, UT.

Gary B. Barton '85 serves as Vice President for Sungard and lives in Layton, UT.

Louis V. Belnap '85 is a Commodities Trader and lives in West Chester, PA.

Mark D. Bond '85 serves as President for Metro Group Inc. and lives in Sandy, UT.

Chris T. Comish '85 serves as Senior Estimator for Big-D Construction Services Corp. and lives in South Jordan, UT.

John C. Fjelstad '85 is an Account Representative for Burton Group and lives in Midvale, UT.

Rodney Kearl '85 serves as Executive Vice President for Intermountain Staffing Resources in Salt Lake City, UT.

Kenneth N. Koo '85 is Principal for Alpine School District and resides in Provo, UT.

Gordon Lindstrom '85 serves as President for Olympus Hills Lanes and lives in Highland, UT.

Karl T. Mann '85 operates M & M Water Sports and lives in Salt Lake City, UT.

Melissa Menas '85 serves as Director of Industry Relations for PGA Destination Management and lives in La Jolla, CA.

Terry L. Morrison '85 is an Account Executive for Callidus and resides in Draper, UT.

Evan J. Palmar '85 serves as Environmental Services Director for SureShine Terrace Foundation Inc. and lives in North Logan, UT.

David G. Ray '85 serves for General Dynamics Corporation and lives in Chandler, AZ.

James A. Schuelle '85 serves as Project Manager for Boeing Company and resides in Layton, UT.

Louis V. Belnap '85 owns CR Sent Inc. and lives in Colorado Springs, CO.

Michael V. Valenza '85 serves as Supply Chain Management Initiative Director for Radnor Holdings Corporation and resides in Peoria, AZ.

Carey D. Woolsey '85 serves as Director of Administrative Services for the Church of Jesus Christ of Latter-Day Saints Foundation and lives in West Jordan, UT.

Jeffrey B. Aarssen '86 is a Tax Attorney for Otson & Hoggan PC and resides in Logan, UT.

Thomas S. Biesinger '86 serves as Director of Finance for Transverse Mountain and lives in Riverton, UT.

Kenneth N. Koo '85 serves as Vice President of Marketing for Gano Excel and resides in Arusa, CA.

Cynthia J. Lynn '83 is the Director of Development and Marketing for Clark Planetarium and lives in Salt Lake City, UT.

Judy Miller '83 is a Special Education Teacher for Alpine School District and lives in American Fork, UT.

Paula A. Miller '83 works for Northern Star College and lives in Woodburn, OR.

LaRinne Morris '83 is a Teacher for Holbrook Junior High and lives in Snowflake, AZ.

Bruce W. Ryan '83 serves as Radiology Technician for Wasatch Imaging and lives in Salt Lake City, UT.

Inger C. Sattlerfield '83 serves as Accountant for Pertuche Irrigation District and lives in Oakdale, CA.

Stephen A. Simmons '83 is Director of Finance for L-3 Communications and lives in Leesburg, VA.

Kevin K. Lindsay '90 is a Regional Sales Manager for Kinetic Concepts and lives in Ellensburg, WA.

Sidney W. Muir '90 serves as Business Teacher for Special Education with the Clark County School District and resides in Reno, NV.

Richard A. Ostberg '90 serves as VP of Compliance and Risk Management for Markwest and lives in Morrison, MO.

Brent G. Parkin '90 is the Area Leasing Manager for General Growth Properties and lives in Ogden, UT.

John F. Redford '90 is Senior Administrator for Denver Reserve and resides in Littleton, CO.

Rita R. Rightmire '90 serves as a Team Lead for SBC Communications Inc. and lives in San Ramon, CA.

D. Craig Stoker '90 serves as Business Education Specialist for The State of Education and lives in Riverton, UT.

Daniell F. Thompson '90 serves as Manager for Human Resources for the State of Utah and lives in West Jordan, UT.

David B. Thorley '90 serves as a Sales Representative for Cache Sales in Logan, UT.

Robert W. Allen '92 serves as Chief Executive Officer for Merrimack Valley Hospital and lives in Kingston, MA.

Kirk W. Jensen '90 serves in Economic Development for the City of Logan in Logan, UT.

Joe L. Kuchta '90 serves as Admissions Director for Brigham Young University in Provo, UT.

Michael Lemon '90 serves as Chief Financial Officer for Cache Valley Bank and lives in Smithfield, UT.

Brennan L. Bateman '91 serves as a Customer Service Executive for Hershey Foods and resides in Clearfield, UT.

Marcia H. Bennett '91 is a Program Technician for US Department of Agriculture and lives in Hyrum, UT.

Michael C. Bunderson '91 serves as Director of Taxes for Avery Dennison and resides in La Canada Flintridge, CA.

Kenneth A. Child '91 serves as Project Manager for Crossroads Construction and lives in Tooele, UT.

B. Todd Christiansen '91 is employed at Boyer Company and resides in Kansasville, WI.

Elizabeth A. Farabee '91 serves as Chief Financial and lives in Gilbert, AZ.

Jon T. Gray '91 serves as Accounting Manager for Maxim Systems and lives in Escondido, CA.

Steve A. Hanks '91 is employed at Mount Sterling Construction and resides in Providence, UT.

Janelle L. Lee '91 works at Windermere Real Estate and lives in Richland, WA.

Allan Mashburn '91 serves as City Council Member for Vernal City in Vernal, UT.

Darette T. McGivney '91 serves as President for Granite Fails Consulting Inc. and lives in Fremont, TN.

Richard M. Anderson '91 serves as Assistant Administrator for Logan Regional Hospital in Logan, UT.

Nowell Shaw '91 serves as Territory Salesman for Prime Source Building Products and lives in Nampa, ID.

Mark C. Thorpe '91 is a Director of Treasury at Dyncorp and resides in Orum, UT.

Kedric M. Black '92 is Senior Accountant for Utah Valley State College and lives in Spanish Fork, UT.

Steven B. Christensen '92 serves as Insurance Agent for Tempe Operations Center in State Farm and lives in Mesa, AZ.

Tracy D. Durfee '92 serves as Teacher for Pleasant Hills Middle School and resides in Cottage Grove, OR.

Morris L. Hansen '92 works for Cook Martin Poulsen, PC and lives in Smithfield, UT.

Troy W. Hoks '92 is a Business Manager for Doral Biotech Alliance and resides in O'Fallon, MO.

Burton W. May '92 serves as Vice President of Infrastructure Development for Flying Horse Farm in Syracuse, UT.

David C. Nelson '92 is the Executive Manager for Plantation Resort and lives in Myrtle Beach, SC.

Garlon D. Nelson '92 is a Financial Advisor for Limoso and resides in Smithfield, UT.

Kelly Jo Orton '92 serves as Senior Manager of Telos and Financial for HyClone Laboratories Inc. and lives in Wellsville, UT.

Curtis J. Roberts '92 serves for Jones Simkins PC and lives in North Logan, UT.

David B. Sessions '92 works as a Customer Service Manager for Stores Online Inc. and lives in Provo, UT.

Dean A. Smith '92 serves as District Conservationist for USDA Natural Resources Conservation Service at Logan and resides in Blackfoot, ID.
LET US HEAR FROM YOU!
Do you have professional news about yourself or other alumni to share with the USU community? Have you moved? Tell us what's new.

Name/Address/State/Zip:

Email:

News:
The College of Business' required reading for the 2005/2006 school year was "The World is Flat" by Thomas Friedman. Friedman's book, published in 2005, has sparked many a discussion around water coolers and in classrooms nation wide.

"The World is Flat" is a discourse on the current business trend toward globalization. The title comes from the concept that 10 major forces have now converged to create a level playing field in the marketplace. This market shift has made it possible for smaller corporations to compete in a flat world market from places such as China, India and Singapore.

Friedman gives voice to a complex topic that touches every aspect of our business and personal lives. This modern globalization, the cause and effect and the force behind it, is knowledge we must confront and understand as we move forward in business.

Let us know what you think. Log on to www.usu.edu/cob/worldisflat.html to share your thoughts with us.

Vijay R. Kannan, Ph.D., Vernon Maughan Buehler & Maree C. Buehler Endowed Professor, professor of Operations Management, and director of International Programs, recognizes the value of a global student experience at Utah State. A union of language, cultural awareness and business skills is necessary for success in today's flat business world. "Students should take advantage of the vast language skills they possess. Approximately 60% of the students studying upper-level business courses here have working knowledge of a second language. In the near future, we hope to institute the first and only International Business major offered at any Utah university."

If you want to get a jump on next year's reading, check out "Blue Ocean Strategy" by W. Chan Kim and Renée Mauborgne.