



The Nu Beta Phi Colony of

The International Fraternity of Delta Sigma Pi Milwaukee, Wisconsin



School of Business Administration
Office of the Dean

February 5, 2003

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To whom it may concern:

I am pleased to support the efforts of UWM's colony of Delta Sigma Pi to gain chartered chapter status. I am aware that in its short time on this campus; these students have made their presence noticed with a variety of activities. Especially important to me has been the group's participation in various campus and school wide "open house" student recruitment events.

Since we draw many of our students locally, the school has an interest in expanding the focus of the student experience to areas outside of the classroom. Organizations such as Delta Sigma Pi are an important part of the education of any business student, and I applaud the energy shown by this committed group of students in obtaining chartered chapter status.

Please feel free to contact me with any questions or concerns.

1100

Cordially,

V. Kanti Prasad

Dean





School of Business Administration
Assistant Dean

Date:

February 5, 2003

To:

Board of Directors

Delta Sigma Pi

From:

Robert Ellis

Assistant Dean

Subject:

Recommendation for chartered chapter status

Robert Ellis Assistant Dean PO Box 742 Milwaukee, WI 53201-0742 414 229-5403 phone 414 229-2372 fax bellis@uwm.edu www.uwm.edu/Dept/Busine

I am pleased to support the request of the student chapter of Delta Sigma Pi for chartered chapter status. I have worked with this group of students since very early in their attempts to become a chapter, and am aware of how committed these young people are to the goals of your fraternity. I am sure their petition describes a number of activities that have been of service to our students and to the UWM community at large, and have always found the members to be worthy representatives of the Business School.

In my position as Assistant Dean, I have had a chance to observe a number of student organizations rise and fall in terms of membership. I have always felt that a committed leadership is the most important attribute in any successful student group, and I believe this group of students will endure. I assure you they have my support and the support of our faculty.

Please feel free to contact me if you have any questions.



TO: Board of Directors, Delta Sigma Pi

FROM: Geoffrey D. Steinbrenner, District Director, Nu Beta Phi colony

RE: Letter of Recommendation

DATE: February 4, 2003

Be it known that the Nu Beta Phi colony of the international fraternity of Delta Sigma Pi has indicated its desire to become a chartered chapter of the fraternity effective February 7, 2003. The following discussion underscores the colony's commitment and progress towards this goal.

The high level of commitment and motivation of the colony has been evident during the 2002-2003 school year when compared with the colony's beginnings in the fall of 2000. What was once an upstart colony with few members and little sense of itself as an organization has transformed into a very capable organization, recognized by the university and the College of Business Administration. As of this letter's date, the colony had attracted twenty-six participating members that comprised eight officer positions and three committee heads, reflecting the positive leadership attitude within the colony and desire of the members to grow the colony and guide it towards a successful chartering. These leaders have helped the colony address several requirements prior to filing its petition:

In order to raise the \$1,000 charter fee, the colony showed the initiative to explore several different fundraising options, such as two Krispy Kreme fundraisers that were run so successfully, another organization in the College of Business attempted to duplicate this event. The colony increased its cash position from \$450 in October 2002 to \$930 in January 2003 (excluding the \$10 membership fee implemented in February 2003).

The colony held eight professional and six service events prior to the date of this letter. Further, as evidence of the continuing motivation of the colony, the colony has scheduled two additional service events and intends to schedule an additional professional tour and a professional speaker presentation subsequent to the date of petition.

It should also be noted that in order to complete all requirements of the petition, the colony opened up all duties for completion of the requirements to volunteers in a recent colony meeting. Ten members (half the total membership) volunteered to take responsibility for these individual projects that required completion within one week's time.

The level of participation at various fraternity conferences and joint fraternity events has been impressive. Three members attended the Spring 2002 Chicago LEAD school, which led to attendance of eleven members at the Fall 2002 Indianapolis LEAD school. Further, the colony intends to send at least four members to Grand Chapter Congress in August 2003. The colony even sent six members to the Spring 2002 Provincial Conference in Las Vegas, a province in which the colony is not even located, after learning that it would not be possible to attend its own provincial conference. Finally, several colony members attended a joint riverboat cruise with the Milwaukee Alumni Chapter and Delta Chapter in the fall of 2002. Not only did the members enjoy themselves at this event, but several attendees also joined other alumni and Delta members in a social gathering after the formal program had concluded.

The colony has identified the existence of a communication weakness over the past year and has worked to improve this area by sending weekly e-mail updates containing meeting information. However, the leadership, commitment, initiative, and participation that the colony has demonstrated in the past year will stand the colony in good stead for the challenges and responsibilities that lie ahead as a chapter. Contingent upon the continued improvement of internal communication, I fully recommend that the Board of Directors grant the petition of the Nu Beta Phi colony to begin the pledge process in order to become a chartered chapter of the international fraternity of Delta Sigma Pi.

Student & Multicultural Affairs
Center for Volunteerism & Student Leadership

Union W129 PO Box 413 Milwaukee, WI 53201-0413 414 229-3161 phone 414 229-3162 fax www.volunteer.uwm.edu lmarks@uwm.edu

February 4, 2003

To Whom It May Concern:

I strongly urge you to support the charter petition of Nu Beta Phi Colony, your affiliated group on our UW-Milwaukee campus. As the Director of the Center for Volunteerism & Student Leadership I can attest to the hard work, campus involvement and positive impact this group has had on our campus. Their track record speaks for itself, consider the following:

- The group participated in Greek Philanthropy Week by assisting in the planning of the week of events, and then volunteering with a food community food drive and children at our Latino Community Center.
- The group participated in our Helping for the Holidays Event, going to a local nursing home to decorate and visit with elderly residents.
- The group participated in our Wish Granter Program, where they selected a gift tag for a local, low-income youth, and then purchased gifts for them.
- In the future, I am told they will be presenting at the SWEA Leadership Conference, helping local teens prepare for the future.

Finally, I can attest to the fact that this group is hard working and valuable to our campus community. Your organization can be very proud of how they represent the fraternity.

If you have any questions feel free to email me at lmarks@uwm.edu, I would be happy to help them in any way that I can.

Sincerely,

Laurie Marks, Director

UWM Center for Volunteerism & Student Leadership

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A History of the University Wisconsin – Milwaukee

This history dates back to September, 1885, when President John J. Mapel gathered a staff of six teachers to teach 46 students the ruidments of pedagogy in a new building on Eighteenth and Wells Streets. This combination of flesh and blood and stone comprised the Milwaukee State Normal School, created by the state legislature five years earlier. Some might say the institutions history began even earlier. That it didn't really, was not the fault of the city of Milwaukee.

Teacher training in state-supported professional schools was adopted as a Wisconsin poicy in 1865, 26 years after the first state normal school in the United States was set up in Lexington, Mass. Before1865 in Wisconsin, fund from the sale of public swamp lands has been used to subsidize teacher training in private and denominational schools under direction of the chancellor of the university. This didn't work. So the new Wisconsin Normal School Board of Regents invited the stat's communitites to put in their bids for the schools. Milwaukee— by that time a city of 71,000 — offered \$31,00 over a five year period, an improved site and the use of a building until a new one could be constructed.

This was a high bid...but the auction went to Platteville and Whitewiter. Later two other normal schools were authorized, neither at Milwaukee, which in that era (and much later) was victim of considerable suspicion on the training part of regents and others outside the metropolitan influence. But with the Cream City's soaring population, it was obvious to the Legislature something had to be done. So the lawmakers passed a law requiring Milwaukee to establish its own normal school– at its own expense, of course. Accordingly, a normal department was set up in the high school and for fifteen years this department did its best to train teachers for the city's schools.

Teacher training in those days wasn't what it is now- either at Milwaukee or at the state supported schools. An eighth grade education qualified one for admission. The schools had to offer a good deal of rather basic general education as well as courses in pedagogy, and students often had to attend to be for three of four years to be graduated from a one or two year course.

When legislature finall did force the Normal School Regents to set up a state supported school in Milwaukee it marked a financial milestone in support of the normal school system. Swamp land funds were obviously inadequate to carry the entire load and an appropriation of \$10,000 for the support of Milwaukee marked the beginning of state conttributions to normal schools. By 1906 — 1908 more than three-fourths of the system's \$700,000 budget was financed by state appropriation.

Enrollment grew slowly at the new Milwaukee State Normal school and reached 80 only in 1892 — 1893. This reflected the non-favored status accorded normal school trained teachers from the school superintendents and principals, who were just as happy to accept liberal arts graduates. Then appeared on the Milwaukee scene in 1892 President Lorenzo D. Harvey whose recruiting drives by 1896 quadrupled enrollment, nearly half of theses students being from outside Milwaukee county. Staisfying as this increase must have been, it brought

problems, not the least of which was a straining at inadequate physical facilities. The Regents tried to limit enrollment by increasing admission standards and by more arbitrary methods, but by 1908 — 1909 entrollment stood at 503. In fall of the latter year, however things looked better as the school moved into a brand new \$343,543 building in northeast Milwaukee– now the center of the Kenwood Campus of the UW-Milwaukee.

The turn of the century saw slowly changing patterns of teachers in Milwaukee. More and more academic work was being offered (some voiced fears that the "professional curriculum" suffered greatly as a result) including, as well as the traditional subjects, art, manual training, music, and physical exercises. In the nineties the school year was divided into four ten-week quarters so more courses could be crowded in. The Milwaukee Normal School began offering extension work with faculty lectures and teachers' institutes in 1893.

At the same time, changing attitudes toward teacher education were taking place in Wisconsin. In 1899 county normal schools, primarily for rural teachers, were set up. The University reorganized its teacher training program in 1807. By 1909 a state law required every prospective teacher to attend a professional school for at least six weeks. Teacher training was beginning to gain new respect.

During this period the normal school was experiencing administration by an acting president, Walter H. Cheever (January, 1899, to April,1900), and by President Charles McKenny, who was succeeded in 19113 by Carrol G. Pearse. All played important roles in concept soon after the school was moved to the Kenwood campus in 1909.

The new campus and its main building were a delight; the 200 feet square structure contained classrooms, offices, laboratories and a gymnasium. The original eleven and one-half acre campus was augmented by additional fourteen and fourth-tenth acres in 1913. An by 1912 a north wing, which included the present fron door way with its distinctive pillars above, had been added.

Within this building the academic picture was animated. Not only was the previous pattern of general teacher preparation changing to one of much greater professional specialization in distinct fields of teaching and administration; in 1911 the school began offering college courses quite unrealated to teaching. This move was encouraged by the legislature, which wanted to give students college opportunities near their homes, and by the University, which was willing to forego some of it's large load of freshmen and sophomores. The two years of college work offered were transferable to the University, and students flocked to take advantage of the situation. Courses were offered in agriculture, home economics, commerce, journalism, pre-legal, and pre-medical training, letters and science subjects; there was also a one year course in engineering.

At the same time the summer session was established (in 1910) and more formal correspondence and extension course were introduced. In 1911 the Normal absorbed the Milwaukee School of Art, which had be been founded some years earlier by the Milwaukee Art Students League. A department for training teachers of the deaf was authorized and started in 1913. A school of music opened in the fall of 1914, providing strong impetus for a number of already formed musical organizations. All of these areas gained strength and continue to be among the best known at the UW-Milwaukee. Less obviously enduring was the rural educa-

tion department organized in 1916.

Came World War I and Milwaukee State Normal paused to catch its breath. Changes continued. In 1929 education of mentally-handicapped was transferred from Oshkosh to Milwaukee and consolidated with the deaf department to form the Division of Education of Exceptional Children; speech correction was added to this area two years later. A strong counseling and guidance program was begun in 1931. In 1935 all less-than-four year curricula (except a three year course in rural education) were discontinued. In 1937 the Legislature authorized the granting of B.S degrees in education. In 1938 an integrated junior college curriculum was launched with 70 willing students studying in the areas of natural science, physical science, social science, the humanities, and "social and aesthetic experiences". This experiment was moderately successful and continued until 1945.

Physical facilities were expanded, although not over-generously. A field house and heating plant were built in 1930-32. Pearse Field football stadium first was used in 1939.

The end of World War II ushered in a new era at Milwaukee State Teachers College, which gained as its president J. Martin Klotsche (now UW-Milwaukee provost) in 1946.

The Teachers College added the degree of master of education in 1945, graduate curricula in elementary and exceptional education in 1945, a graduate curriculum in art education in 1948 and graduate curricula in music and secondary education in 1949.

In 1951 all state colleges were empowered by the Legislature to offer degrees in liberal arts. Milwaukee State Teacher College became Wisconsin State College, Milwaukee. A couple of years later the Kenwood campus gained a new campus laboratory school (1953) and a library (1954).

The campus laboratory school, hitherto unmentioned, was a part of the teacher training institution since its inception in 1885. Its purpose has been to give students an opportunity to observe and to practice sound educational procedures in curriculum development and child development; increasingly in recent years the school has played a major role in educational research and experimentation. The laboratory school, of course, has never provided all the practice teaching opportunity necessary in a large teacher training institution, and most education students have done their practice teaching in cooperating schools in and around Milwaukee.

THE BIRTH OF A UNIVERSITY

Meanwhile, the Teachers College and the Milwaukee Extension Division became central issues in an increasingly intense argument over establishment of a lakeshore university. In 1951 a measure, passed by ,a substantial margin in the state senate and supported by the governor, was defeated in the assembly the opposition to the measure voicing fears over the additional expense involved in setting up a university in Milwaukee. During the next legislative session another movement toward higher education integration was defeated. Then, in 1955, a measure combining Wisconsin State College, Milwaukee, and the Milwaukee Extension Division, as well as setting up a Coordinating Committee for Higher Education, was passed.

During the next year, a committee of thirty members of the administrations and faculties of the University and the Wisconsin State College labored to set up ground rules for operation

of a new four-year unit of the University – an unprecedented development in Wisconsin.

A UNIT OF THE UNIVERSITY

Chapter 619 of the Laws of 1955 had spelled out the relationship between the Milwaukee Unit of the University and the institution as a whole. The institution needed all its strength, too, as it headed into the tumultuous twenties.

THE EXTENSION DIVISION

The "Wisconsin Idea" of extending the University of Wisconsin's beneficent influences to every home in the state had considerable impact even in Milwaukee. Informal instruction by visiting lecturers from Madison had had rather indifferent degrees of success in the years immediately before and after 1900 but in 1907 a Milwaukee office of the newly reorganized University Extension Division was in operation. One full-time professor conducted classes, registered students for correspondence courses and gave public lectures at night. There were 58 students enrolled in various evening courses.

In 1909 Milwaukee city school officials offered a building for a. branch of the university in Milwaukee. President Van Hise and other University officials were fearful, however, that branches would weaken the parent body and that students wouldn't have adequate library and laboratory facilities. These thoughts found considerable expression in the years and decades to come.

Nevertheless, the Extension Division under Dean Louis E. Reber began developing classroom work in business and engineering in Milwaukee under the leadership and supervision of Kenneth G. Smith. Then, in 1919, there appeared on the scene hundreds of war veterans who seriously taxed existing educational facilities, including Milwaukee State Normal School. This emergency made possible the addition of regular daytime classes in a building at 471 Van Buren Street, and by 1922 there were 15 regular instructors for day classes and 17 for evening classes. When the number of veterans dropped off in 1922, the Extension Division opened its day classes to all wishing to do university-grade work. In the fall of 1923, a full time freshman and sophomore program was offered and the next year the Division moved into new quarters at what is now 523 North Second Street. From the first there was coordination of teaching methods and examination schedules with the Madison campus, but Milwaukee work tended to become autonomous and the majority of the Milwaukee Extension Division staff were permanently located in Milwaukee. Extension District Superintendent John W. Powell was in charge of the Milwaukee project.

This burgeoning UW development did not go unnoticed. A Madison news-paper editor asked if this were "detaching ... the University from Madison by piecemeal?" A Milwaukee higher education administrator observed: "The history in other states of branch educational institutions is not conducive to educational harmony even within the institution itself".

The Milwaukee Extension Division continued to grow, however, even though the preceding prophecy proved not without some accuracy. This growth resulted, by 1928, in a

new seven-story building at 623 West State Street in the Milwaukee civic center-now the site of the UW -Milwaukee downtown campus. The building contained twenty-five classrooms, six science laboratories, twenty offices, a library and a reading room, and became focus for an expanding freshman-sophomore program both in the daytime and evening. In addition there developed an evening program of non-credit courses in commerce, engineering and general cultural education. By 1939 the day enrollment had grown from 191 in 1923 to a prewar peak of 738 students and the Center had become in effect a junior college. The day school enrollment reached a post-war peak of 2,875 and in 1954 was 1,099. Evening school enrollment by 1942 stood at 3,251 and just after World War II soared to 4,754.

Liberal arts education at the Milwaukee Division from the first was oriented toward pre-professional training, in such fields as medicine, commerce, and education. An engineering program provided freshman and sophomore training in mechanical, electrical, and civil engineering, and in later years, in chemical engineering.

In addition to the undergraduate programs, both the University School of Commerce and the College of Engineering instituted graduate programs in the evening school. By 1954 Director George A. Parkinson reported that there were 650 students taking advantage of these offerings. In addition the Division building served as headquarters for the Milwaukee offerings of the University's School of Social Work.

Ever-expanding enrollments in all these programs made necessary further expansion, and a million-dollar addition was dedicated in 1952. This eased the space problems for thousands of students and the 101 regular day school faculty members, 94 part-time faculty members and 23 Madison-based circuit riders. At this point the Extension Division had grown to be the largest state-supported college-level institution in Wisconsin.

2000 Demographics

Undergraduate students	18,693
Graduate students	4,271
Average age of freshman	19.4
Full-time students	13,551
Part-time students	9,413
Average age of undergraduates	23.7
% of students from WI	93.5
% of African American undergraduate students	8.7
% of SE Asian undergraduate students	1.9
% of Latino undergraduate students	3.5
% of Native American undergraduate students	0.7
Students from other states	1,494
% of men on campus	45
% of women on campus	55

Academic Programs Summary

UWM has been identified as one of the top research institutions in the country, ranking in the top 3.5% of more than 3,600 national universities.

The UWM faculty is comprised of nationally renowned academic leaders.

UWM is one of the only three schools in Wisconsin which offers Ph.D programs.

UWM offers more than 146 undergraduate majors and submajors, 48 Master's, and 17 Ph.D degrees.

UWM has twelve different schools and colleges. More than 70 scholarly centers, institues and laboratories. Seventeen hundred outreach workshops and courses serving 43,000 people. A research budget of \$22 million and \$72 million in federal aid, grants, and contracts.

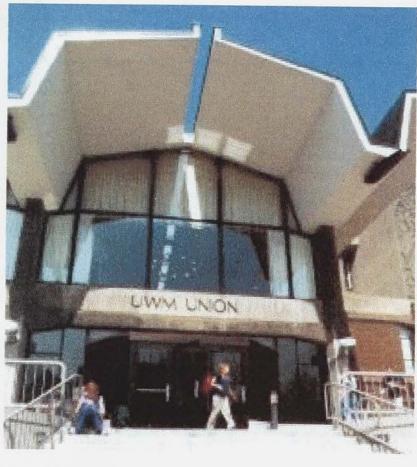
Put the number together and they add up to a campus where our discovery and learning have put UWM in the top 102 public doctoral institutions in the country.

The Campus

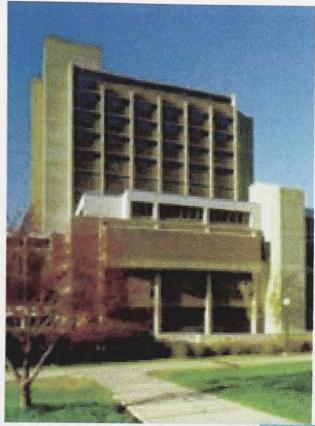


Purin Residence Hall

Student Union



The Campus



Physics and Natural Science Building

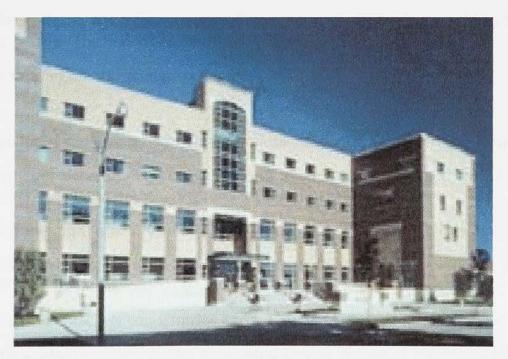
Helen Bader School of Social Welfare



The Campus



School of Architecture and Urban Planning



School of Business and Administration

History of UWM Business School

1950's

- ♦ The UWM Business School has its roots in the UW-Extension Division which offered twoyear certificates between 1950 and 1956.
- Accounting, Marketing, Finance, Beginning Law and Labor Management have been disciplines taught since 1920 with 442 students.
- The fee for a two-hour evening class in 1930 was \$10.
- University changed its name from the UW Extension Division to UW Milwaukee.
- ♦ First offering of a Bachelor of Business Administration degree within the Commerce division; however, students were required to complete their junior and senior year at UW-Madison. Official beginning of the Milwaukee MBA program in the Commerce division.
- Gary B. Rafn graduated with Sophomore High Honors. He became the President of the First Wisconsin National Bank. Gary was the earliest UWM business student on record to distinguish himself in the Milwaukee business community.
- ♦ In the early 1950's, the school acquired a 6' long slide rule that was used by professors to demonstrate calculations in the front of their classroom.
- ♦ UW Milwaukee offered a 4 year undergraduate program in business within the Commerce division (later became the School of Business Administration).
- First Beta Gamma Sigma inductees announced.

1960's

- ♦ 1959 1961 catalog listed two new business majors: Statistics, Commerce & Law.
- ◆ Professor Jerry Leer became head of accounting in 1963 and continued for 37 years until his retirement in 1983 when he became Professor Emeritus.
- ♦ Construction of the eight-story Bolton Hall began. Work was completed in 1964.
- ♦ The School of Business Administration (SBA) was established in July,1966. C. Edward Weber became the SBA's first Dean.
- ♦ Chancellor Martin Klotsche's son Charles earned an MBA degree in 1968.
- ◆ In the late 1960's, Mayor Henry Maier appointed Deans Weber of UWM's School of Business Administration and Martin of the Marquette University School of Business Administration to head a technical committee to evaluate the city's operation.
- A new 120-credit Bachelor of Business Administration degree was announced. The new majors included: Accounting, Finance, Industrial Operations, management, Industrial Relations, Marketing, Quantitative Analysis, Real Estate and Urban Development, Special Option.

History of UWM Business School

1970's

- Professor Victor Chou, Chief Economist of the Allis-Chalmers Corporation, was appointed to the US Department of Commerce's Economic Advisory Board.
- The SBA faculty approved the MS in Management program.
- The UWM Foundation was established.
- Eric Schenker, Professor of Economics and Acting SBA Dean was appointed Dean of the school.
- American Institute of Decision Sciences (AIDS) selected Professor Nystrom's paper for its Outstanding Achievement Award.
- Jack Reichert, a 1957 BBA graduate, made a presentation in the UWM Union "Managing a Billion Dollar International Corporation". He was the first of the school's alumni to head a major US corporation Brunswick Corporation. Mr. Reichert received the UWM Alumni Association's Distinguished Alumnus Award in 1979.
- Catherine Cleary was appointed Adjunct Professor in 1979. She was one of the first women to serve on the board of a major US corporation, including AT&T, General Motors, Kohler Corp., Kraft, NML Corp. and First Wisconsin National Bank.
- The MS degree in Management Taxation was initiated. The program and faculty achieved an outstanding national reputation in a very short period of time.
- A 1978-1979 survey of UWM graduates revealed that the School of Business Administration was the most successful UWM school in finding jobs for new grads.

1980's

- Pi Sigma Epsilon, the sales and marketing fraternity chapter, was ranked #1 in efficiency out of 89 national chapters.
- ♦ The Management Assistant Center for Small Businesses was established with Professor Winston Ring as director.
- ♦ The Graduate Business Alumni Group was formed.
- UWM was ranked in the top 100 US public doctoral granting institutions in R&D expenditures by the National Science Foundation (NSF). In 1980, SBA received \$314,000 in grants, 92 from NSF.
- Roger Fitzsimonds, Executive VP of First Wisconsin National Bank (BBA '60 and MBA '71), was elected President of the UWM Foundation for the period 1980-1981.

History of UWM School of Business

1980s (continued)

- Business Alumni Association was established for graduates of BBA, MBA, MS and PhD programs.
 EMBA alumni already had their own organization.
- The SBA formed the student DPMA (Data Processing Management Association) chapter.
- SBA undergrad students achieved a rank in the top five schools in the country in the 1983 national Uniform CPA exam.
- SBA Professors attended the 1984 World Computing Congress in Tokyo.
- UWM tied into supercomputer centers at Florida State University, Boeing Computers Services and the Lawrence Livermore Laboratory. This made supercomputers available to SBA faculty and graduate students.
- Roger Fitzsimonds was appointed President and Chief Executive Office of the First Wisconsin Corporation (now Firstar Corp.)
- Minority Entrepreneurship Program (MEP) held its first "Leading Edge Business Forum" for MEP students and graduates.
- Campus Administration approved the 1987 proposal for a new Business Administration building.
- The PhD program successfully passed the Five Year Review required of all new PhD programs.
- The Business School honored three distinguished alumni in the spring of 1988: Roger Fitzsimonds, BBA 1960, President & CEO of First Wisconsin Corporation and 1983 UWM Alumnus of the Year. Dennis Kuester, BBA Accounting 1966, President of M&l Corporation William Lacy, BBA Marketing 1968, President & CEO of MGIC Corp.
- 25% of all UWM students were enrolled in business or prebusiness administration during 1988.
- ◆ First international prize for an SBA faculty member-The Institute of Management Sciences (TIMS) Franz Edelman Prize Competition awarded professor Dennis Gensch and EMBAGraduate Daniel Elwing (President of AB Electric in New Berlin) the Edelman Prize. Their work involved an innovative applied marketing research project which led to a major penetration of the industrial transformer market by ABB Electric.

1990's

- ♦ The Center for Business Competitiveness was founded with Michael Burstein appointed director.
- Groundbreaking for the new business school was held in 1992. Plans included 167,000 square feet, four stories, and two levels of underground parking.
- The IBM Corporation agreed to provide \$2,000,000 worth of computers, networks and software to produce the most advanced business school information processing system in the world. IBM provided 200 personal computers, enough for every faculty and staff member, plus three instructional labs and one for each classroom, plus an interactive research classroom.

1990s (continued)

- The school's Tax Accounting students were ranked in the top ten schools in the US by the 1993 Arthur Andersen Tax Challenge Competition.
- Ace Worldwide Moving's Chief Executive Officer, Joseph A. Bates '85 EMBA grad, donated the total moving operation of the business school from Bolton Hall to the new facility. First class in the new building was held January 14, 1995.
- Accounting firm Deloitte & Touche funded the new Center for Multistate Taxation at the business school.
- General Electric Foundation granted \$450,000 to the SBA and the UWM School of Education to enhance leadership of Milwaukee Public School principals.
- ◆ The following SBA alumni were honored as UWM Distinguished Alumni: Michael R. Reinfeldt, VP of Admin. and CFO Green Bay Packers Football Team (BBA '75) Hans Storr, retired Executive Vice President and CFO Philip Morris Corp. (Certif. In Accounting, '61)
- Some of the latest academic offerings include: Certificate in International Business, Masters in Human Resources and Labor Relations (MHRLR), Bachelor of Arts in Organizational Administration and a One Year MS Taxation Degree.
- Business school partners with Milwaukee based M&l Data Services to train MIS professionals for M&l Data Services. The seven-month program is aimed at non-MIS college graduates.
- ◆ The following eight SBA graduates joined the UWM Business Advisory Council, which was originally organized in 1968. This council helps the school stay in touch with the Milwaukee community and consults on the development of professional business education at UWM. Mark G. Doll, Senior Vice President-Public Markets, Northwestern Mutual Life Ronald V. Krizek, CLU, President, Krizek & Associates Pat Moriarity, CPA, Co-Owner, Ashling FarmJerry Moriarity, Co-Owner, Ashling Farm Patricia J. Nelson, CPA, Secretary-Treasurer, Nelson Container Corp. & President, Nelson Container-Madison Corp. John W. Oleniczak, Partner-Transaction Services, Pricewaterhouse-Coopers LLP Thomas R. Perz, President & CEO, St. Francis Capital Corporation Robert E. Puissant, Senior Vice President-Marketing/ Strategic Planning, WICOR Energy Group

2000s

- School announces a new interdisciplinary Master of Science in Management/eBusiness degree program beginning in Fall 2000. Program emphasizes the technology and business aspects of eBusiness.
- Approximately 3000 students are enrolled in a variety of undergraduate, masters and doctoral programs within the School of Business Administration.

Accreditation

University of Wisconsin Milwaukee

- ♦ The University of Wisconsin-- Milwaukee is accredited as a comprehensive doctoral and research campus by the North Central Association of Colleges and Schools.
 - The North Central Association of Colleges was founded in 1895.
 - Criteria for being accredited:
 - The institution must have a clear and publicly stated purpose consistent with its mission.
 - The institution has the physical resources to accomplish its purpose.
 - The institution is accomplishing its educational goals.
 - The institution demonstrates integrity in its practices and relationships.
- ♦ The Carnegie Foundation ranked UWM as a research institution (one of about 125 nationally).
- UWM is also one of two UW System institutions that grants the doctoral degree.

UWM School of Business Administration

- The School of Business at UWM is accredited by the AACSB (The International Association for Management Education).
 - Schools that participate in the AACSB accreditation process are responsible for the quality of education offered and must demonstrate its commitment to continuous improvement
 - Self-evaluations are given in order to assess planning and goal setting and to measure accomplishments against objectives.
 - Peer review assesses the program's strengths, limitations and opportunities in order to improve educational effectiveness.
 - The school must have a clearly defined mission and educationally appropriate objectives.

Degree Programs

Programs offered by the School of Business Administration are the Bachelor of Business Administration (with six academic majors), the Master of Business Administration, the Master of Science in Management (with ten areas of concentration), the Executive MBA Program, the MS·MBA coordinated degree program, and the Doctor of Philosophy (with five fields of specialization). In addition, the Business School and the College of Letters and Science offer and jointly confer the Master's Degree in Human Resources and Labor Relations (MHRLR) and the Master's Degree in Public Administration.

BBA Program

The Bachelor of Business Administration degree is based on two years of college work in prebusiness, followed by two years of study in the major.

Applicants with 56 or more transfer credits will be admitted directly to a major if a review of their academic record indicates that they meet the admission criteria for the major requested (see Advancement to a Major).

At least 50 percent of the business credit hours required for the business degree must be earned at UWM.

Students from two-year institutions (community colleges and two-year UW Colleges) are limited to the transfer of up to 72 credits required for the bachelor degree.

BBA Accounting

An accounting degree provides graduates with a challenging career path clearly pointed toward growth and opportunity. The new economy is creating new ways of working, living, and growing. Position yourself with a career that understands the questions posed by the new economy.

Accounting graduates who take positions in public accounting firms provide management consulting, tax, and audit services to external clients. Other accounting graduates who take positions with industry and not-for-profit organizations work as part of the management team providing information for decision support and performance evaluation. Accountants within organizations specialize in tax reporting and planning. Students desiring to become a Certified Public Accountant (CPA) must complete 150 credits. In most cases, a student will combine a 120 credit undergraduate degree with a graduate degree program.

For the major in accounting, 18-21 credits are required beyond the 3 credits of Bus Adm. 201 (Understanding and Using Financial Statements) or the 4 credits of Bus Adm. 204 (Introduction to Financial Statement Preparation and Use). Students advancing into the accounting major in Fall 2001 are required to complete an accounting core curriculum and an accounting major field track. Other students should contact the Student Services Center, Business Building, Room N297,

for details regarding their course requirements. Course requirements are shown below.

BBA Finance

The finance major provides the professional skills necessary to work in investment management, corporate financial management, and banking. Position titles for finance majors include loan officers, mortgage review officers, stockbrokers, bond and security analysts, and ultimately chief financial officers. Finance majors are increasingly taking and passing the Chartered Financial Analysts (CFA) examination. Thorough training in finance and related fields provides the practical and theoretical background needed to succeed in the dynamic and fascinating world of domestic and international finance.

The finance major highlights two tracks of concentration: Investments and Corporate Finance. Investment management has been revolutionized by rapid advances in computerization. Modern investment theory of portfolio selection, asset pricing models, pricing of options and other derivative securities, and views on the efficiency of security markets have contributed to major improvements in investment management practice. Those interested in investment management should complete Bus Adm 454 (Advanced Investment Finance) after Bus Adm 451 (Investment Finance).

Other finance majors may concentrate in corporate finance. Corporate financial officers oversee the efficient allocation of funds within enterprises and borrow funds on the most favorable terms possible through banks, corporate paper, bonds, or new stock issues. Corporate financial managers examine corporate policies toward dividends, debt leverage, and agency conflicts between firm stakeholders. Those interested in financial management should complete Bus Adm 453 (Corporate Finance Seminar). Bus Adm 205 (Intermediate Financial Accounting) is recommended.

Finance majors who seek knowledge about foreign currency risk and hedging techniques available to multinational corporations should take Bus Adm 456 (International Financial Management). With over half of the world's wealth portfolio involving real estate, many finance majors are finding that Bus Adm 481 (Real Estate Finance) is a valuable application of financial management.

BBA Human Resources Management

Human resource managers are increasingly relied upon to make optimal decisions about such topics as the motivation and productivity of employees, compensation, and performance appraisals. This field is particularly challenging due to the diverse interests of management, labor, consumers, regulatory agencies, political constituents, and environmental issues in a competitive, global economy.

The Human Resources major prepares students for entry-level careers in either generalist or specialist areas of human resources management. The curriculum provides a framework through which students learn how human resource management decisions affect, and are affected by, virtually all other management decisions.

BBA Management Information Systems

The management information systems (MIS) major has recently been reengineered to provide undergraduate MIS students with the knowledge needed to develop creative and effective information technology (IT) solutions, based on a thorough comprehension of business problems and opportunities. To that end, students are provided a strong technical foundation in contemporary approaches to computer information systems development-which includes planning, analysis, design, programming, operations maintenance and support-using state-of-the-art technologies, tools and techniques. In addition, there is an emphasis on the communication skills critical to client understanding and satisfaction.

The MIS program is intended to be the first step in a life-long learning experience in the exciting and dynamic field of information technology. It provides a strong foundation for advancement and success in IT careers and ventures.

BBA Marketing

Marketing is the dynamic and creative process of developing, pricing, promoting, and distributing products and services to satisfy customer needs and organizational objectives. Effective marketing depends upon comprehensive knowledge and skill in understanding consumer motivation and behavior, planning and analyzing market research data, strategic thinking, and managing people. Marketing graduates find an exciting and broad spectrum of career opportunities in brand/product management, industrial selling, retailing, domestic and international sales management, advertising, marketing research, and customer-service management.

BBA Production & Operations Management

Production and Operations Management (POM) relates to the creation of goods and services through efficient and effective use of personnel, material and machines. While the specific nature of this process differs among enterprises, the main principles and functions of POM are the same. These include the acquisition of resources, planning production and inventory levels, scheduling work assignments, and controlling production and product quality. Recent advances in computer technology and information sciences have extended the practical application of quantitative techniques to all these areas and make POM an exciting major.

MBA Programs

If you are interested in enrolling in a dynamic and flexible MBA degree program that teaches you management theory and practical skills that can be used immediately in your current job, or taken with you no matter where you go next, then UWM's MBA program is for you. Recently redesigned for your success, the MBA curriculum focuses on the current issues and challenges evolving in today's technologically enhanced business environment. You will have the opportunity to study exciting new areas of business or traditional functional areas via elective tracks. And finally, it's about time--yours! The revised MBA program can be completed in two years. What's more, you do not need a business undergraduate degree to qualify.

If you are interested in pursuing studies in a specialized area of business, UWM's School of Business Administration Master of Science (MS) in Management is for you. Providing graduate education designed to produce corporate specialists, the MS program focuses on the application of theoretical knowledge to advance management practice and problem-solving in complex organizations. Eleven areas of concentration are offered, including the new area of eBusiness. Also new is the joint program in Engineering Management. Two other joint programs - the Masters in Human Resources and Labor Relations and the Master of Public Administration - are also offered.

MS. MBA Program

This coordinated degree program combines the degree requirements of the MBA and MS-MIS area of concentration. The combination of MBA core courses and MIS courses (including some eBusiness courses) prepares graduates for managerial positions in IT organizations or for IT-related functions within organizations. Prerequisite to the award of either degree in this program is the simultaneous award of its counterpart degree.

The Executive MBA Program

Business leaders venturing into the twenty-first century face formidable challenges and unprecedented opportunities. Globalization, technological development, demographic shifts, and peer relations are not just buzzwords. They represent the new reality. Today's business leaders must not only meet increasing customer expectations, they must create energetic company environments worthy of the best employees.

The UW-Milwaukee School of Business Administration is dedicated to the continuing excellence of the Executive MBA Program. The curriculum is rigorous, and faculty members are among the best in the nation. The program stresses the integration of theory with practical management skills. Courses stimulate discovery in the classroom. The latest technology, management research, and educational concepts are incorporated into the curriculum. Professors understand the dynamic nature of business and society and work to help executives excel in an atmosphere where change is the only constant.

The goal of the Executive MBA program is to inspire and train already-skilled managers by broadening their experiences, challenging perceptions, and ultimately leading them to even greater success and achievement in the business world.

Ph.D. Program

The School of Business Administration's mission statement defines our goal with respect to the Ph.D. program as: "Our doctoral degree program prepares students for academic careers in research-oriented business schools and research careers in industry".

Purpose

The purpose of this Fraternity, in our view, is to broaden ones educational experience. It is our belief that the presence of Delta Sigma Pi will give students and unparalleled opportunity to broaden their business education and become affiliated with the campus atmosphere. Opportunities to develop leadership and career skills are the cornerstone of Delta Sigma Pi. Our colony has tried to sponsor a diverse group of professional activities to attract; not only colony members, but students throughout the business school. Lastly, in each Chapter of Delta Sigma Pi, life long friendships are established and countless networks across the country to help each brother in future business endeavors.

History of the Nu Beta Phi Colony

In late April of 2000, Tony Agayby envisioned the prospects of a new professional business fraternity at the University of Wisconsin Milwaukee. After parting ways with the pledge class of Alpha Kappa Psi, he researched alternative organizations that could be established on campus. After discovering the web site for Delta Sigma Pi, Tony was fully convinced that this was the organization he wished to establish at UWM. After an enthusiastic conversation with Dale Clark from central office, it was apparent that this dream would soon become reality.

In early summer, Tony enlisted the help of Lewis Strupp and Katie Bauries, both former members of Alpha Kappa Psi, to start a colony of Delta Sigma Pi at UWM. In June of 2000, Tony and Lewis went to the Dean of the School of Business to get formal recognition by the school as an official student organization. In August, Tony had acquired the interest of a fellow student, Josel Romero. Together, they decided on the name Nu Beta Phi, which means New Business Fraternity. But all of Tony's efforts were done in vain as the aforementioned rescinded their roles, leaving Tony to face the challenges of a new beginning.

In early September, with nothing more than a banner on loan from central office and free brochures Tony began recruiting at the annual business open house. After a long day of recruiting Tony managed to spark the interest of three new students, Sarah Derga, Matt Cruise, and Jake Boucher would soon become committed members of the colony. From this point forward our colony had set it course for a promising future.

During the fall semester our colony focused on recruiting new members and appointing officer positions. Tony appointed Matt as president to help distribute responsibilities and give new members an active roll. Also appointed to positions were Sarah, and Tony. Sarah became Chancellor, and Tony became Vice President. With effective recruiting, our colony had over twenty dedicated members.

In spring of 2001, with the assistance of central office we sent out a mass mailing to all the students in our business school. The mailing contained a time and date for an information meeting to learn more about Delta Sigma Pi. Although this mailing was sent to over 2,000 students the turn out was discouraging, with only a turn out of twenty prospective new recruits. We felt the low turnout was due to the fact that UWM is a commuter school and has a nominal student life on campus.

Faced with these newly developed challenges, the colony still managed to hold community service events, successful fundraisers, and social events. During this time we volunteered at a local hospital visiting with patients and helping with Christmas deco-

rations. We also had two extremely successful fundraisers netting a total profit of \$1,300. In efforts to keep the organization fun, social events were planned. At end of the spring semester things appeared to be blooming.

In September 2001, eager to start the new semester, Tony called the first colony meeting. To the surprise of Tony and Sarah only one other member showed up, Ryan Burns. Confronted with yet another reorganization of the colony, these three remained determined to establish a chapter. By the end of the fall semester, Nu Beta Phi grew to six members. These members included Tony, Sarah, Ryan, Amanda Grandy, Jason Bodemer, and Mike Peters.

In spring of 2002, our recruiting efforts continued. After these efforts, our colony size once again grew to fifteen members. In an attempt to retain members and educate the most committed, we received funding from UWM to attend the LEAD conference in Las Vegas. The conference gave us the opportunity to meet other brothers and apply new strategies to help run our colony back home. In May, Tony, the current President and founder of the colony, graduated leaving a new role to be filled by Sarah.

Fall of 2002, unlike the previous, proved encouraging. With twenty-five new recruits in our colony, we easily bested all other competing organizations. We held many events in the fall to keep members active and fulfill requirements for charter. Successful events included two Krispy Kreme fundraisers, Greek Week (which provided community service activities with other Greek organizations on campus), professional events ranging from speakers on business etiquette to tours of area businesses, and social events like Brewers games and holiday socials. The confidence and dedication of our members was also proved in the large turnout we had at the Indianapolis LEAD conference. Our colony sent 10 motivated members to Indianapolis that were enthusiastic about learning more about how the fraternity operates and what we could personally do to help ours at UWM. As of today, we have a strong membership of 26 members and we feel confident that we will be chartered in spring and have the drive to keep Delta Sigma Pi active here at the University of Wisconsin Milwaukee.

Nu Beta Phi Membership Statistics

Expected Graduation:

2004: 20 members

2005: 4 members

2006: 2 members

Alumni: 2

Membership Majors:

Accounting: 1 member

Finance: 12 members

Human Resources: 2 members

Management Information Systems: 3 members

Marketing: 12 members

Production Operations Management: 2 members

Undecided: 1 member



Name: Tony Agayby

Major: Finance, Marketing, and International Business

Expected Graduation Date: May 2002

Current Year in School: Alumni

DSP Committee: None

Current DSP Position: None / Alumni

E-mail: agaybyt@uwm.edu

Home Town: Milwaukee, WI

Hobbies: Going out and traveling



Name: Aaron Besson

Major: Finance/Marketing

Expected Graduation Date: December 2004

Current Year in School: Junior

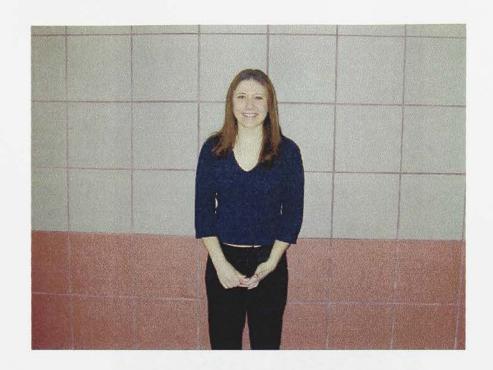
DSP Committee: Social

Current DSP Position: Vice President Chapter Operations

E-mail: ajbesson@uwm.edu

Hometown: Green Bay, Wisconsin

Hobbies: Soccer, hanging out with friends, movies, football



Name: Kelly Bigelbach

Major: Marketing, Minor Communications

Expected Graduation Date: May 2004

Current Year in School: Junior

DSP Committee: Community Service

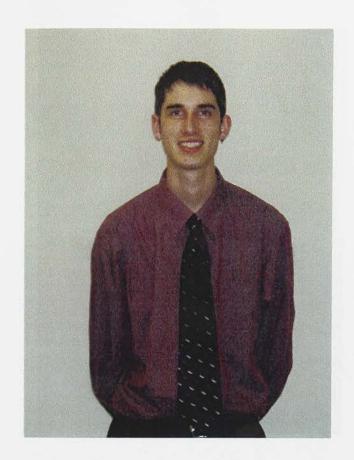
Current DSP Position: Member

E-mail: kellyab2@uwm.edu

Hometown: Vadnais Heights, Minnesota

Hobbies: Member of American Marketing Association, loves to watch baseball, gives

tours at Miller Brewing Company



Name: Jarred Blaschko

Major: Marketing/Finance

Expected Graduation Date: May 2004

Current Year in School: Junior

DSP Committee: Professional

Current DSP Position: Vice President Professional Activites

E-mail: blaschko21@hotmail.com

Hometown: Le Center, Minnesota

Hobbies: Winter skiing, fishing, traveling, and water skiing



Name: Nikkie De Milio

Major: Marketing

Expected Graduation Date: May 2005

Current Year in School: Sophomore

DSP Committee: Social

Current DSP Position: Member

E-mail: keewee401@aol.com

Hometown: Franklin, Wisconsin

Hobbies: Dancing, golf, and hanging out with friends



Name: Sarah Derga

Major: Production Operations Management

Expected Graduation Date: December 2004

Current Year in School: Junior

DSP Committee: Recruiting

Current DSP Position: President

E-mail: saderga@uwm.edu

Hometown: Racine, Wisconsin

Hobbies: Going out, traveling, watching movies, reading



Name: Samantha Fletcher

Major: Marketing/Finance

Expected Graduation Date: May 2004

Current Year in School: Senior

DSP Committee: Recruiting

Current DSP Position: Member

E-mail: fletche4@uwm.edu

Hometown: Mequon, Wisconsin

Hobbies: Dancing, making photo albums, and watching movies



Name: Bethany Fletcher

Major: Finance

Expected Graduation Date: May 2004

Current Year in School: Senior

DSP Committee: Professional

Current DSP Position: Member

E-mail: bethanyf@uwm.edu

Hometown: Mequon, Wisconsin

Hobbies: Skating, bowling, traveling, crafts-decorate anything, hang out with friends



Name: Amanda Grandy

Major: Marketing/Finance

Expected Graduation Date: May 2004

Current Year in School: Junior

DSP Committee: Recruiting

Current DSP Position: Colony Vice President

E-mail: adgrandy@uwm.edu

Hometown: Delafield, Wisconsin

Hobbies: Playing games, reading, floor hockey, and watching movies



Name: Tepesto Joiner

Major: Human Resources

Expected Graduation Date: May 2003

Current Year in School: Senior

DSP Committee: Community Service

Current DSP Position: Member

E-mail: tjoiner@uwm.edu

Home Town: Milwaukee, WI

Hobbies: Music, Cooking, and dancing



Name: Erich Kaiser

Major: Production Operation Management

Expected Graduation Date: August 2004

Current Year in School: Junior

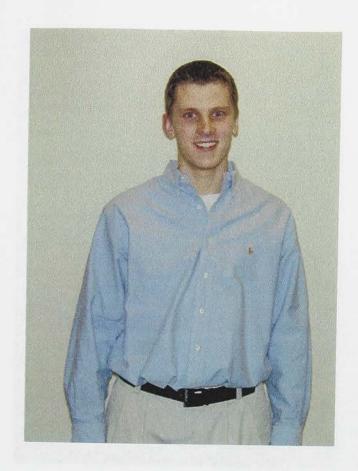
DSP Committee: Social

Current DSP Position: Member

E-mail: eakaiser@uwm.edu

Hometown: Waukesha, Wisconsin

Hobbies: Playing guitar, hockey, football, ultimate frisbee, reading, being with friends



Name: Ryan Kalous

Major: Business Undecided

Expected Graduation Date: May 2006

Current Year in School: Freshman

DSP Committee: Fundraising

Current DSP Position: Vice President Finance

E-mail: rrk1384@uwm.edu

Hometown: De Pere, Wisconsin

Hobbies: Playing soccer, watching The Simpsons



Name: Andrea Lane

Major: Human Resources

Expected Graduation Date: May 2004

Current Year in School: Junior

DSP Committee: Community Service

Current DSP Position: Director, Community Service

E-mail: amlane@uwm.edu

Hometown: Delafield, Wisconsin

Hobbies: Intramural floor hockey



Name: Maria Langenstroer

Major: Marketing

Expected Graduation Date: December 2003

Current Year in School: Senior

DSP Committee: Recruiting

Current DSP Position: Director Recruiting

E-mail: mariaml2@uwm.edu

Hometown: Kenosha, Wisconsin

Hobbies:



Name: Lisa Mazurek

Major: Finance with Real Estate Certificate

Expected Graduation Date: May 2004

Current Year in School: Junior

DSP Committee: Social

Current DSP Position: Member

E-mail: lmazurek@uwm.edu

Hometown: Sussex, Wisconsin

Hobbies: Shopping, being with friends, sports, watching movies



Name: Jennifer Reuter

Major: Marketing

Expected Graduation Date: May 2004

Current Year in School: Junior

DSP Committee: Social

Current DSP Position: Member

E-mail: jreuter@uwm.edu

Hometown: Milwaukee, Wisconsin

Hobbies: I enjoy learning about the fashion industry and keeping up on current trends. I do clothing consultation work for friends, family and co-workers. I also do buying for the store I work for so I keep up on body care products.



Name: Megan Sattler

Major: Accounting

Expected Graduation Date: May 2004

Current Year in School: Senior

DSP Committee: Recruiting

Current DSP Position: Chancellor

E-mail: msattler@uwm.edu

Hometown: Milwaukee, Wisconsin

Hobbies: Exercising, playing tennis, running, traveling, music, movies, cooking,

writing and reading



Name: Tyler Schiller

Major: Management Information Systems/Finance

Expected Graduation Date: May 2005

Current Year in School: Junior

DSP Committee: Fundraising

Current DSP Position: Member

E-mail: tylerss2@uwm.edu

Hometown: Waukesha, Wisconsin

Hobbies: Storm chasing, playing hockey, guitar, exercising



Name: Joseph Steinbring

Major: Management Information Systems

Expected Graduation Date: May 2005

Current Year in School: Sophmore

DSP Committee: Fundraising

Current DSP Position: Webmaster

E-mail: joe@steinbring.net

Hometown: Glendale, Wisconsin

Hobbies: Mountain biking, hiking, web development



Name: Stacy Torgersen

Major: Finance with Real Estate Certificate

Expected Graduation Date: May 2004

Current Year in School: Junior

DSP Committee: Social

Current DSP Position: Member

E-mail: stacyat2@uwm.edu

Hometown: Fond du Lac, Wisconsin

Hobbies: Volleyball, football, motocross, shopping, and being with friends/family



Name: Daniel Turtenwald

Major: Finance

Expected Graduation Date: May 2004

Current Year in School: Junior

DSP Committee: Professional

Current DSP Position: Member

E-mail: danielt3@uwm.edu

Hometown: Menomonee Falls, Wisconsin

Hobbies: Reading, wrestling, and football

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