We are pleased to announce that Dr. Shawn Daly became the new dean of the College of Business Administration on April 10. Dr. Daly previously served as dean of the H-E-B School of Business & Administration at the University of the Incarnate Word in San Antonio, Texas, and is a professor of marketing with a Ph.D. from Temple University. The college welcomes Dr. Daly’s appointment and all stakeholders are looking forward to collaborating with him. I will go back to teach full time for the fall 2012 semester.

Some other exciting happenings in the college include:

- Last fall, the college launched two new finance tracks in the MBA program: Strategic Wealth Management and Financial Planning. The MBA department is also currently offering a new CPA review course.
- The Commerce Department proposed an entrepreneur/e-commerce concentration; all courses have been developed and approved by the curriculum committee.
- The recruiting of students from China remains a high priority. The college is assisting Shanghai Industry and Commerce Foreign Languages College in developing joint degree programs. Dr. Timothy Downs, vice president for Academic Affairs, and I visited SICFL during the 2012 spring break to sign an articulation agreement.
- The college is also in the process of recruiting three faculty members in the fields of accounting, economics and management.

It was a pleasure serving as dean and I would like to thank everyone for their support for the duration of my service.

Tenpao Lee, Ph.D.  
www.niagara.edu/business
NIAGARA FRESHMEN LEARN “REAL BUSINESS”

By Zach Koenig and Alex Keller

As a result of their participation in the university’s Introduction to Business class (BUS 120), in fall 2011, nearly 20 students chose to become more involved in a learning experience that is unparalleled by other schools. These students aim to take gently used sandals from the Cave of the Winds attraction at Niagara Falls and ship them around the globe to people who need basic footwear. With the help of an organization called Solace International, one destination is expected to be Africa. There, the sandals will be distributed through a local market using local workers. The buyers of the sandals will get affordable footwear, and the funds generated by the market go to improving local water and sanitation infrastructure.

Starting last semester, these students have been laying the groundwork to put into practice every component of business operations learned in their classes, including leadership, supply chain management, logistics, finance, and marketing. Working through the B.O.L.D. (Business Organization Leadership Development) Club on campus, they were initially divided into four departments to enable them to focus on specific tasks: operations, communications, finance, and marketing.

B.O.L.D. looks for this project to make significant progress this semester, as it will be finalizing the infrastructure and processes and getting the word out to students and staff on campus through a possible speaker series as well as other awareness events. Advisors for the project include College of Business faculty members Mitch Alegre and Dr. James Kling, as well as assistant dean Myriam Witkowski and the director of the Institute for Civic Engagement, Dr. David Taylor. Questions about the project should be directed to professor Alegre at 716.286.8334 or malegre@niagara.edu. Questions about the B.O.L.D. Club should be directed to James Tipa Jr. at jtipajr@mail.niagara.edu.

THE COLLEGE OF BUSINESS HOSTS 22ND ANNUAL BUSINESS APPRECIATION DINNER

The Niagara University College of Business Administration held its 22nd Annual Business Appreciation and Accounting Banquet on April 24, 2012, at the Conference Center Niagara Falls, Niagara Falls, N.Y.

This year awards were presented in the following categories: The Niagara University Corporate Leadership Award, the Canadian Business of the Year, the Niagara University Family Business of the Year, the Niagara University Accounting Firm of the Year Award, the Outstanding MBA Student, and the Outstanding Undergraduate Student.

The Rev. Joseph L. Levesque, C.M., president of Niagara University, presented the awards to the honorees along with the dean of the College of Business Administration, Dr. Shawn Daly. Maryalice Demler, WGRZ Channel 2 News anchor, served as the mistress of ceremonies.
The College of Business has a goal to enhance Niagara University’s global image and to diversify its student body by recruiting international students. To this end, Dr. Tim Downs, vice president for Academic Affairs and Dr. Tenpao Lee, interim dean of CBA, visited seven partner universities from Feb. 25 – March 11 in China to recruit students and to establish an articulation agreement with each partner university. Most universities will have a typical 4+1 agreement with NU where students attend their home university for four years and then attend NU for one year. One university in Shanghai invited NU to build an NU business school there. They would like to have NU faculty members to teach all courses in Shanghai for the first two and a half years and students will then come to NU for one and a half years to earn a B.S. degree. The proposal is quite interesting and we may see more students from China in the near future if negotiations are successful.

“My trip to China and Japan with Dr. Lee was a once-in-a lifetime opportunity to experience new cultures and connect with other business students across the world,” said Brent Feuz, ’11. “I saw new and awe-inspiring things every day on the trip, from standing on the Great Wall of China in Beijing to climbing Mountain Tai in Jinan. It was truly a life-changing experience that I will remember for the rest of my life.”

In the fall of 2011, four faculty members from East China University of Science and Technology traveled to NU. The purpose of the trip was to enhance the relationship between the universities even more in areas such as research and faculty exchange. The faculty members included: professor Yulu Ma, vice president for research and international affairs; professor Mandan Liu, vice dean, School of Information Science and Engineering; Guoping Xi, international program chief; and Zhonghua Deng, international program manager. The faculty members arrived at NU on Oct. 31 and departed on Nov. 3. While at NU, the faculty members met with the NU study-abroad department along with several other departments to work on a study-abroad agreement. They also had lunch with students that had previously visited ECUST.

The Niagara University College of Business Administration has built a strong relationship with the East China University of Science and Technology, located in Shanghai, over the past few years. Since 2007, ECUST has hosted a number of NU faculty and students who participated in the college’s China and Japan study-abroad program. Dr. Tenpao Lee, interim dean, accompanies a group of students to China and Japan each year to experience cultural diversity and global issues. NU students usually stay at the university and give a presentation to Chinese students, take tours of local attractions with the ECUST students, and view some lectures taught by foreign professors. The NU students and ECUST students tend to form lasting relationships through this interaction.

The College of Business hopes that this relationship between universities continues to grow and flourish.
COLLEGE OF BUSINESS WELCOMES NEW BOARD MEMBERS

There have been several additions to the College of Business Administration Advisory Council for 2012. Five new members will be joining the council: C. Angela Bontempo of Ciminielli Companies; Timothy J. Geiger, senior vice president and regional commercial executive of HSBC Bank; Kimberley Minkel, executive director of the Niagara Frontier Transportation Authority; Edward D. Riedlinger of EDR Advisors LLC; and Timothy G. White, managing partner of KPMG LLP’s upstate New York office.

Edward D. Riedlinger, ’71, recently received the Dean’s Award from the College of Business Administration. He was also featured in an article in the fall 2011 issue of the Niagara University Eagle alumni magazine for receiving the award.

Kimberley Minkel, ’88, visited the college last fall and presented “From NU to the NFTA” to current NU students about her progression from NU graduate to executive director of the Niagara Frontier Transportation Authority. The College of Business Administration would like to welcome all of the new board members.

NEW MBA ACCOUNTING CPA COURSE NOW BEING OFFERED

Beginning this spring, a new accounting class was offered in the MBA program for students in Niagara’s 4+1 BBA/MBA in Professional Accountancy program: ACC 682 - CPA Research, Practice, and Strategy. An undergraduate accounting degree or equivalent is the prerequisite to take this three-credit-hour course.

Passing the CPA exam can be a very difficult challenge without adequate support in place. This class provides the software, guidance, and strategy necessary to earn a CPA designation.

“ACC682 - CPA Research, Practice and Strategy offers our students the opportunity to draw together all they have learned about accounting just before they embark on the challenge of conquering the CPA exam,” says Christopher Aquino, assistant professor of accounting. “In addition, it provides students with an efficient practice tool they can use until they pass all parts of the exam. Guided instruction by some of our finest instructors, CPAexcel access rights until you pass, development of a well-structured strategy to pass the exam ... this course has it all!”

This class has shown to be very popular so be sure to sign up early if you would like a seat the next time it is offered. For more information, email mba@niagara.edu or call 716.286.8596.
Several College of Business Administration students have recently published papers thanks to the mentoring of our faculty members. Recent marketing graduate Rebecca Schied, ’11, wrote an article, “A Study of Consumer Preferences for the Three Qualities of Sports Endorsers: Attractiveness, Trustworthiness, Expertise,” that has been accepted for publication in The International Journal of Business and Social Sciences. She completed this article with the help of professors Bohdan Pikas and Ann Pikas. Rebecca is currently at Syracuse University earning an MBA with a concentration in marketing. When she graduates in 2013, she hopes to get into the field of marketing research.

Undergraduate Christopher Rensel published a paper with professor Chris Aquino, Dr. Ann Rensel and Dr. Tenpao Lee. The paper, titled “The Impact of Goodwill Impairment on Stock Volatility,” was published in The Journal of International Finance and Economics, 2011. Christopher presented the paper last October at the annual conference of the International Academy of Business and Economics in Las Vegas, Nevada. Christopher is a senior finance and economics major with a minor in accounting and plans to pursue a career in quantitative research after graduation. The group is currently working on a second paper.


Dr. Kristine Principe published a paper with recent MBA graduate Jenifer Maynard, ’11, which appears in the February 2012 issue of the American Journal of Public Health. AJPH was voted one of the 100 Most Influential Journals in Biology & Medicine over the last 100 Years by the Special Libraries Association and is ranked number three out of 114 titles in the Public, Environmental and Occupational Health category in the Social Sciences Citation Index. The article, “The Impact of the Individual Mandate and Internal
Selected as a Fulbright Scholar in 2000, Dr. Tenpao Lee, interim dean of the College of Business Administration, was chosen by the Council of International Exchange of Scholars to act as a Fulbright Specialist at Blantyre International University, Malawi, in July 2009. The purpose of Dr. Lee’s visit was to assist that university with the development of its curriculum and to help it earn accreditation. During his four-week stay, Dr. Lee shared his expertise in the field of supply chain management, developed and assessed academic curricula, and conducted teacher training and faculty development seminars.

By the time Dr. Lee was set to return to the United States, BIU had been reviewed by an accreditation committee. A year later, the university was fully accredited by the Government of Malawi.

The importance of Blantyre International University to the people of Malawi should not be understated. Approximately 83 percent of the nation’s 13.9 million residents are involved in the agriculture industry, according to 2008 census data. A staggering illiteracy rate of 34.1 percent punctuates the fact that only 3.5 percent of Malawi’s high school students will attend an institution of higher learning. Furthermore, due largely to the country’s dense population, it is estimated that secondary school enrollment will increase by 126 percent by 2017.

“We absolutely need higher education for the economic and social development of Malawi,” stated Dr. Charles Chanthunya, the man who founded BIU in 2008.

On Oct. 15, 2009, Dr. Chanthunya, who serves as BIU’s chancellor, signed a 10-year academic cooperation agreement with Niagara University. The nonbinding agreement was formed to “recognize the mutual benefits to be gained through a cooperative program promoting scholarly activities and international understanding” between the universities.

As part of this relationship, Dr. Chanthunya made the 32-hour trip to Monteagle Ridge in August of 2011 to attain additional insight from NU faculty and staff members as to how BIU can effectively enhance the quality of its educational offerings. Dr. Chanthunya met with officials in several of NU’s administrative offices including academic affairs, records, information technology, institutional advancement, academic support and study abroad, as well as the deans of Niagara’s four specialized colleges.

Dr. Chanthunya has invited a Niagara University representative to speak during the BIU graduation ceremony, either via a taped video message or through a live feed. It’s one way that he can offer NU a token of his — and his country’s — gratitude.

“We are extremely grateful to develop a relationship with this esteemed university,” said Dr. Chanthunya. “We are confident that, with your help in the various areas that we discussed, we will get fully and firmly established and thereby contribute immensely to expanding access to university education in Malawi. We are thankful for Niagara offering to help us become the university that we want to become.”

(Excerpted from a previous article)
STUDENTS RECEIVE SCHOLARSHIPS TO TAKE CFA EXAMS

Eight College of Business Administration students have received scholarships to take CFA (Chartered Financial Analyst) exams. In order to become a CFA charterholder, each candidate must pass three different eight-hour exams, have four years of qualified work experience, and possess a bachelor’s degree from an accredited institution. Each of the three CFA exams average around $1,500 to take and are offered only once a year.

The CFA Society of Buffalo, which is the local chapter of the national CFA Institute, offered 10 scholarships to be used on any level of the CFA examination. Three of the 10 scholarships were given to NU students. Christopher Rensel, undergraduate finance and economics major, Daniel Schasel, current MBA student, and Noemi Holecz, a recent MBA graduate, received scholarships. Rensel and Schasel plan to use the scholarship for their level one exam, while Holecz plans to use hers for the level two exam. Students were recognized in January 2012 at a presentation at the Buffalo Club to honor scholarship winners.

The CFA Institute, which administers the CFA exam on a worldwide basis, also gave scholarships to five NU students to take the level one CFA exam. The students who received this award were David Lemieux-Sarrasin, Robert Martini, William Mitchell, Alex Schmitt and Joshua Smith.

NIAGARA UNIVERSITY MBA OFFERS CFP PROGRAM

In August of 2011, Niagara University received accreditation from the CFP Board of Directors to offer the six courses required to take the exam to become a Certified Financial Planner. The CFP designation is a professional certification mark for financial planners and is one of the fastest growing professional careers. Niagara University is now one of only 300 CFP Board-approved universities in the United States that offer these classes.

The MBA CFP classes that are now offered are: Estate Planning, Insurance and Risk Management, Retirement and Employee Benefits, Tax Planning, Investment Planning, and Cases in Financial Planning. These classes are taught in NU’s award-winning business facility with the latest simulation and communication technologies. The classes were initially offered in spring 2012 and the first group of students will finish their six classes next fall. They will be eligible to sit for the November 2012 CFP exam, a 10-hour exam taken over two days.

For more information, email mba@niagara.edu or call 716.286.8596.

Pictured with Nick Raich, director of equity research for Key Private Bank and guest speaker at the CFA Society of Buffalo reception (third from left) are (left to right) Christopher Rensel, Daniel Schasel, and Edward Hutton, assistant professor of finance and director of the financial services lab.
The first wintry day of 2012 in Western New York didn’t stop more than 120 individuals, representing 30 local organizations, from attending the sold-out healthcare symposium at Niagara University: “Exploring the Elements of the High Performing Health System: The Next Generation of Healthcare Service Delivery.” Attendees learned how organizations like Catholic Health are successfully navigating new regulations in healthcare reform.

The event was co-sponsored by Niagara University and Catholic Health, and endorsed by the Healthcare Executive Forum of WNY. The conference enlisted executives from Catholic Health to discuss how the nonprofit is leading the evolution of healthcare. Speakers also touched upon the new Medicare/Medicaid-endorsed models of healthcare delivery that were piloted by the Centers for Medicare Services and are now being developed by Catholic Health.

The Rev. Joseph L. Levesque, C.M., president of Niagara University, welcomed participants. He also explained the close relationship between Niagara and Catholic Health, one that is grounded in a congruence of mission that embraces the spirit of St. Vincent de Paul.

Joe McDonald, president and CEO of Catholic Health and chair of the board of trustees of the Healthcare Association of New York state, provided a brief overview on the development of Catholic Health and the organizations that comprise its system of care.

The conference’s presenters included Michael Edbauer, D.O., Catholic Medical Partners’ chief medical officer and vice president of medical affairs for home care and primary care at Catholic Health; James A. Dunlop Jr., Catholic Health CFO and executive vice president of finance; and Michael Moley, Catholic Health’s senior vice president of human resources.

Peggy Choong, Ph.D., an NU professor and AACSB (Association to Advance Collegiate Schools of Business) director of continuous improvement, served as the event’s mistress of ceremonies.

The relationship between Niagara University and Catholic Health began in 2009 when NU’s College of Business Administration and Catholic Health collaborated to form an initiative that prepares professionals for leadership positions in the healthcare industry. The partnership allows students in NU’s healthcare administration concentration to obtain real-world experience through field placements and mentorship opportunities within Catholic Health.