GSOM’s new dean, Catherine A. Usoff, officially started at GSOM on June 1, just as students and faculty were starting to engage in their summer activities. She took advantage of the slower pace to learn more about GSOM and to meet with potential collaborators at Clark and beyond.

The majority of Dean Usoff’s attention was focused on laying the foundation for thinking strategically about the future of GSOM. Her primary goal is to “ensure the long-term success of GSOM without compromising what makes it special.”

What makes GSOM special, she believes, is the same thing that makes Clark University special – its mission to “challenge convention” and “change our world.” GSOM’s dual degree programs with the IDCE (International Development, Community and Environment) department, and MBA concentrations in social change and sustainability management tend to attract students who have passionate beliefs. “We’re different from other management schools, in part because we are at Clark,” she said. “GSOM attracts a certain type of student who places importance on making a contribution to the community.”

According to Usoff, GSOM’s emphasis on programs in sustainability puts it ahead of its time. “Businesses are becoming more aware of their role in society,” she said. “For students to have both a solid business education and an education in sustainability provides them with an advantage. That’s the direction that business is going in. What better place to do it than here? It’s what Clark is all about.”

Building A National Student Body

Another strong point about GSOM she wants to maintain is its international student body, which she sees as a selling point for GSOM in today’s global economy. “I would not change the diversity of the students,” she said, “but I want to take advantage of it.”

It would be beneficial, for example, to attract more U.S. students from beyond the local market. GSOM attracts students worldwide and when a few come to the school from one area, word spreads and others come from that area. That same type of momentum can be built in domestic geographic regions.

A broader national student base can help the school grow, but she would also like to ensure that GSOM maintains the small-school intimacy that attracted her to GSOM in the first place.

During her former position at Bentley University, where she chaired the Information & Process Management Department, she was one of about 180 fulltime business faculty members. At GSOM, with 25 full-time faculty members, she has “a greater opportunity to make a difference.”

“I liked being a department chair and wanted to continue to be in a leadership role,” she said.

While today’s economy and increasing competition are challenging all business schools, Usoff believes GSOM is ready to “go to the next level” and her first challenge will be to develop a strategy to make that happen.

Alumni From Around the World
Roast Tamarkin

How far would you travel to “roast” a favorite professor? In the case of finance professor Maury Tamarkin, former students from the Class of ’98 came from all over the world.

Granted, the roast was only part of the reason for coming. The Class of ’98 is a tight-knit group, having already had worldwide reunions in Germany and Turkey, and this year their reunion brought them back to Worcester for alumni weekend.

But Tamarkin, a mentor to many in the group, attended the two previous reunions with his wife, Julie, and having an opportunity to roast – and honor – him was an important reason for coming.

The Tamarkin roast attracted 70 people, including Class of ’98 members Jaideep Anand from India, Tulay Bayar from Turkey, Raul Sadir from Brazil, Kathy Rampersad from Trinidad, Jason Berry from Ireland, and Stefan Bartram and Jelena Weber, both from Germany.

Speakers at his roast included Professor Joseph Sarkis; Professor Joseph Golec, who taught with Tamarkin at UConn; Margo Nones MBA ’83 and Berry. Former Dean Edward Ottensmeyer served as the master of ceremonies.
What Sustainability Means

A recent report distributed by Knowledge@Wharton included several different perspectives on sustainability. The report prompted me to explore what sustainability means to me.

Several of the items in this issue of Connect could be placed in the context of sustainability, broadly defined. The most obvious items are those reporting on Will O’Brien’s efforts to make both our local community and faraway places more environmentally friendly, and the student project to reduce energy use at a local nursery. Less obvious might be the link between the GSOM strategy and sustainability.

The long-term success of GSOM, however, depends on taking advantage of current and future opportunities in a way that supports sustainable growth. New programs like the MBA concentration in sustainability and the master of science degree in accounting are exciting additions to the curriculum, but we need to expand while maintaining our identity as a management school that deeply cares about our students and our community.

The enduring relationships that Professor Maurry Tamarkin has with his former students demonstrate the sustaining power of truly connecting on a personal level. The connection between the Small Business Development Center (SBDC) and Clark helps to sustain our relevance as a management school by giving GSOM students hands-on experience with real-world problems. While gaining that experience the students are giving back to local organizations.

Likewise, the family businesses that received awards at a ceremony in June help to sustain the economic and social well-being of the greater Worcester community. LEEP (Liberal Education and Effective Practice), an exciting new way to think about higher education, will sustain Clark as a pioneering leader among our peers. LEEP also presents a great opportunity to strengthen the relationship between GSOM and the rest of the university.

GSOM has long provided hands-on experience for our students because of our focus on professional education, and so can contribute that experience to supporting the practical experience aspect of LEEP. We can also learn from the broader context of LEEP that intentionally focuses on the sustaining characteristics of effective practice: creativity and imagination, self-directedness, resilience and persistence, and the abilities to collaborate with others in spite of differences, and to manage complexity and uncertainty.

The bottom line is we all win when we make connections that help to sustain us – socially, economically, environmentally and culturally.

As I start my tenure as dean, my wish is that you will stay connected to GSOM. I was drawn here because there is something special about this community, something that was built by faculty, staff and students, past and present. We all have an obligation to sustain our exceptional identity in management education for future generations.

In closing, I would like to express my heartfelt gratitude to Professor Joseph Sarkis for his dedicated service as interim dean for the past two years. Professor Sarkis is taking a well-deserved sabbatical so he can focus on his research this year.

Sincerely,

Catherine Usoff, Dean

A “Virtuous Cycle”

On her first official day as dean, she was uncertain what that strategy might entail, but she has plenty of ideas. One idea she’s considering is a signature course that all graduate management students would be required to take, regardless of their program. The course would provide students with an opportunity to place their disciplinary studies in a broader context and allow them to engage in meaningful discussions with faculty and students across programs.

Mixing students with different interests and backgrounds has the advantage of exposing all students to different perspectives. Such an experience would allow them to “challenge convention” in their own disciplinary studies.

Whatever strategy GSOM adopts, it will have to be “something that people can get behind because it builds on our strengths and resonates with prospective students.”

Faculty support is especially important, she said, because “they have to execute it. If they’re passionate about our direction and really believe in it, we will be able to create a virtuous cycle that ensures our long-term success.”

LEEP Liberal Education & Effective Practice

A Great LEEP Forward

There is a significant amount of excitement and activity on campus related to Clark University’s new model for undergraduate education, LEEP (Liberal Education and Effective Practice).

LEEP combines a strong liberal arts curriculum with authentic experiences to better prepare graduates to make immediate contributions to solving today’s complex problems.

As GSOM’s approach to education reflects similar values, Dean Usoff believes there is an excellent opportunity to connect GSOM faculty and graduate students to LEEP (see pages 4 and 5).
Visiting lecturer Will O’Brien is like a modern day Johnny Appleseed, spreading the green message not only locally, but in far-away places like Vietnam and hoping it will take root throughout the world.

In addition to helping to launch GSOM’s new MBA in sustainability, O’Brien is director of the Worcester Sustainable Business Leader Program (SBLP) and is a member of the board of the Sustainable Business Network of Massachusetts (SBN).

To take the SBLP model worldwide, O’Brien, who is a Vietnam veteran, said he is using Vietnam as a pilot project. He visited Vietnam in July 2011, partly out of a desire to return to where he served in the 1960s and partly to make contacts for his sustainability program. Among those he connected with was Sylvie Lam, deputy director of Bach Khoa Investment and Development of Solar Energy Corp. (BK-IDSE), a solar energy company in Ho Chi Minh City, Vietnam.

The SBN staff and Chelsea Wang MSF ’13, who is from Xiamen, China, trained Lam and her staff so that BK-IDSE can not only adopt sustainability internally, but help companies throughout Vietnam become environmentally sustainable. Wang is serving as an intern at BK-IDSE this summer, helping the company plan and implement the Vietnamese version of the SBLP.

In addition, O’Brien returned to Vietnam this summer and presented a green business seminar to 45 business executives, with the help of Clark senior Bui (Minnie) Ngoc, an economics and management student from Hanoi, Vietnam. As a result of the seminar, Tran Van Nam, Director of Duc Viet Environmental Technology Co., Ltd., expressed interest in implementing the SBLP in North Vietnam.

Meanwhile, In Worcester

O’Brien initially learned about the SBLP model through the Sustainable Business Network of Massachusetts, which launched the program for the greater Boston area that has certified approximately 100 businesses.

When the SBN decided to expand the program to Worcester, Worcester Local First and Clark University joined the effort and O’Brien volunteered to become director for Worcester. Working on a pro bono basis, he has been recruiting local businesses who want to become certified as Sustainable Business Leaders. Bill Bean, President of Green Planning & Coaching, develops and delivers the sustainability action plans which, when implemented, help the companies to reduce operating costs as well as their environmental footprint.

The fee charged for the plan and certification is as low as $600. The fee does not cover all of the Worcester SBLP’s costs, but some of the cost is covered by sponsors, including Abbott BioResearch Center and Absolute Green Energy Corporation, both of Worcester, and Digital Federal Credit Union of Marlboro, Mass.

The program has attracted a variety of Worcester-area businesses, ranging from restaurants to a real estate agency to EMSEAL Joint Systems, Ltd. of Westboro, Mass., a company that has made structural expansion joints and pre-formed sealants for projects such as the Empire State Building.

Once the SBLP has client buy-in, Bean meets with the client and gathers detailed information about the company’s operation to help identify areas that need attention. Typically, a completed sustainability action plan includes 20 to 30 items, many of which are low or no cost, such as installing more efficient lighting, recycling and training employees to turn off lights and computers when they are not being used.

Reducing Costs

Savings from the activities add up, though. O’Brien estimates that the typical business can reduce operating costs by 10% to 20%. In addition, the program can enhance a firm’s reputation as a “green company” and bring in new business, as consumers are increasingly requiring that businesses meet sustainability requirements. Being certified as a Sustainable Business Leader can differentiate a business.

Companies that complete 80% or more of the action items that Bean identifies can earn Sustainable Business Leader certification. The second group of Worcester-area award winners recently was honored at a special ceremony hosted by Mayor Joe Petty at Worcester City Hall. Award winners included Abbott BioResearch Center, C.C. Lowell, East Coast Autowerks and Wooberry Frozen Yogurt, all of Worcester.

While O’Brien will continue to bring in new businesses to the Worcester program, he is also working with the SBN of Massachusetts to develop a model that will enable the SBLP to be licensed to non-profit organizations for use anywhere. He is already exploring the idea with Burlington, Vt., but has also been contacted by others who are interested, ranging from Peru to South Africa to Denver.
**GSOM Ahead of Curve on LEEP™**

As Clark University implements its LEEP™ (Liberal Education and Effective Practice) program, GSOM is well poised to support the initiative.

LEEP seeks to combine higher education with practical world and workplace experience to enhance the education of every undergraduate student in meaningful ways. GSOM’s extensive experience in providing practice-relevant opportunities for its graduate professional students represents a convenient resource for the university.

GSOM students serve as interns with area businesses, work on special projects and hear speakers from major companies. GSOM provides career counseling and other job-related services through The Stevenish Career Management Center, and students have access to real-world analytics, charts and other information through Bloomberg Professional™.

The capstone entrepreneurship course offers students an opportunity to start their own business and present their plans to experienced venture-capital professionals.

Perhaps the ultimate example of GSOM’s grounding in the real world of business, though, is the capstone course in consulting projects management that is taught and offered in conjunction with the Massachusetts Small Business Development Center (MSBDC) at Clark.

The course provides real-world experience for GSOM students and gives an important boost to area businesses.

**SBDC Means Business**

The Massachusetts Small Business Development Center Network, Central Regional Office has been at Clark University for 31 years – longer, even than GSOM.

A partnership between the U.S. Small Business Administration, the Massachusetts Office of Business and Clark University, all three parties share in funding the SBDC at Clark.

In return, the SBDC provides free business training and consulting. SBDC also matches GSOM students with local businesses to manage specific projects and a graduate assistant working for SBDC each year helps put loan packages together.

SBDCs are located in every state and Clark’s SBDC is one of five in Massachusetts. The Clark SBDC last year received the Excellence in Innovation Award for Massachusetts and New England, and finished second in national competition.

“It’s one of the most successful programs of its kind in the country,” according to Regional Director John Rainey.

Rainey and Senior Business Advisor Michael Holbrook also teach a graduate capstone course in which students apply their business knowledge to tackle projects for area businesses.

Over the past decade, more than 500 GSOM students have completed about 130 projects for local businesses, providing more than 50,000 hours of consulting, according to Rainey.

“Businesses love it,” he said. “The businesses grade the students, but we also have peer review, where the students rate each other. Halfway through, we ask for feedback, because it does not do any good to get to the end of a project and find out it wasn’t done right.”

### Choosing Projects

Before the semester begins, the SBDC solicits project ideas from a variety of sources, sending notices to the WPI Venture Forum, the Central Massachusetts Financial Executive Organization, local banks, and other SBDC partners and friends.

The projects must come from established companies that typically range in size from $5 million to $50 million in annual sales, although students have worked with companies with annual sales as high as $200 million. Companies also have to be a reasonable distance from GSOM. Most are within 30 miles.

By the time the first class begins, students have at least a dozen projects to choose from. The class narrows the projects down to six and, working in teams of four or five, students choose projects based on their majors, work experience, language skills and other factors.

Next, they meet with the client and create a scope letter, outlining deliverables. Once the scope is determined, each team prepares a project management plan.

At that point, while Rainey and Holbrook are available as needed, “The students run their own projects. I want them flying solo.”

“The course is very popular and is a great resume builder for our MBA candidates,” Holbrook said.

And it allows businesses to take on projects they might not otherwise be able to afford. A few years ago, GSOM students documented internal controls for a company’s compliance with the Sarbanes-Oxley Act and reviewed software for potential use.

“The CFO of the company estimated that the students’ work was worth $100,000 to $150,000,” Rainey said.

Recent GSOM student projects are presented on page 5.
A Greener Nursery

**Bigelow Nurseries, Northboro, Mass.**

Bigelow grows thousands of trees, shrubs and flowers on more than 1,300 acres in six towns for sale to commercial customers.

**Project:** Review, help restructure company finances; recommend technology and energy-saving updates.

The cash flow of a nursery is “like bungee jumping,” according to co-owner **Pat Bigelow.** “You jump off in the spring and then bounce.”

The bounce was especially rough in 2008, when Bigelow Nurseries began working with the SBDC.

“We were in the process of buying out a principal and restructuring our finances,” she said. “The clouds were dark, and we were on a steep learning curve with John (Rainey). He brought in a business group that analyzed company finances and researched the nursery industry.

“They went soup-to-nuts through the company. They talked to us, challenged us, made us think about why we did certain things and gave us good ideas. We’re farmers; they forced us to become better business people.”

The GSOM students also made suggestions for upgrading the company’s technology, because “at the time, we had three computers and a fax machine that didn’t work well. We get stuck in the dirt sometimes.”

Today, the company has an active Facebook site, and is using social media and e-mail more frequently.

More recently, a second group of GSOM students reviewed the nursery’s energy use to determine ways to save and be more environmentally friendly.

Among other things, students found that Bigelow Nurseries may own the best location in Massachusetts for wind power. Bigelow is also hoping to implement other recommendations, such as using wood chips for fuel.

“I would recommend that any business do this,” Bigelow said. “These are very, very smart people.”

Breathing Easier

**VenMill Industries, Uxbridge, Mass.**

Sells machines that repair damaged data discs (DVDs/CDs)

**Project:** Research to determine the best possible new product and market.

**Mike Schmidt,** president of VenMill Industries, can breathe easier since his company entered the sleep apnea market.

VenMill’s first contact with GSOM was in 2007, when its lender referred the company to SBDC.

The company sells disc repair machines for commercial use and was considering a smaller machine for consumer use, Schmidt said. “The GSOM students helped us identify the market, the pricing point, competitors. Ultimately, we didn’t enter the market because of changes in the marketplace.”

Instead, VenMill began looking for a new market and again sought SBDC’s help. After considering many options, they settled on SoClean, a system that sanitizes continuous positive airway pressure (CPAP) machines, which are used by people with sleep apnea.

In 2011, a second group of GSOM students studied the market for CPAP cleaning and found that there was no competition and significant need, given that 18 million Americans suffer from sleep apnea. Even when regularly cleaned, CPAPs often harbor pathogens.

“The way the students investigated the markets and the in-depth research they did really helped our company to make the right decision,” Schmidt said. “Students who didn’t know anything about the industry learned, and even found information we probably couldn’t have gotten on our own.”

A new company owned by VenMill, Inceptus, Inc., was created to sell the SoClean system under the Best Rest Solutions brand name.

“The SBDC has helped us in so many ways,” Schmidt said. “They helped set up budgets, reports. They did all the things small businesses can’t afford to have someone do for them.”

A 4.0 Project

**Photofabrication Engineering, Inc. (PEI), Milford, Mass.**

PEI makes custom metal components for the medical, aerospace, semiconductor and computer peripherals industries, as well as Christmas tree ornaments and other collectibles.

**Project:** Recommend new enterprise resource planning (ERP) software.

The SBDC enables small businesses to do the things they need to do, but can’t afford, according to **Robert Rossi,** executive vice president of Photofabrication Engineering, Inc.

He knew his company needed new ERP software, but he didn’t have the resources to identify the best software to meet his needs, so he contacted the SBDC and five GSOM students chose to work on his project.

“In January, they came in to discuss an overview of our needs,” Rossi said. “We told them we needed an ERP package and were at odds with picking out the right one.”

After preliminary meetings, the students took a plant tour and audited the needs of each department, using the information gathered to identify software criteria. Next, they spent four to six weeks researching all of the companies that would fit the criteria, then they returned four weeks later with a summary of their research of about 100 companies.

They came back with an analysis of the top three and PEI decided to purchase E2 Shopitech software, which scored highest.

“The net result was they’re keeping our company operating without the risk of our systems being down,” Rossi said. “It probably saved us $50,000 in potential costs with consultants. In addition, they were spot on with their recommendation. How do you value that? That’s a 4.0.”

Coming To A Cellphone Near You

**Webster Five Bank, Webster, Mass.**

A community bank with $560 million in assets and eight branch locations.

**Project:** Research mobile banking, enhanced online banking.

Webster Five Bank has been referring its business customers to the SBDC for more than 10 years, so when the community bank had a business challenge of its own, staff knew what to do to address the bank’s needs.

The SBDC frequently helps Webster Five customers with workouts, business plans and other needs, and advises them on how to improve or expand their business, according to **Elaine Wright,** Vice President, Business Banking Services.

“We’re very familiar with the work they do,” Carol McGrath, Vice President/Marketing Director, said, “but we never had a good fit. We thought this would be a great fit, so we proposed it and it was accepted.”

After a scope analysis, the students were assigned to look at Webster Five’s business, its customers and prospects, and to determine what they were looking for from online banking tools.

The students completed a market analysis, a competitive survey and a survey of existing customers before making recommendations. Webster Five is in the process of implementing their recommendations, which fit well with a review the bank is conducting of its products and services.

“They were awesome,” McGrath said. “They communicated on every single thing they did and they were very flexible. They came up with ideas to help us do a better analysis. It was very smooth and they met their deadline.”
Family Businesses Uphold A Time-Honored Tradition

Central Massachusetts 2012 FAMILY BUSINESS AWARDS

<table>
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<tr>
<th>Number of Employees</th>
<th>Company Name</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>200+ employees</td>
<td>Coghlin Electrical Contractors and Network Services</td>
<td>Worcester</td>
</tr>
<tr>
<td>75-199 employees</td>
<td>D. Francis Murphy Insurance Agency</td>
<td>Hudson</td>
</tr>
<tr>
<td>25-74 employees</td>
<td>All Star Incentive Marketing</td>
<td>Sturbridge</td>
</tr>
<tr>
<td>25-74 employees</td>
<td>F.W. Madigan Company, Inc.</td>
<td>Worcester</td>
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<tr>
<td>&gt; 25 employees</td>
<td>Camosse Masonry Supply</td>
<td>Worcester</td>
</tr>
<tr>
<td>&gt; 25 employees</td>
<td>Worcester Airport Limousine</td>
<td>West Boylston</td>
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Left to right, GSOM Dean Catherine Usoff with Jim Coghlin, Sue Mailman and Edwin “Ted” Coghlin, all of Coghlin Electrical Contractors and Network Services.

Before the Industrial Age, children never pursued careers outside the home, according to Dennis F. Murphy Jr. of the D. Francis Murphy Insurance Agency in Hudson, Mass. They would work with their parents, learn the same trade and teach it to their children.

Winners of the 2012 Family Business Awards, who were recently honored during a ceremony organized by Worcester Business Journal and co-sponsored by GSOM, have been following the same tradition, keeping their businesses family owned for as long as four generations.

The largest company recognized, Coghlin Electrical Contractors and Network Services, Worcester, has been in business for 127 years, having formed “two years before Clark University and six years after the incandescent bulb was invented,” according to Edwin “Ted” Coghlin.

While businesses need to be flexible to survive and grow, family businesses also succeed by maintaining family business values and traditions.

The business philosophy that Henry Camosse Jr. inherited from his grandfather along with his masonry supply business is simple, but it seems to be working as the business advances into a fourth generation.

“Work hard, be honest, treat people well, respect your employees and, most of all, have some fun,” is the philosophy that he, his three brothers, and other family members and employees bring to Camosse Masonry Supply.

Trying It Out

In some cases, children are reluctant to enter the family business, but after they do, they find it provides the right fit.

Brian Galonek, president of All Star Incentive Marketing, was unable to find a job in his field after graduating in 1988, so he took a temporary position in the family business.

He’s been there ever since. All Star, which sells incentive products designed to motivate employees, employs six family members who together have worked for a total of 170 years.

Likewise, at Worcester Limousine Service, founder Ken Hogan’s daughter, Maureen Raillo, was considering becoming a paralegal, but instead became the office manager for the family business, because “it’s what makes me happy.”

And while family members don’t always agree on everything, presenters said their roles evolve and they tend to resolve disagreements quickly. As Sue Mailman, president of Coghlin and Ted’s daughter, put it, “All we fight about is parking spaces.”

While there are still plenty of family businesses, there are fewer than there used to be, according to Fran Madigan, president of F.W. Madigan Company Inc.

“Many businesses are no longer run by local folks,” Madigan said, as many businesses are sold and become part of bigger companies. The community loses something when that happens, because, “Family businesses are special.”

Family businesses leaders often become involved in the community, serving on boards and contributing to nonprofits, and they treat their employees as part of their family.

Murphy said he has “two families … and they’re both equally important to us,” while Jim Madigan, vice president and treasurer of F.W. Madigan described company employees as “our extended family.”

As a building contractor, Madigan’s community contributions are especially tangible. “There’s nothing more rewarding,” Fran Madigan said, “than taking my son to a work site and saying to him, ‘That’s something we’ve built.’ ”

continued from page 1

Berry recalled the Tamarkins traveling to New York City to watch him run the marathon.

“They drove six hours from their house in Massachusetts to New York City and then waited for four hours on a corner watching 42,000 runners running by with the greatest of hope, but the tiniest of chances, to see me run by,” Berry said. “But, by magic or chance, we spotted each other … I stopped in the middle of the race at mile 16 to hug them. We couldn’t meet after the race, so Maurry grabbed Jules, turned around, and drove six hours back to Worcester. That’s a real friend.”

Golec recalled how he and Tamarkin had just published a paper on gambler behavior in the Journal of Political Economy, and they decided to program some of the formulas they had developed on a laptop computer and bring it to the Plainville track.

The laptop, which was one of the first to be developed, had just been donated to GSOM, Golec said, and “I don’t think the donor had our use for the PC in mind.”

None, who thought of Tamarkin as “My Professor,” said she connected with Tamarkin the first time she met him, because he reminded her of a cross between a family friend and Woody Allen.

“I would never have made it through the MBA program without Maurry and, therefore, my career successes can be credited to him,” she said. “I would have had a difficult two years in Worcester if it hadn’t been for the Chinese lunches, the tennis games and the emergency trips to the auto repair shops that Maurry so generously offered me.”

After Tamarkin’s 30 years at GSOM and Clark University, many will agree with Ottensmeyer, who said, “It’s hard to imagine the place without him.”
GSOM’s Beta Gamma Sigma Chapter Inducts 46 Students

GSOM’s Chapter of Beta Gamma Sigma recently inducted 46 new honorees.

Beta Gamma Sigma is the honor society serving business programs accredited by the Association to Advance Collegiate Schools of Business International. Membership in Beta Gamma Sigma is the highest recognition a business student can receive.

During the ceremony, Donna Gallo was named Beta Gamma Sigma Professor of the Year, based on a vote by Beta Gamma Sigma inductees. John Crawley and Pilsik Choi were named Undergraduate Professors of the Year, based on a vote by undergraduates majoring in management.

As the top management student, Melissa Au received the Morton H. Sigel Award and Demetrios Yannopoulos received the Morton H. Sigel ’51 Endowed Fellowship Award, which is based on a strong academic background and a demonstrated commitment to community service. Jing Zhang was a faculty inductee into Beta Gamma Sigma.

Master's degree inductees, from both the MBA and MSF programs, include Raunak Agarwal, Adam Brissette, Sasha Burgess, Christopher Cesarini, Angela Chou, Rong Ding, Nhung Doan, Xiaotian Feng, Catherine Gabis, Abhishek Goil, Jia Guo, Jaclyn Halas, Robertus Handoyo, Katherine Hanley, Tara Himmel, Duc Hoang, Xufeng Hua, Xiaowen Huang, Manish Israni, Sandeep Jain, Gordon Keegan, Kartiki Khadkikar, Lisa Kwiatkowski, Ershi Li, Hongchao Li, Nischala Melukudige, Xiao Meng, Rachel Mosakowski, Leigh Newman, Maritza Paulino, Tatiana Pogor, Syafri Rakhmat, Gary Reimers, Valerie Shaffer, Inderpreet Shoker, Carlo Valentini, Deepak Kumar Vokaliga, Shuang Wang, Haoyang Yu, Xueying Zhang and Yu Zou.

Bachelor's degree inductees, in addition to Au, include Margaret Croft, Maura Houghton, Samantha Moses and Daniel Rancharan.
Alumni Notes

Ruoyu Tang MSF ’11 has been hired as a valuation analyst by Axiom Valuation Solutions in Wakefield, Mass. … Carlo Valentini MBA ’12 was named a financial analyst at The World Bank, Washington, D.C. … Patrick Bird MBA/MS ’12 has been hired as an environmental specialist by the U.S. Environmental Protection Agency for Region 1 … Rakesh Sah MBA ’10 was named a financial analyst at Sonus Networks, Inc. … Kartiki Khadkikar MSF ’12 is a product controller at Credit Suisse Bank in Pune, India … Kavita Rasam MBA ’10 is a financial analyst at Cisco Systems in India … Paris Prince MBA ’13 was among five Clark University students who made presentations at the National Association for Ethnic Studies Conference in New Orleans in April 2012 … Sandeep Jain MBA ’12 is working as a commercial credit analyst for Leader Bank in Arlington, Mass.

On February 19, 2013 the International Honor Society Beta Gamma Sigma celebrates its 100th year of recognizing business excellence. Please join the Society in celebrating this momentous occasion.

For information about upcoming centennial events, go to: www.betagammasigma.org/centennial

Clark University
Recognizing the “Best in Business” since 1989.