

Sixth Street Journal 2.0

The Official Newsletter of the Illinois MBA

NEWS

Shorts Over Scarves: One of Many Changes for This Year's Study Abroad Options

by Rahul Kalsi, VP of Social Programs

Last winter, MBA students who elected to attend the Poland Study Trip 2006 returned to campus boasting about how it was a great learning experience. In fact, most said they would not have changed a thing—except maybe the weather.

The weather won't be a problem this school year, however, as students can choose one of two study abroad electives. And both require students to leave their scarves and gloves behind in favor of shorts and sunscreen. Although the program plans to return to Poland in winter 2008, this year, the Illinois MBA is offering two study abroad options in January 2007, to either Mexico City, Mexico, or São Paulo, Brazil.

Doing Business in Mexico will be run by the top-ranked Latin American MBA program at the Instituto Panamericano de Alta Dirección de Empresa located in Mexico City. *Doing Business in Brazil* will be taught through the Universidade de São Paulo and the Fundação Instituto de Pesquisas Econômicas. The Mexico City and São Paulo trips will run concurrently from January 8–12, 2007, as two pass/non-pass credit options.

At both locations, the Illinois MBA will provide hotel accommodations for six nights: January 7–13. Breakfast and lunch will be provided on class days, as well as transportation to corporate locations and designated cultural sights. The Illinois MBA will also be responsible for providing health insurance coverage and all course material.

While the final cost details are still being decided, a limited number of small scholarships will be available for students who demonstrate need. For more details, please contact Damian Lay at (217)265-7155 or through e-mail at dlay@uiuc.edu.

Message from the Associate Dean

by Mary Miller, Associate Dean

The 2006–2007 year is off to a great start. I have a good feeling about the new class, and they seem like an enthusiastic, positive group. We had many first-year students interested in participating in Academic Council, and they joined student clubs in record numbers.



However, the second-year class is going to be hard to top—they are the most involved and energized group we have had in a long time. They are busy participating in case competitions, planning the first alumni award banquet, working on IBC projects, and interviewing for permanent positions.

The new “Get Fit” club is getting national attention from *BusinessWeek* and CNN online (links to these stories may be found at www.mba.uiuc.edu.) *Prospectus*, our personalized online brochure, is getting national attention from potential applicants (check it out at www.mba.uiuc.edu.) We have new companies recruiting on campus this year, and we are welcoming back many of our past employers. There seems to be a career or networking event almost every day.

This year we are replacing the study trip to Poland with two international study programs—one in Mexico City at IPADE and the other at the University of São Paulo. Full-time and part-time students will be able to choose either of these options during winter break.

I was recently recruiting in New York and had the opportunity to have lunch with six alumni. I had a great time reconnecting with alumni I knew from when they were students and met others who were anxious to get involved.

So, another busy year is underway.

OCTOBER 2006
VOLUME II, ISSUE 2

IN THIS ISSUE

Study Abroad	1
Message from the Associate Dean ..	1
Students	2
Alumni	3
Career Services	3
Admissions	4
Faculty Profile	4
Student Affairs	4
IBC News	5
Club Roundup	5–6

UPCOMING EVENTS

- Oct 5:** MBA Fair – Houston
- Oct 7:** Business Bash: Tailgate (Homecoming weekend)
- Oct 9-10:** MBA I Finals
- Oct 17:** Spring Registration Forum
- Oct 18:** MBA Fair – Chicago
- Oct 19:** Graduate School Fair at Illini Union
- Oct 23:** MBAA Elections: Declare Candidacy
- Oct 27:** MBA 502 Plant Trip
- Oct 28:** Halloween Barn Dance at Farm Lake

CONTACT US

Web: www.mba.uiuc.edu
Phone: 1-217-244-8019
Fax: 1-217-333-1156

Sixth Street Journal 2.0 is a publication of the Illinois MBA, 1407 W. Gregory Dr., Urbana, IL 61801 USA

STUDENTS

Illinois MBA First-Years Close Pre-Term with Sunset Cruise

by Rahul Kalsi, VP of Social Programs

The new class of MBA students capped PreTerm orientation week with a two-hour sunset cruise on Lake Michigan aboard the Kanan Charter Vessel on Monday, August 21. The two-hour voyage followed CareerQuest at the Chicago Illini Center where first-year students refined their résumés and learned the latest networking and career advice from Illinois MBA alumni, Career Services staff, and other business professionals from Chicago.

Students were given the opportunity to apply their new networking knowledge as many of those professionals joined them on the 400-person vessel, which set out from Chicago's Navy Pier. Passengers were free to roam the four-level ship as it was reserved exclusively for the Illinois MBA. Most students, however, chose to remain atop the open-air observation deck to take advantage of the idyllic evening weather and spectacular views of Chicago's skyline.

"Being able to relax and see the shoreline of Chicago at dusk while getting to know all the new members of the IMBA program, I couldn't have asked for a better ending," said first-year student George Kritikos. "It was a fantastic way to finish off a week of getting acquainted with the school and all it has to offer."

For many students, this was their first time aboard a cruise ship and for others, their first visit to Chicago. For all of us who joined in the festivities, it was the perfect way to usher in the school year.

Rain Doesn't Ruin Fun at MBAA Canoe Trip

by Judy McDermott, Class of 2008

Many IMBA students went on a canoeing trip at the Sugar Creek camping grounds in Waveland, Indiana, on August 25–26. And although the excursion was met with a rainy ending, those in at-



Second-year PreTerm volunteers display their exuberance for a one-of-a-kind cruise aboard the Kanan. The cruise was the highlight of orientation week.

tendance said they had a great experience.

"Despite the miserable weather conditions, the canoe trip provided both first- and second-year students an opportunity to network outside of the classroom and away from campus. It was an experience that created great memories," said MBAA president, and organizer of the trip, Chris Mulh.

Here are the top ten highlights of the trip, according to Mulh:

10. Trying to put up tents using headlights because it was already pitch black outside. And seeing everyone help each other to make sure all of the tents went up properly (after many mistakes!).
9. International students enjoying their first S'mores.
8. Singing by the campfire at night, and Joan Lin's amazing voice!
7. The extremely clean bathrooms and showers.
6. Leaving the campsite not entertaining the thought it might rain, and then seeing it downpour as soon as we got on the water.
5. The domestic/international pairing of canoeing partners and the teamwork to get down the river.
4. Aaron Pollack falling out of his canoe not once, but twice!
3. The water fight.
2. Seeing Gizem, Christine, Radhika, and Mirela get drenched.
1. Going home, taking a real shower, and sleeping in a real bed!



IMBA students appear to be in good spirits after braving the elements of an outdoor adventure at Sugar Creek camping grounds in Waveland, Indiana.

ALUMNI

Illinois MBA after Graduation Day

by Paul Lubbers, MBA Alumni Association President



In addition to the goals of promoting fellowship and networking opportunities for MBA alumni, another mission of the MBA Alumni Association is to extend involvement with the university and the MBA program well beyond graduation day. In fact, the number of operating committees on the board was reduced from four to three—combining the Recruiting committee and Student Services committee into the new University Outreach committee—in order to strengthen the Alumni Association's relationship with the Illinois MBA.

One of the main tasks for this committee will be facilitating the involvement of alumni in the recruiting and admissions process for the MBA program. Already, IMBA alumni have played a vital role in supporting the Class of 2008 by participating in a new program to reach out to admitted students in the Midwestern United States by answering their questions about the program and sharing experiences at the University of Illinois.

However, while a large percentage of our alumni do reside in the Midwest, it is also important that the involvement of our alumni not be limited to this area of the country. To that end, MBA alumni recently met with Associate Dean Mary Miller on the East Coast and will meet with Director of Admissions Jackie Wilson on the West Coast to strengthen ties with the program and to evaluate opportunities for alumni involvement.

I am extremely pleased with these developments, and I know we will continue to realize the benefits of alumni involvement with the MBA program.

CAREER SERVICES

MBA Career Services Announces 2005–2006 Placement Results

by Julie Sweet, Associate Director of Career Services

Illinois MBA Career Services is pleased to announce its placement results for the 2005–2006 academic year. You may log on to <http://www.mba.uiuc.edu/M/Career+Services/Placement+Overview.htm> to view detailed information. Average salaries increased approximately 7%, reflecting better opportunities for our MBA graduates. This compares favorably to the 3.5% salary increases experienced across other MBA programs as reported by the Graduate Management Admissions Council (GMAC) in June 2006.

Our fall 2006 recruiting season kicked off on September 19–20 during the Business Career Fair. Over 100 companies attended each day looking for both undergraduate and graduate business students.

Several of these companies will return for on-campus recruiting this month. We already have over 20 companies committed to coming to recruit this fall, including five companies new to MBA recruiting.

Please remember that we offer free résumé referrals and job-posting services to all employers. If your company is hiring and would like to consider IMBA candidates for internships or full-time opportunities, please contact MBACareerServices@uiuc.edu or call 217-244-8019. You can also create an employer account in EASE (www.easemba.com/mbauic/) and post an employment position.

Finding a Lifetime Partner at the Illinois MBA

by Ben Moreland, Assistant Director of Admissions

The Illinois MBA means a lot of things for a lot of different people. The common element, perhaps, is that our students are looking to receive a quality education and to jump-start a successful business career. Anything that occurs beyond that makes the experience that much more remarkable.

For Jackie Lo, a marketing management trainee at Johnson & Johnson, and Jason Hong, manager of institutional business at UBS, the Illinois MBA certainly enabled them to accomplish their basic educational and career goals. Furthermore, though, the Illinois MBA served as the meeting place for this young Taiwanese couple, who just recently married on September 30, 2006. Their wedding truly was an Illinois MBA affair, with over 30 alumni attending.

Their enthusiasm for the Illinois MBA has poured over beyond their own relationship. Since their graduation, Jason and Jackie have been attending recruiting fairs and organizing alumni events in Taiwan. They recently met with Assistant Director of Admissions Leigh Ann Miller at an MBA fair in Taiwan. Miller reported how a recent Illinois MBA graduate and Jason reminisced about their first meeting, when the recent graduate was looking for a quality MBA program and was drawn to attend Illinois thanks in part to Jason's experience of the program. Clearly, Jason and Jackie's enthusiasm as Illinois graduates has been and continues to be an encouragement to prospective students as they look for an MBA program that matches their goals and desires.

We would all like to congratulate Jackie and Jason on their marriage and wish them many happy years together.



ADMISSIONS

International Recruiting Tour 2006

by Ben Moreland, Assistant Director of Admissions

The Illinois MBA recruiting tour is in full swing, and I had the opportunity to kick off the 2006 international tour in Tokyo, Japan, and Seoul, South Korea, early this September. I had a tremendous experience thanks to the many IMBA alumni who helped at the fairs, introduced me to local cuisine, and even showed me the sites of these great cities.

We have been increasing our efforts to keep alumni involved with the Illinois MBA, because you are our best resource for attracting students who will carry on the tradition of the Illinois MBA. I was encouraged by the fact that our alumni outnumbered the alumni of perhaps every other MBA program present at these recruiting events. This was an excellent testament to how highly our graduates regard their Illinois MBA experience.

As the prospective MBA students swarmed the tables at these fairs to grab brochures, I was particularly grateful for the alumni who were able to interrupt this brochure hunt by sharing their IMBA experiences, which brings the Illinois MBA to life much more than any brochure.

Let me also thank all alumni who helped at other national and international events. We have completed our international tour for 2006, but we still have many domestic recruiting events remaining. If you would like to join us for one of these events, please email Jackie Wilson at jjwilson@uiuc.edu.



Participants at the MBA fair in Seoul join together after a hectic afternoon of talking to prospective students (from L to R): Harry Koo and son, Brian, Eric Cho, Ben Moreland, John Kim, and Hongsuk Ahn.

FACULTY PROFILE

Marketing Department Welcomes New Member

by Judy McDermott, Class of 2008

Many MBA students may have noticed a new face in the marketing department—it's Professor Kevin Bradford.

Bradford, a graduate of and former professor at the University of Notre Dame's Mendoza College of Business, has made the trek from South Bend, Indiana, to Urbana-Champaign to explore the possibility of becoming a permanent member of the university's marketing department. "This is a good atmosphere for accomplishing work," Bradford said, explaining that he was attracted to the university's reputation as a first-rate research school.

Prior to becoming a professor, Bradford was a global account manager at IBM, where he managed such clients as Whirlpool Corp. But after several years in the corporate world, Bradford said he wanted to return to academia to become a pundit in the field of marketing. "I wanted to be the best at something. So when you do research, you have the opportunity to be an expert," Bradford said. Prior to teaching at Notre Dame, Bradford received his PhD in marketing at the University of Florida.

The transition to Illinois has so far not been a problem for Bradford, especially since much of his family still lives in Southern Illinois. "The transition has been an easy one for me.... I have really enjoyed Illinois all of my life," he said.

Outside of the marketing world, Bradford is an avid sports fan who closely watches basketball, football, and baseball. "I also like to play sports, though I do not play them often enough to consider myself an athlete anymore," he said. But he certainly was an athlete during his undergraduate years—Bradford was a captain and four-year letter winner for the University of Northern Iowa's basketball team.



Professor Bradford left the corporate world for academia to become an expert in the field of marketing.

STUDENT AFFAIRS

Meet the IMBA Class of 2008

by Sharon Yoon, Assistant Director of Student Affairs

With a warm welcome from Richard Herman, Chancellor of the University of Illinois at Urbana-Champaign, the Class of 2008 began their MBA careers at PreTerm 2006.

During the PreTerm week, students participated in orientation sessions, team-building exercises, social events, and a community service project with the Special Olympics. Through each of these activities, students learned the meaning of teamwork. As they supported one another and others around them, they realized that teamwork was not just a concept, but would be essential for their success at the Illinois MBA and in their future endeavors.

The final activities of PreTerm were CareerQuest with alumni and professionals and the Sunset Cruise on the Kanan cruise ship on Lake Michigan. These networking opportunities helped students get ahead in their job searches.

We would like to thank the second-year volunteers for their key role in planning and implementing PreTerm 2006. Without the leadership of over 30 volunteers, PreTerm would not have been the same. Again, welcome Class of 2008!

IBC NEWS

IBC Reaps New Crop of Consultants, New Associate Director

by Judy McDermott, Class of 2008

With the new school year has come a new crop of talent for Illinois Business Consulting (IBC). Following a competitive interview process, IBC selected ten first-year MBA students last month to join the group. In addition, five more first-year MBAs were chosen to work with Student Executive Director Mark Lockwood to focus on strategic internal initiatives designed to grow IBC.

So far this fall, business is already booming, according to Lockwood. "We are engaged in over ten early fall projects, with more to follow in the coming weeks," he said.

At the helm of IBC for the 2006–2007 school year are Lockwood, as well as Marketing Manager Don Bart, Operations Manager Heather Carlo, and Client Engagement Managers Scott Ashbaugh, Cody Boyd, Amy Matsuhashi, Clara Spaanstra and Matt Storkman.

The newest face to IBC's management team, however, is Director John Clarke. Clarke, a 1994 Illinois MBA graduate, will be overseeing the progress of IBC. Clarke is an executive director of the university's Hoeft Technology & Management Program, and he leads a capstone project course that involves students working with corporate affiliates to solve business problems.

Also among Clarke's background in consulting is a tenure at Accenture and experience as an independent consultant working with both large and small organizations. "This brings a wide range of relevant experience to IBC," said Lockwood.

Going forward, IBC hopes to strengthen and expand its presence even further. "We want to better align IBC with and utilize other schools within the university, while maintaining its leadership in the MBA program," Lockwood said, adding that IBC wants to establish a nationwide presence, which, among other things, will help make the University of Illinois' MBA program stand out among other programs.

STUDENTS

MBA2 Welcome Back Picnic: Reunited At Last

by Rita Lei, Class of 2007

Second-year MBA students recently rang in the new school year by attending the program's Welcome Back Picnic on August 24 at the Illini Union. With more than 70 students in attendance at the indoor picnic, the get-together proved to be one full of anticipation and excitement for the upcoming school year following the students' three-month separation over the summer.

Chris Mulh, MBAA president, kicked off the event by introducing two new student organizations that will help spice up student life this school year. To promote a healthy lifestyle, the Get Fit Club, which was featured in *BusinessWeek Online* last month, was introduced to encourage students to stay in shape. The club will hold monthly diet and exercise competitions to help participants keep their regimens in check.

In addition, the Illinois MBA Golf Association was introduced. This club will help sharpen the golf games of IMBA's future executives.

Damian Lay, Assistant Director of Student Affairs, was also introduced to attendees of the picnic as the Class of 2007's academic advisor. And Charles Kim, Assistant Director of Career Services, was announced as the new advisor for students looking to leverage their engineering experience in their career searches.

CLUB ROUNDUP

MBAA Club Roundup

by Rahul Kalsi, VP of Social Programs

Our MBAA student organizations are off and running with programming designed to introduce clubs to first-year students as well as to provide social activities to bring both classes together.



The club leadership teams from all 13 organizations convened for the Fall Leadership Forum on August 31 in the Illini Union. The purpose of this event was to set the MBAA calendar for the fall semester as well as to discuss the upcoming election and leadership transition process. As always, all MBAA-recognized clubs are required to host at minimum one academic and one social activity per semester.

The MBAA leadership team will work with each club to assist in programming and provide funding when necessary for sponsored activities. First-year students who are interested in joining a club or running for leadership positions are encouraged to contact the current club executive teams. The process to run for an MBAA position begins October 23 with the club elections starting in mid-November.

ACADEMIC COUNCIL 2008

The Illinois MBA would like to welcome the new Academic Council members who will serve as liaisons between students and faculty.

Academic Council members for the Class of 2008 include:

Michelle Bernardi
Mirela Muresan
Nicholas Lenczycki
Mark Lewis
Michael Lewis
Noel Vivar
Benjamin Wright

CLUB ROUNDUP

Graduate Marketing Association (GMA)

by Daniel Remsen, GMA president

The Graduate Marketing Association (GMA) kicked off the social calendar by sponsoring Mug Club at the White Horse Inn on Friday, August 18.

A week later, GMA members represented the Illinois MBA at Allerton Park at the Marketing Summit hosted by the marketing faculty. Undergraduate, master's, and doctoral students in marketing gathered for a luncheon on Friday, August 25, where Professor William J. Qualls introduced the marketing faculty and the latest research being conducted throughout the department.

On Sunday, September 17, GMA teamed up with the Women in Business Society (WiB) and Partners Club to host the Post-Midterm Picnic at Ambucs Park in Urbana. First-year students welcomed the break after studying all week for their MBA 501 quiz.

WiB Joins Forces with Local Women's Organization

by Swapna Kulkarni, Class of 2007

The Illinois MBA's Women in Business (WiB) group plans to join forces this school year with the Women's Business Council of Urbana-Champaign to develop a mentoring program. Working with the Women's Business Council, a local professional networking organization, is a part of WiB's goal to reach out into the local community while at the same time preparing WiB members for real-world professional challenges.

Also preparing WiB members for their future in the business world is the group's participation in the National Association of Women MBAs (NAWMBA). WiB members plan to attend the association's National Conference and Career Fair at Washington University's Olin School of Business in St. Louis on November 3–4. The career fair, which will be attended by more than 1,000 women MBAs from around

the country, is sponsored by companies such as IBM, UBS, 3M and Bank of America.

Looking forward to 2007, WiB plans to host its Leadership Conference on February 10, 2007, at the Illini Union. Next year's conference theme will be "Leading Change ~ From Inspiration to Performance," where conference participants will be inspired to embrace risk, celebrate creativity, and take actions that will significantly impact their workplaces and communities.

And of course, WiB is still leaving room for fun within the group by organizing activities such as the Coffee Club, a Silent Auction, and a talent show.

MSA Increases Involvement with SOIL

by Kent Hammack, Class of 2007

The MBA Service Association (MSA)—previously known as the Military Service Association—has already started the new school year off right with its expanded involvement in the community on a number of fronts (most significant is the MSA's new relationship with Special Olympics Illinois (SOIL)).

As in past years, the 2006 MBA Pre-Term program included participation in SOIL bowling; however, this year marks a new relationship and increased involvement with the organization. The club officers have recently met with the SOIL regional coordinator, and future involvement is currently being coordinated, including an event on October 2, when SOIL will be hosting a golf scramble at Urbana Country Club. Please e-mail Kent Hammack at hammack2@uiuc.edu if you would like to participate and represent the IMBA at this great event.

Besides SOIL, MSA also plans to sponsor a charity tailgate on October 14 to raise funds for a local healthcare provider. Champaign County Christian Health Center coordinates and provides holistic, free, and quality health care services to the uninsured of Champaign County. Tickets to this charity event are

available through MSA club officers, and details are available on the MBAA website (www.illinoismbaa.org). Cash donations are also being collected.

In addition, MSA is in the process of coordinating community involvement in the following programs: I-Help, Adopt a Highway, Habitat for Humanity, the Child ID Program, and Toys for Tots.

MBAs of Color Partake in NBMBA Conference

by Rita Lei, Class of 2007

The MBAs of Color (MBAC) recently traveled down to Atlanta to participate in the 28th Annual National Black MBA Association (NBMBA) Conference & Exposition. The event, held from September 26 to October 1, was readily anticipated by MBAC members.

"We were eager about the opportunity," said Arthur Scales, president of the MBAC. "More than 450 of the top Fortune 500 companies presented in the exposition. This opened up a door for us to access the resources beyond our reach here at Illinois," he added. "Our students can branch out of the Chicago, St. Louis, and Indianapolis areas to pursue opportunities nationwide."

Among the conference attendees were more than ten first-year students. According to Scales, this was not only a great chance for them to interact with recruiters, but it also gave first-years early exposure to other black MBA students around the country. "The conference will lead to solid results for full-time jobs and internships," Scales said. "The bond forged with other black MBA students will enrich our network."

In addition to building a stronger network for MBAC students, the conference also helped exchange information and better prepare the attendees for the future NBMBA Case Competition.

The MBA department provided partial funding in support of the trip. "Without both of the departmental and school funding, our ability to participate in such a great event would have been limited," said Scales.