

DEAR FRIENDS,

THE NEAR FUTURE PROMISES to be an exciting time for business education at UNH. If you've been following the progress of the new Peter T. Paul College of Business and Economics, you know that we are in the final stages of construction. The opening of the Peter T. Paul

College of Business and Economics is about more than a new, state-of-the-art building for our students, faculty, and the community—wonderful as these things are. It's a historic moment in the evolution of the business program.

Over the past few years, the business school has been actively engaged in efforts to stay in front of the needs of our students and the business community. However, any progress can only go so far without the facilities and technology to support it. Coupled with the changes that have already been made, the new building will usher in an exciting new era. For example, with the use of Tegrity and Flip IT technologies, students will be able to view lectures before coming to class and use those face-to-face sessions to discuss issues, analyze problems, and complete exercises. New software will link multiple student and faculty laptops to allow them to collaborate in real-time. The intent and immediate outcome of this innovative combination of technology and thought is to equip future business leaders with more in-depth knowledge and greater expertise. Our students will continue to compete for jobs with graduates from any business school in the nation and have an advantage over most of their peers.

The demand for innovative partnerships among the state's businesses, its civic leaders, and higher education is greater than ever. I am proud to say that the business school has led efforts to connect education to economic development through initiatives such as the Green Launching Pad, the NH Innovation Commercialization Center and the Small Business Development Center.

The new era also ushers in changes in our leadership team here at the business school. Professor of Decision Sciences Venky Venkatachalam, known nationally as a leading integrator of academia and industry (see related story), brings his unsurpassed networking skills to bear on undergraduate and graduate curricula as the new associate dean of academic programs. And Peter Lane, professor of strategic management and technology, applies his world-renowned talents in executive education and

leadership development as the new associate dean of faculty and administration. I am pleased to have the opportunity to work with Peter and Venky to continue to advance UNH.

Stay tuned, we're in for quite a year!



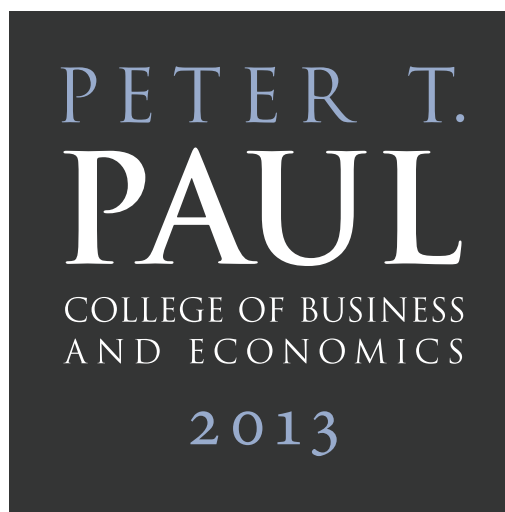
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Opening 2013!

Whittemore School of
Business and Economics

Late Fall 2012

XX Issue

THE WHITTEMORE
WIRE



Rick Marini, '94 and Dean Daniel Innis

ALUMNI returned to campus for WSBE School Day during Homecoming weekend in October, an event-filled day of panel discussions; lunch with students, faculty, and staff; a keynote speech delivered by Rick Marini '94, founder, CEO, and Chief Connector at BranchOut; and an alumni cocktail party.

It was a day of reconnecting, sharing knowledge, and making new friends. Students had a chance to learn from the experts who came before them and to make valuable contacts in the business world.





WSBE SCHOOL DAY 2012



2012 Excellence Awards

Khole Gwebu

Associate Professor of Decision Science

WSBE Excellence in Teaching Award

Active participation is the hallmark of Associate Professor Khole Gwebu's teaching, greatly appreciated by students and applauded by colleagues.

"Since coming to UNH in 2006, Khole has amazed us with his dedication to teaching at the graduate and undergraduate levels," says nominator A.R. "Venky" Venkatachalam, associate dean of academic programs.

Real-world case studies, guest lectures, hands-on exercises in data management, and supplemental multimedia resources are some of the tools Gwebu has used, in addition to the innovative online accountability system called PAS (Participation and Attendance System) he developed with fellow information systems Assistant Professor Jing Wang. With PAS, students earn points for participating, and an online reporting system provides incentive for improving their participation grade.

Gwebu will show students the basics but then push them to problem solve on their own. He also wants them to feel comfortable voicing their thoughts and ideas in class.

"I say, 'Trust me. I want you to succeed.' It's important for students to feel comfortable in order to grow," he says. "It's fine to make mistakes as long as you learn from them."

That Gwebu has succeeded in helping his students grow is clear from his being named Teacher of the Year in 2007, 2008, and 2009 by full-time MBA students.

Bill Machanic

Lecturer, Department of Marketing

WSBE Non-tenured Faculty Teaching Excellence Award

Marketing lecturer Bill Machanic loves it when students bring him the problems they're grappling with while working as interns in the community.

"It gives me the opportunity to pass on my own experiences I've had in similar situations," he says.

Machanic's goal is to give students a practical understanding of the topic as well as the experiences to make sure they're understanding the world they're going to be entering. Says Machanic: "It's not a cookbook; it's practical problem solving."

Emphasizing practical application takes many forms in Machanic's courses. Students in Integrated



Award recipients Le Wang, Venky Venkatachalam, Neil Niman, Khole Gwebu, Bill Machanic, and Nancy Palmer.



Marketing Communications, for instance, create promotional videos.

Students in International Marketing benefit from Machanic's experience working for foreign companies such as Japan-based Nippon Electric. Lectures are punctuated with stories about cultural nuances, negotiating etiquette, and cultural bias.

Machanic also helps students with honors theses and guides them in internships. His expertise makes him a go-to resource for students.

"Since Bill and I share an office in McConnell, I can attest to the steady stream of students who come by," colleague Peter Masucci notes.

They're coming to the right place. Machanic's motivation is "always the students."

Neil Niman

Associate Professor of Economics; Chair, Economics Department

UNH Excellence in Public Service Award

As a town councilor enmeshed in the economic issues of Durham for nine years, Neil Niman is one associate professor of economics who will never be accused of living in an ivory tower.

"Professor Niman's public service contributions have extended to his profession and also to his community," says Dean Daniel Innis. "He has had a significant impact on the town of Durham, providing leadership and working to promote economic development and growth in the community. Professionally, he has been active in the History of Economics Society, bringing stability and growth to this important professional organization."

Though he "officially" stepped down in March, Niman is still working on downtown development projects and plans on being a resource for as long as he's needed.

"I care about the town of Durham and believe in public service," he says. "Everybody should give back, and this is one way I can have an impact."

Nancy Palmer

Administrative Assistant, Department of Management

Dean's Award for Excellence

"Nancy is very talented as a manager," says Carole Barnett, associate professor of management. "A manager of knowledge, information, know how, and most importantly people."

And she does it with "warmth and humor," adds Michael Merenda, professor of strategic management and department chairperson.

Palmer spent 10 years managing top secret Army Special Forces documents at Fort Bragg, N.C., before joining UNH in 1993.

It was her job to follow protocols regarding who could have access to war plans, nuclear program files and correspondence. "I had to learn to say 'no' to colonels," she says.

At the business school, Palmer strives to say "yes" to the myriad requests for help she receives in a day. And that can be a challenge as the administrative associate for the Introduction to Business course she's the go-to person for about 1,000 students each semester.

The best part of her job is knowing that she's helped someone.

"When the students come back or I run into them in public and they thank me for something I've done for them, that's a good thing."

A.R. "Venky" Venkatachalam

Professor of Information Systems, Associate Dean of Academic Programs

UNH Alumni Association Excellence in Public Service Award

For Professor A.R. "Venky" Venkatachalam, public service means helping New Hampshire businesses succeed and leveraging the UNH talent pool to boost the state's economy.

Venkatachalam, who became the associate dean of academic programs last summer, is the project leader for the Green Launching Pad (GLP), an innovative

business accelerator that provides mentoring and funding to promising entrepreneurs who are ready to bring green solutions to market. In just the past two years, the GLP has launched 14 businesses in the fields of renewable energy, green manufacturing and energy efficiency.

"Venky has been committed to helping the state and its economy to grow within a difficult and constantly changing environment," said Dean Daniel Innis.

The award also recognizes Venkatachalam for his 10 years of mentoring WSBE students in their corporate consulting projects, the capstone experience in the MBA program that gets students working hand-in-hand with private companies.

"Hearing from companies about what a great contribution the student teams have made is deeply rewarding."

Le Wang

Assistant Professor of Economics

WSBE Outstanding Researcher Award

It takes about two seconds for Le Wang, assistant professor of economics, to identify what drives him to have published 14 research papers in five years at WSBE (an impressive 19 papers in all).

It's exactly what he advises his students at the start of every semester: "The most important things are curiosity and passion, and to love what you're doing."

Wang's research is strong in quantity and range (from labor and economic demography to economics of education to applied econometrics to macro-economics), and quality as well. His work has appeared in high caliber journals such as the *Journal of Econometrics*, *Oxford Bulletin of Economics and Statistics*, *Journal of Environmental Economics and Management*, and *Health Economics*.

He has accomplished this research record while teaching a full course load including three graduate courses each year and serving on many dissertation committees.

"We're really happy to have him on our team. He's not just a great friend and colleague to us," says nominator Reagan Baughman, associate professor of economics.

Wang is grateful for the many colleagues with whom he has collaborated on his research.

"The most rewarding thing about collaborating is that I get to see others' work. I often have wonderful conversations and get useful suggestions from them."