



## Bauer's Star Gets Brighter College Earns Top 50 Ranking In Business Week



**B**auer College recently earned a Top 50 Ranking in *Business Week* among the over 1,100 undergraduate schools of business in the country.

Bauer's official spot is #49 among public universities, a significant achievement given that only 93 business schools across the country made the final *Business Week's* list for 2007.

Dean Arthur D. Warga personally thanked students with a special card, writing, "Your quest for academic excellence and outstanding performance helped us garner this ranking."



**PHOTO FINISH**  
*Recent Happenings around the C. T. Bauer College of Business*

Photo Finish is published by the Communications Department in the Office of the Dean. For more information, please call 713-743-4609. C. T. Bauer College of Business 334 Melcher Hall Houston, TX 77204-6021 bauer.uh.edu

## NEW BUILDING AT UH TO BE NAMED TO HONOR REGENT MICHAEL J. CEMO

**B**auer College is well on the way to a much needed expansion of classroom and administrative space, thanks to the generosity of long-time supporter **Michael J. Cemo**, former president and CEO of AIM Distributors, Inc. and a University of Houston System Regent. Cemo was instrumental in creating the award-winning AIM Center in Melcher Hall and was instrumental in the historical \$40 million gift from Ted Bauer that put Bauer College on the map.

The UH System Board of Regents has approved the design and construction of a new, \$9-million building on the UH campus to be named in recognition of Cemo, who is providing the lead gift, \$3 million, to help fund construction. The 33,000-square-foot lecture hall and academic center will be called Michael J. Cemo Hall. Along with the state of the art auditorium that will seat 450, two 70-seat classrooms and faculty offices, this multi-story building will house three

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**STRENGTHENING A VISION.**  
*UH Regent Mike Cemo provides lead gift.*

## Shell President Defines Leadership Qualities John Hofmeister Visit Gives Bauer Treat

**"It's about leading, not being a leader."** With this introduction, **John Hofmeister**, President of Shell Oil Company, engaged 300 Bauer students and guests in an enthralling discussion about the principles of leadership that he has used as a personal guide to success. Those principles include:

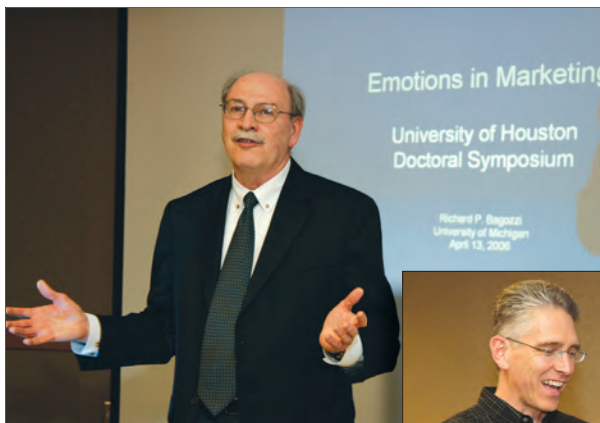
- Never stop preparing to lead.
- Never stop learning – read, read, read.
- A leader is on 24/7.
- A leader is personal.
- Leaders are servants who take care of the needs of others.
- Times of crisis require "command leadership".
- Leading requires stamina, emotional maturity, and ambition.

Hofmeister's presentation on Thursday, April 5, was part of Bauer's continuing Distinguished Leaders Series, made possible by Stanford Group Company.



John Hofmeister, President of Shell Oil Company, made leadership the focus of his talk at Bauer. Left to right: Representing Bauer student organization leadership, accounting junior **Stephen Quezada** introduced Hofmeister. Marketing senior **Jorge Mancilla** presented him with a Distinguished Leaders Series framed poster that will join a gallery of other DLS leaders on view in Melcher Hall. Hofmeister, **Dean Warga**, and UH Senior Vice President for Academic Affairs and Provost **Donald J. Foss**.

## Annual Doctoral Symposium Celebrates 25 Years



University of Michigan Professor **Richard Bagozzi** gave the symposium's keynote talk.

The Marketing Department hosted its 25th Annual Doctoral Symposium April 13 and 14 at the UH Hilton. Graduating doctoral candidates **Babu John Mariadoss** and **Sonja Propkopee** organized the event, which included visiting students and faculty from 10 universities, including UC Berkeley, UCLA, and University of Texas at Austin. Nationally acclaimed marketing researcher Professor **Richard Bagozzi** from the University of Michigan gave the keynote address entitled "Emotions in Marketing."

Marketing doctoral student **Doug Walker** is presented a plaque from Marketing & Entrepreneurship Department Chair **Ed Blair**.



Marketing & Entrepreneurship Professor **Betsy Gelb** chats with colleagues.

## Bauer Duo Leads The Woodlands

# Development Company is Houston Success Story

Co-presidents of a company are a rare occurrence. Even rarer is that the two co-presidents of The Woodlands Development Company are both Bauer College alumni. **Tim Welbes** ('69) and **Alex Sutton** (MBA '73) shared their respective career stories and described the challenges they face in leading development of The Woodlands. Executive MBA students in Visiting Assistant Professor **David Rubenstein**'s class heard the duo's story on April 9 as part of the Distinguished Leaders Series.

Welbes and Sutton have built one of the Houston area's most successful planned communities by creating a pedestrian-friendly haven and live-work environment of retail, residential, and commercial space, along with restaurants, live music venues, waterways and parks. The Woodlands is Houston's fastest growing master-planned community.

Welbes began his career at the accounting firm of Ernst & Whinney. Eventually, he took over the regional office of a homebuilding company after a period of poor leadership. During this time, Welbes learned some hard but invaluable lessons.

"Our company was being led by someone who was way



**Shining Stars.** *The Woodlands Development Company has been highly acclaimed for its residential, commercial and retail developments. Co-presidents Tim Welbes ('69), left, and Alex Sutton (MBA '73), right, are at the helm of the company.*

out of line in his professional behavior," said Welbes. "We never reported him to his bosses and I advise you all to never go over your boss's head." Why? "Because good business will always find a way to take care of its problems. That's what makes it a good business."

Like Welbes, Sutton found his passion in development. He began his career working for Exxon but admitted to not having the passion that would make him successful to continue

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## Accountancy & Taxation Advisory Board Awards Banquet

# Standing Room Only Crowd Applauds Students

At its annual banquet on April 19, the Accountancy & Taxation Advisory Board presented awards to three outstanding faculty members: Professor **Thomas Noland** for leadership, Clinical Assistant Professor **Jim Stinson** for service, and Assistant Professor **Tong Lu** for research. Outstanding Student Academic Awards went to undergraduate accounting majors, **Farah Fatima Rashid** and **Drew M. Haney** and graduate students **Michael Spenser** and **Hsiu-Yu-Huang**. **Jessica Fung** and **Gilbert Landras** won Outstanding Student Leadership awards (undergraduate). Accepting the Outstanding Achievement Award, **Milton Frankfort** ('67),

Managing Director of UHY Advisors, urged the 200+ students, faculty, and corporate sponsors not to be afraid of challenges and to set short and long term career goals. The event took place at the Downtown Aquarium.



Accounting major **Drew Haney** receives Outstanding Undergraduate Student Academic Award from **Dean Warga** and Accounting & Taxation Department Chair **Gerald Lobo**.



Front row from left, **Brian Yarbrough**, PricewaterhouseCoopers, LLP; accounting major **Justin Lynn**; Professor **James Pratt** ('66, MBA '68); and **Paul Peacock** ('81), partner, PricewaterhouseCoopers, LLP. Back row from left, accounting major **Chrystal Osborne**; accounting major **Joseph Thomas**; Professor **George Gamble**; and accounting major **Drew Plasek**.



*TORCH IS PASSED.* After 10 years of building a successful program, **Eli Jones** announced **Mike Ahearne's** appointment as SEI's Executive Director. Jones was recently promoted and named Associate Dean for Executive Education Programs.

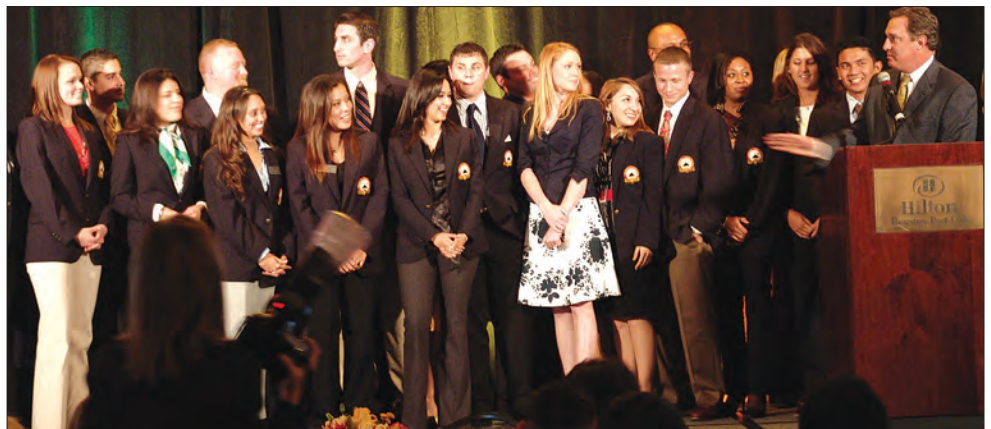
## SEI Celebrates 10-Year Anniversary

The Sales Excellence Institute's Graduation & Induction (SEI) Ceremony on April 27 represented SEI's 10 year anniversary. Hosted by the Hilton Post Oak, the occasion marked a new era of leadership for SEI while celebrating its remarkable impact at Bauer College over the past decade.

Current SEI Executive Director, **Eli Jones**, announced the appointment of **Mike Ahearne**, Associate Professor of Marketing and Research, as SEI's new leader. Jones has been promoted to Associate Dean for Executive Education Programs. Dean **Arthur D. Warga** unveiled the official news to a packed ballroom of more than 500 which included SEI graduates and inductees, family members and partners.

"Eli Jones has built an amazing program at Bauer," said Dean Warga. "SEI's program has been so successful that other institutions wish to replicate our model. He has led the charge to make SEI and its three Centers of Excellence a global leader for sales and sales management education and research. I am confident that Eli, in his new role, will elevate our executive education and programs while also being a valuable resource as SEI brings Bauer even greater distinction."

Ahearne paid tribute to Jones' contributions and building SEI's reputation. His goals include building on the program's success and expanding its offerings.



*EVENING OF JOYOUS OCCASION.* (from left) Associate Dean Jones presents SEI Graduate **Amanda Evans** with a Certificate of Professional Selling. Professor **Jim Webb** (at podium) salutes graduates and awards honorees.

## Bauer Welcomes Beijing Global Energy MBA Students

### Class Travels from China to Make History as College's First

Ninety percent of business schools don't focus on the largest industry in the world. Thirty one graduating Global Energy MBA (GEMBA) students representing China's leading energy companies affirm that Bauer College does.

Four of China's top energy executives received their MBAs and the group's graduation represents Bauer's first Beijing GEMBA class, and perhaps the furthest distance (China to Houston) ever traveled by a class this size to be on a graduation stage at the University of Houston.

The majority of the students are employed by Sinopec and will be leading China's largest and most influential energy companies for years to come.

Bauer College welcomed these guests with a special luncheon in their honor on May 11, 2007, featuring Graduate and Professional Programs Commencement speaker **G. Edmond Clark** (MBA '79), President and CEO of FedEx Trade Networks, Inc.

The GEMBA group spent a week in Houston following

the Commencement, taking field trips to energy companies, Houston landmarks and attractions such as the Johnson Space Center.



*FIRST IN CLASS.* Bauer's GEMBA class, faculty, Dean **Arthur D. Warga** and G. Edmond Clark (MBA '79), President & CEO of FedEx Trade Networks, Inc. at a luncheon in honor of the Beijing GEMBA Class.

## ENERGY SCHOOL ENERGIZED

On May 9, the Bauer College Energy School hosted a dinner and executive presentation on leadership at the Houston Museum of Natural Science in Hermann Park. Bauer's Energy School launched May 6 – 11 under the direction of Finance Department Executive Professor **Dan Jones**, with a curriculum focused on risk management in the energy industry. Associate Dean for External Relations **Bob Casey** and Finance Chair **Praveen Kumar** spoke to the group of 20 students who came from throughout the United States, Canada, and Europe. Keynote speaker Major General **Robert P. Lennox** (Commanding General of Fort Bliss) outlined the

qualities of great leaders, including having a positive attitude, creativity, a firm commitment to ethical behavior, and balance in life. Professor Jones made a special presentation to **Jack Wesley**, former President of Oil Insurance Limited (OIL) and a sponsor of the Energy School, to recognize the substantial role Wesley played in making the Energy School a reality.



*Jack Wesley, former President of Oil Insurance Limited (OIL) and Energy School sponsor received a framed gift from Dan Jones, Executive Professor and Program Director of the Energy School.*



## CEI Graduation

The Center for Entrepreneurship & Innovation (CEI) honored 28 graduates and 35 inductees at the 2007 graduation ceremony held at the Houston Club on May 10. CEI Director **Dan Steppe** noted that the CEI program, with over 2,500 students since its inception, is the largest and fastest growing university entrepreneur program in the country. Steppe urged the students to remember that failure is part of success and “you will never really succeed unless you take risks.” Keynote speaker **Joe Mannke**, founder of the Rotisserie for Beef and Bird and Bistro Le Cep restaurants, gave the more than 350 attendees a personal account of how persistence and vision are the keys to success as an entrepreneur.



*CEI graduates celebrated at the Houston Club.*

*Dan Steppe, CEI senior and Bauer Undergraduate of the Year **Matthew Woodhill**, Professor **Ken Jones**.*



## HBSA Celebrates 2007 Spring Graduating Class



*HBSA's May 2007 Graduating Seniors.*

The Hispanic Business Student Association (HBSA) took time at the Crowne Plaza on Smith Street on May 10 to extend appreciation during its annual Awards Banquet to HBSA members, officers, graduating seniors, volunteers, corporate partners and Bauer staff. Outgoing president and recent graduate **Jorge Mancilla** ('07) presented plaques of appreciation to **Bob Casey**, Associate Dean of External Relations, **John O'Dell** ('70), Director of Alumni Development, and **Erika Guerra**, Executive Secretary. Accounting senior **Jose Lozano** praised **Rey Rodriguez**, Director of the Barrio Student Center, for his “unrelenting” commitment and volunteerism to HBSA.



*Ernst & Young's **Patricia Welsh**, an HBSA corporate partner, and **Bob Casey**, Associate Dean of External Relations.*



*Jorge Mancilla and Rey Rodriguez make the Spring 2007 Banquet a special evening of tribute and appreciation.*

## Undergraduate Commencement May 12, 2007

# Le Stresses Family Values as Source of Strength



Commencement speaker Duy-Loan T. Le (MBA '89).

Approximately 500 new BBA graduates made the leap to the real world of business with a powerful message from keynote speaker **Duy-Loan T. Le** (MBA '89), a Vietnamese immigrant who is the first and only female Senior Fellow at Texas Instruments. Le told an enthusiastic crowd in Hofheinz Pavilion that "success without family is no success at all" and urged the students not to forget that living in America is a privilege bringing with it the moral obligation to help others in need. Center for Entrepreneurship & Innovation major **Matthew Woodhill** won the honor of Bauer Undergraduate of the Year.



Conferral of degrees and Cougar Pride.



Rows of future business leaders.



**Blake Ives**, Chair in Business Leadership and Director of the IS Research Center, and **Jill Sundie**, Assistant Professor of Marketing.

Joyous occasion for Bauer's graduating undergraduate class of 2007.

## Graduate Programs Commencement May 11, 2007

# FedEx Trade Networks CEO, GEMBA and Rauch Highlight Ceremony in Cullen



UH System Board of Regents Chairman **Leroy L. Hermes** and Dean **Warga** award longtime University supporter and champion **Leonard Rauch** his honorary degree.

Graduate Programs Commencement Speaker **G. Edmond Clark** (MBA '79).



**B**auer's new graduating class of MBAs, MSACCY, MSFinance, and doctoral candidates celebrated their commencement with **G. Edmond Clark** (MBA '79), CEO of FedEx Trade Networks, Inc. Clark called Bauer College "a pacesetter in education" and outlined principles of successful living, including treating all people with dignity and respect and doing everything with the highest levels of honesty and integrity. These principles make up the foundation for how FedEx views its ability to be successful abroad. Clark stressed the importance of today's global economy, a message that resonated with the diverse Bauer student body that included the first Beijing Global Energy MBA class of 31 Chinese energy executives. The group traveled from China to Houston, making Bauer history and the graduation ceremony even more special (see page 5 for more details). Another highlight was the presentation of an Honorary of Doctor of Humane Letters degree to **Leonard Rauch**. Bauer **Dean Warga** cited Rauch's numerous efforts spanning decades to build world-class facilities at the University of Houston.



**Liz Anderson-Fletcher**, Associate Dean of Administrative and Academic Affairs presents the Outstanding EMBA Student Award to **Brett Cole**.



Bauer Alumni Association board member **Karen Hartemink** (MBA '04) and Association president **Trey Wilkinson** (MBA '02).



Proud moment for new Bauer graduates.



# Glaw Raises Scholarship Funds for Bauer and UH Students

**M**anaging partner of GLO CPAs, LLP, **W. Carl Glaw** ('77), is passionate about Houston and about Bauer. He uses that passion, combined with an intuitive understanding of the power of business networking, to generate financial support and business opportunities for UH students and alumni. Through GLO CPAs monthly business luncheons,

Glaw has donated \$22,500 for Bauer scholarships in the past two years. "We thank Carl and his team for their vision and unwavering commitment to tomorrow's business leaders," said **Bob Casey**, Associate Dean of External Relations.



*W. Carl Glaw ('77) has attracted wide support from Houston's business community to help fund scholarships for Bauer and UH students.*

*Joining Glaw on stage on April 18 were **Bob Casey**, Associate Dean of External Relations; **William Sherrill** ('50), co-chair and founder of Center for Entrepreneurship & Innovation; **Christine Spray**, Director of Practice Development, GLO CPAs, LLP; scholarship recipient **Benjamin Nguyen** (accounting senior); **Bum Phillips**, former Houston Oilers head coach; and scholarship recipient **Huma Seth** (accounting junior).*

## FRANTIC FUN, FIRST-HAND MARKET EXPERIENCE

# Bauer Students Win NYMEX Open Outcry Competition



*INTO THE ARENA. Vying for winning trades in light of news events having an impact on commodities futures.*

**H**igh stakes intensity and the dynamics of energy trading and hedging. That's what all the yelling was about on April 14 during the sixth annual NYMEX Open Outcry Competition, presented by the Finance Association.

More than 65 students from Bauer College, the University of Texas at Austin, Rice University, Texas A&M University, the University of Texas at Dallas, Oklahoma State University, Texas State University, the University of Richmond and Quinnipiac University competed for a coveted, all expenses paid, internship with NYMEX in New York.

When the trade tickets settled, Bauer emerged with five finalists, including the top slot won by finance and accounting senior **Saeeda Jamaluddin**.

Prior to the competition, a distinguished panel of trading experts spoke to participants about where energy trading was headed. **Gerald Balboa** ('93), Regional Vice President of BP, said hosting the outcry competition in Houston was a good fit. "I've seen lots of banks moving their energy trading operations back to Houston from New York City,"

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# Global Business Minor Presents View on Poverty with Dr. Hafiz A. Pasha

**Dr. Hafiz A. Pasha**, United Nations Assistant Secretary-General and UN Development Programs Assistant Administrator, consults with **Frank Kelley**, Assistant Dean of Undergraduate Business Programs, Accounting Professor **Saleha Khumawala**, and **Dean Warga**. Speaking about poverty in Asia to Global Business minor and Global Business Program candidates, Dr. Pasha said that, "In the euphoria of world growth, we are forgetting the poor." Dr. Pasha was on campus on April 5 as part of Bauer College's partnership with the World Affairs Council.



*Assistant Dean of Undergraduate Business Programs Frank Kelley; Dean Warga; Accounting Professor Saleha Khumawala; and featured speaker Dr. Hafiz A. Pasha.*

## Building The Perfect Burger

Making and serving burgers require exceptional teamwork. But cooking great tasting burgers that fly off the grill also requires customer service and a strong plan. Five teams from the Center for Entrepreneurship & Innovation (CEI) competed to build the best burger during the annual BurgerFest event held this year on April 18-19. The event raised \$40,000 for the CEI.



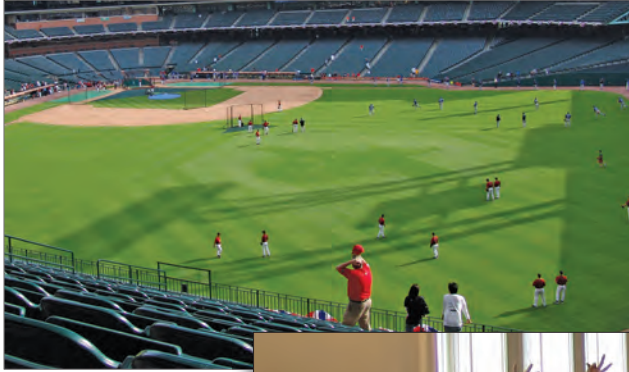
*Entrepreneurship senior **Allen Chang** cranks out beef and buns.*

A key part of BurgerFest is the development of a business plan by students. From text book to marketplace, CEI students then form a "mock" burger company that needs a strong business and marketing plan to outpace the competition.



*Burger City team members **Sandy Ibanez** (management junior), **Ivan Estrada** (marketing senior), **Sondos Nassef** (marketing senior), **Dee King** (accounting senior), and **Andres Garcia** (management senior) showed off their entrepreneurial and culinary prowess during BurgerFest competition.*

## Beta Alpha Psi Hits a Home Run with Double Play Day



Houston Astros warm up.

Seventy Beta Alpha Psi (student accounting society) students gathered at Minute Maid Park for their annual Double Play Day (DPD) professional event on March 29. The program featured **Pam Gardner**, President of Business Operations of the Houston Astros. Gardner stressed the importance of having strong mentors, acting ethically at all times, and constant learning. Her time management secret? Hire good people and empower them to make decisions while rewarding innovation. Later, students and faculty met with corporate DPD sponsors to network and relax while watching the Astros beat the Kansas City Royals 4-2 in a spring training exhibition game.



Enthusiastic Beta Alpha Psi students at Minute Maid Park.

### CEMO *continued from page 1*

vital services for students: a satellite of the University's Writing Center, a testing facility and the Elizabeth D. Rockwell Career Services Center.

"I was a typical UH student in the 1960s, working and going to school at the same time. Like so many of us, I would not have had a successful career and life over the past 40 years without the University of Houston," Cemo said. "My wife and I are pleased to be in the position today to give back to the University of Houston and the students who will come here in the future. We hope that this gift will serve as a reminder to other alumni about the importance of UH to our community and to our future."

"There has been no more important figure to Bauer and the College's future, other than Ted Bauer himself, than Mike Cemo," said Arthur D. Warga, dean of the C. T. Bauer College of Business. "This major commitment on his part raises our mission and will build a strong foundation for a lasting legacy. The impact of this building to our students will be immeasurable. We are proud that the building will be named in Mike's honor. By being a home for Global Business Minor classes, Cemo Hall will also elevate our College's profile in supporting Houston's role as a truly global city. We are enthusiastic that many will join our efforts to make it a reality," Dean Warga added.

### BAUER DUO *continued from page 3*

his career at the oil giant. His advice: you must be enthusiastic and truly love what you are doing or you will be surpassed by other co-workers who do.

While each has a specific set of responsibilities, Welbes and Sutton also described their co-management as working very well. Both are accountable and can jump in as project managers for any given development at The Woodlands at any given time.



**Bob Casey**, Associate Dean, External Relations, Bauer Alumni Association board member **David Flores** (MBA '03), **Tim Welbes**, **Alex Sutton** and alumni board member **Craig Rickard** ('00).

**NYMEX** continued from page 9

said Balboa. "That's good because we are regaining our title back as 'energy trading capital.'" NYMEX trader and competition judge **Scott Hess** took a moment to recognize Bauer's role in presenting the event over the past six years. "Bauer is like my adopted school. I applaud the vision of **Dean Warga** and **Bob Casey** for making the event at Bauer a reality. It's always great coming back for Outcry."



Top winner Saeeda Jamaluddin.

All Outcry winners received scholarships. The top 10 winners were:

1. Saeeda Jamaluddin—Bauer College, University of Houston
2. Sean Andrews—Bauer College, University of Houston
3. Paloma Cainelli—Bauer College, University of Houston
4. Mike Nguyen—Bauer College, University of Houston
5. Katie Ross—University of Texas at Austin
6. Dianna Vo—Bauer College, University of Houston
7. Andrew Smith—University of Texas at Austin
8. Zach Straight—University of Texas at Austin
9. Danny Koch—University of Texas at Austin
10. Troy Smith—University of Texas at Austin



Bauer math and finance senior **Sean Andrews** on "trading" floor with Jamaluddin and University of Texas accounting and finance major **Priyanka Mehrotra**.



The University of Houston is an EEO/AA institution.

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