

Dean's Executive Board Named On Board, Ready to Propel

As C. T. Bauer College of Business seeks to leverage its many recent successes, a new Dean's Executive Board filled

with business superstars has been created to help the college sustain and build on those achievements.

Continued on page 4



Pictured from left to right, **Richard G. Rawson**, **William J. "Bill" Gedwed, L.R.**, **"Robin" French III**, **Dean Arthur Warga**; **Melvyn L. Wolff**, UH System Regent **Michael J. Cemo**, Associate Dean **Robert A. Casey**, **Jack B. Moore**, **John T. McNabb II**, Associate Dean **Latha Ramchand** (seated) and Associate Dean **Elizabeth Anderson Fletcher** (seated).



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

"Synergy and the Glue for Success"

UH President Renu Khator Applauds Cyvia and Melvyn Wolff

On the morning of her first day as University of Houston president and chancellor, Dr. Renu Khator thanked Melvyn and Cyvia Wolff, longtime UH supporters, for a generous donation that will boost the entrepreneurship program at Bauer under the new banner of the Cyvia and Melvyn Wolff Center for Entrepreneurship. Bauer celebrated the Wolffs and Dr. Khator with special festivities on January 15.

Making the announcement in a crowded classroom that included the class of 2009 Entrepreneurship students and numerous UH boosters, including former UH regents Michael Cemo and Morrie Abramson along with UH System Board of Regents Chair Welcome Wilson, Dr. Khator congratulated the Wolffs for a gift that will allow continued growth and expansion of the top-rated program.

"This is all about synergy, and it's synergy we are here to celebrate today," Khator said. She praised the couple for their seminal role in helping to make a big vision become reality, bringing together outstanding students who are ready to learn, committed faculty and staff, and involved alumni and donors. "We are celebrating their



From left, **Cyvia and Melvyn Wolff** elevate entrepreneurship with **UH Pres. Khator** and **Dean Warga**.

Continued on page 4

Outstanding Undergraduate Says Student Orgs Spell Success

It didn't take long for Bauer College's Outstanding Undergraduate for Fall 2007, **Mona Meghani**, to find her place at the college and the University of Houston.

After transferring here in 2005 from Houston Community College for her junior year, she quickly immersed herself in finance courses through the UH Global Energy Management Institute (GEMI). But the key to her successful undergraduate career, she said, were the connections she made in student organizations on campus.

In addition to the groups she joined at Bauer College, Meghani also became active in the University's chapters of Phi Theta Kappa Alumni Association and the Excel Program, where she mentored incoming freshmen and transfer students, passing on the valuable advice that she learned along the way.

What made you choose Bauer for your undergraduate degree?

My interest in the oil and gas industry brought me to Bauer College of Business, as it has an excellent GEMI program. I had chosen to pursue a track in this program, which has prepared me to step into the corporate world with a greater knowledge and understanding of the oil and gas industry.

I also chose Bauer College because of the diversity there. It allowed me to attain a degree, while learning the differences of many students with different backgrounds, to become more tolerant, effective, and flexible in the work I do, which is necessary in this era of globalization.

What do you plan to do after graduation?

I plan on pursuing a full-time senior specialist position with Merrill Lynch Commodities.

Was there a particular professor or person at Bauer that impacted you during your undergraduate studies?

Yes, my professor for International Financial Management, **Rauli Susmel**, impacted me by teaching me to learn independently, and to seek answers to your own questions and be confident about those answers.

What was the most challenging or difficult aspect of your time at Bauer? How did you overcome this?

Networking was the greatest challenge for me at Bauer since I was a transfer student from Houston Community College.

"Student organizations are just a few of the many resources Bauer has to offer for their students to be successful, and making effective use of them is the best thing Bauer students can give to themselves.

—Mona Meghani

I started to participate in more student organizations, such as Finance Association, Beta Alpha Psi, and The Energy Association. I also made effective use of the Rockwell Career Center at Bauer, and kept constant contact with my career advisors, **Sharon Anglin** and **Missy Bell**, to seek advice on

how better I can improve my networking skills. Additionally, I attended the Distinguished Speaker Series to work on my networking skills by watching how these speakers interact with their audiences. My networking skills became so much better that I was able to

attain an officer position in The Energy Association as GEMI Network Director, obtain an internship with ExxonMobil Corporation, and now have full-time employment with Merrill Lynch Commodities.

What advice would you give to incoming freshmen or transfer students at Bauer?

Student organizations, Resume ER, Career Fairs, and the Bauer Internship Program are just a few of the many resources Bauer has to offer for their students to be successful, and making effective use of them is the best thing Bauer students can give to themselves. I am glad I had the opportunity to make this wise choice.

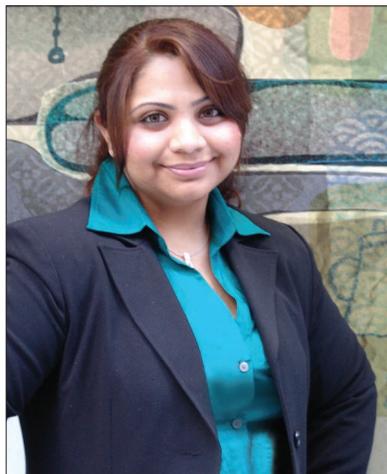
Fall Commencement Speakers Focus on Leadership Tips

Two of the country's leading corporate professionals shared their tips on leadership and working in the business world during the Fall 2007 Commencement ceremonies for the C. T. Bauer College of Business.

Spectra Energy Partners, L.P. president, CEO and director **C. Greg Harper** (MBA '97) gave the keynote address to MBA graduates, while Administaff president **Richard G. Rawson** ('72) spoke to undergraduates.

Harper commended graduates for successfully balancing

Continued on page 3



Mona Meghani



C. Greg Harper called on graduates to bring great ideas to the market.

Beijing Executives Travel Across Globe To Receive Bauer College Degrees in Energy Capital of the World

The C. T. Bauer College of Business welcomed 34 Chinese executives in December that flew halfway across the world to receive their degrees as part of the college's Global Energy MBA (GEMBA) program.

The group's two-week stay in Houston culminated in a commencement ceremony, where each executive was awarded a master's degree from the University of Houston through Bauer College's GEMBA program, an energy-focused MBA curriculum delivered in Beijing.

The program launched in 2006 and is offered to senior executives in China's two largest energy companies — the China National Petroleum Corporation (CNPC) and China Petroleum & Chemical Corporation (Sinopec). This year's

class is the second to graduate from the program.

"In Houston, we've always viewed our city and our university as a global energy leader," **Dean Arthur D. Warga** said. "The relationships we form in this program will make it possible for the United States and China to work together to face the very difficult challenge of forming a world energy policy."

"The prosperity of the world will depend critically on decisions made in Beijing and decisions made in Houston," he added. "Through this program, we're bringing together decision makers in Beijing and decision makers in Houston, many of whom are Bauer College alumni."



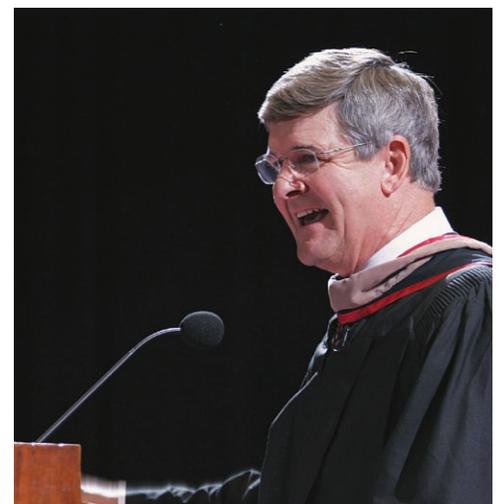
A group of 34 executives from Beijing received MBA degrees from Bauer College in December.

Speakers *continued from page 2*

their schoolwork with careers, as he did when he earned an MBA with honors from Bauer College in 1997. He also applauded the group for committing themselves to the corporate world. "Business is a calling. Business has enlightened and energized our world every day. It is bright, inquisitive men and women like all of you that bring great ideas to market so they can make a larger impact on our worldwide economy," Harper said.

Rawson similarly focused on leadership in his address to undergraduates, which he titled "Leadership: From the Classroom to the Boardroom." In his speech, he detailed the four characteristics of a leader — someone who can set a goal, be passionately committed to that goal, maintain a positive mental attitude all the time and carry themselves with honesty and integrity.

"Without my degree from this University and employing these leadership skills, I would not be speaking to you all today as the president of Administaff," said Rawson, who received a bachelor's degree in finance in 1972. "If you do all of these things, you can go from being a leader in the classroom to being a leader in the boardroom. If I can do it, anyone can."



Never compromise your integrity and honesty said **Richard G. Rawson**

Board *continued from page 1*

Bauer's dream team includes 20 highly recognizable business leaders – some alumni, and other supporters who simply recognize the important symbiotic nature of Bauer working in tandem with the global business community.

"The school is on the cusp of something significant," says DEB Chairman **John McNabb II**, a Duke University alum who is founder and Chairman of the Board of Directors of Growth Capital Partners, L.P.

"This is Bauer's time. And as Bauer moves forward, the Board will be considered a trusted advisor, a sounding board for the expansion and creation of programs that are uniquely suited to what businesses need."

Dr. Arthur D. Warga

Dean, C. T. Bauer College of Business

John T. McNabb II

Chairman & CEO, Growth Capital Partners, L.P.
Chairman, Dean's Executive Board

Rex Adams

Chairman and Non-Executive Director of Invesco
Former Dean of Fuqua Business School at Duke

Robert A. Casey

Associate Dean of External Relations, Bauer College

Michael J. Cemo (BS '68)

Michael J. Cemo Interests
UH System Regent

Anthony R. Chase

Chairman & CEO, ChaseSource, L.P.

Samuel A. DiPiazza Jr. (MS ACCY '73)

CEO, PricewaterhouseCoopers Int'l, Ltd.

Dr. Elizabeth Anderson Fletcher

Associate Dean of Administration & Academic Affairs and Associate Professor of Decision and Information Sciences, Bauer College

L.R. "Robin" French III

Founder and Chief Executive Officer, FEC Holdings, L.P.

William J. "Bill" Gedwed (MBA '92)

CEO, HealthMarkets

C. Greg Harper (MBA '97)

President, CEO & Director, Spectra Energy Partners, L.P.

Dr. Eli Jones

Associate Dean for Executive Education Programs and Professor of Marketing, Bauer College

Karen W. Katz (MBA '82)

President and CEO, Neiman Marcus Stores

Duy-Loan Le (MBA '89)

Senior Fellow, Texas Instruments

Aylwin B. Lewis (MBA '90)

President & CEO, Sears Holdings Corp.

Gerald W. McElvy (BBA '75)

President, ExxonMobil Foundation

David L. Mendez

Chairman, JPMorgan Chase Texas Middle Market

Jack B. Moore ('77)

President & COO, Cameron

Mark G. Papa (MBA '80)

Chairman & CEO, EOG Resources

Dr. Latha Ramchand

Associate Dean of Graduate and Professional Programs, Bauer College

Richard G. Rawson (BBA '72)

President, Administaff

Dave Warren

President & CEO, Energy Alloys

Bruce A. Williamson (MBA '95)

Chairman, President & CEO, Dynegy

Melvyn L. Wolff (BBA '53)

Chairman of the Board, Star Furniture,
A Berkshire Hathaway company

Wolff *continued from page 1*

generosity because they have become the glue," Dr. Khator said.

Melvyn Wolff, chairman of Star Furniture, graduated with a BBA from Bauer in 1953. He is chairman of the UH College of Business Foundation and serves on the Dean's Executive Board. Wolff led his family business through a transformation that ultimately resulted in the business' sale to renowned investor Warren Buffett, who made Star part of the Berkshire Hathaway portfolio. Wolff and his sister took Star from the brink of collapse decades ago and grew it into one of the top 100 furniture stores in North America culminating with the sale to Buffett. Wolff's success embodies the resilient spirit found in the nation's most successful entrepreneurs.

He encouraged those in the audience to return to Bauer in order to give back, once they've found success using the skills learned in the program.

"We feel really good about the opportunity we're given to help make a difference in the lives of some of the students," he said.

Dean Warga lauded the Wolffs for the difference they have made at Bauer and in his tenure as dean. "When my family and I came to Houston, Cyvia and Melvyn helped us become a part of the community. It was really apparent how much UH and the business college meant to them." Under Dean Warga's tenure Bauer has achieved unprecedented success across all areas. Dean Warga gave the Wolffs credit for helping Bauer succeed.

The Wolff Center for Entrepreneurship was ranked 2nd in the nation in 2007 by *Entrepreneur* magazine and *The Princeton Review*.



Bauer entrepreneurship students listen as **Pres. Khator** announces the center's new name.

Best Thing About UH is Bauer Says Jack Moore

Cameron President and COO **Jack Moore** ('77) is proud of being a University of Houston alum and even prouder of being a Bauer College alum. As the featured speaker, Moore could not conceal his enthusiasm for the University to the packed crowd gathered for the Association for Corporate Growth's (ACG) November 13th luncheon at the River Oaks Country Club.

After giving a presentation about Cameron and its lines of business, Moore gave the audience a look at UH's significant impact to Houston. He closed his presentation by asking, "But, what's the best thing about UH?" With the click of a slide, Bauer's stock ticker appeared on two large video screens and Moore answered: "Bauer College."

Moore is a member of the Dean's Executive Board. The Houston Chapter of the Association for Corporate Growth is for business executives interested in corporate development, corporate growth and mergers and acquisitions. ACG's membership is comprised of top executives from local companies.



From left, Dean's Executive Board chairman **John T. McNabb**, founder and chairman of Growth Capital Partners; Cameron COO **Jack Moore**; ACG President **Jeffrey Henningsen**; and **Dean Warga**.

Bauer Students Hit the Bull's-Eye in Target Competition

Four students from the C. T. Bauer College of Business hit the bull's-eye in a case study competition that gave them a behind-the-scenes look at one of the country's leading retailers as they earned \$3,000 in scholarship funding.

Marketing graduate **Josh Stirneman** ('07), management information systems senior **Kevin Mostajeran**, and operations management juniors **Thomas Hein** and **Andrew Tong** were part of the winning team in a case study project centered around Target Corporation in Professor **Jamison Day**'s class. The students were charged with creating the best practice for the company to use cross-channel information for supply chain management and were judged on the creativity and originality of both a written and oral presentation.

"Complicated real-world problems such as this give students a chance to work on problems that may not have a truly reasonable solution," Day said. "Although they may find the assignment rather daunting, I sense the possibility of contributing new ideas to a real company's current problems creates an eagerness to apply the concepts they've learned."

The classroom competition was a "win-win" opportunity for both the students and Target, Day added. "The competition for a cash prize creates an environment in which many students become emotionally invested

in their efforts," he said. "And who knows — in three years, one of these students might walk into a Target store and realize one of their recommendations has been implemented!"

This experience gave students exposure to actual challenges that retailers face in today's competitive marketplace and at the same time, incorporated classroom learning into real-world business challenges, said **David Tollar**, a regional campus recruiter with Target Corporation. "The competition was a great experience for students and allows Target to achieve two major objectives: recruit future employees and hear some new solutions to its business challenges," he added.



Bauer students **Thomas Hein**, **Josh Stirneman**, **Andrew Tong** and **Kevin Mostajeran** celebrate their win in a case study competition for Target Corporation with, from left, DISC Chairman **Basheer Khumawala**, Professor **Jamison Day**, and Target regional campus recruiter **David Tollar**.

SEI Students Build Rewarding Careers At Hilti

Top students who are accepted into the Program for Excellence in Selling at C. T. Bauer College of Business don't typically have a vision of themselves brokering tools.

Most have set their sights on earning a top salary as quickly as they can. To many, that means a career in pharmaceutical sales or some other high-profile field, says **Carl Herman**, Executive Professor and Director of Partner Relations at Bauer's Sales Excellence Institute (SEI).



PES alums like **Sachin Shah** (MBA '07) from Bauer are on the Hilti fast track.

But SEI instructors encourage students to be open-minded about career possibilities and to try and identify a company that truly suits them, Herman says. And several who have been willing to do that have found rewarding careers at Hilti, a leading supplier of industrial construction supplies and one of the largest privately held companies in the world, headquartered in Germany.

"They (Hilti) have risen to the top as one of our best (corporate) partners and they get some of the very best students," Herman says. Each of the PES

students hired to work at Hilti in the last five years has risen quickly and been promoted, Herman says.

Although the students typically arrive on the job with plenty to learn about the construction supply business and Hilti's role in it, "their sales training gives them a head start," Herman says.

All have been positive about how multi-faceted their jobs are: They might wear a suit and tie for a visit to a senior executive's office one day, and don a hardhat for an on-site consultation with a construction foreman, the next. They also like that Hilti is a company that values long-term client relationships.

John Guttery (MBA, '98), senior vice president at Hilti North America, says he was eager to help link Hilti's rapidly growing direct marketing and sales organization with Bauer's PES program.

"At all levels of our organization, our leaders are committed to developing and promoting their people and delivering outstanding results," he says. "This, combined with our strategy to invest in our North American business, makes Hilti an attractive opportunity for talented people looking to begin a career. We have made some great hires from the University of Houston and several have already earned promotions into sales management and marketing management positions."

And Hilti, with its history of rapidly promoting PES graduates, Herman says, is one of many success stories – for both the corporation and the students.

GSL Welcome Group, LLC, Has Strong Ties to UH, Bauer

Like the multi-layered stratum that lies beneath Houston's geographical surface, the city's businesses are often built upon a foundation of employees, clients and others with University of Houston ties.

GSL Welcome Group, headed by Chairman/CEO **Welcome Wilson, Sr.**, ('49) chairman of the UH System Board of Regents, is one of those businesses with multiple Cougar connections. Wilson family members and numerous others who've attended or graduated from UH are connected to the leading Houston development company in some way.

Brittany Goldberg, the company's marketing coordinator, is one of the latest UH success stories. Goldberg graduated from C. T. Bauer College of Business in May of 2007. She worked at GSL for two years as an Executive Vice President's assistant while in school and was promoted to her current position in February.

Goldberg transferred to Bauer after two years at Texas A&M University. "I thought the business school there (UH) would better prepare me for the 'real world' after college. Being located in such a business-oriented atmosphere enables students to gain valuable experience," Goldberg says.

Like many Bauer students who work while pursuing a degree, Goldberg was able to experience on the job what other students only read about in textbooks.

Justin Pitman, Assistant to the President – Special Projects at GSL, currently attends Bauer, where he is pursuing an International Business MBA degree. Pitman, ('06), like Goldberg, chose UH so he could be involved in the Houston business community and remain close to his family. Pitman graduated with honors with a double major in Political



UH System Board of Regents Chair **Welcome Wilson, Sr.**, Chairman and CEO of GSL Welcome Group, with marketing coordinator **Brittany Goldberg** ('07).

Science and Sociology and is a member of the Phi Delta Theta fraternity.

Christopher Sharpe, another GSL employee, is a student at UH-Downtown, where he is pursuing a Computer Information Systems business degree. Sharpe is the Student Regent for the University of Houston System and current President of Student Government at UH-D. His current position at GSL Welcome Group is Desktop Support Specialist.

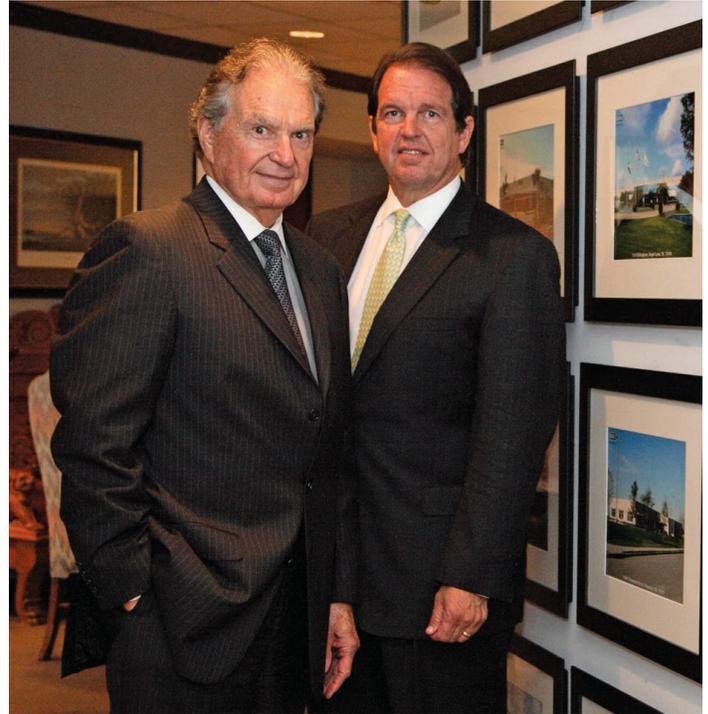
Other GSL employees and/or Welcome family members with UH ties include:

Miguel Garza, Staff Accountant, graduated from UH-Clear Lake in 2006 with a double major in accounting and finance.

John Wilson, Vice President of Finance and Acquisitions. Wilson ('74), was a member of the marching band and Sigma Nu Fraternity. He chose to attend UH because of the family legacy. His uncle (**Welcome Wilson, Sr.**) and his father (**Jack Wilson**) both attended UH and were very involved in all aspects of the university.

Craig Wilson, Executive Vice President of GSL Welcome Group, attended UH.

Other extended family members of Wilson who are UH graduates include Welcome Wilson Sr.'s wife, **Joanne Wilson** ('52); daughters **Cindy Wilson Proler** ('94) and **Joanne Castleberry** ('90); and Joanne's husband, **Howard Castleberry** ('05).



GSL Welcome Group principals **Welcome Wilson, Sr.**, and son **Welcome Wilson, Jr.**, in front of a gallery of the company's projects.

Remembering Eugene Mincks ('57) Alum Part of Greatest Generation

Eugene J. Mincks, who led distinguished military and business careers, has died at the age of 85. Mincks, (BBA '57), was the father of **Jay Mincks**, an executive vice president with Administaff who followed in his father's footsteps to obtain a degree from Bauer and UH in 1987.

The elder Mincks flew single-engine planes used to target Japanese forces in World War II. He took part in the invasion of Luzon in the Philippines, where he helped build runways, and participated in landings in 1944 at Tanamerah Bay and Biak Island in Indonesia.

Mincks joined the Army as an 18-year-old private in 1940. He advanced to captain during the war and, in 1965, was promoted to Brigadier General in the Army Reserve.

Mincks, a pilot for the 160th Field Artillery Battalion, trained at Artillery Officer Candidate School at Fort Sill, Okla.

During the Korean War, he was recalled to duty. His final assignment in the Army was in 1969 as deputy chief of the Army Reserve. In the late 1960s, Mincks was inducted into the Artillery OCS Hall of Fame at Fort Sill.

He retired from the military in the early 1970s. His decorations included the Legion of Merit. Mincks also served as deputy commanding general of the 75th Division, U.S. Army Maneuver Area Command in Houston.

The leadership and discipline skills Mincks learned in his extensive military career had many successful applications in the civilian world, Jay Mincks said. From 1953 to 1982, his father operated an insurance agency, E. J. Mincks and Associates, in Houston. He was ambitious and "continually recognized as a top producer," his son said. A steadfast supporter of UH football, he also loved golf and had a great sense of humor.

As a father, Eugene Mincks had high expectations for all of his children, but he was first and foremost, "an encourager," Jay Mincks said.

A native of Piedmont, Mo., Mincks grew up in Mesa, Ariz., where he was a Boy Scout. It was in large part because of his lasting interest in Scouting that all three sons became Eagle Scouts in Troop 604 in Houston.

Mincks moved to Austin in 1982 and, in 2000, to Fort Worth, where he died on Jan. 1.



WW II hero Eugene Mincks flew combat missions in the Pacific Theatre. He later rose to the rank of Brigadier General in the U.S. Army.

COUGARS ON THE PROWL

DEB Chairman Goes Globe Trekin

Dean's Executive Board Chairman **John McNabb** visited a host of countries last September through October in his role as chairman of Growth Capital Partners. McNabb visited clients and made business connections along his stops in Singapore (right); Melbourne, Australia (below); Dubai; Santorini Island, Greece; Oman; and Bangkok.



UNIVERSITY OF HOUSTON
Learning. Leading.™

The University of Houston is an EEO/AA institution.

University of Houston
C. T. Bauer College of Business
334 Melcher Hall
Houston, TX 77204-6021

www.bauer.uh.edu

NONPROFIT
ORGANIZATION
U.S. POSTAGE

PAID

HOUSTON, TEXAS
PERMIT NO. 5910