The Perdue School Advisory Council met on Friday to discuss a number of issues facing the business school. Jeff Downes, Architectural & Engineering Services Assistant Director, provided an update on the new building progress and presented some potential floor plans. Related to this project, Bruce Rogers, Council member from Sherwood of Salisbury, discussed progress on funding efforts. Alyson Smith, president of the Society of Human Resources Management student chapter, and Joshua Weikers, president of the Financial Management Association student organization, provided highlights of their organization’s endeavors including contributions to the business program, campus, and community. Ken Smith provided the Council with an update on reaccreditation efforts to date and the process from now through the AACSB Team visit next fall. An overview of the Assurance of Learning process and preliminary results were presented by Karen Papke-Shields, Chair of the Committee. Associate Dean Debbie Easterling introduced Sharon Harrington, the new Undergraduate Programs Coordinator, and discussed some of the developments in that area of the school. John Hickman and Memo Diriker each provided updates on their outreach activities. Inputs on these and other issues were provided by Council members in attendance including: Henry Hanna, Joe Ollinger, Tim Shearer, Monty Saylor, Dee Marshall, and Ed Urban.

On Thursday, November 15 the Society of Human Resource Management (SHRM) hosted an Etiquette dinner. The event was a sell-out. The evening began with Dr. Rebecca Emery, SU Career Services Director, giving social hour tips while students enjoyed sparkling apple cider and hor’ dourves. Students dressed to impress, mingled and learned how to properly introduce one another. Ms. Alysson Smith, President of SHRM, introduced Ms. Grace Foxwell Murdock. Ms. Murdock lectured on tips of dining etiquette and students learned which utensils to use, and the do’s and don’ts at the dining table. A wonderful three course meal of salad, chicken marsala and chocolate mousse was served. “The evening was enjoyable and a great opportunity for students.” said Dr. Tom Calo, SHRM advisor.

Please welcome Sharon Harrington, M.B.A. as the new Undergraduate Programs Coordinator for the Franklin P. Perdue School of Business, Salisbury University. Sharon comes to Salisbury University with 17 years experience in the healthcare field working many of those years for Peninsula Regional Medical Center. During her time at Peninsula Regional, Sharon worked primarily in the areas of strategic planning, business development, patient satisfaction measurement, and customer service education and training. Her most recent position was Manager of Planning and Business Development. She also has previous experience in fundraising and event planning. Sharon is a two time alumnus acquiring both her B.S. in management and her M.B.A. from Salisbury University. Sharon will be responsible for the continued quality and growth of the ABLE program as well as working with faculty on professional development requirements and AACSB assurance of learning. Sharon can be reached at 410-548-5564 or x85564.
Trinity Transport Scholarships

One of the nation’s fastest growing businesses and a leader in the transportation industry is establishing a special relationship with Salisbury University students that is translating into scholarship dollars. Not only is Seafood, DE-based Trinity Transport Inc. creating internships and hiring Perdue School of Business alumni, it has created two scholarships through the SU Foundation, Inc. worth $20,000 annually. Trinity will fund two $10,000 scholarships each year for eligible Perdue School students. The company’s contribution will increase as students renew those scholarships for up to $5,000 during their senior years. Representatives from the Perdue School and Trinity will select the annual recipients. In exchange, winners will intern at Trinity during their junior and sometimes senior years. Erin Matonak, a marketing major from Hagerstown, MD, earned the first scholarship this semester. “I was a little surprised and really excited about the internship,” said Matonak. Professor William Burke worked with Trinity, the SU Development office, and the Dean’s Office to enable Trinity to provide these scholarships.

Holiday Party

Please join us for the Perdue School Holiday party on Friday, December 7th from 6:30 pm - 8:30 pm in the Scarborough Leadership Center. Please RSVP to Peggy Baker at 410-548-5391 or mabaker@salisbury.edu. Festive attire is requested.

Adopt-a-Family for the Holiday Season

This year we have decided to adopt a family in need. We are all so blessed to be employed and have a warm place to sleep at night. There are families locally that are not so fortunate.

The Joseph House Crisis Center has given us the name of a family in need. Marie Calixte was so grateful for our offer – she is currently unemployed and actively searching for a job. She has three children, two girls ages 9 and 10 and a boy age 3. We can make this holiday season a little easier on Marie by helping to ease her mind and ensure that her children have a blessed holiday season.

We asked Marie to provide us with some details on the family. The 10 year old - Ubadasja is a size 14, Moesha age 9 is a size 12 and Vanelson, age 3, is wearing sizes 5-8. The girls like Hannah Montana, soccer, music. The baby boy is into Elmo, Barney and likes to play with cars, trucks and balls. Mom is a size 12 and likes Christian music. Specifically, she said they needed coats and clothes.

Please have donations in by December 14th. If you wish to donate cash we will do the shopping for you. Please find it in your hearts to help the Calixte Family this season of giving.

Ellen and Michele plan to deliver a complete Thanksgiving dinner to the family on Wednesday, November 21st for them to enjoy on Thursday.

Thanks to everyone who has contributed!!

In The Spotlight ...

- Wayne Decker co-authored the article. “Relative Career Deprivation: Personal and Work-related Outcomes.” The article recently appeared in the Review of Business Research and was written with former Perdue School faculty members, Denise Rotondo and Joel Kincaid. Survey respondents feeling deprived of a rewarding career over a lifetime of job experiences reported more instances of mental depression and lower satisfaction with their current jobs than did non-deprived persons. The negative effects of career deprivation were especially severe for highly educated respondents.

- Brian Hill presented his paper (co-authored with John Deskins) “Is The Effect of the Overall Tax Burden on Economic Activity Increasing?” at the National Tax Association Annual Meeting in Columbus, OH.

- Bryan Shone presented his paper (co-authored with Brian Hill) “Impacts of Property Tax Limitations on Education Spending” at the National Tax Association Annual Meeting in Columbus, OH.

Textbook Info

Gerry Wood thanks everyone who has sent in their timely textbook adoption information. Winter books will be on order today and the Springs books will be ordered shortly.

Dates of interest:
Dec. 3 - Winter website opens
Dec. 7 - Winter Textbook Dept. opens to students
Jan. 4 - Spring website opens
Jan. 14 - Spring Textbook Dept. opens to students

Visit us at www.salisbury.edu/perdue
It is early Sunday morning and we are flying back from Chengdu, Sichuan Province. Chengdu is located on a fertile plain. To the east, the terrain becomes rougher as the ascension to the Tibetan mountain ranges begin. Chengdu is surrounded by mountains; skiing is found 2 hours away. Pandas roam the higher-mountain levels. The panda named Mei Sheng returned to Chengdu from the U.S. the same day we arrived. Mei Sheng was born at the San Diego Zoo. Our family visited him when he was less than a year old so it seems strange to think that we would ever be in the same city again. Mei Sheng translates in Mandarin to both “born in America” and “beautiful life”. Thus, when I say in Chinese that my family is “mei guo ren” that translates to “beautiful country people” or people from the United States.

I delivered 5 lectures at 3 universities in 3 days. The pace was grueling but fun. At the University of Electrical Science and Technology of China, I lectured on Management Decision Making and Negotiations. At the School of Business of Sichuan University, I lectured on the U.S. Employment and Labor Law model and the new China Labor Contract Law changes. At the Law School at Sichuan University, I lectured on the Litigation of a Civil Lawsuit in the United States and Negotiations Theory.

At each university my colleagues were exceptional hosts in every way. I cannot wait for the opportunity to extend the same courtesies to them in our country. Part of lecturing is the related entertainment. I was treated to wonderful lunches and dinners throughout my visit. While there is a lot of work in preparing and delivering these lectures, including figuring out who you are speaking to and what they want to glean from you, it is also a lot of work to be entertained. I learned much from my hosts, some of who were first class scholars and all of who were exceptionally competent and committed colleagues. My experiences to date have underscored to me that we are in a profession that knows no national boundaries. Our goals, reasons for teaching, and challenges are shared by all in our profession.

Chengdu was headquarters of the Shu Dynasty at the period when China was divided into three kingdoms, the Shu, Wu, and Wei. We visited Sansingdu, an archeological site dating back 4,500 years. People from Sichuan are very proud that the Shu dynasty was centered in Chengdu and of the discovery that early civilization was found along the Yangtze River, disproving the belief that early Chinese civilization developed solely along the Yellow River.

Renae and the kids visited Emei Mountain, about two hours outside of Chengdu. They took a 10 minute cable car ride up the mountain and visited the Long Life Buddhist Monastery. The temple here is dedicated to the Bodhisattva Puxian, man on the white elephant, who is the protector of the mountain. Tea trees grow on the mountain and all types of food is prepared with these leaves. They ate fried tea leaves as well as tea leaf chocolates.

We visited the Dr. Fu thatched cottage and the Wuhou Memorial Temple. These sites underscored the rich and deep history of this region.

A Chinese proverb states that “Once you come to Chengdu you will not want to leave.” This is because Chengdu is a laid back city (for China) where people enjoy life. They will tell you this upon your arrival.

Words and thoughts:

**Chinese Cities** – Chengdu is a city of about 16 million with about 100,000 western expatriates. I had no idea it was this large. When we tour outside a major city it is not uncommon to find a city of a million that we have never heard of sitting as a small city along the way.

**Visibility and the Internet** – When I was picked up at the airport in Chengdu my host immediately recognized me from pictures of me on the website at DUFE from my Fulbright lecture. Check it out at http://sib.dufe.edu.cn/english/show.asp?id=736. If you scroll through this website you will see the many scholars who have ties to DUFE and the many relationships that it has throughout the world.

**Universities:**

**Size** – Chinese universities are incredibly large. Sichuan University has 40,000 undergraduate and 15,000 graduate students. The campus is a city in itself.

**Publishing** – The Ministry of Education keeps a running total of the number of publications from a university and not the quality of the work being done. Thus, publishing is a numbers game, with much junk and plagiarism to satisfy the game. That said, the good scholars not only play this game, they also produce high quality journal pieces. My host atUESTC has written a book on international negotiation and was recently published in the International Journal of Conflict Resolution. He is a star in both models.

**Teaching load** – Chinese professors have heavier teaching loads. My one colleague explained that for one short EMBA course, he teaches from 9 to 5, with a lunch break, for 4 straight days when the class meets. While these EMBA classes are scattered along with regular teaching, the Chinese professor is in the classroom more and they openly complain about teaching workloads and related stresses.

**Hotels and Hospitality** – Each university has its own hotel with a nice restaurant and other facilities. When we visit, we are usually hosted at one of these hotels. In Chengdu, besides the hospitality of the expense-free room, my hosts at UESTC paid for our meals and provided a guide to show us around. We were escorted in a private van, the guide paid for all meals and provided a guide to show us around.

**Law professors around the world** – The running joke at Sichuan University School of Law is that of the student who states that she entered the law school believing that she was being taught by fulltime professors who practice law part time and soon realized that she was being taught by full time lawyers who were part-time professors.

**Judges and lawyers** – In the United States not everyone can be a judge. One has to be selected. U.S. judges are usually experienced practitioners who have been vetted by bar associations and other interest groups. In China, a lawyer elects to become employed as a judge and then moves up the bureaucratic ranks; this branch of government service is not independent but rather subordinate to the communist party. There is no independent judiciary.

I learned that Judge Lu addressed the issue that many in the U.S. say they do not like lawyers. Judge Lu explained that when his father immigrated to America from Chengdu, his dad was a second class citizen solely because of his race. Judge Lu stated that while others may disdain lawyers, he likes lawyers. He says that through the efforts of lawyers, this treatment is no longer part of our society, allowing him to obtain professional status that was unheard of in his father’s working life.

**Ni Hao to Jing Quan!** As I was typing en route to Shanghai we passed over his home town of Wuhan. In honor of Jim, I stopped for a moment of silence and contemplated my poker losses to him.