Robin Ferger-Hill received her BS in Business Administration with a concentration in Marketing from the University of Baltimore (1987) and received her MBA in Health Care Administration from Wilmington University (2000). She currently teaches Introduction to Health Care Management and Marketing and has over 18 years experience in the health care field. Her experience has been in physician practice management, program development in a hospital setting and Network Development HMO. For the past eight years she has been the Practice Administrator for Peninsula Cardiology Associates, P.A. PCA is the largest privately held physician group practice on the Eastern Shore with 14 physicians and 105 employees. Robin is currently a Certified Medical Practice Executive (CMPE) through the American College of Medical Practice Executives (ACMPE), a sister organization of Medical Group Management Association (MGMA).

Robin also serves as the President of the Eastern Shore Medical Group Managers Association and the past Treasurer for the Salisbury Lacrosse Club (youth lacrosse program). She has been both a cub scout and a girl scout leader and has served on various public school related committees. Robin lives in Salisbury with her husband, Steve, and three children.

Dr. E. Tylor Claggett testified before the Maryland Public Service Commission in Baltimore on October 19th. His testimony addressed issues concerning the pending state legislation related to the introduction of a Maryland renewable energy credit (REC) market system. One purpose of this legislation is to facilitate more wide-spread use of photovoltaic (PV) solar electrical generation within the state. The stated goal is to have two percent of the state’s electricity provided by PV generation by 2022. This is an ambitious goal and one that can not be met without significant incentives. In the end, these incentives will be paid by ratepayers or taxpayers or both. On the basis of cost per installed kilowatt (kW), Professor Claggett’s testimony focused on the differences between the higher expenses for residential PV systems and the lower expenses for larger, commercial PV systems.

As Capital One’s Vice President of Corporate Strategy, James Mendelson, the featured Executive Leadership Series speaker, was instrumental in the “What’s in your wallet?” marketing campaign. If you are offering extra class credit to your students if they attend, students need to sign up early as seating is limited. They can sign up at:

http://www.salisbury.edu/perdue/Student_Professional_Development/db/online_form.asp.

Perdue School of Business
Executive Lecture Series
James Mendelsohn
Vice President Corporate Strategy
Capital One Financial
3:30 p.m., Thursday, November 8, 2007
Great Hall, Holloway Hall
Oleanna

The Theatre dept is performing a play called Oleanna, which is a play about sexual harassment, political correctness, and power. Bryan Pritchard announced in a recent MMM that he and his group are involved in a sales promotion project with the play as part of a course project in Howard Dover’s MKTG 333 class.

The play runs from Nov 8-11 and 15-18. On Friday nights, Nov 9 and 16, Tom Calo will be joining Theatre Director Paul Pfeiffer in inviting anyone to remain after the performance to participate in a discussion about the issues raised in the play. If anyone is interested, please join the discussion. This should be a great opportunity for collaboration between our two schools - imagine, business and art! Students can also earn one professional development point for participating in this discussion.

UMCP Visit

On Friday, Nov. 2 members of the Perdue School Building Committee visited Van Munching Hall, the home of the Smith School at UMCP. VMH has undergone extensive renovation and is currently building a new addition. The team gathered tangible ideas from visiting classrooms, auditorium, Financial Markets Lab, faculty offices and other spaces. Technology was a theme throughout the building. The Perdue School was represented by Gene Hahn, Dick Hoffman, Kashi Khazeh, Frank Shipper and Janine Vienna. Architects for the Perdue School building were also present.

SurveyMonkey

SurveyMonkey is an online survey tool that enables people of all experience levels to create their own surveys quickly and easily.

Faculty course evaluations will be completed the week of December 3rd thru December 7th using SurveyMonkey.

More details to follow.

Financial Planning Association Scholarship Awarded

Congratulations to Mr. Allen (Bob) R. Thompson!! He was notified on October 26th of his award of this fall’s Financial Planning Association of Maryland’s $1000 scholarship. The scholarship is intended for either assisting the recipient with undergraduate expenses (such as tuition, books or fees) or for costs associated with preparing for and taking the Certified Financial Planning examination which is an important step to becoming a CFP(r) certificant. Bob will be graduating in December with a major in Finance (Financial Planning track) and he plans to take the CFP exam in July of next year. He and Dr. Claggett will travel to Pikesville, MD on November 8th for the formal presentation of the check. It should be noted that, of the five times this scholarship has been awarded, an SU student from the PSB has won it three times. This is a very good endorsement for the Financial Planning track at SU since the competition is open to all financial planning students in Maryland.

In The Spotlight ...

• Wayne Decker recently attended the annual meeting of the International Academy of Business and Economics in Las Vegas. He served as a session chair and presented a paper which was co-authored with Tom Calo. The paper, “Gender Differences in Goofing Off at Work,” has also been published in the journal, Review of Business Research. (Males goofed off more, or at least were more willing to admit to it.)

Meet SBL Derek Lynch

Derek Lynch is from Harford County, MD and an alumnus of The John Carroll School in Bel Air. He will be graduating in May with a double major in Finance and Management and is currently applying for job positions in New York to pursue Commercial Real Estate. Derek is a member of FMA, Beta Alpha Psi, Beta Gamma Sigma, Habitat for Humanity, and a Peer Leader for the New Student Orientation Program. Derek is happy to say this is his second semester being an SBL and thoroughly enjoys working with the students as well as the faculty and staff. Derek believes the Perdue School has a lot to offer, is very competitive with other business schools, and is proud to be a student of the school.

Visit us at www.salisbury.edu/perdue
This update finds me riding the roller coaster of a sports aficionado. Last week I missed the NBA exhibition game between the Cleveland Cavaliers and the Orlando Magic as when we learned of the game it had already been sold out. From my view, the only thing the Chinese love more than basketball is their country (country not government).

On Tuesday we did not have Mandarin class due to a school wide sports contest, a common Chinese university activity that is held once per semester. I spent the day trying to buy Olympic tickets as this was the announced day that Round 2 of Olympic ticket sales began. Every time I called the line was busy. I tried to connect to the website, using a Mac and Dell simultaneously, but the site kept crashing. I tried all day. I was disappointed until I learned the next day that the entire system had crashed due to volume and that tickets will go on sale again on November 5, hopefully with a better system in place.

While that was the nadir I am now at the zenith of the roller coaster. I learned that Cal Ripken was visiting China and investigated his itinerary. I saw he was visiting the U.S. Consulate in Shanghai. I shot off an email to my U.S. Embassy Fulbright liaison and asked if she could wangle me an invite. I just received an email inviting me to the reception with Cal tomorrow night at 6 p.m.

My Mandarin classes are going great. We were discussing the Chinese names for fruits, foods, and drink. Coke is called kekou kele. This sounds like a Chinese twist on the name Coca-Cola. I learned that Coke had middle school students in China taste the drink and suggest names. The name kekou kele was suggested by the students. It means something to the effect of “to allow the mouth to be able to rejoice”. Carrefour, the French hypermarket chain which has become Renae’s second home, is known as “jia le fe” which translates to something to the effect of “good luck mouth to be able to rejoice”. Starbucks, McDonalds, Pizza Hut, etc. all have Chinese names.

Our family has spent the last two weekends in the city of Suzhou. My host university entertained the foreign law professors on an overnight visit. We visited Jinxin, one of the many water towns – the foreign law professors at the university. Some expected they have very little, if any, interaction with Chinese professors at the university. Some expected that there would be intellectual discourse in office chats during lazy university days. Not so. The Chinese professors are so busy trying to meet teaching obligations and make money consulting that they have little to no time for campus activities such as hanging around in their office.

As I type this Patrick is listening to his Mandarin lessons on the computer and practicing his pronunciation. Renae is reading the Shanghai Daily and lessons on the computer and practicing his pronunciation. As I type this Patrick is listening to his Mandarin lessons on the computer and practicing his pronunciation. Renae is reading the Shanghai Daily and lessons on the computer and practicing his pronunciation.

While busy, I will have time to visit the famous Panda reserve in Chengdu and taste Sichuan delicacies.

We leave Monday for the beautiful city of Hangzhou for a two day trip with our Mandarin classmates. I return Wednesday to teach a class and travel a little over two hours by air to the western city of Chengdu in Sichuan province. I deliver 6 lectures at three universities over 2 days on the topics of Chinese and U.S. labor law, Negotiation Theory and Practice, Management Decision Making, and U.S. Civil Litigation. While busy, I will have time to visit the famous Panda reserve in Chengdu and taste Sichuan delicacies.

As I type this Patrick is listening to his Mandarin lessons on the computer and practicing his pronunciation. Renae is reading the Shanghai Daily and calling out to me the EMBA open houses hosted by the University of Maryland and Rutgers.

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Patrick has taken an interest in the language. He will correct my Mandarin and now calls me Baba, the Mandarin word for Father. Ellen and Patrick love China and their classmates from all over the world. This is the main reason Renae and I undertook this adventure and it is proving to be a good call.

For my Perdue colleagues waiting to hear about your Fulbright applications, my fingers are crossed!