The Perdue School of Business is recognizing National Business Women’s Week, October 17-21. Various activities include accomplished business women guest lecturers in classrooms; Target awards for two of our outstanding student women leaders; and featured Executive Leadership Series speaker Jennifer Falor, Human Resources, Nike, Inc. Video interviews will be available for viewing online with Dr. Peggy Naleppa, President/CEO of Peninsula Regional Medical Center; Susan Wilgus-Murphy of Wilgus Insurance Agency; and Lisa Woodward of Perdue Farms. There will be a Women in Business “Top Ten” Round table inviting all women from the community and female business leaders. It will include a Women’s Networking Event, roundtable discussion and questions from students. Students will also be able to speak individually with the guests.

We thought it would be fun to include a little parent participation. The first three parents to correctly match the quote to the inspiring business woman who said it will win a prize. Please send your answers to pjmcardle@salisbury.edu, along with a mailing address for the prize. Are you ready? Good luck!

The Franklin P. Perdue Museum of Business and Entrepreneurship is located in Perdue Hall. It is open from 1-4 pm Mon.-Fri. For additional information call 410-677-5356.

The Quotes:

1. “Never work just for money or for power. They won’t save your soul or help you sleep at night.”
   - Annette Sampson, American business author

2. “We should never allow ourselves to be bullied by ‘either-or.’ There is often the possibility of something better than either of two given alternatives.”
   - Mary Kay Ash, Entrepreneur of Mary Kay cosmetics and empowerment figure

3. “I have frequently been questioned, especially by women, of how I could reconcile family life with a scientific career. Well, it has not been easy.”
   - Mary Parker Follett, pioneer in management thinking

4. “Communications is at the heart of e-commerce and community.”
   - Meg Whitman, former CEO of the eBay Company

5. “Unless your investments provide you with enough income to live on, your ability to earn an income is still your biggest investment.”
   - Melinda Gates, chairperson of the Bill and Melinda Gates Foundation

6. “Women share with men the need for personal success, even the taste of power, and no longer are we willing to satisfy those needs through the achievements of surrogates, whether husbands, children, or merely role models.”
   - Marian Wright Edelman, president and founder of the Children’s Defense Fund

7. “A woman with a voice is by definition a strong woman. But the search to find that voice can be remarkably difficult. It's complicated by the fact that in most nations women receive substantially less education than men.”
   - Marie Curie, pioneer in researching radioactivity and winner of two Nobel prizes

8. “People are definitely a company’s greatest asset. It doesn’t make any difference whether the product is cars or cosmetics. A company is only as good as the people it keeps.”
   - Elizabeth Dole, U.S. Senator, former head of the American Red Cross, former U.S. Secretary of Labor and former U.S. Secretary of Transportation

The Originators:
A. Annette Sampson, American business author
B. Mary Kay Ash, Entrepreneur of Mary Kay cosmetics and empowerment figure
C. Mary Parker Follett, pioneer in management thinking
D. Meg Whitman, former CEO of the eBay Company
E. Melinda Gates, chairperson of the Bill and Melinda Gates Foundation
F. Marian Wright Edelman, president and founder of the Children’s Defense Fund
G. Marie Curie, pioneer in researching radioactivity and winner of two Nobel prizes
H. Elizabeth Dole, U.S. Senator, former head of the American Red Cross, former U.S. Secretary of Labor and former U.S. Secretary of Transportation

Perdue Hall tours will be offered during Homecoming Weekend, on Saturday, November 5, at 10 a.m., 11 a.m., 2 p.m. and 3 p.m. Pre-registration is required. Contact Melinda Khazeh at mbkhazeh@salisbury.edu, or register online at: https://salisbury.site-ym.com/events/register.asp?id=180992.

Tour the new Perdue Hall and visit the Perdue Museum. The museum presents much of its information in interactive video format. There is a digital archive, where visitors can browse through important documents from the Perdue family legacy. Visitors are encouraged to make return visits to the museum, as it features a series of changing exhibits highlighting area businesses that have enhanced the region.
Program Planning for Pre–Professional Students

Pre-Professional Program Planning, for Lower Division students (those students not admitted into the Professional Program) is underway throughout the month of October. Students should use the Pre-Professional eChecklist to identify the requirements they have met and what courses they need to complete to be admitted into the Professional Program. Their Academic Requirement Report can help them. They should then complete and submit their Program Planning Form (on line) containing their proposed course list. Their advisor will automatically receive a copy and then be able to activate their registration record. There will be guided program planning sessions from October 17-November 4, 8-9 a.m. and 3:30-4:30 p.m. in Perdue Hall 248 for students with questions. If they have further questions after the sessions, they may meet privately with their advisor. For further information, please visit: www.salisbury.edu/perdue/studentservices/advising/Course_Registration/preprofessionalregistration.html. There are also helpful videos posted on this Web site.

Program Planning for Professional Students

Students who are admitted into the Professional Program and ECON B.A. students need to complete their online Program Planning Form and sign up for an appointment with their faculty advisor by October 14. Advising appointments for Professional students start October 17. Students need to come to their faculty advisor meeting prepared with their academic requirements report, major checklist and a copy of their program planning form. For additional information, see: www.salisbury.edu/perdue/studentservices/advising/Course_Registration/Professionalregistration.html

Important Dates

- **10/24 – 11/9**
  Spring 2012 registration
- **10/24 – 11/10**
  Winter 2012 registration
- **10/28**
  Last day to Withdraw
- **11/1**
  Last Day to apply for Graduation May/Aug.

Registration for Classes Online

<table>
<thead>
<tr>
<th>Registration for Classes Online</th>
<th>85+ earned credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oct 24-Nov 9</td>
<td>85+ earned credits</td>
</tr>
<tr>
<td>Oct 26-Nov 9</td>
<td>64-84 earned credits</td>
</tr>
<tr>
<td>Oct 28-Nov 9</td>
<td>47-63 earned credits</td>
</tr>
<tr>
<td>Nov 1 - Nov 9</td>
<td>28-46 earned credits</td>
</tr>
<tr>
<td>Nov 3 - Nov 9</td>
<td>0-27 earned credits</td>
</tr>
</tbody>
</table>

(Earned Credits = credits completed; does not include courses currently enrolled in)

Parents’ Corner – Helpful Hints

Ways to Help Your New Grad in His or Her Job Search

According to the U.S. Labor Department, only 47.6 percent of young people age 16 to 24 had jobs in August. This is the lowest percentage since the government began tracking this statistic in 1948. Concerned parents may be having a tough time watching their college grads struggle to gain their financial independence. Here are some tips for how best to support and guide your young adult’s search for a job.

1. Remember, it’s your kid’s job search. A young adult who is ready for a job is also ready to search for one. Let your child follow his or her dreams.

2. Ask if they’d like your help. Offer to help in a variety of ways: brainstorming about the best companies to approach; looking at a resume or cover letter and making suggestions for improvement; lending a listening ear if they need to vent about their search; suggesting they talk with some of their network contacts (former bosses, teachers, alumni).

3. Exercise patience. Keep in mind there will be false starts and U-turns as well as unsuccessful interviews. Do your best to manage your own anxiety and don’t add your worries to your child’s.

4. Be sympathetic, supportive – and stand aside. Tell him or her how proud you are of their accomplishments. Give them credit for their search efforts even without immediate results.

GATE Applications

When students are admitted into Salisbury University they will be admitted either as business pre-professional students or as economics Bachelor of Arts students. Students that are seeking a Bachelor of Science in one of our business fields will need to apply for professional admission into the Perdue School of Business. Typically students apply in the last semester of their sophomore year or their first semester of their junior year. The application deadline for winter/spring semesters is December 1. For admissions requirements visit: www.salisbury.edu/perdue/studentservices/advising/Admissions/req1011.html

ABLE

Please remind your student to fulfill their ABLE requirement PRIOR to their last semester of school. Students must submit their approved paperwork for spring 2012 internships no later than January 10, 2012. For further information, visit: www.salisbury.edu/perdue/studentservices/ABLE/

Graduation Applications

May or August Graduation –

Apply by November 1

The graduation application should be submitted online through GullNet following the links of Student Center-Degree Progress/Graduation - Apply for Graduation.

Students encountering any questions while applying online for graduation should contact the Registrar’s Office at 410-543-6150.

Tutoring

Does your Student Need Tutoring Assistance?

Let the Perdue School clubs help you.

A list of assisting clubs and their schedules are online at: www.salisbury.edu/perdue/f11%20Club%20Tutoring.pdf

Graduation Applications

May or August - Graduation –

Apply by November 1

The graduation application should be submitted online through GullNet following the links of Student Center-Degree Progress/Graduation - Apply for Graduation.

Students encountering any questions while applying online for graduation should contact the Registrar’s Office at 410-543-6150.