



## Fall 2003 Registration

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It is that time of the year when we need to start thinking about registration for the Fall 2003 semester. You may start registering for classes on **APRIL 14, 2003** (for previously enrolled students). In the past, we have never stressed the importance of registering early as the MBA classes have not usually filled to capacity. However, this is likely to change this semester, especially in Rochester. As the program continues to grow, we may find classes quickly filling to capacity. Thus, it is important for you to register for classes as soon as you can since we allocate seats on a first-come-first-served basis. Previously en-

rolled students get to register before new students entering the program, so make sure you contact Candy about your registration plans before we allocate seats to our incoming students. Once the class is filled, you may be out of luck. So, PLEASE contact Candy Furo (218-726-8986 and cfuro@d.umn.edu) as soon as possible and let her know your intentions for the upcoming semester. Remember, even if you are not planning on taking any classes, you need to register for a 0-credit class in order to stay on our "active graduate student" rolls.

There are registration details (courtesy Candy) inside this



Your easiest option is to contact Program Administrator Candy Furo for all registration assistance!

newsletter both for new students admitted to the program in the fall as well as continuing students. Please read through these "Registration Instructions" (page 2) and contact us with any questions that come up. We know this stuff can be confusing (even to us!)

## The U Budget and You

A lot of you have contacted us with questions on how the dire budget situation at the University and around the state will affect the MBA Program going forward. Rest assured that we will keep you informed as the situation becomes clearer. The final decisions on the U of M budget have not been made, but you can certainly count upon tuition increases (we don't know *how much* yet).

Unfortunately, due to the

budget cuts, the MBA program did not get *any* funding from the Graduate School this year for tuition fellowships and so we don't think we'll have *any* funds to disburse for Fall and Spring. We are working hard to see how we can get some level of funding for these fellowships restored in the future, but right now, we are not very optimistic for the short term.

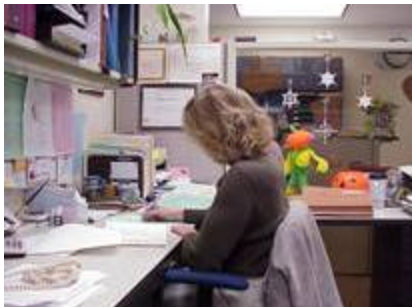
As far as we know, the Rochester MBA program is not in any

danger of being cut. We will, however, be under pressure to reduce our offerings to those classes that are critical and will be mostly filled. Just make sure you take all the classes you are able to take as they are offered since the frequency of offerings may be reduced going forward. Don't worry too much though, we are committed to helping all of you get through this program successfully.

### Special Notes:

- 10 MBA students graduating this year!
- MBA Social Event on Friday, May 16—mark your calendars
- Registration for continuing MBA students starts APRIL 14, 2003
- Registration for newly admitted MBA students starts AUGUST 18, 2003

## Registration Instructions



*Candy is hard at work ensuring all students get registered correctly.*

### To Register for 8000-Level Courses:

*New students admitted to the MBA Program for Fall 2003.*

Please follow instructions distributed by the UMD Graduate School for this semester or call Candy for assistance. Registration begins **August 18, 2003**.

### *Previously enrolled MBA students*

Registration dates for current students begins **Monday, April 14**. UMD has a computer registration system via the Web. This system does not require you to contact Candy

in the MBA Office for override authorization for 8000x level courses (except for MBA 8411) but if you need personal assistance for registration, please call Candy at 218-726-8986 and she will be happy to assist you. Keep in mind that with the new system you must enter your health insurance information if you are taking six or more credits or you will be charged for the university's insurance plan. Also you have to choose whether to contribute to MPIRG and SLC or not. If you do nothing, you will be

contributing to these causes. If this is confusing (and I am sure it is) just give Candy a call.

### To Register for 4000 or 5000-(electives) Level Courses:

You can register for both day and CE courses at the same time on the new system. Override authorization will be required for SBE courses. Keep in mind that the approved elective courses are included with this mailing. If you are planning to take a 4xxx-level SBE elective, it is very important to register early as these classes close quickly.

## Important Reminders

If you have any questions about fall semester registration or need to meet to talk about any aspect of your MBA program, etc., please call Candy at 218-726-8986.

- Be sure to check your fee statement. MBA students must pay the computer access fee, technology/equipment fee and tuition assessment. If you were charged any other fees, be sure to have this corrected.
- If you are **not** taking any courses Fall Semester, you are required to register for Grad 0999, 0 cr, to maintain your active status. The only charge will be the basic internet access fee.



MBA Social  
May 16, 2003



## Commencement and MBA Social!

According to our records, these 10 MBA students have completed their programs during the past year. We heartily congratulate all the graduates! If you happen to run in to any of these people, please congratulate them on their achievement:

**Brett Ballavance**  
**Elaine S. Hansen**  
**Jeffrey William Heller**  
**Debra Hurtig**

**Lori M. Larson**  
**David Vernon Loch**  
**Brian Edward McLaughlin**  
**William Howard Parker**  
**David Sarvela**  
**Deborah Weckert**

We welcome the family and friends of those who are scheduled to participate in the graduate commencement to be held at **7 PM on Thursday, May 15, 2003** at the Romano Gymnasium on campus.

We will be having our annual spring "social event" on Friday (May 16, 2003) to honor these graduates. All MBA students and their families are invited, so mark your calendars now. Details on the location and RSVP information for this event will follow soon from our Associate Administrator, Candy Furo. So, watch your mailboxes for that announcement!

## Where Are They Now?

*Updates from our Graduates—Debra S. Bradt (Class of '94)*

I had been a new account representative and a sales trainer in banking for approximately 10 years when I decided to return to school and get my MBA from UMD. I had two children under the age of three and worked full time, so many of my friends thought I had lost my mind. I felt in order to advance in a banking career I needed some additional training to move to the next level.

I started the MBA program and with the encouragement of great mentors like Kjell Knudsen and Tom Duff successfully completed the program in 5 years. I drove from Grand Rapids to Duluth for class one

night per week and chose a paper for my final project so that I could do much of the work at home.

Once I completed my degree I began to search for jobs in the Duluth market. I was hired at US Bank as a Credit Analyst and promoted within 2 years to a Vice President/Commercial Banker. I continued to work at US Bank for 6 more years and last year was hired by Wells Fargo as a Vice President of Business Banking. I love my job and working with customers in the business community. I look forward to a long career with Wells Fargo.

I made many friends during my

years in the MBA program and still keep in touch with many of them. I believe the degree was very helpful in my career path, but even more helpful was meeting and learning from other professionals in the Duluth community. I also felt that UMD offered a benefit over other schools as they have caring professors who spend time with you, get to know you and encourage you in your dreams. I have now lived in Duluth for nine years and hope to live here always. Best of luck to all the current students in the program, I know this program will change your life for the better and help you achieve your career goals.



*Debra S. Bradt received her MBA from UMD in 1994*

Tell us YOUR story ... Where are you now? How did the MBA Program change your life and career (hopefully for the better)? Send Rajiv a brief write-up at [rvaidyan@umn.edu](mailto:rvaidyan@umn.edu)

## MBA-Rochester Update

As most of you know, we started a new MBA program in Rochester, MN in January 2002. The program has grown rapidly over the past year and we now have approximately 30 admitted students and several more who are close to finishing their prerequisites.

Despite being brand new, the program can already be

deemed a remarkable success. The caliber of students applying to and being admitted to the program is very high. The feedback from the faculty teaching in the Rochester program has been uniformly positive. The students have also welcomed the program and given us a favorable report card so far. We'll have infor-

mation in future newsletters on our students and staff in Rochester.

As always, Rajiv is looking for feedback on the program, on the information dissemination, or any other aspect of your experience. Give Rajiv a call at 218-726-6817 or via email at [rvaidyan@umn.edu](mailto:rvaidyan@umn.edu).

**"The caliber of students applying to and being admitted to the program is very high"**

## The New Newsletter Format

*By Rajiv Vaidyanathan, MBA Director*

As those of you continuing in this program know, this newsletter is the first of its kind. I just decided that this format may be more "user-friendly" than the typical letter you get twice a year giving you registration information. My goal is to use this newsletter to create more of a sense of

"community" within the program. I'm hoping to include short articles about and by current students, former students, and our faculty and staff. This is just the first attempt at this format and I would appreciate your feedback. Any ideas you have for improving the newsletter or

any information you think should go into this should also be forwarded to me. I guess as the incoming MBA Director, I am also now the Newsletter Editor! You can contact me for this and other issues at [rvaidyan@umn.edu](mailto:rvaidyan@umn.edu) or on the phone at 218-726-6817.



*Dr. Tom Duff, long time MBA Director retires from UMD in June 2003*

## University of Minnesota Duluth MBA Program

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School of Business & Economics  
School of First Choice

The UMD MBA program was started in 1976 to provide an opportunity for currently employed individuals in the region to complete a graduate degree in management. The program was designed and is offered to serve the needs of practitioners; thus, the curriculum emphasizes the practical application of theory in organizations. The program has had a total of approximately 300 graduates. The program in Rochester started in Spring 2002 and should have its first graduates next year. The School and the MBA program was fully accredited by the premier accrediting body for business schools worldwide—the AACSB (Association to Advance Collegiate Schools of Business) in 2000. Only about a quarter of the business schools in the US are accredited by this body.

### MBA Program Information on the web at:

<http://www.d.umn.edu/sbe/degreeprogs/MBA/index.php>

Or (for Rochester students):

<http://www.r.umn.edu/mba.html>

## Meet Your Faculty: Dr. Praveen Aggarwal



Dr. Praveen Aggarwal teaches MBA 8711 (Marketing Management) this summer.

Praveen Aggarwal is associate professor of marketing at UMD. He came to UMD in the Fall of 1998. Praveen has several years of work experience as a senior executive in the food products industry in India. He also has a master's degree in economics and another master's in management. He got his Ph.D. in marketing from Syracuse University, Syracuse, NY. He teaches marketing courses at the undergraduate and graduate levels. His graduate level offerings include courses in Marketing Management, Online Strategic Marketing, and Judgment & Decision

Biases.

Praveen's research has been published in journals such as *Journal of Business Research*, *Journal of Consumer Marketing*, *Marketing Management Journal*, *Journal of Small Business Strategy*, *Journal of Marketing Management*, and *Journal of Product and Brand Management*. He has also presented research papers at various national and international conferences, including those sponsored by AMA, ACR, MEA, and AMS. His research interests are in the areas of consumer decision-making processes, strategic management of innovations, and price and

non-price promotions.

Praveen has won several teaching, research, and advising awards including SBE SOCC Outstanding Professor Award, UMD Outstanding Advisor Award, and MCB Press Literati Club Award for Outstanding Research paper. He is currently directing a \$380,000 US Dept of Education grant for internationalizing business curriculum at UMD. He has also provided consulting services to advertising, utilities, and health care organizations.