

Executive Center for Global Competitiveness

Letter from the ECGC Director and Program Coordinator

Dear COBA Faculty and Staff,

Happy Fall from ECGC! It doesn't seem possible that October is already here and that we have been part of your COBA team since February 2005. Time goes by quickly, schedules are crazy, and we just don't have the opportunity to see as many of you as often as we would like to. With that in mind, we thought it might be fun to provide a Fall Update highlighting some of the exciting projects we've been working on for the College.

As you know, our primary mission is to create opportunities for partnerships between our college and the business community. By creating these partnerships, we not only have the opportunity to utilize COBA resources on appropriate projects, but also contribute to improving the economic conditions of our region. Many projects have already had a positive impact on the companies we are involved with, and we continue to expand existing business relationships while creating many new ones.

During fiscal year 2004-2005, our first four months with COBA, the ECGC completed approximately 24 projects, worked with over 665 business professionals and generated revenue of \$100,099. Some of the contracted companies included Dana, SSOE, Campbell's Soup Supply Company, The Andersons, Sauder Manufacturing, Owens-Illinois, and Ohio KePro. Projects and proposals have ranged from leadership development, lean manufacturing, sales curriculum, corporate graduate assistants to onsite MBA programs. Some of our new company relationships have included Whirlpool, WalMart, Wright Patterson AFB and HCR Manor Care. This fiscal year we are pleased to share the good news about contracts that are already underway in excess of \$92,000.

To all of you who have been so warm and welcoming, we say many thanks for helping us rocket off to a positive beginning. We're proud to be a part of a college with outstanding talent and professionalism, and we are working hard to spread our good news throughout the business community! We look forward to providing more details about what the ECGC is working on at the Faculty Meeting on December 9th!

Carrie S. Herr, Director
and
Eva Jablonski Curtis, Program Coordinator

SSOE Implements Getting Results Process

SSOE, Inc. is currently beginning a leadership development process for Senior Management involving the book, *Getting Results*, written by **Drs. Clint Longenecker** and **Jack Simonetti**. As part of an ongoing executive training and development initiative at SSOE, this particular process involves training SSOE leadership on the five absolutes identified in the book. The absolutes will be applied over a 12 month timeframe to five (5) of SSOE's most pressing business problems in order to improve processes, increase productivity and provide greater ROI.

This is just one of the projects that SSOE's **Don Warner**, VP/Director of Quality & Training, and **Lisa Behrendt**, Manager of Training & Development, have been working on with the ECGC to implement. SSOE is a company committed to the continuous improvement of employee development as well as organizational process and productivity. We are proud to be their annual strategic partner on many educational initiatives including leadership development, assessment, potential sales curriculum, EMBA/MBA candidates and more.



Don Warner / Dean Gutteridge
Annual Alumni Breakfast - Oct. 6, 2005

COBA and EIT Partner to Provide Oracle Training

Great ideas become reality when you get leaders together from COBA and EIT! Initial conversations between **Drs. Ragu-Nathan, Kunnathur** and **Ahmed** of COBA and EIT Director, **Joe Sawasky** began in February 2005 when a need was identified for Oracle Training for EIT staff in order to support the ERP project.



Dr. Ahmed, Joe Sawasky, Dr. Ragu-Nathan,
Dr. Kunnathur

Dr. Ahmed began the customization of an Oracle credit class with topics including Oracle 10G SQL*PLUS and iSQL, Programming with PL/SQL, Oracle Forms Developer 10g and Oracle 10g. The course was delivered by Mesbah during the June 27, 2005 to August 4, 2005 summer session to 22 EIT Staff members. During a debriefing this month Joe Sawasky commented, "These courses have been invaluable to the EIT Staff supporting the ERP project. Ahmed did an amazing job customizing and delivering the course." Congratulations Mesbah!

COBA and EIT plan to continue their Oracle partnership by offering the course to interested companies in the business community.

Public Programs for the Business Community

While the focus of the ECGC is partnering with the local business community on specific projects, we are providing several public courses on the SeaGate Campus. High demand topics such as Project Management, Professional Human Resource Management and Certified Purchasing Management are being offered this fall due to requests from professionals within the business community. The courses being offered publicly by COBA can be found on the ECGC website under the Community Business Programs link.

Financial Management Training Is a High Priority with Local Companies

We've been keeping **Dr. Phil Fink** busy these days as more local companies identify financial management training as part of their core curriculum for a wide range of employees. It has become essential for most employees to understand a multitude of financial statements and the overall P & L of their organization.

Phil works diligently with financial leaders at **O-I** and **The Andersons** to provide information that is specific to their organizations' needs. Financial certificates range from two to three-day sessions and are usually implemented twice a year.

Recently, Phil presented a course designed specifically for health care professionals at the **United Health Partnership** Annual Leadership Meeting. The UHP is a coalition of professionals from 16 local hospitals. Evaluations gave Phil accolades for presenting excellent information and indicated a need for an advanced session.

COBA Participates in UT's First Annual Outreach and Engagement Week October 19-23, 2005

The University's First Annual Outreach and Engagement Week was highly successful as a result of the enthusiastic participation by all Colleges, encompassing more than 50 UT Faculty and Staff. COBA made an impressive contribution with three presentations and three guided tours of the Neff Trading Floor. The presentations included the **Center for Family Business** by **Dr. Tom Sharkey**, Associate Professor of Marketing and **Debbe Skutch**, FBC Director; the **International Business Institute** by **Dr. Don Beeman**, Professor of Marketing and Director of IBI, with contributions from a panel of four community and business professionals; and the **Ed Schmidt School of Professional Sales** by **Dr. Richard Buehrer**, Professor of Marketing and International Business. The trading floor tours were given by **Dr. Andrew Solocha**, Associate Professor and Finance Chair.

The week's activities were developed by UT's Council on Outreach and Engagement in conjunction with the Office of Service Learning. The presentations demonstrated that The University's engagement with our community is making a powerful and satisfying impact on student learning, research, economic development and community success.

Financial Services Symposium 2005 Held at SeaGate Centre

The Financial Planning Association of Northwest Ohio held their Financial Services Continuing Education Symposium 2005 at the SeaGate Centre on October 4, 2005. The event was attended by over 83 Financial Planning Association members as well as interested financial professionals in the community. Morning and afternoon sessions included a presentation by **Dr. Gary Moore**, Associate Professor, College of Business Administration, on *Fiduciary Law: What You & Your Clients Need to Know*. This successful FPA Symposium is a credit to the visionary planning of **Dr. Linda Bowyer**, Associate Professor, College of Business Administration, and **Mary Ann Pontius** of the FPA.



Mary Ann Pontius, Dr. Gary Moore,
Dr. Linda Bowyer

Campbell's Soup Supply Company to Award 10 Six Sigma Green Belt Certifications

The College of Business Administration will award Six Sigma Green Belt Certifications to 10 Managers at the **Campbell's Soup Supply Company** in Defiance, Ohio. The candidates are currently completing the third phase of a six (6) to eight (8) month process involving one to two weeks of training, a four-hour exam and a final project utilizing the Green Belt process and equivalent to a minimum company savings of \$10,000.

COBA Approved as a R.E.P. with PMI

The College of Business Administration is now an approved Registered Education Provider for Project Management courses with the Project Management Institute. The ECGC underwent a stringent review of its Project Management curriculum and has been awarded a certificate indicating its status as a Global R.E.P. for the May 2005 – April 2006 time frame.

What's New with ECGC Marketing?

We hope that you've taken a look at our new brochure. Many thanks go to our Marketing and Communications Department and especially to **Jeanne Hartig**, Executive Director and Special Assistant to the President, Marketing and Communications, and to **Pat Giammarco**, Marketing Specialist, Client Services, who are responsible for the unique design and message. The brochure is part of a three-phase campaign. Beginning in August 2005, the ECGC ran a small ad in the Toledo Business Journal to pique the interest of the business community about the center, followed by 11,000 brochure inserts in the Toledo Business Journal in September. The third phase will be an advertorial before 2005 year end targeting one of our successful company interventions within the community.

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"We are what we repeatedly do. Excellence, then, is not an act, but a habit." - Aristotle