Tusculum College - School of Business

March 2015

BUSINESSERS





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A Message from the Dean

Reflections and Resolutions

At the beginning of a new calendar year, most individuals will take some time to reflect on the past year and make resolutions for the New Year. I am no different, so I thought I would share a few of my reflections and resolutions as they relate to our School of Business.

My first reflection is on our School of Business faculty. Since my arrival here at Tusculum, I have witnessed numerous examples of faculty helping our students. This help is in the classroom if a student is struggling to grasp a concept and outside the classroom by counseling students in selection of a graduate school or career opportunities. This has been impressive, and I applaud them for their efforts.

My second reflection is the impact our students have on our local communities. The examples are numerous, including service through picking up litter or serving at a soup kitchen, helping a local organization with a business related task, or an entire class assignment to develop a marketing plan for a local nonprofit. Again this has been impressive, and I applaud all our students who demonstrate, not just talk, the meaning of civic engagement.

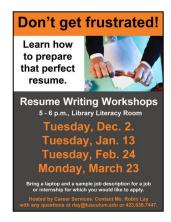
My primary resolution is to continue our efforts to improve the School of Business. We will redouble our efforts to hear from our current students and alumni on what can be done to deliver a program that prepares our students to be successful in their life's work. We have heard from our alumni and business leaders on what skills are required in the workplace, and we are working to ensure we focus on those skills in a measurable way. We have heard from our students that they would like more real life experiences, and we are working to increase the number of internships available. We have heard from our MBA graduates and current students that they would like the opportunity to specialize their education. We have listened and we will have concentrations available in our MBA program very soon.

We cannot and will not remain still. We are Pioneers.

Michael Dillon, Ph.D.

Upcoming Events

- APA Writing Workshops hosted by the ARCHES program. March 16th & 18th, 5 6 pm
- ♦ Greeneville Grad Finale March 18th Lobby of Pioneer Arena in Niswonger Commons, 3-6 pm
- ♦ Computer As a Tool Test Out Date April 2nd, Knoxville campus, 3:45 pm. This test is free and counts towards CISC 100 requirement. (Contact your advisor for more information.)











COURSES AVAILABLE

BUSINESS COURSES AVAILABLE ONLINE THIS SUMMER:

BUSN 320 - Fraud in Organizations

BUSN 400 - Introduction to Social Media Marketing

BUSN 400 - Health Care Finance

BUSN 400 - Social Media - Risks and Regulation

BUSN 400 - Business Lessons from Social Media

BUSN 441 - Personal Income Tax

MGMT 434 - HR - Compensation and Benefits

MGMT 435 - Personal Selling/Customer Satisfaction

MGMT 436 - Employment and Labor Law

MGMT 437 - Marketing Promotion

SUMMER 2015 COURSES NOW

PLEASE
SEE
YOUR
ADVISOR
TO
REGISTER
FOR
ONLINE
COURSES



Short Courses coming soon

Short courses are coming to a campus near you!

The School of Business will begin hosting short courses to expand your knowledge in fun and exciting ways.



How to build your fundraising PIE

Plan for Increased Funding & Execution of Strategy



A 'jam packed' session designed to help you identify your current and future state of funding. Develop the right mix of 'ingredients' diversify your funding mix. We will help you build the perfect PIE for your organization!

When: April 4, 2015 10:00AM -2:00PM Where: Tusculum College

Fee: \$100.00/participant Registration: Teresa Smith 423-636-7300/888-488-7285 Ext 5236

tsmith@tusculum.edu

Fee includes:

- · Pre-course worksheets
- High energy learning session
- Consults during the course
- Supporting documents as specific needs are identified
- An individualized development plan to make your PIE
- A one hour follow-up session with the presenters to review final plan

Instructors -

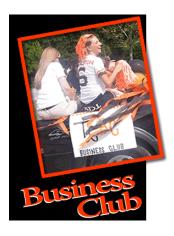
Naomi Asher is the Executive Director of CASA of the Tennessee Heartland and in 5 years, she has doubled their budget and diversified funding to be stable and secure. Naomi holds an MBA specializing in Marketing from King University and she sits on may community boards as a funding consultant.

Dr. Eva Cowell is a full-time faculty member in the School of Business at Tusculum College. She transitioned to education after 23 years of industry experience in for-profit and not-for-profit sectors. Her specialty is in assessment and redesign of processes and motivation and management of employees and teams. She received a PhD in Human Resource Development at the University of Tennessee.

If you are interested in learning more about Tusculum College and the programs of study that we have to offer, please contact an enrollment specialist at (800) 729-0116 or go to www.tusculum.edu.



Tusculum College Club news



Tusculum College Business Club (TCBC):

♦ TCBC is currently conducting book discussions with Nancy Dishner, Tusculum College's newest Board of Trustees member. She is discussing Brene Brown's book, *The Gifts of Imperfection*, over two lunch sessions

- This month several students will be involved in job shadowing local businesses.
- ♦ The group will also tour ETSU and talk to professors about their graduate school offerings.

The remainder of the events on their schedule for this academic year are as follows:

 $\label{eq:march18th} \textbf{March 18}^{th} \text{ - Steven Hollingshead will lead a current events session with club members, Hurley Room, } 11:40am - 12:20pm$

April 1st - Meeting to discuss and plan the School of Business Banquet, Hurley room, from 11:40 am-12:20 pm

April 15th - Meeting to discuss and plan the School of Business Banquet, Hurley room, from 11:40 am-12:20 pm

April 22nd – The School of Business Banquet will be held at a location and time to be announced



To learn more about the campaign, please go to http://web.tusculum.edu/first/



The Center for Economic Development and Entrepreneurship is offering personal

finance workshops once a block in the Computer as a Tool course. This activity is part of the college's professionalism initiative, under the leadership of Dr. Joel Van Amberg. The instructor of the Computer as Tool course is Ms. Lonnie Connolly. The workshops are being presented by Ms. Erin Mills, the director of CEDE's Personal Finance division. The center is under the leadership of Mr. David Serodino.

"Real integrity is doing the right thing, knowing that nobody's going to know if you did it or not."

-Oprah Winfrey

Tusculum in the community

Do you want to leave a legacy at Tusculum College?

Then WE NEED YOU!

The School of Business has founded an Institute for Empowering Communities. The institute will serve our local communities as a clearing house to aid non-profit organizations and small entrepreneurial businesses in being the best that they can be.

The Mission of the Institute is: *To enable and energize the communities we serve through education, research and consultation.*

How can you leave your mark? We need a branding presence. This is a competition for the best logo design to be used in all

advertising, collateral, and an instant identifier of the Institute. The committee will review all the designs submitted and choose the logo that they feel best conveys the mission and is eye-catching and easily identifiable. The winner will receive the honor of their logo being used as the 'brand identifier' for I.E.C. as well as a \$100.00 prize.

<u>Do you have what it takes</u>? The competition is open to all current Tusculum College students, in any major or program, and all Tusculum alumni. All designs must be submitted via email to Dr. Eva Cowell (ecowell@tusculum.edu) by April 11, 2015.

Tusculum College partners with the Kettering Foundation, Dayton, OH

In February, Program Director for the Center for Civic Advancement Ronda Gentry and Assistant Professor of Management Dr. Joshua Ray visited the Kettering Foundation in Dayton, Ohio. Ms. Gentry and Dr. Ray are Tusculum College's representatives for the Kettering Foundation's 2015 Centers for Public Life Research Exchange. The Kettering Foundation is a nonprofit operating foundation rooted in the American tradition of cooperative research. Kettering's primary research question is, what does it take to make democracy work as it should? Kettering's research is distinctive because it is con-

ducted from the perspective of citizens and focuses on what people can do collectively to address problems affecting their lives, their communities, and their nation. The foundation seeks to identify and address the challenges to making democracy work as it should through interrelated program areas that focus on citizens, communities, and institutions (kettering.org). Tusculum College joins the 2015 cohort research exchange of colleges, universities, and organizations from across the nation to tackle a wide variety of topics.

BUSN 302 - Microeconomic Theory & Application

During block 6, students in Microeconomic Theory and Application (BUSN 302) are visiting the facilities of two local manufacturers: Meco Corporation, where they are being hosted by Mr. Mark Proffitt, President. They are also visiting 3M Midway (formerly, Minco Corporation), where we are being hosted by Mr. G. Kutbay, Business Development Manager at Fused Silica. BUSN 302 is also receiving the visit of Dr. Bob Justice, Director of ETSU Small Business Development Center.



Service Learning Projects:

Putting the College Mission to "Good Work"

The GPS program has a Service Learning Component built in. In the past, students have been introduced to the project in the first class and had a year to complete it. Beginning this block, the Service Learning Projects have been moved to the first course in each program (MGMT 232 for those working toward a BSM degree and MGMT 304 for those pursuing a BSBA). The Tusculum College Mission is: "Tusculum College provides a liberal arts education in a Judeo -Christian and civic arts environment, with pathways for career preparation, personal development and civic engagement."

So what better way to start your educational path at Tusculum than immersing in the mission by engaging with the community-at-large. This allows students to better understand the broad impact of their experience and service beyond the classroom, their families and into the communities in which they live.

In Block 6, Dr. Jack McCann's MGMT 304 class and Dr. Eva Cowell's MGMT 232 class had the opportunity to also work with each other increasing their relationships and networking with others outside of their class. "We are really working toward developing connections not only with the community but between our students. Working hard to engender a sense of community within the college and encourage Pioneer Pride," Dr. Cowell commented.

There are opportunities to volunteer throughout the community and organizations. What the students found was that a volunteer opportunity does not have to rely on an organization's 'big event'; so many are just grateful for the help and they are willing to organize, do prep work, and be involved in good works. Many non-profit organizations rely on volunteerism to implement their programs.

The service that has occurred in this block has been as wide and varied as our student body.



Loudon County Humane Society - PetSmart

There were six students from MGMT 232 (BSK60) (Allison Davis, Steven Scott, Erica Wilson, Gil Downey, Crystal Hicks and David Harding) who completed volunteer activities with the Loudon

County Human Society in Loudon County, TN. Activities included walking the dogs, playing with the animals, feeding and cleaning. The volunteer experience for all those who took the opportunity to participate was heartening. It was wonderful to see the partnership displayed by the center with the

community. One partnership is with PetSmart to ensure the animals receive a forever home in the community. Animals are taken to the PetSmart stores for people to have the opportunity to adopt a cat or dog. Educational opportunities are offered to people/families to aid them in education of the animals they may already have or those animals they are choosing to adopt. Statistical and educational materials are displayed throughout the center as well, making education a top priority for those who are considering adoption. The mission of the Humane Society is seen throughout in the actions of the staff, the center, and the community partnerships. The staff was extremely welcoming to the volunteer experience and base a huge amount of value on the volunteers who come to the shelter.

Alzheimer's Tennessee

Alzheimer's Tennessee is a not for profit organization that provides support for caregivers of Alzheimer's patients, as well as advocating for the rights and needs of patients diagnosed with Alzheimer's. This organization has countless events ranging from walks to trivia nights and support groups. They also have an event each year to honor nurses or CNA's who have been nominated for going above and beyond in their care of Alzheimer's patients. Their jobs are never ending, and they always have a need for volunteers. We have not been able to participate in any events yet, but students Ruth Ann Mitchell and Heather Perry were able to go in to the office and help during prep time for their next big event

in April. "This was an incredible organization that we were both honored to have been able to partner with for our civic service project," said Ruth Ann Mitchell.



Service Learning Projects - continued



Shining Stars

Our group had the opportunity to serve at Shining Stars. Shining Stars is a ministry that serves homeless and impoverished children in Western Heights, Ridgebrook Apartments, and Fountain City. Shining Stars pick up the kids twice a month and bring them to their center on University Avenue. They encourage volunteers to come and engage with the kids through outdoor activities, serving them lunch, sharing a Bible study and helping them with a craft. This is a Christian organization that ministers to these children in Jesus's name. Our group included Jason Zachary, Mark McCallie, and Ethan Carroll.

CSC

Two members of our group, Marcy Marriott and Dakota Ray, volunteered to work security with CSC at a University of Tennessee basketball game in order to benefit the Junior Enlisted Advisory Association (JEAA) and the Air Force Sergeants Association (AFSA). Jacob Daniels, the other member of the group, has volunteered to take meals to veterans in need with JEAA. CSC then gives the money "earned" to AFSA for members of the National Guard that volunteer to work security for events. AFSA takes these proceeds and gives back part of the money earned to JEAA associated with the base that the members are from. JEAA takes this donation to conduct events and benefit the community and members of the National Guard. For example, Jacob's volunteer work to take food to veterans in need is funded and accomplished by JEAA. JEAA staffs and directs numerous donations, volunteer work, and community events, such as an Easter egg hunt for local children, a scholarship for National Guard members, and Christmas events for community members in need.





The East Tennessee Kidney Foundation

2015 Lucky Kidney Run put on by The East Tennessee Kidney Foundation had students working the course, directing traffic, cutting fruit and being there for support.

Pictured: Garrett Reese, Tyler Govert, Daniel Britton, Ericka Toms, Heather Lay, Natalia Acosta. Not pictured: Haylee Day, Derek McFall, Justin Foster

As you can see, service opportunities abound, all year long! Soon we will have a website to upload service documentation, search for service opportunities, share experiences establishing a shared history for future students to see the impact our students make on their communities and lessons they take away from the experience. Giving back and changing the world from the first class. Not a bad way to start their college career! Way to share Pioneer Pride!

Student Spotlight - Marcus Blair

My name is Marcus Blair, and I'm a GPS grad school in August student at Tusculum. Most, if not all, GPS students have full time jobs; I'm employed as a Manufacturing Engineer at JTEKT Automotive in Vonore, TN. JTEKT manufactures rack-and-pinion systems for Toyota, BMW, Mercedes, Nissan, Honda, and several other auto makers. Personally, I'm responsible for the process design and manufacturing systems for Lexus RX350s, Camrys, Corollas, and Venza. The job is very fast-paced and requires a wide knowledge base. Tusculum's program makes it easier for working adults to keep school and career balanced while advancing their education.

The portfolio project inside GPS was Tusculum's main draw for me. I already hold one bachelor's degree in electronic engineering; however, it was earned at a non-accredited institution, and that degree won't get you into grad school. Determined to earn an advanced degree, I had to start over again. Before transferring, I completed 46 credit hours at Pellissippi State. Tusculum's portfolio saved me just over a year of classwork, and now with one more year of school to go, I will finally see my goal realized when I start tioner than teacher, at least at this

2016.

It hasn't been easy; keeping 12-16 credit hours for the last three years while working a 50 hour-a-week job isn't for the faint of heart, and it's not for those who like downtime and sleep. I have spent the majority of January and February traveling to support the

new Lexus RX350 which will hit showrooms this fall; as I write this, its 4 am in South Carolina. Last month, I completed homework in three different states during a five-week class. But it's almost over now.

This fall, I will be applying for the JD/ MBA program at UT. It will require me to quit my job and go back to school full time, but I'm really starting to see that as a bonus instead of an obstacle. I briefly flirted with the idea of applying to a Ph.D. program at the behest of one of my professors - I still may in the future - but the career for a Ph.D graduate lies in academia. I'm more practi-



point in life. After grad school, I will start my own consulting firm. That will allow me to use my engineering background. I owned a start-up once, and I would like to do it again. Other options include patent law, intellectual property, mergers and acquisitions, or the upper echelons of management somewhere.

If you would like to be added to our email list for future publications of this newsletter, please contact Shannon Brown at (865) 693-1177, ext. 5018 or at sbrown@tusuculum.edu.

Alumni Spotlight - Leanne Lietzke Lee



Leanne Lietzke Lee is a hard-working CPA, mother to 20-month old Carter, and a loving wife. As a Tusculum College alum, she understands how challenging it can be to pursue an education and the job of your dreams.

Originally from Bristol, TN, she chose Tusculum because of the sense of community she felt among the college representatives. She first met them at a local college fair, and felt that they were immediately invested in her through

continued communication and frequent check-ins. Leanne says she knew the admission and enrollment representatives truly cared about her, even before officially applying, which was very different from her experiences with larger universities. When she visited campus for the first time, she had the same comforting feelings. The students and faculty she met with genuinely loved the college, and were eager to share their experiences with her. It was clear Tusculum was a tight-knit community, which was important to her.

Leanne declared mass media as her major upon enrolling, and as part of that program she took a business administration course. She enjoyed it so much that she added it as a double major with the intent to still graduate ontime. As part of the business administration program, she took an accounting course, which she also really enjoyed. Leanne says, "Dr. Freeman made the course work feel career-relevant, and it became something I could envision myself doing (and enjoying) long-term." While meeting with Dr. Freeman to make sure she was on-track to graduate in the spring of her senior year, Leanne decided to also add an accounting major, which ironically postponed graduation by a year.

Leanne graduated magna cum laude in May 2007 and was her graduating class speaker. She went on to attend the University of Tennessee's Masters of Accountancy (MAcc) program from August 2007-June 2008, and has worked at Ernst & Young, LLP ever since. She started in their Atlanta, GA office but transferred within the company to the greater Washington DC area 2 years ago.

She is currently a manager in the Assurance Services practice for Ernst & Young, LLP, performing financial statement and internal control audits for large, international corporations.

She specializes in media, entertainment, and technology clients. Leanne is also a licensed CPA (certified public accountant) and belongs to the AICPA (American Institute of CPAs).

Because Leanne understands how tough it can be to find the right balance of being a working mother in this demanding career, she is very involved in formally and informally coaching/mentoring young women on similar career paths as they start this balancing act themselves.

Alumni news?

We would love to hear what you have been up to lately. Please send any information you would like to share to the Office of Institutional Advancement at jbparker@tusculum.edu.

Faculty Spotlight - Michelle Freeman, Ed.D



Dr. Freeman, Professor of Accounting in the School of Business, has a passion for teaching, but has worn many hats since joining the College in 2002 including serving as Faculty Moderator, the Department Chair of the Business Administration program, and as Chair of Admissions and Standards Committee. Dr. Freeman has also served on the Strategic Planning Committee, Advisory Board for Institutional Advancement, and numerous governance and search committees. Additionally, she has been the Director of the Teaching and Learning Initiative since 2008, which involves the formation and oversight of activities for six teaching circles on campus. In this position, she offers guidance in the recruitment of faculty, topic selection and approved readings, and conducting meetings. This initiative helps to build a sense of scholarship and community among faculty across disciplines. It also provides a low budget means of faculty development.

Dr. Freeman says her greatest honor at Tusculum occurred when she was named the recipient of the Outstanding Service to Students Award at the 2013 Honors Convocation. She has also twice been the recipient of the Teaching Excellence and Campus

Leadership Award as voted by her peers.

Dr. Freeman has pursued scholarship through the writing of three published articles, several projects and special reports, and a few presentations for the ACA summit. Her most recent article. "Teaching Circles: A Low-Cost, High-Benefit Way to Engage Faculty," was published in the February 2011 issue of The Teaching Professor, and it was reprinted twice, once for the Academic Leader (March 2011) and once for Faculty Focus (April 2012). Another article, "Lessons for Auditors from the TJ Maxx Fiasco" was published in the August 2008 issue of The CPA Journal, and she co-authored it with Kent Schneider and Gary Berg from East Tennessee State University. The last article entitled,

"PollEverywhere.com: Turning Cell Phones into a Tool for Student Engagement" was published in the December 2008 issue of The Teaching Professor. She co-authored that article with Kent Schneider from East Tennessee State University. She has also completed textbook reviews and created questions for accounting assessment exams on a national level and served as a co-facilitator for a reflective judgment teaching circle. She is a member of the Tennessee Society of Certified Public Accountants and pursues continuing education annually for her professional field.

Perhaps her most fulfilling work outside the classroom has been her dedication to create and mentor a student led extracurricular club for business students. In 2004, Dr. Freeman believed that Business students needed something that would make them more cohesive and give them

more opportunities to interact with faculty and business leaders outside the classroom, and as a result, she with the help of some of her students created the Tusculum College Business Club. With the exception of one year, she has served as its advisor since that time. This club has assisted students by preparing them for further graduate school and careers as well as by helping them to form more of a bond with other students in the major. It continues to play an extremely active role on campus. Through this club she feels that she has been blessed to get to know her students so much better and to be able to serve them better in connecting them with their next steps in life.

Dr. Freeman has served her community through her leadership, mission work, and teaching roles at First Baptist Church, current member of Greeneville Schools in Action at Greeneville Middle School, current member of Keep Greene Beautiful, past volunteer teacher for Junior Achievement, and as past treasurer of the Niswonger Performing Arts Center, past treasurer for the EastView Greeneville Schools in Action, and past treasurer for David Crum for Greene County Mayor campaign.

Dr. Freeman says her greatest honor in life has been to be the mother of her three children: her daughter, Ainsley, age 13, her son, Colby, age 12, and her daughter, McKinley, age 8. In her spare time she enjoys playing with her kids, running, a good morning cup of coffee, and time with family and friends. She also feels especially blessed when she gets to hear back from former students about their life adventures and successes!!!

Faculty Accomplishments

Kathryn Jones, Ph.D.:

- She has recently been to the Allied Academies Spring 2014 International Conference in Nashville, where she presented "Strategic Thinking: A Neglected Perspective".
- Dr. Jones has also presented "Online Course Delivery: Reflections & Insights" at the 2nd Annual Interdisciplinary Symposium: Entrepreneurship in Higher Education in South Carolina on March 13, 2015.

Jack McCann, Ph.D.:

- Congratulations to Dr. McCann for obtaining the HR Certification Institute's Professional in Human Resources Exam (PHR) in December 2014. He also earned a certificate of completion in February 2015 for the course, "An Overview of Employment Liabilities".
- In January, he toured the Phoenix Closure Plant in Newport, TN, with Steve Hutson, Plant Manager, and one of our current GPS students graduating with his bachelor's degree in May 2015. He viewed all of the manufacturing operations and training facilities on site and discussed what the School of Business could offer them regarding supervisory and leadership training.
- He attended the presentation by Craig Lindvahl on January 21 at Appalachian Federal Credit Union in Gray, TN, to discuss the program that he runs, and to determine which school systems within the region may be interested in such a program. Craig runs an organization called Creating Entrepreneurial Opportunities http://www.effinghamceo.com). The mission of the program is to take interested High School seniors and run them through a yearlong laboratory on starting and running a business. The intent is to introduce students to the option of entrepreneurship as a profession.
- ◆ Participated in the Tennessee Valley Corridor Summit at the Kingsport Chamber of Commerce. He joined Congressman Phil Roe and ETSU President Dr. Brian Noland for a discussion about supporting the Tennessee Valley Corridor National Summit on the campus of ETSU May 27-28, 2015. The mission of the TVC is to support federal missions in the 10 Congressional Districts in Middle and East Tennessee, Southwest Virginia, Eastern Kentucky, Western North Carolina and North Alabama; and to leverage these investments for private sector job growth. The 2015 Summit marks the 20th anniversary of the TVC and brings together more than 500 government, business, academic and community leaders to hear from members of Congress, corporate leaders, economic development officials and representatives from NASA's Marshall Space Flight Center, Oak Ridge National Laboratory, Oak Ridge National Security Complex, Department of Defense, Tennessee Valley Authority and many more.
- ♦ In March, Dr. McCann will attend the Society for Advancement of Management 2015 International Business Conference entitled "Advancing Management: The Employee, Ethics, and Global Confidence", Where he will also present two papers as a co-author of: "Leadership Styles and Collegiate Soccer Coaching Success," and "Factors influencing Business Intelligence System use in decision making and organizational performance".
- Dr. McCann will also be attending the quarterly KY Governor's Commission on Small Business Advocacy Meeting in Frankfort, KY, Department of Economic Development, as one of two representatives from the 5th Congressional District.



In memory of John George Kosmak

John George Kosmak, a retired United States Air Force Master Sergeant, Adjunct College Professor and Alum at Tusculum College, United States Postal Service Letter Carrier for Kingsport, longtime ham radio operator, and a follower of Christ passed away January 7, 2015, at Vanderbilt Medical Center in Nashville, Tennessee at the age of 61. He resided in Gray, Tennessee. He was diagnosed with AML Leukemia in December 2014. Our condolences go out to his family.

Online condolences may be shared through www.tetrickfuneralhome.com.