Sales Leadership students mix and mingle with corporate leaders

For students in DePaul University’s Sales Leadership classes, learning how to network with business leaders is not only good business practice, it is a requirement.

Each quarter since 2005, the Center for Sales Leadership has invited human resource and sales representatives from its corporate partners to network with students during an informal reception.

Tyler Schultz, a sales representative in 3M’s Building and Commercial Services Division, has attended several of the receptions.

“The mixers are a perfect fit for us, as we’re always looking for ways to recruit the best and brightest young talent,” says Schultz.

“We find that students majoring in sales have a head start when they join our workforce, and DePaul’s Sales Leadership program produces graduates with a great base of knowledge.”

Schultz and 3M colleagues also have visited Sales Leadership classes to present the 3M internship program and have contributed to the development of the sales leadership curriculum.

“With our partners’ help, DePaul is fulfilling our promise to provide the best practical education to our students,” says Sarah Laggos (LAS ’05, MS ’07), the center’s manager of corporate relations. “We are pleased to connect our students with corporations nationwide.”

One of the largest sales education programs in the country, DePaul’s Center for Sales Leadership partners with the business community by providing sales research, annual symposiums, speakers for business functions, sales education and training, and customized consulting for a wide range of national and international clients.

salesleadershipcenter.com
Outsourcing successfully requires long-term strategy, says DePaul expert

Recently, the Academy of Management awarded its prestigious Best Paper Award to Bin Jiang, assistant professor of management at DePaul University, for an article he wrote examining how outsourcing effects Japanese companies’ value. Jiang and his co-authors, fellow DePaul professors James A. Belohlav and Scott T. Young, donated the $2,500 cash prize to victims of the recent earthquake in China.

Q: What role does outsourcing play in business?
Jiang: Outsourcing is an important issue in Chicago, as the local manufacturing base has largely been outsourced. It’s not a question of whether outsourcing is good or bad; outsourcing is an economic necessity. To survive, companies have to outsource. If a company doesn’t take advantage of the cost savings of using a vendor, its competitors will.

Q: What do managers need to consider when outsourcing?
Jiang: Outsourcing is a second chance to use the resources that have been released by sending processes outside of the company. Managers need to consider where their company can make a sustainable investment over the long term. They should also carefully think about what kind of outsourcing contracts they sign, how much to outsource, and how to protect against today’s vendor from becoming tomorrow’s competitor.

E-mail Jiang at bjiang@depaul.edu for more information or to partner with him on outsourcing and supply chain management research.
DePaul establishes new School of Hospitality Leadership

DePaul University is establishing a new School of Hospitality Leadership with the support of a $7.5 million gift — the university’s second largest private donation ever — from the Conrad N. Hilton Foundation. The school will help address the hospitality industry’s growing need for highly educated, diverse management.

Based in DePaul’s College of Commerce, the school will offer a bachelor’s degree in hospitality leadership beginning in fall 2009 to prepare students for management roles at hotels, restaurants, convention and tourism ventures, spas and related leisure industries.

The program will address a growing shortage of qualified, skilled employees and a significant lack of diversity among hospitality managers, as well as provide educational opportunities for qualified Chicago hospitality workers desiring to enter management but lacking the educational background.

“We are pleased to support DePaul University in launching this innovative hospitality leadership program in a sector known for creating employment opportunities for all, especially given the foundation’s legacy in this industry,” says Edmund J. Cain, vice president, grant programs for the Conrad N. Hilton Foundation.

“The foundation hopes that its challenge grant will motivate others, particularly those from the hotel and restaurant sector, to support this important endeavor.”

DePaul plans to add graduate degrees, continuing education programs and a research center at the school.

DePaul welcomes six new trustees

DePaul University welcomed six members to its board of trustees in late 2008, including five noted corporate leaders and a Vincentian priest with expertise in science and ethics.

“DePaul University is fortunate to attract such high-quality leaders to serve on its Board of Trustees,” says the Rev. Dennis H. Holtschneider, C.M., president of DePaul.

“I am confident that DePaul will benefit greatly from their recognized experience and proven track records.”

The new members are Harry J. Harczak Jr., former executive vice president at CDW Corp.; Gerald A. Beeson, chief operating officer of Citadel Investment Group LLC; Patrick Moore, chairman and CEO of Smurfit-Stone Container Corp.; Richard Hanson, principal and founder of Mesa Development LLC; Dia S. Weil, one of the founders of Airfone; and the Rev. Richard Benson, C.M., the academic dean and an assistant professor at St. John’s Seminary.

DePaul welcomes six new trustees

DePaul University welcomed six members to its board of trustees in late 2008, including five noted corporate leaders and a Vincentian priest with expertise in science and ethics.

“DePaul University is fortunate to attract such high-quality leaders to serve on its Board of Trustees,” says the Rev. Dennis H. Holtschneider, C.M., president of DePaul.

“I am confident that DePaul will benefit greatly from their recognized experience and proven track records.”

The new members are Harry J. Harczak Jr., former executive vice president at CDW Corp.; Gerald A. Beeson, chief operating officer of Citadel Investment Group LLC; Patrick Moore, chairman and CEO of Smurfit-Stone Container Corp.; Richard Hanson, principal and founder of Mesa Development LLC; Dia S. Weil, one of the founders of Airfone; and the Rev. Richard Benson, C.M., the academic dean and an assistant professor at St. John’s Seminary.

DePaul welcomes six new trustees

DePaul University welcomed six members to its board of trustees in late 2008, including five noted corporate leaders and a Vincentian priest with expertise in science and ethics.

“DePaul University is fortunate to attract such high-quality leaders to serve on its Board of Trustees,” says the Rev. Dennis H. Holtschneider, C.M., president of DePaul.

“I am confident that DePaul will benefit greatly from their recognized experience and proven track records.”

The new members are Harry J. Harczak Jr., former executive vice president at CDW Corp.; Gerald A. Beeson, chief operating officer of Citadel Investment Group LLC; Patrick Moore, chairman and CEO of Smurfit-Stone Container Corp.; Richard Hanson, principal and founder of Mesa Development LLC; Dia S. Weil, one of the founders of Airfone; and the Rev. Richard Benson, C.M., the academic dean and an assistant professor at St. John’s Seminary.

DePaul welcomes six new trustees

DePaul University welcomed six members to its board of trustees in late 2008, including five noted corporate leaders and a Vincentian priest with expertise in science and ethics.

“DePaul University is fortunate to attract such high-quality leaders to serve on its Board of Trustees,” says the Rev. Dennis H. Holtschneider, C.M., president of DePaul.

“I am confident that DePaul will benefit greatly from their recognized experience and proven track records.”

The new members are Harry J. Harczak Jr., former executive vice president at CDW Corp.; Gerald A. Beeson, chief operating officer of Citadel Investment Group LLC; Patrick Moore, chairman and CEO of Smurfit-Stone Container Corp.; Richard Hanson, principal and founder of Mesa Development LLC; Dia S. Weil, one of the founders of Airfone; and the Rev. Richard Benson, C.M., the academic dean and an assistant professor at St. John’s Seminary.

DePaul welcomes six new trustees

DePaul University welcomed six members to its board of trustees in late 2008, including five noted corporate leaders and a Vincentian priest with expertise in science and ethics.

“DePaul University is fortunate to attract such high-quality leaders to serve on its Board of Trustees,” says the Rev. Dennis H. Holtschneider, C.M., president of DePaul.

“I am confident that DePaul will benefit greatly from their recognized experience and proven track records.”

The new members are Harry J. Harczak Jr., former executive vice president at CDW Corp.; Gerald A. Beeson, chief operating officer of Citadel Investment Group LLC; Patrick Moore, chairman and CEO of Smurfit-Stone Container Corp.; Richard Hanson, principal and founder of Mesa Development LLC; Dia S. Weil, one of the founders of Airfone; and the Rev. Richard Benson, C.M., the academic dean and an assistant professor at St. John’s Seminary.

DePaul welcomes six new trustees

DePaul University welcomed six members to its board of trustees in late 2008, including five noted corporate leaders and a Vincentian priest with expertise in science and ethics.

“DePaul University is fortunate to attract such high-quality leaders to serve on its Board of Trustees,” says the Rev. Dennis H. Holtschneider, C.M., president of DePaul.

“I am confident that DePaul will benefit greatly from their recognized experience and proven track records.”

The new members are Harry J. Harczak Jr., former executive vice president at CDW Corp.; Gerald A. Beeson, chief operating officer of Citadel Investment Group LLC; Patrick Moore, chairman and CEO of Smurfit-Stone Container Corp.; Richard Hanson, principal and founder of Mesa Development LLC; Dia S. Weil, one of the founders of Airfone; and the Rev. Richard Benson, C.M., the academic dean and an assistant professor at St. John’s Seminary.

DePaul welcomes six new trustees

DePaul University welcomed six members to its board of trustees in late 2008, including five noted corporate leaders and a Vincentian priest with expertise in science and ethics.

“DePaul University is fortunate to attract such high-quality leaders to serve on its Board of Trustees,” says the Rev. Dennis H. Holtschneider, C.M., president of DePaul.

“I am confident that DePaul will benefit greatly from their recognized experience and proven track records.”

The new members are Harry J. Harczak Jr., former executive vice president at CDW Corp.; Gerald A. Beeson, chief operating officer of Citadel Investment Group LLC; Patrick Moore, chairman and CEO of Smurfit-Stone Container Corp.; Richard Hanson, principal and founder of Mesa Development LLC; Dia S. Weil, one of the founders of Airfone; and the Rev. Richard Benson, C.M., the academic dean and an assistant professor at St. John’s Seminary.
Workplace design sparks business innovation

Configuring the workplace to promote collaboration, communication and innovation is a necessity in today’s business environment, say the speakers at “Innovate 2008: Designing the Innovative Workplace,” a conference of the Center for Creativity and Innovation in DePaul’s College of Commerce.

“We believe that the path to business growth begins with innovation,” says David Schmahl, senior director of the SmithBucklin Innovation Center. “To be successful, innovation cannot be yet another corporate initiative. It has to be integral to how an organization is designed and operated.”

In 2007, SmithBucklin, an employee-owned association management company based in Chicago, created the SmithBucklin Innovation Center to provide clients with the processes and tools needed to develop new products and services. SmithBucklin also partners with DePaul University and other universities to connect with the latest in innovative practice and thought.

Similarly, more than two years ago, Trustmark Companies launched its Renaissance effort to revitalize the 95-year-old firm.

“Trustmark’s Renaissance initiatives are helping change the company culture and how we think,” says Ron Watt (MBA ’95), second vice president, New Growth Ventures, at the Lake Forest, Ill.-based company. “Through the effort, Trustmark employees were challenged to think differently and were provided new and unique work environments to brainstorm ideas. Due to these initiatives, we have enjoyed a huge influx of ideas from our employees.”

Trustmark has implemented several of the ideas, including piloting a call center that has increased client satisfaction.

DePaul’s Center for Creativity and Innovation teaches individuals, teams and organizations innovative strategies and tools for breakthrough thinking, and hosts a variety of programs and events.

“Trustmark’s Renaissance initiatives are helping change the company culture and how we think,” says Ron Watt (MBA ’95), second vice president, New Growth Ventures, at the Lake Forest, Ill.-based company. “Through the effort, Trustmark employees were challenged to think differently and were provided new and unique work environments to brainstorm ideas. Due to these initiatives, we have enjoyed a huge influx of ideas from our employees.”

DePaul’s Center for Creativity and Innovation teaches individuals, teams and organizations innovative strategies and tools for breakthrough thinking, and hosts a variety of programs and events.

Source: Lisa Gundry, professor of management and director of DePaul’s Center for Creativity and Innovation

**TIPS FOR FOSTERING INNOVATION**

1. Ensure support from leadership.
2. Develop a strategy and process for innovation.
3. Empower all employees to search for opportunities, submit ideas and implement solutions.
4. Create a space for innovation — physical or cultural.
5. Find the intersections between work and outside passions to spark creativity.
6. Promote collaboration among teams.
7. Implement at least one innovative tool — from how teams work together to how meetings are conducted — to begin to create a culture of innovation.

Source: Lisa Gundry, professor of management and director of DePaul’s Center for Creativity and Innovation
Arts education professor recognized for his innovation

Jim Duignan, associate professor of visual arts in DePaul University’s School of Education and director of the Stockyard Institute, was one of eight Chicago artists who received a 2008 Artadia Award. Selected from a record 654 applications, Duignan receives a $15,000 monetary award and lifetime access to Artadia’s national network of support.

Through this prestigious award, Artadia: The Fund for Art and Dialogue seeks to encourage innovative artistic practice and meaningful dialogue across the United States.

Duignan founded the Stockyard Institute in 1995 to provide opportunities for collaborative art projects with youth, teachers, artists and residents in underserved Chicago communities. Since its inception, the Stockyard Institute has connected with more than 2,000 students and exhibited projects locally and around the world.

DePaul ranked among ‘Best Schools for Entrepreneurs’

DePaul University’s graduate entrepreneurship program ranked second in the nation and its undergraduate entrepreneur education placed seventh in the 2008 Entrepreneur magazine/Princeton Review’s annual “Best Schools for Entrepreneurs” rankings.

“DePaul’s rankings are a tribute to the academic excellence of the program and the quality of our faculty,” says Harold Welsch, Coleman Entrepreneurship Chair at DePaul, who founded the program. “Using their education and start-up experiences, faculty members help students look to the future and identify viable business opportunities. They share their experiences with the students willingly and with great enthusiasm.”

DePaul graduates first class in Kenya

The first 14 students graduated in December from a DePaul University program in Nairobi, Kenya, designed to help graduates assume leadership and management roles in their African religious communities and social service organizations.

Students in the 18-month program earned DePaul bachelor’s degrees through a collaborative academic partnership with Tangaza College.

“This program truly speaks to the heart of DePaul’s mission and addresses a tremendous need for higher education for adult learners in Africa,” says Program Director Derise Tolliver. “We’re trying to make this effort something that will be mutually beneficial, while enriching their lives.”

DePaul sees record enrollment

DePaul became the eighth largest private university in the United States with a record 24,300 students, according to fall 2008 enrollment figures.

Successful new programs continue to be key to enrollment growth at DePaul. Last year’s launch of the College of Communication, formerly a department in the College of Liberal Arts and Sciences, and the newly renamed and restructured College of Computing and Digital Media both have spurred greater interest and applications at the undergraduate and graduate levels.

Gains in the number of transfer and out-of-state students also helped increase enrollment. With the growth, DePaul maintains its commitment to diversity. Minority students make up approximately 30 percent of the new freshman class.
Law institute receives $5.1 million for new programs in Iraq

The International Human Rights Law Institute (IHRLI) at the DePaul University College of Law received $5.1 million in new grants for projects to fund human rights and education programs in Iraq.

The grants were awarded by the Bureau of Human Rights Labor and Democracy and the Office of International Women’s Issues of the U.S. Department of State.

“We are pleased to receive such substantial funding because it allows us to make a positive difference in a country at an important transitional moment,” says Charles E. Tucker Jr. (JD ’82), executive director of the institute.

The first initiative provides training and capacity building to local human rights groups. The program will help these organizations improve their human rights documentation and analysis skills to develop a network of professional human rights defenders throughout Iraq.

A second program offers support for education reform in a number of Iraqi law schools, including Salahaddin University in Irbil, the University of Kufa and the University of Babil, both located in Hilla. The program will help create new courses on international human rights and global legal issues; integrate participatory education into Iraqi law schools; improve libraries and legal research; host national conferences, and prepare and publish material on human rights, rule of law and transitional justice issues.

The final project will empower young Iraqi women to become leaders through capacity building, trainings and educational programs.

IHRLI has worked in Iraq since 2004 on human rights training, post-conflict justice programs and large-scale human rights violation documentation.