A Message from the Director
Dr. Peter Hoefer
Associate Dean and Director of Graduate Programs

I want to use this space to briefly comment on the tragedy of September 11th. If there is anything Pace may do to help those affected by the disaster, whether it concerns academic issues, career services or professional counseling, please let us know. We admire the commitment our students have made to learning, and we, in turn, are committed to helping you meet your educational goals.

As we move forward, there are some exciting developments we would like to highlight. In particular, we are happy to announce that the new Lubin Graduate Catalogue will soon be available. In it you will notice four newly accredited programs; an MS in Personal Financial Planning (MS in PFP), an MS in Accounting Information Systems (MS in AIS), an MBA in Entrepreneurial Studies and an MBA in e.Business.

As with all new programs, the number of course offerings will build with time, so look for them in next semester’s class schedule. If you have an interest in any of these programs, please contact the Office of Graduate Academic Advisement and Student Development or the associated department (Marketing for e.Business and Management for Entrepreneurial Studies.)

Also new this semester is the “web-assisted core.” In your class schedule you will notice that we have scheduled one web enhanced section of each of the 500-level foundation core courses. We spent a significant amount of time training faculty to present the core material in a project-oriented format that maintains the learning outcomes of our traditional core courses. As a result, the new web assisted core courses require approximately seven face-to-face class sessions instead of the usual fourteen. In between sessions, learning is facilitated using Blackboard courseware. If you are comfortable with technology and have a good internet connection, you may want to explore this new learning style.

Best wishes to you all for a successful semester.

update your info
In light of recent events, some of your personal and professional contact information may have changed. If so, please take a moment to complete a Change of Address form found in the front of the class schedule and return it to the SARS office.

You can also make this change online via the Student Information System.

We appreciate your help in keeping our records up-to-date.

BOOKMARK IT!
The Director’s Newsletter Goes ONLINE

In the future, the Director’s Newsletter will be published on the Office of Graduate Academic Advisement and Student Development’s website at www.pace.edu/lubin/advisement/main.htm (select Director’s Newsletter from the menu on the left.) Next semester, instead of receiving a paper issue of the newsletter, you will receive a postcard reminding you to visit the website for the latest issue.

We hope you will find the new version to be even more helpful. It will feature relevant internet links and will be updated constantly. Also, back issues of the newsletter will be available for easy reference.

Now your source for the latest information about the Lubin School of Business

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Proficiency Examination Guidelines
2002

Applications for Examination are available at the Office of Graduate Academic Advisement and Student Development (OGAASD).
(212)346-1984 NYC
(914) 422-4188 WP

New York *
Saturday, February 23, 2002
Saturday, June 8, 2002

* These dates (only on the NY Campus) do not apply for BUS 041: Computer Applications. Please call for specific date.

White Plains
Saturday, February 23, 2002
Saturday, June 8, 2002

The proficiency exam for BUS 043: Business Writing is only offered during Orientation. Please contact the OGAASD for the specific date and time.

Preliminary Skills courses/proficiency examinations must be completed within your first academic year. If you do not pass an exam, you are required to take the corresponding course for degree completion.

Eligibility:
Any currently enrolled graduate student who did not receive waiver based on transcript evaluation is eligible. Please note that an exam may be taken only once. Students may not retake any exam.

Grading:
All examinations are graded on a pass/fail basis. Results are mailed to students approximately six to eight weeks after the exam date. Results will not be given over the phone.

Cost:
Each exam is $60 and the fee must be paid at the Student Accounts and Registrar Services Office (SARS). The paid application must be submitted to the OGAASD.

Buy the Book: www.pacetextbooks.com

The Computer Society at Pace University recently launched an online textbook marketplace known as www.pacetextbooks.com. Modeled after the popular internet auction site, eBay, the site allows anyone to search for the perfect textbook by department, class, ISBN, book title, or price.

The process seems relatively simple. Once you find the right book, you call or email the seller to express your interest. Unfortunately, www.pacetextbooks.com does not yet offer an electronic bidding feature, so it is up to you to negotiate a price. If a sale is agreed upon, it is the responsibility of the parties involved to coordinate the transfer of the book(s) and arrange payment.

Students can also offer books for sale. To do so, just register with the site by providing your name, email address, a login and a password. Once you have registered, you may create ads for any book you wish to sell. It is your responsibility to update these ads accordingly and remove them when a transaction has been completed.

Although the site does not yet provide a forum for rating buyers and sellers, it does offer a sophisticated search engine and has many listings. Best of all, www.pacetextbooks.com is FREE! While the Office of Graduate Academic Advisement and Student Development does not endorse this service, since we have no experience in using it, we would be interested in hearing feedback from any students who give it a try. Please email us at gradadviseny@pace.edu or gradadvisewp@pace.

Spring Class Schedule Changes

MKT 680S Seminar in Sports Marketing CRN 49963 will meet on TUESDAY, not Wednesday nights.

MKT 681 International Marketing CRN 48556 will meet on THURSDAY, not Wednesday nights.
The Mid-Atlantic Club of New York City

Luncheon Program for Fall 2001

The Mid-Atlantic Club is a network of professionals in the global business, political, financial, and academic worlds. The Club hosts speakers at exclusive luncheons organized once a month, and Professor Stephen Blank serves as its President.

Four spaces at the final luncheon are open to Lubin graduate students at a reduced price of $10 (the normal fee is $50). Therefore, seats will be filled on a first come, first served basis. This is an excellent opportunity to meet and interact with scholars and experts, thereby increasing your network in the corporate world.

Please contact Kelly Butler of the Office of Graduate Academic Advisement and Student Development at kbutler@pace.edu if you are interested in attending.

The luncheon will be held at the Yale Club: 50 Vanderbilt Avenue, directly next to Grand Central Terminal.

December 20
“Africa Today”
Jean Herskovitz
Professor at SUNY/Purchase

Lubin in the News

Part-time MBA 2nd in NYC & 11th Nationwide!

U.S. News & World Report’s “America’s Best Graduate Schools 2002” survey has ranked our part-time MBA program 11th in the nation. The Lubin School was also honored as the #2 part-time MBA program in New York City!

We congratulate all of the students, staff, alumni and faculty on this incredible achievement.

e.MBA 11th in the Nation!

According to the October 15, 2001 issue of US News & World Report, the Lubin School of Business e.MBA program is now amongst the country’s best. The magazine surveyed approximately 2,000 institutions and honored Pace University with an 11th place ranking. Congratulations to our e.MBA faculty and students!

A Letter from the Graduate Student Relations Committee

The incidents from September 11 have impacted all of us. Our sympathies go out to all who have been affected. In order to understand your needs and make your experience at Lubin worthwhile, the members of the Graduate Student Relations Committee (a committee in the Lubin Faculty Council) would like to hear from you. To ensure a system of open communication, please email us at gradadviseny@pace.edu with any concerns, comments or questions that you may have.

We will be holding ‘coffee and cookies’ events later this semester that will give you the opportunity to get to know your fellow students and faculty in an informal setting. Please be on the look out for announcements (flyers and on the Lubin Graduate Advisement website) that will shortly follow this newsletter. We would also like you to participate in an online survey that will soon appear on the Graduate Advisement website. Your feedback on how to improve the learning experience at Lubin is very valuable to us.

Communicate with us so we can serve you better.

Kaustav Sen

Registration Reminders!

Spring 2002 Semester begins:
Jan. 22

Online/Telephone registration:
Nov. 12–Jan. 10*; Jan. 11–13**

In-person registration:
Jan. 14-19***

University Closed:
Jan. 21

In-person registration with $100 late fee:
Jan. 22-29***

* Payment must be received by Jan. 10
** Payment must be received 48 hours after registration
*** Payment must be received the day of registration
International Field Study Trips

FIN 680 K  International Finance and Markets
Trip to Kiev
Faculty Members: Prof. J. Zuk and Dr. R. Filante
Tentative Trip Date: March 10-16, 2002
CRN: 49972

Course Description: This course will consist of lectures and a field trip to be announced. The course will discuss the various financial institutions, particularly the investment banking industry, and the various equity and derivative exchanges. Particular emphasis will be placed on contrasting these institutions with their counterparts in the United States. Topics will include the implications of the Euro and European monetary integration.

INB 670A  Asian Business Strategies Trip to Shanghai & Hong Kong
Faculty Member: Dr. R. Girasa
Tentative Trip Date: May 21-30, 2002
CRN: 42705

Course Description: This course will analyze the recent economic history of China with particular emphasis on the often-discussed subject of business convergence between the overseas Chinese around the world and Mainland in China. How companies should prepare for future economic activity in China will also be explored. In addition to academic readings and the field trip, students will be asked to prepare term papers on a subject involving the future of China.

INB 670E  European Business Strategies Trip to Copenhagen & Stockholm
Faculty Members: Dr. H. Ghersin, and TBA
Tentative Trip Date: May 21-29, 2002
CRN: 51197

Course Description: A study of the effect of the Euro and cultural changes on Scandinavian Integration, with a particular focus on Danish and Swedish "change management" strategies in a cross cultural setting. The students will have the opportunity to meet with business leaders and strategists.

MAR 680N  Impact of NAFTA on Pan-American Marketing Strategies Trip to Montreal, Canada
Faculty Members: Dr. P. Gopalakrishna
Tentative Trip Date: May 21-24, 2002
CRN: 51816

Course Description: This course will consist of lectures, case discussions and a field trip to Montreal. The students will have a unique opportunity to develop a better understanding of the impact NAFTA has on corporations operation in the Pan-American region.

NEW CLASS FOR SPRING 2002!
MGT 678 Business Plan Development
CRN#: 51572  Tuesday 5:35 – 8:15PM  NYC  Professor Jorge Pinto

Whether you are completing your MBA, working for a corporation or starting your own business, this hands-on course, offering intensive interaction with investment bankers, venture capitalists and thriving business owners will prepare you for success.

This skill-building course will help students understand all planning and organizational details necessary for a new venture inside an existing company or for launching a new company. Each student will focus on their own business concept and the research necessary to support that concept. Documentation of research and building a formal business plan will be key components of this course including use of relevant business planning software. Students will also examine the research and business plans of others as a means of critically evaluating their own requirements and research. This course has a multi-disciplinary approach, bringing together managerial skills, finance, marketing and technology.

For further information please contact Yana Karalnik at (212) 346-1973 or ykaralnik@pace.edu, or drop by room W-466.