# Department of Management and Marketing Newsletter

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# Fall 2016

## In this issue:

Leadership Institute page 1
31st Annual Association of IT Professionals Region 3 2016 Collegiate Conference page 2
COBA Alumni Career Panels page 2
Supply Chain Management ACE Course page 2
Academic Community Engagement (ACE)page 3
APICS Students Learning page 3
Global Shop Solutions! page 3
Research Opportunities with ACE Courses page 4
Networking page 4
Pentair Oil & Gas Separations Division page 4
Project Management Institute (PMI) and PMI Toastmaster's The Woodlands Venue page 5
Tailgating 101 page 5
Faculty Accomplishments page 6

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# Leadership Institute Meeting 2016 – North America: Developing Project Management Leadership and Academic Outreach

The Project Management Institute Houston (PMIH) invited Dr. Janis Warner. PMIH The Woodlands Venue Director, to join the Houston board members and 1100 other PMI



leaders at the annual Leadership Institute Meeting (LIM) being held this year in San Diego. The purpose of the conference was to inform, teach, support and provide a venue for sharing best practices for the PMI leadership in the areas of Academic Outreach, Leadership Development, Marketing and Communications, Professional Development, Volunteer Engagement, PMI Updates, Tools and Resources, Financial Management, Membership and Association Governance.

Dr. Warner was able to attend the Academic track which was "... intended to give an overview of various PMI resources to help chapters with their academic outreach efforts and also to showcase successful chapter outreach programs". Supporting resources highlighted and success stories showcasing academic outreach included:

- PMITeach.org A free website which is "A unique academic and research resource for faculty and scholars".
- The development of an Academic Forum by California Central Valley Chapter
- A case study by the PMI Central Iowa Chapter: "How Partnering with a Local University Can Yield Community Volunteer Benefits".
- Poland chapter's summer camp for

grade schoolers to learn project management

• St, Louis chapter developing a high school project demonstrating and practicing project management skills for life.

During the conference the PMI Houston board discussed their desire to develop an academic outreach with SHSU being the lead school which would build on the partnership already in place.

This year's keynote speaker was Simon Sinek, "Renowned Leadership Expert and Best-Selling Author", with his presentation titled "Leaders Eat Last: Why Some Teams Come Together and Others Don't" highlighting thoughts from his similarly title New York Times bestselling book. The presentation highlighted many of the topics covered in the book including the vision presented in the foreword "... to create a new generation of men and women who understand that an organization's success or failure is based on leadership excellence and not managerial acumen." The idea that leaders should understand that "employees are people too" and have a need to feel safe was a main theme of the keynote speech.

If you have any interest in the area of academic outreach with PMI or questions about project management resources please contact Dr. Janis Warner. **V** 

# "Amarillo by Morning"—31st Annual Association of IT Professionals Region 3 2016 Collegiate Conference

Five students driving to Amarillo actually arrived in "Amarillo by morning" on October 21st in time to network and enter contests at the 31st Annual AITP Region 3 Collegiate Conference. The region includes six states-Texas, Arkansas, New Mexico, Louisiana, Oklahoma, Alabama. The professionals and faculty in this region are dedicated to supporting students having offered the conference for 31 years, with the 2011 conference having been held at Sam Houston State University. This year the conference was comprised of 153 students from the six states participating in 9 contests. The nine contests were Microsoft Office Solutions, C# Programming, CyberSecurity, Database Design, Java Programming, Mobile Applications, Network Design, PC Troubleshooting, and Systems Analysis and Design.

Congratulations to our SHSU team of Diana Aguilar and Nhi Do which placed 3rd in the MS Office Solutions contest out of 79 participants, 41 teams from 17 colleges/ universities!

The Microsoft Office Solutions contest consists of using MS Office applications -Access, Excel, Word and Powerpoint to solve a real business problem. The contestants are given a problem statement and data for analysis and problem solving. They are required to complete an analysis and supporting documentation which is used to develop a

recommendation and solution in the form of a presentation that would be suitable

to the president of any Fortune 500 company.▼

Ссялон

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Professionals

(I to r) Dr. Janis Warner, Faculty Advisor; students: Nhi Do, Christian

Darthard, Martha Herrera, Breuna Williams, Diana Aguilar

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# **COBA Alumni Career Panels**

The College of Business Administration hosts a COBA Alumni Career Panel for our students each semester. Students have encouraged the administration to continue these events after attending the panels last semester. Dean Muesham has been committed to providing opportunities such as these for our students to engage with our alumni.

€ uCertify

Each semester there are two panels and the students may attend either one of them. Both of the panels cover the same material and have panelists from a variety of professions. We offer multiple panels to allow easier interaction with the panelists and to give our students a greater chance to have their questions addressed.

In addition, students are offered additional opportunities to speak with the panelists. Following the panels, COBA hosts a cookout. All faculty, staff and students are invited to attend the cookout.

The COBA Career panels provide a great opportunity for our students to enhance their professional development and learn from our alumni.

◄ Dr. Aneika Simmons (standing) served as a moderator for both the Spring and Fall 2016 COBA Alumni Career Panel panels. ▼

# **Supply Chain Management ACE Course**

Chris Sower, Vice President of Supply Chain at Nalco Champion sponsored a ACE project for MGMT 4360 (Supply Chain Management). A student team consulted with Nalco Champion on a business problem of consolidating \$80 million of Truckload (TL) and Less-than-Truckload (LTL) shipments. Transportation data of 26,000 TL and LTL lanes along with costs and demands was provided to the team in an excel document. The project required the students to apply their excel pivot table skills, quantitative reasoning and supply chain concepts to analyze the data and make recommendations for cost saving. The team worked with Mr. Sower and a senior supply chain analyst via regular skype sessions. The senior supply chain analyst attended the end of semester project presentations and acted as a judge, evaluating the quality of the recommendations and provided feedback to the students.



# Embracing the Power of Engaged Learning! Academic Community Engagement (ACE)

Academic Community Engagement (ACE) is a teaching method that combines academic instruction with community engagement. There are numerous benefits to using the ACE teaching pedagogy. The ACE initiative allows students to enhance their learning experience with hands on practice using the skills and knowledge acquired in the classroom. Students are presented with challenges that require them to apply what they have learned in a real life situation. ACE gives students an opportunity to build communication, presentation, and in some cases leadership and team skills. The community benefits from having an improved product, service or work processes that increase the efficiency of their organization. Faculty benefits include having an additional method to reinforce learning, recognition for service, efforts rewarded in the faculty evaluation system and possibly research opportunities.

The process of getting your course ACE designated is fairly easy and only takes a few minutes. A major change to the process is the deadline for applying for the ACE designation is no longer a specific date. You can apply anytime, even midway through the course. For more information and to obtain the application go to the Academic Community Engagement website; accessible by clicking on fast links on the SHSU home page. You can also contact your ACE coordinator for COBA.

—Jerrine G. Baker (<u>jgb021@shsu.</u> <u>edu</u>), COBA Academic Engagement Coordinator.▼

# APICS Students Learning About Several Texas Companies

The APICS (American Production and Inventory Control Society) student chapter has been busy this fall. Since the semester began, the students have hosted two speakers and toured Pentair in Conroe, TX. The student chapter kicked off the semester with a speaker from National Oilwell Varco (NOV).



Amber Godwin, an operations manager, discussed her role at NOV and explained how the company has changed throughout the years. As a Sam Houston State University alumnus, Mrs. Godwin also offered advice on how to transition from being a student to industry professional. Then in October, the students invited Grant McKenzie, a fluid engineer from Baker Hughes. He discussed the difficulty of forecasting and procuring raw materials when stationed on an oil platform in the North Sea. Most recently, APICS visited Pentair with students from the Association of Information Technology Professionals (AITP). Pentair is a water, fluid, thermal management company in Conroe, TX.

Looking forward, the students plan to compete in case competitions here in Texas and California. During the actual case competitions, students leverage operations and supply chain management concepts as they simulate running a business. The members take on different supply chain management positions (e.g. purchasing, logistics) and implement a strategy to maximize return on investment (ROI). At the end of case competition, the students give a presentation explaining the strategy used throughout the simulation. In the past few years, two teams of Sam Houston students have traveled to California to compete in the APICS West Coast Case Competition.

# Celebration Time! Global Shop Solutions Values Sam Grads and Supports Our Current Students!

Global Shop Solutions (GSS), an Enterprise Resource Planning application and consulting services company located in The Woodlands, values Sam grads so much that they have hired 40 Sam grads over the last approximately five years which accounts for about 17% of their workforce. In recognition of this great partnership and to continue building the relationship with Sam Houston, GSS is hosting a celebratory networking event on Nov. 3rd for the Sam grad employees.

About 40 of our top students from the Association of IT Professionals, APICS student chapter, Beta Alpha Psi and Sam Houston Association of Computer Scientists are being invited to the event. Not only will the current students have the chance to gain insight into career building while networking with our successful grads, they can learn about potential internships and job opportunities.

A big thank you goes to Dr. Pam Zelbst and the Center for Technology and Innovation for designing and 3D printing the commemorative pin.

For any information about GSS or the event please contact Dr. Janis Warner (jwarner@shsu.edu), the faculty liaison for the event.▼

# Research Opportunities with ACE Courses: More Reasons to "ACE" Your Courses

Although there are many intrinsic rewards for helping a community partner (e.g. Dr.Sanjay Mehta's article in the M&M newsletter, Spring 2016), ACE courses can also be a source of research opportunities.

Two recent examples are:

Warner, J. and McLerran, K. (2016). El Sombrero: Requirements Determination for business analysis and improvement, *Journal of the International Academy for Case Studies*, accepted 3/2016.

Warner, J. and McLerran, K. (2016). Service Learning Helps MIS Students 'ACE' Soft Skills While Giving Back to the Community: A Framework for Developing Experiential Curriculum. Abstract/Presentation, *47th Decision Sciences Institute Conference*, Austin, Texas, USA.

Some faculty have shied away from incorporating service learning due to the variable nature and additional effort required to successfully integrate the ACE approach into their course curriculum. There are ways to successfully manage these issues while reaping the many benefits for the students, the community partner and the faculty. I welcome your questions about challenges I have faced over the last 11 years of teaching service learning courses and ways to overcome those challenges. —Dr. Janis Warner▼

### Networking

On October 19, 2016, Professor Carla Jones invited her current students to network with 5 of her most dynamic students who are now SHSU alumni. Students were invited to interact with a panel of alumni who have levered their experiences at SHSU to launch their careers.

Most, if not all, of the students in the room either had taken or were taking the Strategic Management Capstone course (MGMT 4390) with Dr. Jones. As such, students could speak to how they have leveraged the experience/ take-away from the class since graduation. In addition, panelists spoke to the importance of developing strong writing skills and networking within their organization.

Over 60 students attended the session. Student engagement with the panelists was remarkable as many current students sought to gain insights regarding potential career paths.

Five dynamic COBA alumni participated in the event:

- Kerry Willrich, Jr., Marketing Director, Texas Children's Hospital (Medical Center)
- Lauren Riddle, HR Manager, VISA
- Adrian Delgado, Manager Trainee, Airgas



Featured speakers: Kerry Willrich, Jr., Lauren Riddle, Adrian Delgado, and Spencer McClure. James Perry is not pictured.

- Spencer McClure, Quality Control, Downhole Drilling Dynamics
- James Perry, 1st year law student at the University of Houston Law School ▼

# Touring a \$6.5 Billion Company — Pentair Oil & Gas Separations Division Welcomes Sam Students to Talk Manufacturing, Management and Career Building

Sam Houston students from the Association of IT Professionals (AITP) and APICS were welcomed in October to the Pentair's campus in Conroe thanks to the connections that Martha Hererra, AITP Student Chapter President, had developed with the management team after working there during summer breaks.

The visit lasted more than three hours as top management, including several Sam alumni, spoke with the students about what Pentair Oil & Gas Separations is,



their unique career paths that lead them to their current position and different approaches to building a career. The students also toured the manufacturing facility learning about the technology, processes and quality control involved in producing efficient, consistent separation products.

Dr. Janis Warner accompanied the students on the tour and Dr. Jason Riley helped coordinate the event.

Thank you, Martha Hererra (second from left, front row)!

# Project Management Institute (PMI) and PMI Toastmaster's The Woodlands Venue Welcome Sam Houston Students, Alumni and Faculty

Did you know that there are three Tuesday evening opportunities a month for students, alumni and faculty to network with experienced professionals, gain industry insight and share expertise at The Woodlands Center?

Over three years ago Sam Houston partnered with PMI to host the monthly PMI Woodlands venue meetings. The meetings bring in speakers in three areas of continuing education—leadership, strategy and technical project management topics which serve as continuing education opportunities for PMI certified professionals. In addition, about one year ago PMI recognized a new Toastmaster's chapter that meets at The Woodlands Center where PMI members can earn continuing education credits while developing their public speaking skills and networking with local professionals.

"We are all project managers as we are continually working on projects, both

personal and professional, formally and informally. The PMI speaker series gives us an opportunity to hear from subject matter experts about ways to be more successful project managers. We would like to share that opportunity with all Sam Houston students, alumni, staff and faculty," offers Venue Director, Dr. Janis Warner. "In addition, the PMI Toastmaster's meetings give attendees examples of different presentation skills and styles, as well as opportunities to practice public speaking in a collegial setting," explains Dr. Warner, a charter member of PMI's The Woodlands Toastmaster's Club.

Recent meeting topics and speakers for the PMI The Woodlands Venue have included:

#### September 2016:

Diana Brown, JD, Asst. Professor, COBA, SHSU



(L to R) Dennis Baldwin, speaker; Dr. Janis Warner, The Woodlands Venue Director; Jim Benvie, VP of Programs.

Project Management Contracts – Legal Issues with Provisions Limiting Liability

#### October 2016:

Charlotte Syna, Senior Project Manager with Shell Trading 60 Hours and Counting! Lessons from a Highly Visible, Complex and (almost) 100% Successful Cutover!

#### PMI meetings:

3rd Tuesday of every month from 6-7 p.m.

#### PMI Toastmaster meetings:

2nd and 4th Tuesday evenings from 6:30-8 p.m.

Please feel free to contact Dr. Janis Warner at jwarner@shsu. edu for more information about attending either meeting or being a presenter.▼



# **Tailgating 101**

Claudia and grandchildren tailgate: from the left, Claudia Davis holding Caroline, Bryan Davis, Sammy Bearkat, Keller Davis, Claudia's grandsons and granddaughter at the tailgate of College of Business, Sat. Oct 15. Homecoming 2016.▼

## **Faculty Accomplishments**

# The Management & Marketing Department is pleased to welcome Carliss Miller, PhD.

Dr. Miller received her PhD degree from the University of Texas at Dallas. Her research interests are: Workplace diversity, leader-follower relationships, and workplace incivility.

Dr. Miller is currently teaching the following courses: Organizational Behavior (MGMT 3320) and Human Resource Management (MGMT 3330 – online).

Her research is as follows:

Randolph-Seng, B., Cogliser, C. C., Randolph, A. F., Scandura, T. A., Miller, C. D., & Smith- Genthôs, K. R. 2016. "Diversity in Leadership: Race in Leader-Member Exchanges." Leadership & Organization Development Journal, 37(6).

Richard, O. C., Su, W., Peng, M.W., & Miller, C. D. 2015. "Do External Diversity Practices Boost Focal Firm Performance? The Case of Supplier Diversity." International Journal of Human Resource Management, 26(17), 2227-2247.

Ford Jr., D. L., & Miller, C. D. 2014. "Leadership and Motivation in Africa and the African Diaspora (LEAD): Summary and Epilog." Canadian Journal of Administrative Sciences, 31(4), 270-279.

#### **Christopher R. Reutzel**

 Dr. Reutzel, along with his co-authors received the 2016 Best Paper and Scholarly Impact Award from the Journal of Management. This dynamic study was authored by Connelly, B.
L., Certo, S. Trevis, Ireland, R. D., and Reutzel, C. R. 2011. Signaling Theory: A Review and Assessment, Journal of Management, 37(1): 39-67.

#### Joe Kavanaugh & Sanjay Metha

 A case written by Joe Kavanaugh and Sanjay Mehta, "Peer Feedback at Stress Engineering Services", won Best Case of Conference – Silver at the October meeting of the North American Case Research Association (NACRA). NACRA is leading case research association in the world.

#### Sanjay Metha

- Sam Houston State University David Payne Excellence in Community Engagement Award (2016) Recipient. This is 1 of 4 awards given annually by SHSU to faculty members that have made significant contributions to the University. The award comes with a \$5,000 check.
- Received the 2016 Federation of Business Disciplines Outstanding Educators Award at the Association of Collegiate Marketing Educators Conference, March 9-12, Oklahoma City, OK. This award is giving to one faculty member (each year) who has contributed most to the Association (since its inception over 30 years ago).

#### Kamphol Wipawayangkool

 In summer 2016, the students in Dr. Kamphol Wipawayangkool's MGIS 3310 Management Information Systems designed and developed a web site for SoakerKoaster, an entrepreneurial venture by MISmajored Jonathan Neal and his colleagues, as a course project under the Academic Community Engagement (ACE) initiative.

#### **Publications:**

- Wipawayangkool, K. and Teng, J. T. C. (2016) Assessing Tacit Knowledge and Sharing Intention: A Knowledge Internalization Perspective. Knowledge and Process Management, 23(3), 194-206. doi: 10.1002/kpm.1505
- Wipawayangkool, K. and Teng, J. T. C. (2016) Paths to Tacit Knowledge Sharing: Knowledge Internalization and Individual-Task-Technology Fit. Knowledge Management Research and Practice, 14(3), 309-318. doi:10.1057/kmrp.2014.33
- Lilly, J., Duffy, J., and Wipawayangkool, K. (forthcoming) The Impact of Ethical Climate on Organizational Trust and the Role of Business Performance: If Business Performance Increases, Does Ethical Climate Still Matter? Journal of Behavioral and Applied Management.
- Lilly, J., Virick, M., and Wipawayangkool, K. (2015) Recency Effects in Justice and Organizational



Citizenship Behavior: The Impact of Coping Style. Journal of Business Strategies, 32(2), 71-109.

#### Stanislaus (Stan) Solomon Presentations:

- Solomon, S., Li, H., Womer, K., and Santos, C. (May 2016) Multi-Period Stochastic Resource
- Planning: A Stylized Application. Production and Operations Management Society Annual Conference, Orlando, Florida (invited presentation)

#### Positions:

- Editorial Board Member, International Journal of Business Research and Management
- Research Consultant, Devott Inc, Tianjin, China, "Methodology to Improve Chinese Outsourcing Vendor Selection Process", Summer 2016

#### Carla D. Jones

#### Publication

 Carmeli, A., Jones, C. D., & Binyamin, G. 2016. Relational underpinning of strategic adaptability: The power of caring and generativity. Journal of Occupational and Organizational Psychology, 89(1): 46-72.