

COMMUNIQUE

INTERNATIONAL BUSINESS

SPRING 2008



IMBA inside

Welcome	2
IMBA Profiles	3
IMBA Around the World	4
Outside the Classroom	6
Alumni Notes	10
Engage	11
AIM Update	12

Welcome!

The Spring 2008 incoming class of graduate IMBA students is an academically gifted group from a wide variety of backgrounds. Join us in welcoming these outstanding individuals as they launch their internationally-focused academic careers at the Daniels College of Business.

Marcus Birney
Brent Carile
Matthew Krebs
William Seitz
Rossaporn Songtanin
Tyler Van Brunt

In addition, we would like to extend our congratulations to the following IMBA alumni who completed their degrees in Fall 2007 and Winter 2008:

Carissa Baker
Alexander Bjork
Vasselin Dotkov
Kuni Etuk
Rika Hayashi
Hsin-Yi Hsiao
Marshall Kaiser
Ko Matsumoto
Marianne Morgan
Heidi Schaler
Dag Sundby
Kenneth Tolle
Dana Wasserman
Li Yang

The opinions expressed in the International Business Communiqué are those of the writers and do not necessarily represent official positions of the Daniels College of Business or the University of Denver.

Front cover photo by Meg Hendricks

A NOTE FROM THE DIRECTOR OF GLOBAL BUSINESS PROGRAMS



Daniels is on the move! The Daniels Compass has been launched successfully and is now in its third quarter of implementation. Preliminary feedback from students is very positive as we take coverage of the issues of sustainability, globalization, innovation and values to a new level of emphasis and integration.

Meanwhile, Daniels is in the process of substantially increasing its commitment to globalization of the school. In a recent evaluation of 2008 – 2009 options (dubbed Wrestlemania!), a multifaceted proposal to enhance international student recruiting, international alumni outreach, and opportunities for global experience while in the MBA program was adopted as a strategic priority for the coming year. We are very excited about these implications and expect that a closer connection among the Daniels international community will result.

Also in support of Daniels' globalization efforts is the formation of a college-wide "Global Steering Committee," whose mandate is to systematize and further develop our pursuit of opportunities to strengthen our global presence and capability. This committee currently consists of 14 enthusiastic members of the Daniels faculty, staff, and students, and is moving forward quickly with a number of initiatives. More details to be forthcoming.

As you can see from the above, Daniels is committed to enhancing its reputation as a global player in business education. This is good news for alumni and current and future students who will join our community. As spring arrives in Denver and leaves and flowers begin to surface, I send you the warmest of greetings wherever you are. Please keep in touch and let us know how you are doing! We hope we can profile some of your adventures in future issues of *Communiqué*.

With best wishes,
Douglas Allen
Director, IMBA and Global Strategy
Daniels College of Business | University of Denver

IMBA PROFILES

IMBA Alumnus

Ian Robbins
IMBA 2005



After graduating from Daniels, Ian moved to New York in pursuit of a career in media. He accepted a position in

a rotational development program with Metro International, the largest global newspaper published in over 23 countries worldwide. Ian served as the assistant to the publisher of Metro New York, gaining exposure to a number of operational areas including sales, production, finance and editorial.

After nine months in New York, Ian was offered a new challenge within the Metro group. He was moved to Copenhagen for three months to project manage the launch of the new Metro Denmark website. This fantastic experience led to additional site launches in both the U.S. and France. Ian now works out of the corporate headquarters in London as business project manager for the online division.

International Faculty

Pisun (Tracy) Xu, Ph.D.



Dr. Pisun (Tracy) Xu joined the Daniels College of Business in summer 2007, and is an assistant

professor at the Reiman School of Finance. She received her M.A. in economics from Ohio State University and her Ph.D. in finance from the University of Washington. Her area of research lies in corporate governance and empirical asset pricing. She co-authored an article for the Journal of Financial and Quantitative Analysis.

While at the University of Washington, she served as an independent instructor and held leadership positions in the Business School Doctoral Student Association and the Chinese Scholars Association. Dr. Xu has also interned as a credit analyst and financial analyst in Tianjin, China, and Washington State, respectively.

IMBA Advisory Board Member

Trip Mackintosh



Trip Mackintosh, partner for Holland & Hart, enjoys a national reputation as an effective advocate in the areas of export

controls, trade sanctions, related compliance, and white-collar defense. He has defended domestic and foreign corporations, directors, and other personnel facing investigation under U.S. export controls and trade sanctions. Mr. Mackintosh has led defense efforts and multi-jurisdictional criminal investigations in the United States, Europe, Asia, and Latin America. Since 1993, he has taught courses on white-collar criminal defense, federal regulation of international business, and corporate compliance at the Sturm College of Law, University of Denver. He also publishes and speaks regularly on these subjects. Mr. Mackintosh holds an M.A. from DU's Graduate School of International Studies as well as a J.D. from Georgetown Law Center.

Current IMBA Student

Victoria Chen
IMBA Candidate 2008



Victoria "Vicki" Chen graduated from the University of Denver's 3-2 program in 2002 with a B.A. in accordian

performance and an MBA specializing in finance/real estate. As an "American Born Chinese," her career ambition has always been to serve as a bridge between Chinese and American cultures. After working as a manager for Washington Mutual Bank for four years, she decided to return to DU to further her knowledge of international business. Vicki will complete her IMBA in June and plans to become involved in global management consulting for companies seeking to expand into China and Taiwan. She currently serves as a graduate assistant for DU's Global Business Programs and spends much of her free time performing for various venues and helping to coordinate community outreach projects both locally and overseas.

CIAO in Argentina

By Marshall Kaiser, IMBA 2008



Photo by Meg Hendricks

As the plane descended into Buenos Aires, my pulse quickened. Though a seasoned traveler, I had never been to South America and was eager to see firsthand the storied beauty of Argentina. The other 20 students on the trip were equally excited, and we were not disappointed.

Our trip began in the capital city of Buenos Aires. The city's rich European heritage was evident in the cosmopolitan atmosphere, beautiful architecture and

delicious food. Lectures from the U.S. Commercial Service and local academics detailed the country's business environment. Income disparity is extremely high throughout Argentina; skyscrapers and slums go hand-in-hand. Our trip took us from gleaming corporate centers to crumbling food cooperatives in poverty-stricken neighborhoods. Seeing both sides of the economic coin was a thought-provoking and valuable learning experience. Through it all, the

warmth and vitality of the Porteños (as the citizens of Buenos Aires are called) shone through.

A short plane ride brought us to Mendoza, the bustling heart of Argentina's agriculture region. Naturally, we sampled the premier Malbec wine directly from underground vats while touring one of the area's many wineries. We also visited IMPSA, a leading manufacturer of renewable energy technology, and witnessed the design and construction of a massive hydroelectric turbine. The warm summer evenings were spent relaxing on terraces, making new friends while sipping a delicious red and enjoying Mendoza's robust cuisine.

Our trip concluded in San Carlos de Bariloche, a picturesque village nestled among the towering Andes peaks. Being Colorado residents, we enthusiastically hiked, biked and kayaked in the mountains and sapphire-blue lakes. Sadly, Bariloche was the final stop on our tour, but the group parted ways with a new understanding of Argentina, new acquaintances and fond memories of a beautiful land.

Marshall Kaiser is a University of Denver alumnus, earning a dual master's degree in global finance, trade and economic integration/international MBA in March of 2008. He has accepted a position with Gold Point Energy, a Denver-based oil and gas firm with operations in Argentina and Colombia.

Argentina IMBA Trip—Fall 2007

By Alice Lehne, IMBA Candidate 2008

Argentina is an amazing country that ranges from the hot tango nights in Buenos Aires and fine wine tasting in Mendoza to beautiful hiking ranges in Bariloche that rival the Colorado Rockies. While still recovering in some sense from the currency crisis in 2001, we spent time meeting with businesses and understanding what makes Argentines tick.

One meeting that stands out in my mind in Buenos Aires was with CH2M Hill Argentina. Hearing their success story of maintaining business during the economic crisis by outsourcing their labor back to headquarters in Broomfield for different projects was fascinating. The executives were keenly aware of their cheaper labor cost compared to their U.S. counterparts and leveraged that asset to their advantage to gain business when times were slow. Our contacts, Carlos Pereyra and Eduardo Pelazza, also talked about the entrepreneurial culture of Argentina, which CH2M Hill headquarters recognized and allowed the subsidiary to flourish rather than impose corporate culture on them.

Our meetings took us around the entire city of Buenos Aires, from the rich business district and Wal-Mart headquarters to a service project in the La Boca neighborhood. We were exposed to the different facets of business that thrive in this amazing metropolis, which claims to be the "Paris of South America." At a site visit of Metanoia, it was incredible to hear our guide, Martin, so excited about hosting us and talking about his triple "P" bottom line of "People, Profits, and Planet."

From Buenos Aires, we flew to Mendoza, the home of Argentina's wine country, and drank Malbec, the popular grape, straight from the barrels of one of several vineyard tours. Having researched the wine industry in class prior to arrival, it was fascinating to be able to discuss the ins and outs of exporting to the U.S. given the regulations of both countries.

After a few days in Mendoza, we were off to experience Bariloche, a beautiful region in southern Argentina, which thrives off of tourism. Argentina's vast land mass was evident through our 20-hour bus ride, but the sight was breathtaking when I woke up as we entered the town of Bariloche. We were able to enjoy the gorgeous views through hikes and horseback rides at a ranch outside the city that caters toward tourists. The city itself is warm and friendly and is known for its chocolate, which is delicious. It turns out that while the cocoa powder is imported, the chocolate is processed in Bariloche and is almost as famous as Swiss chocolate.

When the time came, it was sad to say goodbye, not only to Argentina and all its splendor, but also to my classmates with whom I had shared the experience and joy of discovery over a few glasses of Malbec.

Alice Lehne will be completing a dual degree, IMBA and MA in global finance, trade and economic integration, in June 2008. She will then be applying for jobs in the Denver area.



Photo by Meg Hendricks

DU Goes Global: Engaging Students and Communities Around the World

By Don McCubbrey, Robert Mill, Amanda Pollock, Marie Kline, Bruce Hutton, Ron Rizzuto, and Victoria Chen



The Global Text Project

The Global Text Project, led by Daniels ITEC's Don McCubbrey and Rick Watson of the University of Georgia, seeks to solve the problem of high-cost textbooks in developing economies with a new model that will create a free library of 1000 electronic texts on the Internet for university students. Distribution will also be possible via paper, CD, DVD or eReader.

Initiated in early 2006, the Global Text Project engages the collective intelligence of academics and practitioners in writing open content textbooks, under editorial control, and a Creative Commons license. Books can be tailored for the needs of individual countries, and will be continually updated by their creators and, importantly, by the community of academics and students who use them. The project is currently in the proof-of-concept stage with two books: *Information Systems* and *Business Fundamentals*. Funding for this phase has been received from the Zurich-based Jacobs Foundation. Several other books are currently in the pipeline. All books will be available initially in Arabic, Chinese, English and Spanish.

Volunteers are welcome. For more information, please contact Don McCubbrey at dmccubbr@du.edu or visit globaltext.org

HRTM and Study Abroad

Several years ago, the School of Hotel, Restaurant and Tourism Management established a requirement that all majors study abroad prior to graduation. This was done for two reasons. First, tourism and hospitality are international in scope. As the United States welcomes an increasing number of international tourists, HRTM graduates will have to familiarize themselves with the needs, wants, and social conventions of people from countries different than their own. Second, changing demographics in the U.S. indicate that future managers will experience greater interaction with employees from diverse cultures. The AACSB, which accredits business schools around the world, echoed these thoughts by affirming that "...present day curricula will prepare graduates to operate in a business environment that is global in scope." They went on to say that "graduates should be prepared to interact with persons from other cultures and to manage in circumstances where business practices and social conventions are different from the graduate's native country."

The implementation of this requirement resulted in a tremendous show of interest by prospective students and their parents and by employers. DU's Cherrington Study Abroad program makes it possible for undergraduates to study abroad at no additional cost than the cost of studying at DU. In Fall 2007, 42 HRTM majors studied in 12 countries. The top-five destinations were Australia and Switzerland (tied for first), followed by Italy, Spain, and the Netherlands. Nearly two-thirds of the students went to countries where English was not the native language.

MBA's in Ghana

Three years ago, the Institute for Leadership and Organizational Performance at Daniels began delivering an executive leadership program for the top 100 executives at Newmont Mining, a global Fortune 500 company headquartered in Denver. The program, which continues today, has a strong focus on corporate social responsibility and sustainability, particularly as it relates to the extraction industry. As a gold mining company operating in the developing world, Newmont understands the importance of being able to expand "outside the fence" in order to remain competitive and profitable.

Due to its close collaboration with the company, the Institute recognized that Newmont offered an incredibly valuable learning environment in the fields of sustainability and corporate social responsibility for Daniels MBA students. Consequently, the idea of partnering with them to offer an MBA course with "real world" consulting projects and a trip to one of their operations was born. Newmont's recent mine site in Ghana was selected as the destination for a two-week trip.

In December 2007, 17 MBA students, together with one faculty and one staff member, traveled to Ghana to witness firsthand the intersection between doing good business and doing good. The trip provided context as to why sustainability is important and who is really affected. By visiting resettlement villages, schools, community groups, and villages near the mine site, the students began to truly understand what it means to be "sustainable" and "socially responsible." They were assigned to consulting projects that facilitated hands-on learning in these areas, and presented their findings to the company upon returning from Ghana.



Photos by Suzy Stohr

DU Goes Global: Engaging Students and Communities Around the World *(cont.)*



RECM International Experience

DU's Burns School of Real Estate and Construction Management travels overseas with students two to three times a year as a "Special Program" supplementing the regular Burns School curriculum. A variety of courses is taught during these excursions, but "Global Real Estate" is always one of them. Industry professionals and family members of the students are always welcome to attend. The program enjoys many father-son and mother-daughter pairs on these trips. Nonstudents participating in the delegation are welcome to sit in on any course.

The program's sea cruise venue allows participants to stop at various ports and meet with government officials, builders, developers, academicians, and/or real estate experts. This exchange provides a unique opportunity to establish personal contacts with international industry leaders. Past delegates have traveled to destinations in Southeast Asia, Russia, Scandinavia, Eastern and Western Europe, Central and South America, Australia, New Zealand, Canada, Alaska, Cuba, India and the Middle East.

For more information, please visit us at daniels.du.edu/burns-travel.aspx or contact the Burns School at 303.871.3432.

Tanzania Peace House Initiative

As part of DCB's focus on providing students with the best experiences to prepare them for becoming successful professionals and global citizens, a new course will take off in Summer 2008. The Enterprise Solutions class, a component of the recently launched Daniels Compass curriculum, will be going to Tanzania. This course is designed to bring together critical skills in the areas of sustainable development, teamwork, values-based leadership, innovation, business strategy, and building collaborative partnerships across business, government, and NGO organizations.

The Daniels College of Business is currently developing a partnership with Peace House, a U.S. foundation whose mission is to provide secondary education to AIDs orphans in East Africa. They have established a secondary school outside of Arusha, near Kilimanjaro, which presently has over 120 students and expects to expand to around 600. For DCB students, the excitement of the Peace House vision comes from its plan to begin building the Peace House Institute for Entrepreneurship. The Institute will be engaged in supporting innovative solutions to business, environmental, and social challenges throughout Africa. It will provide training programs and transitions to the workforce for the secondary school graduates.

This summer, the Enterprise Solutions class will perform an environmental scan of the area to feed information into an emerging business plan for the school and the Institute. Students will conduct personal interviews and research in Arusha, Moshi, and Dar es Salaam. The trip will culminate with a two-night safari. Research from this class will be passed on to the next class for further analysis in strategic process. DCB is expecting a multiyear commitment to the project.



Chinese Executive Media Management Program (CEMMP)

CEMMP was established in 2000 through a \$1 million gift from the Anna and John Sie Foundation. The purpose of the gift was to establish a six-week, intensive educational program that brought "high potential" media executives and regulators from China to the United States to: 1) enhance their understanding of the U.S. media/telecommunications industries, and 2) develop their business and leadership skills.

Since its inception, DU faculty members, including Bob McGowan, Theresa Conley, Joyce Frakes, Ron Rizzuto, and RJ Graham, among others, have staffed and managed the CEMMP curriculum. For the past two years, the program has resided at Daniels under the direction of Ron Rizzuto.

This year's CEMMP candidates will be the eighth group to participate in the program. They will arrive on campus on June 21 and will be taking classes and attending field trips until July 27. On the weekends, they will have the opportunity to tour various parts of Colorado. From July 27 to July 30, they will visit Las Vegas and then return to China from there. The class will consist of 10 executives: three from China Central Television (CCTV), three from the State Administration of Radio, Film, and Television (SARFT), two from the Ministry of Information Industry (MII), one from Encore International, and one from China International TV Corporation (CITVC).

Jack Steinhauser
MIM 1982



For the past three years, Jack Steinhauser has been based out of Denver working as the president and CEO of Gold Point Energy Corp., a Canadian public oil and gas exploration company. GPE is currently active in Argentina and Colombia, and

recently drilled two exploration wells in the Salta province of Argentina, one of which may be a new discovery. This would be very exciting indeed during a time when oil prices are cresting over \$100 per barrel! In Colombia, GPE is actively looking for new projects with the help of Colombian oil executive Segundo Antonio Gonzalez. With offices and local representatives in both Buenos Aires and Bogota, Jack has enjoyed traveling to these areas frequently. He has also had the opportunity to visit the financial capitals of Canada, including Vancouver, Calgary, and Toronto, in search of funding to grow the company.

Jack recently enjoyed meeting with his old friend and classmate, Robin Springer (MIM '82), for lunch, along with Professor Bahman Ebrahimi and recent IMBA graduate Rob Prentice. He is very impressed with how the IMBA program has evolved and matured over the years.

Grant Sonju
MIM 1989



After graduating, Grant Sonju received an internship at then Coors Ceramics, which subsequently became CoorsTek, the largest manufacturer of advanced ceramics in the U.S. CoorsTek products are used in everything from semiconductor and LCD

manufacturing to ceramic torsos that are supplied to U.S. armed forces stationed overseas. Since joining CoorsTek, Grant has held a variety of positions, including international customer service representative, product sales manager, and international sales manager Asia.

In May 2000, Grant was asked to head up an acquisition of a new CoorsTek factory in South Korea. Grant received the 2002 President's Award for Outstanding Achievement based on the factory's success in growing its revenues tenfold over an eight-year time frame.

In 2005, Grant was transferred to Hong Kong as the Asia sales manager, and in August 2007, was transferred to CoorsTek's new wholly owned subsidiary in Japan as the business director Asia. Grant currently oversees the company's activities in the region, including sales groups in both Korea and Japan. CoorsTek Korea has grown from 27 employees to about 85 employees. It was recognized by the U.S. Embassy in Korea as an American foreign direct investment success story and was congratulated by then ambassador to Korea, Thomas Bosworth.

Rachel Canetta Skanson
IMBA 2002



After graduating in 2002, Rachel was hired by the Spring Institute for Intercultural Learning in Denver. The Spring Institute for Intercultural Learning is a nonprofit training and consulting organization dedicated to demonstrating that intercultural

sharing and communication among people contributes to a more peaceful world.

As the marketing and business development manager for the Spring Institute's Interpreter Network of Colorado project, Rachel's role was to create a sustainable business that would stand on its own without reliance on grant funding. The project began through support from The Colorado Trust in an effort to increase language access to health care and social services for non-native speakers of English.

In 2006, Rachel was promoted to manager of cross-cultural training programs and became responsible for marketing and conducting intercultural and diversity training. Rachel has delivered training programs for international business, health care, case management, law enforcement, the newspaper industry, schools, and U.S. embassies. In 2008, Rachel became the director of intercultural services. She continues to manage cross-cultural and diversity training programs, but also oversees the operation and delivery of all intercultural services at the Spring Institute.



RECONNECT: UPDATE YOUR PROFILE

Lost touch? Register or update your profile on the DU alumni online directory using the following instructions.

1. Visit alumniconnections.com/du and select "Register Now!"
2. Enter your last name, first name and select "Find my record."
3. Find your name, click on it, then enter your DU ID number.
4. If you don't have your DU ID number, contact Erin Chalmers at 303.871.4750 or echalmer@du.edu to obtain it.
5. Once registered, you will be able to modify or add to your profile and contact information at your convenience.

STAY IN TOUCH

IMBA alumni move around a lot and that makes keeping track of former students difficult for Daniels staff. In an effort to keep our contact and mailing lists up-to-date, we encourage you to let the Global Business Programs staff know where you are and where you're going. Also, you may often be the best source of information about your fellow alums, so encourage your friends and classmates to stay in touch as well. Please contact Leslie Carter at lcarter@du.edu to update your contact information.

CALLING FOR ALUMNI NOTES

New career, new promotion, new spouse? We want to know. Send an alumni update of 200 words or less along with a photo and we will feature it in a future issue of *Communiqué*. Please forward details to Leslie Carter at lcarter@du.edu.

COMMUNIQUÉ NOW ONLINE

Communiqué is now available online. Visit: daniels.du.edu/global-newsletters.aspx

UPCOMING FEATURES

Watch for the Fall 2008 edition of *Communiqué* featuring a report on the CIAO trip to China and new Alumni Notes.



This Green Seal approved paper is made from 100% process-chlorine-free post-consumer fiber and produced with nonpolluting wind energy. The link used to print this brochure is soy-based.

AIM UPDATE

The Association for International Management (AIM) continues to pursue its mission of building meaningful relationships that foster intercultural competence within the Denver business community. AIM is focused on facilitating interaction between international and domestic students at Daniels, alumni, and the Denver international business community.

This past quarter, AIM launched a new series, “Career Explorer: International,” which brought in alumni such as Jack Steinhauser, CEO of Gold Point Energy, and André Janusz, sourcing analyst for The Shaw Group, to speak about their experience in international markets. AIM also hosted “Thinking Day,” where IMBA and international students taught the Girl Scouts of America international games from different countries.

In the upcoming quarters, AIM will continue “Career Explorer: International,” co-host an Asian cultural and networking event, participate in the IMBA Alumni Reception, represent Daniels at World Trade Day in Denver, and kick off the successful AIM Buddy Program for new international students entering in Fall 2008.

AIM strives to create a stronger network by engaging with alumni and the Denver business community. If you are interested in becoming involved or have any questions, please contact President Chris Hare at chare2@du.edu

Below: Students in Argentina.

78.032.0508

