We're delighted to present several seminars, lectures and events that highlight successful innovation efforts at our corporate neighbors including J&J, Cadbury Schweppes, Gain Capital and Dendrite International.

Regarding our new newsletter design, thanks for the good feedback thus far. Please continue to e-mail your views to rothman@fdu.edu.

We hope to see you soon at our upcoming events!

James C. Barrood
Executive Director
Rothman Institute of Entrepreneurial Studies

2007 Innovation Summit Highlights Best Practices

On the morning of April 18, 2007, the Institute will host a half-day seminar designed for executive management teams of small and medium-sized businesses and large corporations to help them better understand how to implement innovation. Following last year’s lecture by renowned author/consultant, Clay Christensen, the program will feature presentations and insights from three leaders in innovation.

Dendrite International Founder and CEO to Give Lecture

On May 2, 2007, John E. Bailye, founder, chairman, and CEO, Dendrite International, Inc., will give the Ninth Annual Richard M. Clarke Distinguished Entrepreneurial Lecture at FDU’s College at Florham campus. Bailye established Dendrite International, Inc. in 1986 to pioneer the development of software applications for pharmaceutical sales force management. Dendrite has grown from $175,000 in annual sales to more than $420 million. Go to www.fdu.edu/Ink to learn more and to register for this dynamic lecture!

Penelope Smith Receives Inaugural Entrepreneurship Scholarship

The first recipient of the Frank J. Walsh, Jr. Endowed Scholarship is a senior in the Silberman College of Business. Penny Smith not only excels in her studies, but also operates a cleaning business to help pay her tuition. This scholarship is the result of a generous $500,000 endowment given by Patricia Wisniewski in honor of her brother.

2007 Discover Business Teen Camp: Time to Register!

Is your teen interested in learning about business? The Fourth Annual Discover Business Teen Camp should satisfy their curiosity. Due to popular demand, the Institute will offer a second session on the FDU’s Metropolitan Campus in Teaneck, July 23–27. The College at Florham camp will be held July 16–20. Register at www.fdu.edu/Ink!

Rothman Launches iSpace

The Rothman Institute has opened a creative work space in its facility to help companies and nonprofits brainstorm ideas. Recent programs have talked about the front end of innovation and the Institute wants to facilitate that ideation process. iSpace is a colorful, fun open space that is the perfect setting for not only brainstorming, but for team building and strategic planning activities as well. Imagine, Inspire and Innovate at fdu.edu/ispace.

Rothman Ink
Fairleigh Dickinson University • Silberman College of Business • Spring 2007

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Learn about
• Developing an organization’s innovation capability
• Creating a passion for customer-focused innovation
• Successfully matching technology with customer needs
• How to infuse creativity into your process
• Building a culture of innovation in a start-up environment
• Maintaining innovation at a small to medium-sized business

PROGRAM INFORMATION
Registration/Breakfast: 7:15 a.m.
Presentation: 8:10 a.m.
Networking: 11:30 a.m.
Cost: $145; Pre-registration required, 973-443-8842
www.fdu.edu/innovation

PROGRAM SPONSORS — Novartis, Innosight, Johnson & Johnson,
One Flight Up Design & Innovation, Inc., Council on Competitiveness

Family Ink

The Next Generation: Its 8 Biggest Challenges
Is it your intention for the family firm to continue ownership with the next
generation? If so, have the senior and junior generations
crafted a vision to get there? On May 9, 2007, Greg McCann
presents on this important topic. For more information about
the Family Business Forum or to attend a complimentary
session, please call Kim Dennison, family business program
administrator, at 973-443-8880.

FBF Peer Groups Provide a Unique Source of Support
Peer Group meetings allow Forum members to join together in small
groups to meet with each other and a facilitator to discuss issues which
they identify as important to them. Learn more about this dynamic part
of the Forum at www.fdu.edu/family.

Academic Notes
In her capacity as an editorial board member of FDU’s “Global Issues Gateway” Marketing/entrepreneurial studies department
center, Ethné Swartz is conducting an interview with Rebecca Harding, executive
director of the Global Entrepreneurship Monitor (GEM). GEM is managed from London
Business School (LBS). LBS investigates and publishes data on the state of entrepreneur-
ship globally. The interview will be available later this spring at www.gig.org.

Adjunct Faculty Member Jerry DeFrancisco’s paper, “A Study of Organizational Life Cycles: The Case of Proconsult,” was
accepted to be presented at the Eastern Academy of Management annual meeting,
to be held May 16–19.