Dear Students,

Let’s talk about internships. Internships, or co-ops, are a great way to learn about management. We can read about how to be a good manager and do experiential, hands-on learning in the classroom, but there is nothing like observing the real thing in action. Many undergraduate students have work experience, but this experience is not structured like internships are. Your focus will be on ‘looking’ for the concepts and theories that you learn about, like how to motivate employees, team building techniques, leadership and managing change. This is a very effective technique for learning about how to manage others in the workplace.

If you really show your stuff, it may turn into a full time job. Not only that, but recruiters report that college applicants have an edge if they list an internship on their resume. So an internship or co-op can help you to get that dream job in this tough economy.

Here’s just a sampling of prominent companies that have had FDU interns: CBS Sports, Six Flags Great Adventure, Smith Barney Citigroup, MTV Networks, PriceWaterhouseCoopers, Samsung Electronic America, Verizon Wireless, UPS, and Wyndham Vacation Ownership. To find out more about internship and co-op opportunities, contact Career Development- Rosalie Sabatino (973-443-8949, sabatino@fdu.edu) at the Florham campus or Lynn Lechner (201-692-2197, lynn_lechner@fdu.edu) at the Metro campus (see http://view.fdu.edu/default.aspx?id=2007). I am happy to talk with you about opportunities anytime as well. You can always contact me at gjones@fdu.edu.

Thanks,
Dr. Gwen Jones
Meet Our New Professor: Dr. Martin L. Martens

Dr. Martin L. Martins is an Associate Professor of Management at FDU-Vancouver. He teaches a wide variety of management courses to undergraduate students in international management, strategic management and interpersonal skills.

On his academic and professional background
Before joining FDU, I received my Ph.D. from University of British Columbia in 2002 and taught at the John Molson School of Business at Concordia University in Montreal from 2001 to 2009. Prior to this, I worked in the newspaper industry as a production manager - I was involved in the start-up of USA Today in the mid-1980s and managed at production plants in Arizona, Ohio, and Hawaii. My research interests range from organizational restructuring to leadership to environmental sustainability.

Advice for our students
The world is highly competitive. In order to achieve success, discipline is must. I encourage students to complete their assignments on time. Student life is the right time to incorporate disciplinary qualities. I wish good luck to my students.

On his outside interests
I love the outdoors, once spent a month inside a volcano in Kamchatka, Russia, and watched total solar eclipses in several locations around the world. I am active in volunteer organizations such as the Mt. Washington Ski Patrol and am the Canadian coordinator for Australian Terrier Rescue.

Meet Our New Professor: Dr. Rogerio Victer

Dr. Victer joined our Management faculty this year. He teaches a variety of strategic management classes, on both the Metropolitan and Florham campuses.

On his academic and professional background
I started my career as an Organizational Psychologist. In 1998, I received an MBA in Organizational Behavior from Boston Univ. and, in 2008, a Ph.D. from Boston College.

I was the first senior executive in Dell Computer’s operation in Latin America and acted as the HR Director from 1998 to 2001. There, I played a key role in helping Dell initiate its operations in South America. I coordinated many different HR projects, with emphasis on the recruitment and development of young executives, organizational change, employee motivation and corporate training.

Finally, I am also a consultant for the Brazilian Agency for the Development of Industries (ABDI).

On Joining FDU
The major advantage of teaching here is the quality of relationship between students and professors. In my previous assignments at Boston College, I taught large classes of more than 50 students, while here my classes are 25 students or less. I am sure this will allow me to focus much more on the individual needs of students and customize my courses accordingly. Being Brazilian, I also enjoy the diversity of our faculty and student body.

Advice for our students
The main capability an individual must have is the ability to learn and create new knowledge simultaneously. I believe in a creative approach to learning, which means not only to absorb information, but fundamentally to take the challenge to develop your own ideas and theories about the nature of the world. My advice to students is to fully prepare them to deal with situations encompassing high levels of ambiguity and uncertainty. This ultimately requires preparation not only intellectually but emotionally as well.

(both interviews conducted by Mr. Mayur Gandhi, a Graduate Assistant in the Management department)
Business Ethics Students Visit Hearst Corp. in NYC

Last spring, the honors section of Business Ethics Forum at the Florham campus visited the Heart Corporation in Manhattan. Hearst is a diversified media business with over 20,000 employees. They began in the daily newspaper business and currently own 200 businesses around the world. They are the largest publisher of monthly magazines, including Cosmopolitan and Good Housekeeping.

The students toured the Good Housekeeping testing labs and dined in the phenomenal, state-of-the-art cafeteria. The highlight of the tour was the building itself, which is Gold-LEED certified for its core, shell and interior. It was the first building in New York City to be declared a ‘green’ office building. Hearst believes responsible environmental stewardship is fundamental to their business. Brian Schwagerl (center in picture), VP of Real Estate and Facilities Planning, talked with the students about the planning and design of the building. The tower has many sustainable features, including 80% recycled material in the construction, rain water that is collected for the cooling system, and light sensors to utilize natural light.

Student Steven DeLuca reported, “At first glimpse of the Hearst Tower all I could say was ‘WOW’.” Gwen Jones, Chair of the Management Department, and Gerry Cleaves, Management faculty and coordinator of the Florham Scholars Program, accompanied the students.

“‘The world is highly competitive. In order to achieve success, discipline is must.’” -Dr. Martin Martens

Classes Offered by the Management Department

Four Business Core Courses:
BUSI 1000- Business in a Global Society. An introduction to business with an emphasis on international issues
BUSI 1160- Business Ethics Forum. A comprehensive grounding in business ethics, including field visits to some of the most respected companies in the world
BUSI 2160- Sophomore Business Forum. Development of interpersonal and career-related skills needed in today’s diverse and changing world of business, including a semester-long mentorship experience
BUSI 4160- Senior Business Forum. A “capstone” experience applying strategic management and an integrative approach to a real-time computer-based business simulation.

Three Major Requirements:
MGMT 3361- Organization Behavior. Concepts and skills needed to become an effective employee-centered supervisor and team leader- including discussion on such topics as motivation, personality, teamwork, culture, communication and ethics.
MGMT 4271- Managing Self and Others. Project teams provide real-time consulting or service to a nonprofit organization. Students learn self-leadership, team dynamics, and a client-centered approach to project management through action, reflection and rigorous assessment.
MGMT 4303- Service Learning in Management. The class plans, organizes and manages a large-scale community service project. Students “learn management by doing management”, applying skills in work design, accountability and reward systems, team dynamics, supervision skills, and project management- all while serving a worthy cause.

Management Electives:
BUSI 2828- Field Study of Business, Culture, and Global Sustainability- In this class, students travel to Costa Rica during winter break to learn about international business and environmental issues.
MGMT 3341- Management of the Sales Force
MGMT 3371- Concepts of International Management
MGMT 4243- Human Resource Management
MGMT 4498- Internship in Management
**Student Wins Senior Academic & Leadership Award**

Award winner Priscila Castanho (center) with Drs. Jones (left) and Fairfield (right)

This past May, Management major Priscila Castanho ’08 was awarded the 2008 Senior Academic and Leadership Award at the special College at Florham Convocation in Lenfell Hall, Florham campus, before 200 parents, faculty, staff, and students.

In conferring the award, Prof. Kent Fairfield cited not only Ms. Castanho’s distinguished record in the classroom but also her leadership in numerous activities and unfailing way of helping other students.

A native of Brazil, Priscila earned a law degree in her earlier college experience before coming to the US. Known for her focus and personal discipline, Priscila added another highlight to her last semester by getting married just weeks before graduation. Her mother and sister from Brazil, as well as her brand-new husband came to share the exciting day of recognition.

An outstanding senior management major is recognized each year, chosen by Florham campus Management faculty, based both on their academic record as well as campus and off-campus leadership activities. Keep working hard and who knows? In a few years, this could be you.

Written by Dr. Kent Fairfield

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**Vancouver from page 1**

considerable diversity found in the 2.5 million people who live in Vancouver and the surrounding area. Students from New Jersey can benefit from taking courses where they can interact with classmates from dozens of other cultures. Class discussions about global issues are enriched by students from the countries under discussion. For example, last year during the Iranian post-election demonstrations, students at FDU-V were kept up-to-date with information drawn directly from personal experience from Iranian students getting reports directly from their families back home.

Management studies are also enriched by the diverse businesses located in the region. FDU-Vancouver students have the opportunity to find mentors or meet business owners and operators from a wide range of industries such as tourism, e-commerce, and venture capital. Vancouver is often called “Hollywood North” with TV shows and movies constantly being filmed in the area. It can be difficult to walk around downtown Vancouver without running into a movie set. The hot new visual effects company, Image Engine, is located here which means the “prawns”- the crustacean alien refugees of the movie District 9 came from Vancouver.

In all, students interested in taking courses in Vancouver will find an excellent campus in a diverse and well-situated location.

Written by Dr. Martin L. Martens

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“The major advantage of teaching here is the quality of relationship between students and professors” - Dr. Rogerio Victer

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The skyline and natural beauty of Vancouver, home to FDU’s newest campus