

THE MANAGEMENT STUDENT

PUBLICATION OF THE INDIANA UNIVERSITY SOCIETY FOR THE ADVANCEMENT OF MANAGEMENT

VOL II, No. 3

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Bloomington, Indiana

WE'RE 1st. IN NATION!

**TONIGHT
BLANKET
PRESENTED
TO CHAPTER**



LEFT TO RIGHT: PROF. MEE, PAST PRES. KOEHLINGER, PROF. McSPARRIN, and PRES. WHITAKER. WONDER WHY THEY LOOK SO HAPPY !?

Our chapter has been awarded first place in the competition of the past academic year for the University Chapter Performance Award. In the past we were proud of our record of having the largest membership. This new honor now covers the areas of Programming, Publicity, Organization, and Finance. We have received several awards to keep as mementoes of a successful year.

It must be emphasized that it was the 1954-55 officers and members who earned our club this new honor. It is therefore, fitting that we show the names of the officers who led our organization at that time.

First Semester 1954-55

PRESIDENT: Allen Eggers
VICE PRESIDENTS:
Programs Fred Peacock
Publicity Bob Bolin
Membership Al Koehlinger
TREASURER: Dale Warren
SECRETARY: Pat Harper
COMMITTEE CHAIRMEN:
Tours Max Morris
Programs Dorsey Bails
Newsletter Ed Rogers

Second Semester 1954-55

PRESIDENT: Al Koehlinger
VICE PRESIDENTS:
Programs Gran Whitaker
Publicity Ed Maney
Membership Dale Warren
TREASURER: Larry Magner
SECRETARY: Charlele Wilt

COMMITTEE CHAIRMEN:

Career Tom Phillips
Refreshments Pat Costello
Newsletter Ed Rogers
Posters John Anderson

It is a warm feeling for us to bask in the glory of the past performance of others. However, let this be an inspiration for us, the present members, to attain and pass on to those who follow us another year of first place.

H. Dan Smith
V. P. PUBLICITY

PRESIDENT'S COMMENTS

My trip Nov. 3 & 4 to attend the National S. A. M. conference at the Hotel Statler, New York City, was very interesting and education. I sincerely wish that each of you could have been there with me to receive our chapter's award.

The theme of the conference was "Measurement of Management". Some of the topics discussed were: The public relations, the finance and control, the production, and the research and development functions. The speakers were all men in high executive positions from throughout our country.



SOMETHING TO
CROW ABOUT



MEMBERSHIP

After finally getting the membership drive stopped in time to take a count, we now submit our official statistics.

New and Renewals:	
Grad. Students	44
Seniors	138
Juniors	57
Sophomores	26
Unexpired	13
Grand Total..	<u>278</u>

Bob Short
V. P. Membership

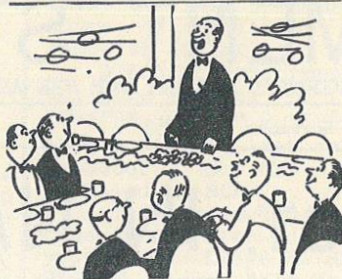
ON CAMPUS

with John Collie

Being the leading SAM chapter in the nation, and one of the strongest club on campus, the management club here at I.U. has not yet stopped its forward march of progress. This is shown by the fact that we are now receiving our own chapter newsletter monthly. These monthly papers will have more room for articles such as this. We will try to keep you in contact with the campus activities affecting our club and also relay any pertinent information on our members.

Our first salute goes to Al Koehlinger, our last year's president. Al runs the Personnel Dept. of the Arbutus. He also has had the task of planning and organizing the department, since it is a new office.

Asst. Director under Al is Pat Costello, this year secretary at SAM. Both are keeping the Arbutus office hopping.



"Our program chairman says we have a rare treat in store for us tonight. Our speaker hasn't shown up!"

OUR SPEAKER

"What Does Business Expect of Me?" will be the topic of a talk by Mr. R. "Dick" Stoner at the S.A.M. fall banquet for tonight.

Mr. Stoner graduated from the School of Business, I. U., in 1941. He received his Master's Degree from Harvard. He is now the Vice President, Personnel Relations, of the Cummings Engine Co., Columbus, Indiana.

Mr. Stoner's brother, Dave, is the newly elected president of the I.U. senior class. His uncle is Prof. John Stoner, I. U. Dept. of Government.

Mr. E. B. Pulse, Pres. of Union Starch and Refining Co. of Columbus, Ind. highly recommended Mr. Stoner to our program committee.

Shortly after speaking tonight, Mr. Stoner will leave on a business trip to Europe for his company.

FACULTY FACES

PROF. EDGAR G. WILLIAMS
by Norman Bishea

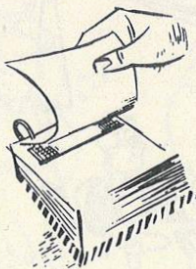
Mr. Williams, a native of Poseyville, Indiana, began his college education at Evansville College where he received his A.B. degree in Economic and Political Science. He participated in both varsity basketball and football while attending Evansville College. It is interesting to note that Professor Williams never played on a losing team.

Following a three and one-half year career in the Army, Mr. Williams came to Indiana University as a graduate student in 1947. His career in the Business School was the result of somewhat of a mix-up in registration. He had planned to further his education in Economic and Political Science, and thereby prepare for an occupation of teaching. However, after standing in line for four hours, in order to obtain a registration card, he was given a Business School registration card by mistake; thus, his outstanding career in the School of Business began. Prof. Williams, now Associate Professor of Management, received both his M.B.A. and D.B.A. at Indiana University.

From 1948 to the latter part of 1952 he served as faculty advisor of S.A.M.. Professor Williams says that the best advice that he can offer members of S.A.M. is, "join a committee and become better acquainted with the faculty!"

LAUGH OF THE MONTH.... In Professor Whitney's Collective Bargaining class, E 445 it was time for another of those mock management-labor bargaining table debates. Prof. slipped his hand down into that cigar box which he uses to draw names from and drew out the next Union representative. Laughter was heard throughout the room when the professor exclaimed "UNION- GRANVILLE WHITAKER ". Incidentally, the union won!!!

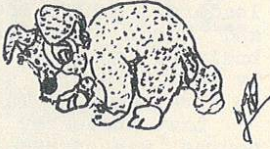
Thanksgiving



'Let's talk
TURKEY!



Don't Lead A
DOG'S LIFE!!!
Join the FORD
Tour with Me!



PLACEMENT BUREAU

By Al Friend

The Bureau of Personnel Relations and Placement is a clearing agency between business firms which desire college trained personnel and graduates of Indiana University who wish to obtain business positions. All graduating seniors and alumni of I.U. who are interested in obtaining a position with business or industrial firms are eligible for the services of the bureau.

The 557 graduates of the past year were able to choose from a total of 3219 job opportunities offered by 1174 companies. Two hundred fifty-four of these companies made at least one visit to the campus and conducted 3687 interviews. These efforts resulted in the placement of 86% of all graduates within 30 days of their graduation.

The final tabulation of statistics pertaining to management have not been computed as of this date. We will publish them when they become available to us.

Our thanks to Mr. J.D. Snyder and Mr. Gale for their co-operation.



COMING EVENTS ...

DECEMBER 1st. ..FORD PLANT tour in Louisville, Ky.

Transportation will be by private automobiles. All riders will devide the gas & oil expenses. We will plan to leave at 9:00 A.M. from the B&E lobby. Noon meal may be purchased at the Co cafeteria for as little as 50%. Sign now for this tour. See the Programs committee tonight!

DECEMBER 8th...I.H. TOUR
This is unconfirmed as yet, but International Harvester of Indianapolis may accept us for a tour on this date!

DECEMBER 15th. 4th. MEETING
Mr. William A. Terrall, Jr., chief sales forcaster for the Firestone Tire & Rubber Co. will speak on "Sales forcasting as a tool for better management."

Arrangements have been made for CAREER magazine to be distributed before the Christmas vacation.
JAN. 19th. ELECTION NIGHT!

Charles Fowler
V.P. Programs

WE APOLOGIZE

We listed incorrectly the title of Prof. Thomas R. Bossort in our last issue. It should have been:
ASSOCIATE PROFESSOR.

We also omitted Mr. Gale from the placement bureau.

The speaker for December is now correctly listed in the coming events section

Jack Countreman's name was misspelled.

We're very sorry for our careless errors.
The Editor.



"LADIES"

WARDROBE PLANNING FOR THE FUTURE...

Don't worry, girl, your college wardrobes will not be completely useless after graduation.

The main difference in what you wear after you enter the business world will be in the line of shoes. No more bobby socks and saddles, except with slacks and bermudas, of course. Most women in business wear hose and heels to work; however, this does not necessarily call for spikes. There are many attractive styles with a medium or french heel. It is also very important that your shoes be comfortable. Remember that next time you buy dress shoes.

It would be wise to start now in planning for your future wardrobe.

by Pat Costello, Sect.

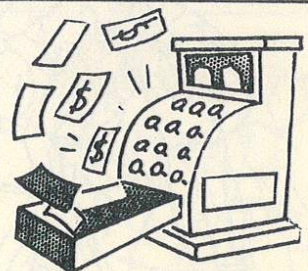
TRES. REPORT

BUDGET FOR FISCAL YEAR
SEPT. 1, '55 to SEPT. 1, '56
I. U. Chapter Oct. 28, '55

	1st.Sem.	2nd.Sem.
Cash	\$ 128.55	\$ 473.05
Income:		
Mem. Dues	1679.75	200.00
Total	1808.30	673.05

Exps.:		
Nat. Dues	735.25	85.00
Prgms.	118.50	118.50
Pub.	166.50	166.50
Memb.	40.00	15.00
M. Pins	150.00	
F. Banq.	100.00	
S. Banq.		100.00
Misc.	25.00	25.00
Total	1335.25	510.00
Cash		
Bal.	\$ 473.05	\$ 163.05

Meredith Scotten, Treas.



M. I. PROGRAM

BRIDGING THE SPAN BETWEEN
TEXTBOOKS AND INDUSTRY
BY PHIL NASON

The latest step at I.U. toward bridging the gap between the classroom and the shop is a management internship program. This well founded program was started in the second semester of the 1954-55 school year. On the class schedule it is numbered P306. The cooperating company is RCA in Indianapolis, with Mr. Keith Clary, RCA Personnel Director, and Jim Wheeler, the training director in charge of the program activities at the plant. Mr. Bruce McSparrin is the campus coordinator. These men work together in the total supervision of the men and programing.

This is a small class. So by no means can all of the qualified management students be included now. However, including all the qualified students is the eventual purpose of the Management Department.

The program works like this. The class goes to the plant one afternoon a week at RCA expense. They are assigned a particular problem or project, such as analysis of materials handling methods, material loss in the miniature tube processing plant, or else the analysis of technique most desirable to have in the perfect assembly line employee etc. These are projects of non-operating types. The students are not on the company payroll. They are actually on a small research project. They then submit a thesis on the project for a grade.



This carries 3 semester hours of credit for last semester seniors.

Although employment is not the object of the program, of the 6 students chosen in the last spring semester, 5 are now employed by RCA.

Those selected in the second semester of last year were: Lloyd R. Shaw, Richard Riggs, Dale Warren, Fred Peacock, Tom Phillips, and Lawrence Magner.

Currently enrolled are: Granville Whitaker, Jack Borejko, Nick Sangalis, and David Douthat. Assigned to University Hotel is David Magee.

This real opportunity is but one step forward in sound progress here at Indiana University in our Accounting and Management Departments.

NOTICE !

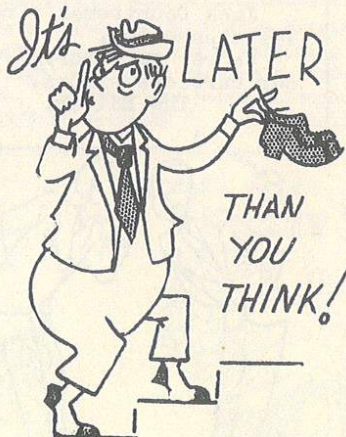
We have a weekly news letter on the Management Bulletin board. This is just outside the Management Dept. on the 3rd floor.

NEWSLETTER STAFF

The Management Student is the monthly publication of the Indiana University chapter of the Society for Advancement of Management.

EDITOR: Robert R. Taylor
REPORTERS:

John Collie
Al Friend
Phillip Nason
Norman Bishea
George Shoukwiler



EDITOR'S "NOTEBOOK"

Two important assets for a manager to possess are the ability to use good human relations and to speak effectively.

Dale Carnegie says that these abilities develop leaders. "Public speaking and human relations in business", an adult course by Dale Carnegie, strives to develop such leaders.

Last November this course was presented in Lake Charles, Louisiana. I enrolled in the group to overcome the fear of facing audiences. I said "Show me" and they said "Sign here and we will!" It is difficult to detect improvement in one's self but easy to see in others. I saw 32 people, including Doctors, Lawyers, Dentists, Managers, and Sales people, become forceful speakers and interesting personal friends. Most of them, of course, were scared the first speech night. Their talks soon became more interesting and memorable. Carnegie instructors don't criticize. They bring out only the good points of the talks. It works, too!

Dale Carnegie died Nov. 1st. He once said to a beginning speaker, "We can't eliminate those butterflies but we can get them into formation." His contributions to the field of human relations are recognized the world over.

Carnegie's courses are not meant to replace our college training, rather they are designed for the persons actually working that find a need for more training in public speaking and human relations.

Bob Taylor
Editor

