

Building students' futures

College of
Business
ILLINOIS STATE UNIVERSITY

*The Department of
Marketing*

*Student Recognition
Program*

*Friday, April 18, 2008
6:00 p.m.*

*Ballroom, Eastland Suites
Hotel & Conference Center*

ILLINOIS STATE
UNIVERSITY



AGENDA

6:00 p.m. - Social Time

7:00 p.m. - Welcoming Comments
Dinner

7:45 p.m. - Awards Presentation

Business Teacher Education Program

Presenter: Dr. Glenn A. Bailey

National Business Education Association Award

Recipients: Erika N. Hall
Adrienne L. Thurzo

Business Teacher Education Foundation Award

Recipients: Amy M. Mariani
Michelle J. Willenborg

Ralph D. Wray Scholarship Award

Recipient: Mary M. Anderson

Lewis R. Toll Scholarship Award

Recipients: Nina M. Frank
Elizabeth (Betsy) A. Mehlberg
Kimberly E. Reynolds
Jeffrey P. Riley

Warren S. Perry Scholarship Award

Recipient: Nichole M. Kilgus

Outstanding Senior in Business Teacher Education Award

Recipients: Erika N. Hall
Adrienne L. Thurzo

Marketing Program **Presenter: Dr. Daniel J. Goebel**

Exemplary Marketing Student Award

Recipients: John C. Barnard
Natalie K. Drew
Courtney L. Marx

Delta Nu Alpha James Katschke Scholarship Award

Recipient: Kimberly (Kyle) P. Lawton

Outstanding Marketing Student, St. Louis Chapter of A.M.A.

Recipient: Chrystal M. Caban

Outstanding Marketing Student, Central Illinois Chapter of A.M.A.

Recipient: Ryan J. Pankey

Robert V. Mitchell Citizenship Award

Recipient: Ryan J. Pankey

Marketing Degree Program Scholar Award

Recipient: Justin C. Bantham

Outstanding Junior in Marketing Award

Recipient: Michael J. Kasper

William and Nancy Yarger
Student Professional Development Award

Recipients: Joel C. Anders
Michelle A. Murray

Outstanding Senior in Integrated Marketing Communication Award

Recipients: Justin C. Bantham
Michael A. Dotson

Outstanding Senior in Marketing Award

Recipient: Amanda Hansen

Professional Sales Institute

**University Sales Center Alliance
Professional Sales Institute Sales Achievement Awards
Presenter: Dr. Michael A. Humphreys**

Recipients:

Morgan A. Blair	Amanda M. Luebchow
Joseph D. Bushman	Samantha L. McCarthy
Jason G. Bryan	Tiffany L. Meyers
Sean T. DeDecker	Clyde A. Miller
Blair L. Frank	Sami-Joseph J. Nassar
Haley A. Hass	Jarrad M. Nissen
Michelle C. Johnson	Maria A. Pulice
Matthew J. Kahn	Michael Re
Bradley J. Kaufmann	Erika M. Vedra
Kevin P. Kost	

2008 National Collegiate Selling Competition Team
Presenter: Dr. Daniel J. Goebel

Participants: John C. Barnard
Amanda M. Luebchow
Blair L. Frank

Individual Named Sales Achievement Awards
Presenter: Dr. Jill S. Attaway (with Special Guests)

Chicago Office Technology Group
Top Gun Award: Fall Semester
Recipient: Blair L. Frank

Marriott Vacation Club International
Top Gun Award: Spring Semester
Recipient: Kelly A. Jansen

Wells Fargo Financial
Outstanding Sales Intern Award
Recipient: Matthew J. Kahn

First Investors

Junior Sales Student Excellence in Leadership Award
Recipient: Michael J. Kasper

Fastenal

Sales In Action Award: Outstanding Junior
Recipient: Rozita Seifian

Northwestern Mutual Financial Network (Scott Carr Group)

Outstanding Junior Sales Student Award
Recipient: Brian P. Syring

State Farm

Senior Sales Student Excellence in Leadership Award
Recipient: Tiffany L. Meyers

Frito-Lay

Sales in Action Award: Outstanding Senior
Recipient: Amanda M. Luebchow

Sherwin-Williams

Exemplar Sales Student Scholar and Coaching Award
Recipient: Morgan A. Blair

AAA-Chicago

Outstanding Senior Sales Student Award
Recipient: Joseph D. Bushman

**Enterprise Rent-A-Car Foundation
Professional Sales Student Scholars 2007-2008**

Presenter: Dr. Michael R. Williams

Recipients:

Morgan A. Blair	Amanda M. Luebchow
Joseph D. Bushman	Samantha L. McCarthy
Matthew J. Champion	Tiffany L. Meyers
Sean T. Dedecker	Clyde A. Miller
Megan L. Hickok	Sami-Joseph J. Nassar
Michelle C. Johnson	Maria A. Pulice
Bradley J. Kaufmann	Molly E. Stimac
Kevin P. Kost	Erika M. Vedra

**Enterprise Rent-A-Car Foundation
Professional Sales Student Scholars 2008-2009**

Presenter: Dr. Michael R. Williams

Recipients:

Tiffanie L. Craddock	Rozita Seifian
Anthony W. Ensalaco	Michael J. Sheehy
Alexis S. Hezlep	Jessica E. Smith
Kelly A. Jansen	Brian P. Syring
Michael J. Kasper	Lindsay A. Vickers
Kimber L. Oleksy	Daniel J. Walsh
Jennifer M. Plocinski	Shelley M. Warner
Bradley E. Ricketts	

Special Acknowledgements

Department of Marketing/Business Teacher Education

Mrs. Barbara Perry
Mr. Bill Yarger
Mrs. Nancy Yarger

Professional Sales Institute Special Guests and Presenters

AAA Insurance - Chicago
Enterprise Rent-A-Car
Federated Insurance
First Investors Corporation
Liberty Mutual Insurance

State Farm

Windy City Wire

Jason Brabson
Drew Butts
Ben Hartman
Jim Morton
Jack Ramsey
Kellien Bailey
Mark Bernhagen
Lara Freitag
Leonard Kaigler
Joy Schreder
Dick Galgano

**Recognition of Undergraduate Student Office Assistant
and Marketing Graduate Assistants**

Kalpana Bajjanna*	Janet Karanja
Sandeep Basnet	Jennifer Keegan*
Osman Demir*	Sean Keegan
Sreekrishna Gopalan	Benjamin Libert
Aaron Hurley	Nadia Wendlandt*

*Graduate Assistants who will graduate in
May, August, or December 2008

Closing Comments and Adjournment

DEPARTMENT OF MARKETING

The Department of Marketing houses the two disciplines of marketing and business teacher education. The marketing program is rigorous and challenging. Marketing faculty utilize an active learning, or high-student-involvement approach in their classes. The emphasis is on application of concepts and theory through such means as individual and group case analysis, computer-simulation gaming, and client-based research projects. Students benefit from classroom opportunities to develop their communication, listening, problem-solving, and critical decision-making skills. Students may pursue a general Marketing degree or specialize in one of two sequences: the Integrated Marketing Communication sequence or the Professional Sales sequence.

The business teacher education program prepares students to become business educators with a specialty in this growing field. Students complete foundation courses in business along with specialized coursework in professional education, teaching methodology, and a student teaching assignment. Additional coursework is completed to meet state certification requirements in three or more endorsement areas: accounting, basic business, information processing, and cooperative teacher coordinator (vocational education) to name a few.

The Department of Marketing also houses the Professional Sales Institute. Illinois State University's professional sales program and the Professional Sales Institute are among the first in the world to be awarded the distinction of Certified Sales Program by the Professional Society for Sales and Marketing Training (SMT). The sales program was selected for membership in the elite University Sales Center Alliance, and is spearheaded by 4 PhD faculty members dedicated to sales education, research, and publication. Industry professionals remain actively involved in coursework and research. The program is consistently ranked as one of the top programs in the nation.

FACULTY AND STAFF

Timothy A. Longfellow, Chair

Merlin Anderson	Stephen Goodwin	Linda Showers
Jill Attaway	Michael Humphreys	Rodger Singley
Glenn Bailey	Gary Hunter	Jan Jolynn Staley
Aysen Bakir	Chiharu Ishida-Lambert	Steven Taylor
Nancy Baldoni	Peter Kaufman	Marilyn Turner
Jeri M. Beggs	Chris Knuth	David Wallace
James E. Cox, Jr.	Horace Melton	Michael Williams
Sondra Ehley	Kathy Mountjoy	
Daniel Goebel	Jim Munz	