



Connecticut State University System

BR#04-38



RESOLUTION

appointing

JAMES W. SCHMOTTER

as

PRESIDENT

OF

WESTERN CONNECTICUT STATE UNIVERSITY

June 14, 2004

WHEREAS, The members of the Connecticut State University System Board of Trustees Search Committee with the assistance of members of the Western Connecticut State University Advisory Committee conducted a national search for a president for the university resulting in applications from one-hundred and fifteen individuals, and

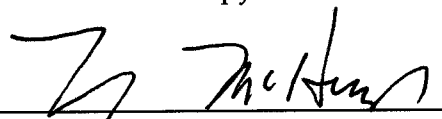
WHEREAS, Having completed this search through the careful evaluation of credentials and interviews with four outstanding candidates, the Trustees' Search Committee recommends that James W. Schmotter be appointed as President of Western Connecticut State University, and

WHEREAS, The Chairman of the Board of Trustees and the Chancellor of the Connecticut State University System concur in this recommendation, therefore, be it

RESOLVED, That effective August 1, 2004, under the terms and conditions of the Trustees' Policies and Procedures for Presidential Compensation, James W. Schmotter is hereby appointed as President of Western Connecticut State University at a biweekly salary of \$7,809.66 (\$203,832 annualized), and be it further

RESOLVED, That effective July 1, 2005, the annual salary rate will increase to the full level in effect for CSU presidents at that time, in accordance with Board policy.

A Certified True Copy:


Lawrence D. McHugh, Chairman



JAMES W. SCHMOTTER

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Kalamazoo, MI 49009

Haworth College of Business
Western Michigan University
Kalamazoo, MI 49008
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james.schmotter@wmich.edu

EDUCATION

Ph.D., History, Northwestern University, 1973. M.A., 1971.

Graduate coursework in Higher Education Administration, Teachers College, Columbia University, 1975-1976.

B.A., History, Muskingum College, 1969.

ACADEMIC ADMINISTRATION

Dean and Professor of Management (tenured), Haworth College of Business, Western Michigan University, Kalamazoo, MI 49008, 1997-date

- **Academic Leadership.** Responsible for all aspects of management of the one of the largest business college in the U.S., with a budget of \$17 million, 12 direct professional reports, 5 department chairs, and a teaching staff of 140. The Haworth College enrolls approximately 5,600 undergraduates on campus and 600 MBA students on campus and at remote and distance learning sites. During tenure as dean, more than 40 new tenure-track faculty have been hired.
- **Change Management.** Led faculty in developing a new BBA curriculum which includes 5 new courses and requirement of an electronic professional portfolio and internship, study abroad experience, or directed research project for every student. Currently leading elevation of academic standards for MBA program. Built consensus on new college mission, vision and strategic plan which led to reaffirmation of AACSB accreditation in business and initial accreditation in accounting. Led planning and implementation, in partnership with Dell Computer and Cisco Systems, to establish a ubiquitous wireless computing environment in the college. Leading college through budget reduction process demanded by cuts in state funding.
- **External Relations.** Reorganized college's Business Advisory Council to expand opportunities for student and faculty internships, develop financial resources, and increase public visibility. Active contributor to local business press and frequent speaker on West Michigan business lecture circuit. Increased business outreach services through creation of college outreach office at local chamber of commerce and partnership with biomedical industrial incubator. Established Haworth College Alumni Society and worked with development staff to increase College's Annual Fund by 300%; have raised over \$10 million in contributions in university's recent Centennial Capital Campaign.

- International Partnerships. Oversee established "twinning" program with Sunway College, Kuala Lumpur, Malaysia, as well as newer programs with Hong Kong Baptist University, Christ College, Bangalore, India (1998); and Hamdard University and the University of Lahore in Pakistan (2000). Concluded agreements for MBA articulation with Rajagiri Institute of Social and Economic Research, Kerala, India (1998); and WMU MBA in Singapore in partnership with Center for American Education (2000). Third cohort of Singapore MBA program graduated in 2003; more than 60 students have participated in Indian MBA articulation program.
- **Dean and Professor of Management** (tenured), Lehigh University, College of Business and Economics, 1992-97.
 - Leadership. Responsible for all aspects of management of college of business with a budget of \$9 million, 55 full-time and 20 adjunct faculty, 900 undergraduate majors, 390 MBA students, and 30 doctoral students. Directed a management team of six department chairs, six academic center directors and two associate deans.
 - University Administration. Served as member of University Council; actively participate in institution-wide managerial decision-making. Member of leadership team for ongoing university-wide strategic planning processes; chaired task forces on continuing professional education, undergraduate enrollment management, international education and standing committee on sponsored research funding.
 - Change Management. Led an ongoing process of organizational change and strategic planning in the college that has resulted in a restructuring of academic departments (from 6 to 2) and a redefinition of institutional mission. Notable changes included the development of a detailed multi-year college strategic plan, the establishment of a new faculty evaluation and professional development process, and the implement of a quality program for administrative functions and a formalized process for obtaining input from constituents. Decreased MBA tuition price by 22% and expanded distance learning technology to produce a 70% increase in new MBA enrollment. Launched new masters program in Management of Technology. Led college through AACSB re-accreditation process.
 - External Relations/Development. Restructured mission and leadership and increased diversity of 50-member Business Advisory Council; used alumni focus groups to reformulate alumni newsletter and alumni programs in New York; active participation in \$300 million capital campaign focusing on student financial aid; special focus and success in fundraising for international business and student development initiatives. (approximately \$4 million). Press citations in *U.S. News and World Report*, *Wall Street Journal*, *New York Times*, *Chronicle of Higher Education*, *Financial Times*, and local press.

- Direct Interaction with Students. Served during 1993/94 as live-in Faculty Master of Taylor College, a co-ed residence hall housing 160 honors undergraduates; developed and implemented programs that brought Taylor College residents and Lehigh faculty together outside the classroom.

Associate Dean, Cornell University, Johnson Graduate School of Management, 1984-1992.

- Leadership. Member of school's senior management committee with supervisory responsibility for staff of ten in areas of publications and student services, admissions and financial aid, and placement services. Led directors of admissions and financial aid in applying information systems to maintain an effective customer-centered approach to admissions while increasing applications by 80% and lowering acceptance rate by 23% during 1989-92. Implemented a successful shift of financial aid to a merit-based policy, a refocusing of school's MBA orientation program to emphasize the issue of managing cultural diversity, and the introduction of a comprehensive training program for 400 alumni admissions interviewers in the U.S. and abroad.
- External Relations. Developed and implemented school's public relations and marketing activities directed toward external constituents; worked with university's news service and members of the press to heighten international media visibility. Efforts produced 300 mentions of Johnson School programs and faculty in national and international print and electronic media during 1988-92 (e.g. *New York Times*, *Wall Street Journal*, *International Herald Tribune*, *Business Week*, *The Economist*, *Nihon Keizai Shimbun*). Directed production of school's publications, including award-winning alumni magazine.
- Development. Wrote proposals, helped formulate development strategies for the international and student support areas, made direct solicitations and maintained relationships with corporate and individual donors. Obtained and managed grants totaling \$1 million from U.S. Department of Education, U.S.-Japan Friendship Commission and corporate donors for international projects.
- Corporate Relations. Coordinated school's relationships with major Japanese corporations; developed partnership with New York public international trading company to place students in international internships; represented school's placement office to major corporate constituents on a regular basis.
- International Programs. Served as Director of International Studies and managed school's formal relationships with seven European business schools; coordinated international student and faculty exchange programs with these institutions. With Japanese corporations and Cornell Division of Modern Languages and East Asia Program developed and directed an innovative academic program on Japanese business incorporating intensive Japanese language study with MBA courses; 50 students had graduated by 1992. Arranged and managed international internships, exchanges and educational programs, including a summer internship program that

sent MBA students to Eastern Europe and an executive education program at Cornell for enterprise managers from the former USSR. Represented school on various university-wide international committees.

Assistant Dean, Cornell University, Johnson Graduate School of Management, 1979-84. Responsible for all aspects of admissions, financial aid and student services at the school. Innovated marketing techniques including use of 800-number for admissions interviewing; expanded network of alumni interviewers; personally reviewed 1,500 to 2000 MBA applications annually.

Administrator, Department of Economics, State University of New York at Binghamton, 1976-1979. Responsible for administration of academic department with 25 faculty, 90 graduate students and 200 undergraduate majors; managed all departmental budgets and supervised clerical staff.

TEACHING EXPERIENCE

Western Michigan University, Haworth College of Business. As dean, teach at least one section annually of required "Business Enterprise" course to freshmen in large lecture (350 students) format. Course is paperless with heavy reliance on WebCT, Internet and wireless computing. Team-teach MBA course, "Managing Human Resources and Behavior."

Cornell University, Johnson Graduate School of Management. While associate dean, occasionally taught general management MBA courses: "The International Context of American Business," and "History of Business in American Society." 1986-92. (Latter featured in *New York Times* article, 1987) Regular guest lecturer in "Introduction to Japan" course in Cornell's College of Arts and Sciences.

State University of New York at Binghamton. Taught graduate and undergraduate courses in the departments of economics and history while serving as departmental administrator, 1977-79.

Orange County Community College (Middletown, NY), part-time instructor of American History while attending Columbia University.

Northwestern University, Developed and taught undergraduate seminars in history department, 1971-73; served as teaching assistant in American History Survey, 1970-71.

PROFESSIONAL ACTIVITIES AND RECOGNITION

Community:

Member, Board of Directors, Junior Achievement of Kalamazoo and Van Buren Counties (1997-date); Chair of Board of Directors (2001-2003).

Managing Director, Southwest Michigan Innovation Center (biomedical industrial incubator) (2002-date)

Member, Search Committee for President of Kalamazoo County Chamber of Commerce, (1999).

Advisor for Strategic Planning, Kalamazoo County Chamber of Commerce (2000)

Rotary Club of Downtown Kalamazoo (Michigan), (1998-date).

Grand Rapids Economic Club (Michigan), (1998-date).

Japan-America Society of West Michigan, (1999-date).

INROADS/Southwest Michigan "Educator of the Year, 2000-2001."

Member, Steering Committee to Develop a Strategic Plan for Economic Development and Urban Revitalization in the Lehigh Valley (1996-1997).

Professional:

Chair, International Partnerships Team, and International Peer Review Marketing Task Force, AACSB International: The Association to Advance Collegiate Schools of Business. (1994-96). These groups worked with Mexican, Canadian, and European educators to explore accreditation of business schools outside the U.S.

Member, AACSB Corporate Member Advisory Council, (2001-date).

Member, AACSB Peer Review Accreditation Teams, University of Alberta (1995-96) and University of Hartford (1999-2000).

Member, International Affairs Committee, AACSB. (1993-94)

Member, International Education Trust Fund Task Force, AACSB. (1992-94).

Chairman of the Board of Trustees, Graduate Management Admission Council (GMAC), 1986-87. GMAC is the organization of 120 business schools that contracts with the Educational Testing Service to develop and administer the GMAT and conducts

other programs on management education with a staff of 25 and an operating budget of \$13 million. Also served as **Trustee (1984-88)**, **Vice Chairman of the Board (1985-86)**, **Chairman of the Educational Programs Committee (1983-84)**, **Coordinator of Summer Institutes for Professional Development (1982 and 1983)**, **Member of Professional Development Committee (1980-83)**, **International Task Force (1988-89)**, **Deans' Nominating Committee (1996)**, **Chair of Research Advisory Committee (1998-99)** and **School Representative from Cornell, 1979-92, and from Lehigh, 1992-97.**

Member, National Commission on Admission to Graduate Management Education, 1987-1990. This panel of 20 leaders from business and education met to debate broad issues and produce a report to shape future curricular and admission policy directions in MBA education. I was the main author of the Commission's final report, "*Leadership for a Changing World: The Future of Graduate Management Education.*"

Vice-Chairman, Board of Trustees, MBA Enterprise Corps. Was a founding trustee of the Enterprise Corps, a consortium of 20 major business schools that has placed 200 recent MBA graduates in yearlong assignments in Eastern Europe and Southeast Asia. 1990-92.

Co-Chairman, National Symposium on "Increasing Black Participation in Graduate Management Education: Meeting the Challenge." (Atlanta, 1987) Helped plan and, with President Norman Francis of Xavier University, presided over this 3-day program jointly sponsored by the Graduate Management Admission Council and the Educational Testing Service-Historically Black Colleges Collaboration.

Consultant on international education and business issues to the Emory University Graduate School of Business Administration; National Institute of Higher Education, Limerick, Ireland; University of Limerick, Ireland; National College of Industrial Relations, Dublin, Ireland; TRW, Inc., Prudential West Michigan Realty, Blue Granite Corporation, IBM-Brazil, the Institute for International Education, the Cleveland Foundation, USAID, Halstead Communications, the Educational Testing Service and the Graduate Management Admission Council.

Member, Editorial Advisory Board, U.S. Black Engineer magazine, 1984-92.

Advisor, Institute of International Education, New York, including participation as member of Selection Panel for Central and East European Fellowships, 1991; and Advisory Committee on MBA Admissions, Institute of International Education, 1984.

Member, Review Panel, Centers for International Business Education and Research (CIBER) program, U.S. Department of Education, 1998.

Beta Gamma Sigma, Alpha Kappa Psi, Phi Kappa Phi, Phi Beta Delta (President, Beta Pi (Lehigh) chapter, 1996-1997).

PUBLICATIONS MANAGEMENT

Editor-in-Chief, *Selections*. Responsible for all editorial decisions and organization of an international editorial advisory board to re-position both the editorial content and design of the Graduate Management Admission Council's magazine (readership of 5,000 opinion shapers in management education). Coordinate team of business manager, copy editor and design firm. (2000-date) (Concurrent with position listed previously).

Executive Editor, *Cornell Enterprise*, Conceived and supervised development of a new alumni magazine with readership of 7,000 and annual budget of \$100,000; approved all editorial and design decisions and wrote several articles for each issue. The magazine won a Bronze Medal for overall excellence from the Council for the Advancement and Support of Education in 1987. 1983-92 (Concurrent with position listed previously).

Editor, *Cornell Executive*. Edited general readership management magazine that solicited articles from leading writers and public figures such as Edward Koch, Henry Kissinger, James Watt, William F. Buckley, and Murray Weidenbaum. Made all final design and editorial decisions, managed annual budget of \$150,000. Magazine won four awards from the Council for the Advancement and Support of Education, 1981-83 (concurrent with position listed previously).

PARTICIPATION IN UNIVERSITY GOVERNANCE

Western Michigan University:

Member, President's Academic Affairs Budget Advisory Committee, 2004-date

Chair, Search Committee for Dean of College of Engineering and Applied Sciences, 2004-date.

Chair, Task Force on University Budget Modeling, 2003-date.

Chair, Search Committee for University Ombudsman, 2003.

Chair, Search Committee for Dean of Lee Honors College, 2002-2003.

Chair, Search Committee for Dean of Continuing Education, 1999-2000.

Chair, Search Committee for Dean of College of Engineering and Applied Sciences, 1998-99.

Member, University Space Allocation Committee, 2002-date.

Member, Enrollment Management Advisory Committee, 1999-2000.

Lehigh University:

Chair, University Sponsored Research Funding Committee, 1996-1997

Chair, Undergraduate Enrollment Subcommittee, University Council, 1995-1997.

Chair, Search Committee for Dean of College of Engineering and Applied Science, 1994.

Chair, Task Force on International Education at Lehigh, 1993-95.

Chair, Task Force on Continuing Professional Education at Lehigh, 1993.

Member, Faculty Program Board, Iacocca Institute, 1992-1997.

Member, Advisory Board, Small Business Development Center, 1993-1997.

Member, University Educational Policy Committee, 1992-1997.

Member, University Committee on Continuing and Distance Education, 1992-1997.

Cornell University:

Steering Committee, Western Societies (Interdisciplinary European Studies) Program, 1989-92.

Steering Committee on Interdisciplinary Academic Degree Program in Real Estate, 1987-1990.

Oversight Committee for Cornell University's Satellite Uplink, 1987-90.

Steering Committee of Cornell Program on International Competitiveness, 1987-88.

Advisory Curriculum Committee on International Internships, 1985-87.

Member, University-wide panel on Undergraduate Education at Cornell, 1986.

University Minority Affairs Committee, 1984-86.

PUBLICATIONS

Books:

Introduction to Business, (contributing author with Karen Collins) (forthcoming, Prentice Hall, 2005).

The Official Guide to Financing your M.B.A. (with N. Ballard), Graduate Management Admission Council, 1992 (1st edition), 1994 (2nd edition).

The Official Guide to M.B.A. Programs (with J. Krasna), Graduate Management Admission Council, 1990 (1st edition), 1992 (2nd edition) and 1994 (3rd edition).

Admissions Office Management: A Guide to Professional Practice, Graduate Management Admission Council, 1987 (Co-editor with D. Perrin and E. Rosenblum).

Articles and Monographs:

"Reflections on Two-Plus Decades: A World of Difference," *Selections* (January 2004).

"Economic Viewpoint: All Hands on Deck!" *Inside Supply Management* (September 2002).

"Dean's Forum: Customers and Expectations," *Mid-American Journal of Business* (Fall 2002)

"An Assignment for the New Century," *Selections*, Spring/Summer 2000.

"How to Use 'The Cocktail Party' Intercultural Simulation in College Classes or Professional Seminars," (with D. A. Jameson) in J. A. Moneysmith, *Instructor's Resource Manual, Volume II to accompany K. O. Locker, Business and Administrative Communication*, 5th Edition, (Boston, Irwin/McGraw Hill, 2000).

"Top Ten Ways to Make Your Dean Happy," *Accounting Programs Leadership Newsletter*, (1999).

"MBA Education in the U.S. Today," *Das MBA-Studium, mit Portraits von Business Schools in den USA and Europa*, (Staufenbiel Insitut, 1998).

"New Directions in Business Schools," *Kaplan-Newsweek Business School Admissions Advisor*, (1998).

"The Best of Times or the Worst of Times for Business Education?" *Mid-American Journal of Business*, (Winter, 1998).

"Lessons for Doctoral Education from Successful International Companies," *Internationalizing Doctoral Education in Business*, (Michigan State University, 1996).

"Has Business School Education Become a Scandal?" (Symposium with other business school deans) *Business and Society Review*, (Spring 1995).

"The Market for MBA Education in the United States," *Executive Development*, (Summer 1994).

"'Not Just Another School of Business': A History of Graduate Management Education at Cornell, 1946 to 1992" (monograph, Johnson Graduate School of Management, Cornell University, 1992)

"A History of the Graduate Management Admission Council," *Selections*, Fall 1992.

"Business Schools After the Cold War," *Chronicle of Higher Education*, March 25, 1992.

"'Will Tokyo's Ethics Invade Wall Street?'" (Symposium with Chalmers Johnson, Yoshi Tsurumi, et. al.), *Business and Society Review*, Winter 1992.

"Daniel Richard Crissinger," in *Biographical Dictionary of the Board of Governors of the Federal Reserve*, B. Katz, ed., (Greenwood Press, 1991).

"The Best Emissaries: M.B.A. Students at Cornell University, 1948-1987," *History of Higher Education Annual*, 1990.

"Japanese M.B.A.s: Made in the U.S.A." *Wall Street Journal*, August 15, 1990 (reprinted in *Asian Wall Street Journal*, August 23, 1990).

"The Ethics and Protocol of the MBA Job Search," (with L. Foltman), *MBA Careers*, Fall 1989.

"Business Education's Cross-Atlantic Currents," *Wall Street Journal*, October 9, 1989.

"Lessons from Success: An Analysis of the Accomplishments of Selected Academic/Private Sector Collaborations for the Creation of International Competence," with D. Greenwood, M. Kazanjian, et. al. (Coalition for the Advancement of Foreign Languages and International Studies, 1989).

"Colleges Have Themselves to Blame for the Influences of Journalistic Rankings of their Quality," *Chronicle of Higher Education*, August 18, 1989.

"The Cornell-XPORT Report on Public Export Promotion Policies in Nine Countries," with H. Ouida, et. al., (monograph, Cornell University, 1989).

"Comparing Business Education in Europe and in U.S.," *Wall Street Journal/Europe*, April 18, 1989.

"Preparing MBAs for Business with Japan: Cornell as Case Study," *Proceedings, Eighth Annual Conference on Languages and Communication for World Business and the Professions*, (Eastern Michigan University, 1989).

"Henry Wallich," in *A Biographical Directory of the Council of Economic Advisers*, B. Katz and R. Sobel, eds., (Greenwood Press, 1988).

"Effective Admissions Publications for MBA Programs," (with L. Myers) in *Admissions Office Management: A Guide to Professional Practice*, (Graduate Management Admission Council, 1987).

"Joseph Sewall (1688-1769)," "Thomas Maule (1645-1724)," and "Thomas Symmes (1678-1725)", contributions to *American Writers Before 1800: A Biographical and Critical Dictionary* eds. J.A. Levernier and D. R. Wilmes, (Greenwood Press, 1983).

"The Irony of Clerical Professionalism: New England's Congregational Ministers and the Great Awakening," *American Quarterly*, (1979). Won prize for best article published in this academic journal during 1979.

Review of Thomas Lucas, *Valley of Discord: Church and Society in the Connecticut River Valley*, *Historical Journal of Western Massachusetts*, (1978).

"William Douglass and the Beginnings of Medical Professionalism in New England: A Reinterpretation of the Boston Anti-Inoculation Controversy of 1721," *Historical Journal of Western Massachusetts*, (1977).

"Ministerial Careers in Eighteenth-Century New England, The Social Context, 1700-1760," *Journal of Social History*, (1975).

Published Interviews:

Since 1981 I have published more than 30 interviews with business and educational leaders in the two Cornell magazines I edited (*Cornell Enterprise* and *Cornell Executive*) and in *Selections* (the magazine of the Graduate Management Admission Council). Representative of these interviews are conversations with

- Business executives David Rockefeller (1981), Sanford I. Weill (1982), J. Richard Munro (1986), and Samuel C. Johnson (1992).
- University presidents Frank H. T. Rhodes (1983) and Derek Bok (1993).

- Deans and professors including Lester C. Thurow (1988), James Howell (1984), C. Roland Christensen (1986), Donald Jacobs (1991), and James C. March (1994), and Joseph White (1998).

Selected Representative Presentations:

“Ethical Challenges in Business Today,” Center for the Study of Ethics and Society, Western Michigan University (January 2004).

“What We’re Up Against: Ethical Challenges for Businesses Today,” Keystone Breakfast Series, Western Michigan University (September, 2002).

“Winning Hearts and Minds: Western Michigan University’s Haworth College of Business Builds a Ubiquitous Computing Environment,” Dell Computer Annual Campus One Summit, Orlando, Florida, (February 2001).

“‘Hustling the East’: Lessons for Successful International Partnering,” Keynote Address, Third “Facing East-Facing West” Conference, Western Michigan University, (June 2000).

“Requirements for Global Competitiveness,” National Education Summit, Asian Strategy and Leadership Institute, Kuala Lumpur, Malaysia (March 1999)

“What World-Class Competition Means: Lessons from Global Leaders,” Rajagiri College, Cochin, Kerala, India (March 1998)

“Lemons and Lemonade: Lessons for Successful Regional Economic Development,” Portage (Michigan) Rotary Club, January 1998.

“The (Management) Gospel According to Dilbert,” Downtown Kalamazoo Rotary Club, November 1997.

Moderator of AACSB 1996/97 Video Teleconference Faculty Development series, broadcast live from KCET-TV, St. Louis, in November, February and April.

“Universities on ‘Planet Reebok’: The Impacts of Competition and Technological Change,” Business-University Forum of Japan Workshop on “Reinventing Business and University Relations for the 21st Century,” Tokyo, November 1994.

“The Business of Quality in Business Education,” European Association of International Educators Annual Meeting, London, November 1994.

“A Strategy for ‘Planet Reebok’: Accessibility and Relevance in Graduate Management Education in the 1990s” keynote address, GMAC Annual Financial Aid Conference, Chicago, November 1994.

- "Internationalizing Our Colleges and Universities," Workshop at Association of American Colleges Annual Meeting (with C. Fixman), Washington, D.C., January 1994.
- "The Market for MBA Education in the U.S.," Conference on Executive Development, Manchester Business School (U.K.), September 1993.
- "American Business Education Today," PIER Conference on Education in the U. S. and Scandinavia, Copenhagen, Denmark, 1993.
- "New Directions in Doctoral Education for Business," Association of Doctoral Program Directors, Washington, June 1992.
- "Who's Steering the Battleship: Perceptions and Realities in American Business Education Today," keynote address, Association of Business Communication Mideast/Southern Regional Meeting, Washington, D.C., April 1992.
- Understanding American Business Education," National ChengChi University, Taipei, Taiwan, March, 1992.
- "The Cocktail Party': an Intercultural Simulation Exercise for Student and Executive Development Groups," Association of Business Communication Annual Meeting, Honolulu, November, 1991 (with D. A. Jameson).
- "Old World, New Frontiers: Recent Trends in European Business Education," American Assembly of Collegiate Schools of Business Public and Media Relations Seminar, Washington, D.C., September 1991.
- "Prospects for Change in American Management Education," Council of University Management Schools (U.K.), London, England, May 1991.
- "The Politics, Financing, and Implementation of Business/Liberal Arts Programs," American Association of Colleges/American Assembly of Collegiate Schools of Business Conference on Internationalizing the Curriculum through Business-Liberal Arts Collaborations, Lincolnshire, Illinois, March 1991.
- "Problems of the Global Economy: What Business Schools Can Do," Plekhanov Institute, Moscow, USSR, November 1990.
- "Internationalizing the Business School for a Global Marketplace," National College of Industrial Relations, Dublin, Ireland, November 1990.
- "Recruitment Strategies for International Students," American Assembly of Collegiate Schools of Business Annual Meeting, San Francisco, 1990.
- "Has the World Turned Upside Down or Is It Just Converging? One View of Japan-U.S. Business Relations and Their Future," University of Limerick, Ireland, April 1990.

"EC'92: What American Managers Think," Cornell University Trustee Council Symposium, October 1989.

"Special Needs and Services for Foreign Students and Faculty," American Assembly of Collegiate Schools of Business Annual Meeting, Montreal, 1989.

"Eighteenth-Century Ministers and Twentieth-Century MBAs: Surprising Similarities," Cornell faculty seminar on the comparative study of the professions and professional education, 1985.



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For Immediate Release

James Schmotter Appointed As Eighth President of WCSU

HARTFORD, Conn., June 14 -- James W. Schmotter, a highly regarded business school dean known for his communication skills, today was named as the eighth president of Western Connecticut State University by the members of the Connecticut State University board of trustees.

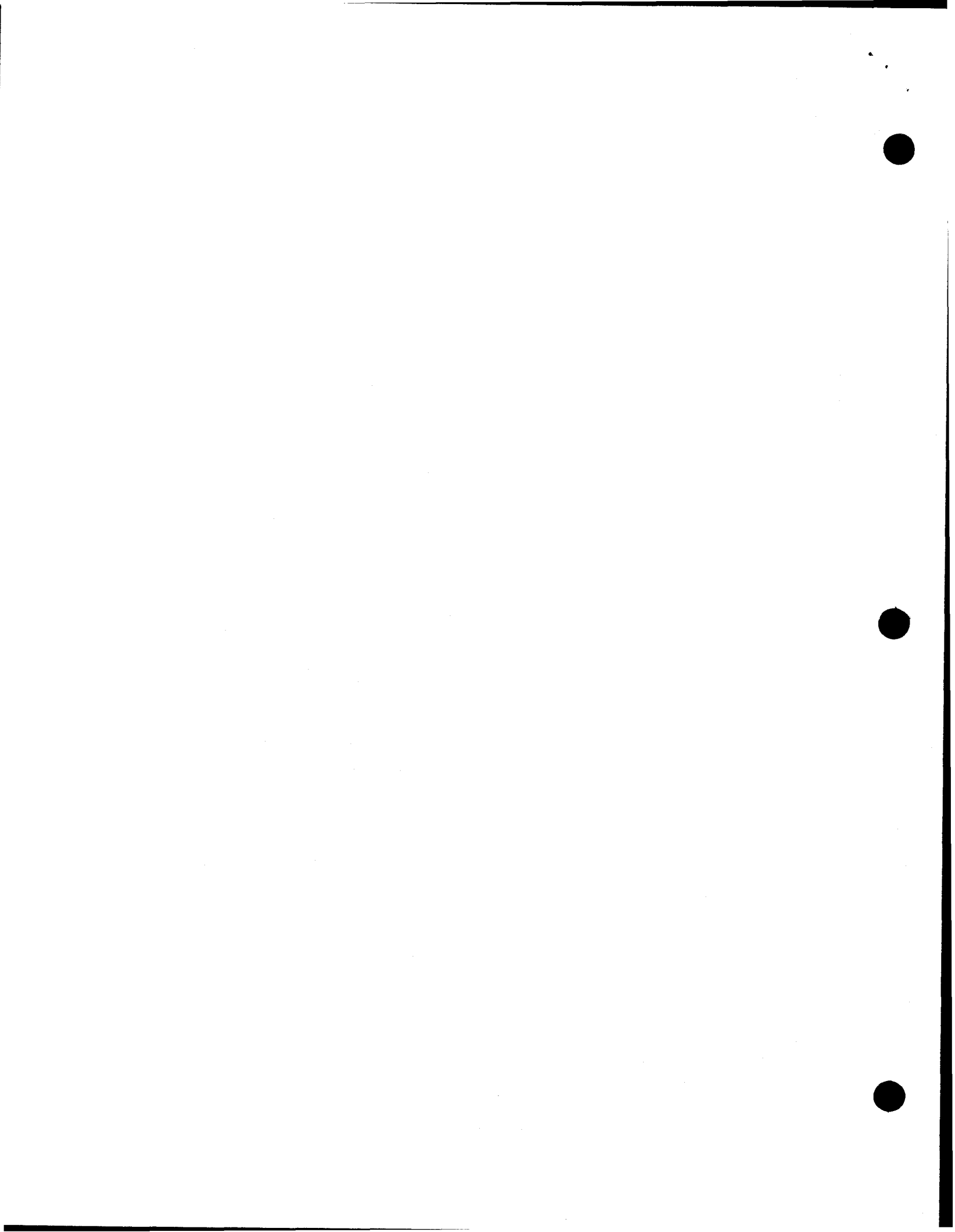
Schmotter, 56, will succeed James R. Roach, who has served as WCSU's president since 1992. Roach announced last year that he would retire effective August 1.

"We very pleased to welcome Jim to the Connecticut State University System," said Lawrence D. McHugh, chairman of the CSU board of trustees, who noted that more than 100 applicants for the position were considered during a nationwide search.

"He's an outstanding teacher and a gifted administrator who will undoubtedly prove to be an exceptional president as he guides Western during this period of unprecedented growth and improvement," McHugh continued. "But most importantly, he is a person who is focused on the needs and interests of students, and I believe it this quality that will truly distinguish his presidency."

Schmotter is currently the dean of the Haworth College of Business and a professor of management at Western Michigan University. Haworth is one of the largest business colleges in the United States, with about 5,600 undergraduate students and about 600 MBA students. He became a member of the WMU faculty in 1997 after serving for five years as the dean of the College of Business and Economics at Lehigh University.

(more)



WCSU President/2

Schmutter began his career at SUNY at Binghamton, before moving to the Johnson Graduate School of Management at Cornell, where he served as both assistant and associate dean from 1979 through 1992, responsible for admissions, external relations and international programs.

Schmutter received a B.A. in history from Muskingum College in 1969. Four years later, he received a Ph.D. in history from Northwestern University, where his dissertation focused on colonial ministers in New England. He subsequently did graduate coursework in higher education administration at Columbia University.

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Contact: Dean Golembeski, CSU System Public Relations, (860) 493-0093.

