



RESOLUTION

concerning

ESTABLISHMENT OF THE INSTITUTE FOR BUSINESS STUDIES
BY CENTRAL CONNECTICUT STATE UNIVERSITY
IN COLLABORATION WITH
THE TECHNICAL UNIVERSITY OF WROCLAW

February 1, 1990

- WHEREAS, Central Connecticut State University has been designated by the Board of Trustees of Connecticut State University as having a special responsibility for international studies, and
- WHEREAS, The School of Business at Central Connecticut State University has a highly qualified faculty with professional skills in business, and
- WHEREAS, Central Connecticut State University has long operated a Polish Studies Program with special outreach activities to Polish universities and to the Polish-American community in Connecticut, and
- WHEREAS, Central Connecticut State University is uniquely situated to develop private support in the Polish-American community in Connecticut and through private American foundations for instruction, research, and public service activities focusing on Poland's transition to a democratic, free-market society, and
- WHEREAS, The Technical University of Wroclaw has offered to collaborate with Central Connecticut State University by providing facilities, lodging, food, and other local support for an Institute for Business Studies which can help train Polish faculty, students, and managers in the techniques of a free market economy, therefore be it
- RESOLVED, That the Board of Trustees of the Connecticut State University authorizes Central Connecticut State University to establish the Institute for Business Studies at the Central campus in New Britain and at the Technical University of Wroclaw in Poland in collaboration with that university, and be it
- RESOLVED, That the purpose of the Institute for Business Studies shall be
- o to contribute to the fulfillment of Central Connecticut State University's mission in the field of international studies, and



- o to provide opportunities for Central Connecticut State University faculty to study the transition of Poland's command economy to a free market economy, to teach the principles and practices of a free market economy to faculty, students, and managers in Poland, and to promote student and faculty exchanges and scholarly communication with the Technical University of Wroclaw, and be it

RESOLVED, That the Institute of Business Studies shall be headed by a director, appointed by the President of Central Connecticut State University, who shall report and be responsible to the Dean of the School of Business, and be it


RESOLVED, That the director of the Institute shall have authority, with the approval of the Dean of the School of Business and the President of Central Connecticut State University, to enter into agreements with on-site individuals and agencies in Poland which are necessary for the effective operation of the Institute, and be it

RESOLVED, That the Institute may receive payment for its services and may seek and receive grants and contracts provided that all such income shall be deposited in appropriate University accounts established for the Institute and provided further that all such income shall be used exclusively for Institute purposes and appropriate University administrative support functions, and be it

RESOLVED, That charges imposed by the Institute for courses and other forms of instruction for academic credit shall conform to Board of Trustees Resolution 90-36, and be it

RESOLVED, That the President of Central Connecticut State University shall present by December 31, 1991, and by July 31 in subsequent years a report to the President of Connecticut State University on the activities of the Institute for the prior year and that this report shall be shared with the Board of Trustees.

A Certified True Copy:


Dallas K. Beal
President

Worksheet:
Institute for Business Studies/Technical University of Wroclaw

1. NAME OF PROPOSED UNIT:

Institute for Business Studies

2. BRIEF DESCRIPTION OF PURPOSE:

The Institute for Business Studies will provide, through faculty of the Central Connecticut State University School of Business and through highly successful Connecticut business, governmental, and managerial leaders, many of Polish descent, non-credit instruction in free market business principles and practices applicable to the contemporary Polish setting. In the first year this instruction will be provided for faculty of the Technical University of Wroclaw, Poland; in the second and third years, the instruction will be provided increasingly by Technical University faculty although School of Business faculty will continue to be involved on a limited basis in the program of instruction. The audience in the second and third years of the Institute's operation will be primarily Technical University students and middle level managers in Lower Silesian private and state-run industries.

The Institute will also organize and provide administrative and other support for workshops, conferences, and other sessions focusing on the application of demand economy principles to an economy emerging from the command system. No degrees will be awarded by the Institute. Courses for academic credit are not contemplated. Traditional faculty and student exchanges between the universities are expected to develop.

The goal of the Institute is to be primarily self-sustaining on the basis of grants, donations, and in-kind support from the Technical University. This support includes all ground transportation in Poland, facilities, meals and lodging, conference/workshop facilities, and administrative expenses. Already, \$75,000 has been raised from the Rockefeller Brothers Fund and the local Polish-American community to support the work of the Institute.

3. ADMINISTRATION OF THE PROPOSED UNIT:

The Institute will be headed by Dr. Patricia Sanders, Associate Dean for International and External Programs in the School of Business of Central Connecticut State University. For day-to-day administrative coordination, Dean Sanders will work through the School of Business. She ultimately reports to the President of the University.

4. PERSONNEL REQUIRED FOR OPERATION:

Dean Sanders will be the Director of the Institute. Approximately eight professors from the School of Business will offer non-credit units of instruction on an intensive format and will be compensated under Article 9.12 of their collective bargaining agreement. The Technical University of Wroclaw will provide administrative and clerical support in Poland; the School of Business will provide administrative and clerical support in the United States. In the second and third years a yet-to-be determined but lesser number of professors from the School of Business will be involved on the same basis. The Connecticut business, governmental, and managerial professionals are volunteering their time and paying their own travel costs to Poland. Additional compensation for yet-to-be scheduled conferences and workshops will come from federal or private grants/donations as they materialize.

5. PHYSICAL SPACE WHICH WILL BE ASSIGNED TO THE PROPOSED UNIT:

Physical space and all attendant costs are the responsibility of the Technical University of Wroclaw and will be provided to Central Connecticut at no cost. There will be no space at Central Connecticut specifically assigned to this activity.

6. ANTICIPATED OPERATING BUDGET OF PROPOSED UNIT:

A. Central Connecticut State University:

Fund Source	1990-91	1991-92	1992-93
(RBF/CCSU FDN.= total \$75,000			
Course development	\$20,000		
Course Materials	8,000	8,000	
Instructional costs	8,000	8,000	
Follow-up/Eval.	1,000	1,000	2,500
Travel	18,000	18,000	3,600
CCSU Overhead	15,000	7,500	2,500
	<u>\$70,000</u>	<u>\$42,500</u>	<u>\$8,600</u>

It is contemplated that the balance of the funds necessary for the second and third year operation of the Institute will come from federal or private donations currently being solicited.

B. On-Site:

Administrative costs, all expenses of Central Connecticut officials involved in the Institute in Poland, and secretarial/clerical expenses will be provided by the Technical University of Wroclaw. The Facility and all attendant expenses will also be provided by the Technical University.

7. NUMBERS OF PARTICIPANTS CONTEMPLATED:

Class size limit of thirty. Numbers of attendees at conferences and workshops will vary dependent upon facility used.

8. EVALUATION OF PROPOSED UNIT:

Dean Sanders will monitor and evaluate the Institute at the end of each of the eight units of study. The Rektor of the Technical University and

the President of Central Connecticut State University (or their designees) will evaluate the Institute at least annually. The President of Central Connecticut State University will present to the President of Connecticut State University by July 31 of each calendar year of the operation of the Institute a report on its programs, including the number and nature of participants, and the funding for the Institute and its programs. This report will be shared with the Board of Trustees by the President of Connecticut State University.

/lmf

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Rockefeller Brothers Fund

1290 Avenue of the Americas

New York, New York 10104

December 26, 1990

Dear Buddy:

It is a pleasure to send official word that the Rockefeller Brothers Fund has approved a \$50,000 grant to Central Connecticut State University, as a contribution for the business management training project in cooperation with Wroclaw Technical University. Accordingly, I am happy to enclose the Fund's check in the amount of \$50,000, payable to Central Connecticut State University and designated for this purpose.

With respect to all of its grants, the Fund requires a report on the expenditure of each payment, consisting of a financial accounting and a narrative statement. The most valuable sort of narrative statement includes a careful analysis of how well the project has succeeded in achieving the purpose for which the grant was made. In this instance, we would appreciate receiving a report each year during the proposed three-year period of this initiative.

We consider this project to be very promising indeed. We have been impressed by the work of the CCSU team and their colleagues from Wroclaw Technical University and by the strong backing from the Polish-American community, especially in CCSU's home community of New Britain. We appreciate the importance of the proposed Institute for Business Studies which will offer courses and seminars in market-oriented principles and practices that benefit managers, entrepreneurs, and students alike. We recognize the value of the project as a creative low cost model for introducing western business concepts and new teaching methodologies to a major university located in an industrial center that has considerably less contact with the West than places such as Warsaw and Cracow.

Colin Campbell and I look forward to periodic contact with you and your colleagues as the project moves forward. Colin joins me in sending best holiday wishes to you, to Patricia Sanders and to everyone associated with this timely venture.

Sincerely,



William S. Moody

Dr. Henry S. Enck
Executive Assistant to the President
Central Connecticut State University
1615 Stanley Street
New Britain, Connecticut 06050

cc: Dr. Patricia Sanders

ROCKEFELLER BROTHERS FUND, INC.

$\frac{1-2}{210}$

No. 32485

9950-0010-8844

DATE

12/26/90

32485

PAY TO
THE ORDER
OF

CENTRAL CONNECTICUT STATE UNIVERSITY

AMOUNT OF CHECK

*****50,000.00***

Colin S. Campbell

[Signature]

AUTHORIZED SIGNATURES

THE CHASE MANHATTAN BANK, N.A.
ROCKEFELLER PLAZA AT 49th ST • NEW YORK, N.Y. 10020

⑆021000021⑆ 038 ⑆ 072933⑈



OFFICIAL CHECK

287118980

DATE

10-86
220

PAY

12 DEC 90

CCSU WROCLAW FOUNDATION

****\$20,000.00 **

TO
THE
ORDER
OF

****\$20,000 DOLLARS AND 00 CENTS

NAME OF BENEFITARY
POLISH NATIONAL FUND

DRAWER: PEOPLES SAVINGS BANK

ADDRESS
TO CITIBANK (NEW YORK STATE) BUFFALO, N.Y.

BY *Jeremia Nowak*
AUTHORIZED SIGNATURE

⑆022000868⑆ 8⑆075700 287118980

VENDOR 1300

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OUR REF. NO.	YOUR INV. NO.	INVOICE DATE	INVOICE AMOUNT	AMOUNT PAID	DISCOUNT TAKEN
3804	1190	11/06/90	5,000.00	5,000.00	.00

Check total 5,000.00



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PAY

FIVE THOUSAND AND 00/100 DOLLARS*****

CHECK AMOUNT

\$*****5,000.00

TO THE
ORDER
OF

CCSU FOUNDATION WROCLAW

Jimmy Rodlark

⑈001226⑈ ⑆211174136⑆ 5100255 8⑈

Topics

FROM THE



PRESIDENT

John W. Shumaker

May 1991

LEADING A PRIVATE INITIATIVE TO HELP POLAND



Smiles of accomplishment by colleagues and friends reflect the pride we felt at the formal opening of the Institute for Business Studies. From left: Dr. Charles Lyons, Director of our International Affairs Center; Dr. Larry Short, Dean of our School of Business; Dr. Patricia Sanders, Associate Dean; and Joseph Gore, President of the Kosciuszko Foundation.

"In the name of God, let us begin!" With that admonition, Professor Andrzej Wiszniewski, the Rector of the Technical University of Wroclaw, joined his university with ours to initiate a unique educational partnership to help bring his country into the mainstream of world business and commerce. In ceremonies in Wroclaw on February 27, Rector Wiszniewski and a host of Polish and American guests formally opened a valuable international program that reflects pride on Central Connecticut State University for taking the initiative — and that is funded by private sources that recognize the program's value and what it can do for the modern Polish nation emerging from the economic shambles left by nearly a half century of communist rule.

The Competitive Challenge

Poland's leaders in business and commerce are eager to compete in global markets, but there is a nearly total lack of even basic familiarity with western free market principles and practices. The Institute for Business Studies established by Central Connecticut's School of Business at the Technical University of Wroclaw fills this important need.

In its first year, the I.B.S. is teaching western business principles and practices to the Technical University's faculty and post-graduates in Wroclaw. Courses range from an introduction to western business through free market economics, managing free enterprise systems, financial and accounting concepts for managers, basics of marketing, and computer-based decision support systems to a capstone unit on business strategy and policy. The emphasis is on the free market — the focus on the ways and means, the risks and challenges, and the many opportunities of a supply-and-demand economy.