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The following is a historical representation of Huntsman Post Issues. Not all original issue content is still available online. Where content is available it is included on the pages following the email layout.

The Huntsman School was quiet last week with students away on spring break. Among those scattered to the winds were students on 8 faculty-led trips around the world to China, England, Germany, Japan, Poland, and Spain.

We are grateful to our partners who provided valuable educational opportunities for our students and to our excellent faculty who helped create these memorable and exciting experiences. We look forward to seeing how these opportunities help shape our students' vision and drive to become more effective leaders.

Great things are happening here at home, too. Professor Paul Fjeldsted and the Economics and Finance Club have teamed up with The Family Place to provide free financial education and counseling to help individuals learn how to build a more secure financial future.

Huntsman ProSales students are shining in local and national sales competitions. Senior Spencer Buswell earned first place honors at the Qualtrics Sales Idol state competition. Huntsman students also had outstanding finishes at competitions in New Jersey and Florida, where they competed against students from top schools from around the country.

We also congratulate Dr. Daniel Holland, who has been awarded a prestigious Fulbright Scholarship and will soon be heading to Japan to teach students how to embrace entrepreneurship. We're proud of the achievements of our excellent faculty and students.

Finally, March 16 marks the one year anniversary of the opening of Jon M. Huntsman Hall. I don't know how we ever got along without this magnificent building. If you have not had a chance to visit, I invite you to our campus for a tour of Huntsman Hall and some Aggie Ice Cream!



DOUGLAS D. ANDERSON
DEAN & JON M. HUNTSMAN CHAIR



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Helping Families in Need

March 2017

Many Americans feel stress and uncertainty about their finances. In a recent [Federal Reserve](#) report, nearly one-third of survey respondents said they're "just getting by" financially, and about one-quarter reported struggling to pay bills. Almost half of the respondents said they would be unable to come up with just \$400 for an emergency. [Emotional responses](#) to financial stress can further compound the effects of financial stress. Financial strain may also have serious consequences for families and marriages. The [Institute for Divorce Financial Analysis](#) reports that money issues are the third highest cause of divorce, at 22%.

With the help of a generous 2-year grant from the [Utah Women's Giving Circle](#), Paul and Patricia Fjeldsted are providing free financial education and counseling through The Family Place. Paul is a Senior Lecturer in the Economics and Finance Department at the Huntsman School of Business and advisor to the Finance and Economics Club, and Patricia is a clinical social worker employed at both The Family Place and LDS Family and Social Services. Patricia's expertise and insight about communication combined with Paul's experience as a leader in global financial markets are helping empower individuals to reduce debt and take control of their financial future.



Patricia, Paul, and Finance Club students teach a series of three classes over three months at The Family Place. Because finances are a difficult topic for many people, Patricia begins each class with a 10 to 15-minute communication segment on things like how to communicate assertively about wants and needs, conflict resolution, and how to disagree fairly. Next, one of the Finance Club students gives a 10-minute financial literacy presentation, followed by break-out sessions where couples sit down with Paul and one or two finance students to develop basic, individualized budgets and goals for the next month. During the second and third classes individuals meet with the same finance students to troubleshoot problems, reexamine budgets, and work on resumes or anything else to help meet their individual needs. Classes are offered on a first come, first served basis and a free nursery is available so that both single parents and couples who can't afford a babysitter can participate.

One couple who completed all three classes reported that they're communicating much more effectively, adhering to their budget, and have already reduced their debt by \$4000 since last fall.

For Patricia, helping people learn how to better meet their basic financial needs is key in strengthening marriages and families, and is also an essential step in helping individuals more fully realize their potential. She enjoys seeing the students gain hands-on experience with the application of financial principles and develop confidence in their abilities.

For Paul, it's about giving back. "Paul is adamant that he and the Finance Club students donate their time because he wants to instill the importance of service and giving back in the students. Education is not just learning skills. It's developing the whole person," says Patricia, who has observed a heightened awareness and compassion in the students as they've worked at The Family Place. "These students are learning how to use their knowledge to help people. They're becoming well-rounded, civically-minded individuals who can make a difference in the world."

ProSales Club Shines

March 2017

Recently, students from the Huntsman ProSales Club excelled at the Florida State International Collegiate Sales Competition, the Russ Berrie Institute National Sales Competition, and the Qualtrics Sales Idol Competition.

In Florida, Eliza Thacker and Jimmy Stephens placed 2nd overall in a two-round sales management case competition with 39 schools including, Baylor, Indiana, Pittsburgh, Missouri, Georgia, Kansas State, Auburn, Purdue, UT-Dallas, and Florida State. Brett Reynolds and Spencer Buswell both advanced to the quarterfinals of the role-play selling competition and placed 3rd among first-year competing schools.



In New Jersey, Karlie Major Arave and Jeremy Bowe placed 4th overall in a two-round professional sales role-playing competition with 31 schools including Baylor, Kansas State, and Purdue. The team was coached by ProSales students Caleb Dart and Chelsea Yoshikawa.

At Qualtrics Headquarters in Provo, Jon Ambrose and Spencer Buswell were finalists in the annual Qualtrics Sales Idol competition. Spencer Buswell went on to claim first place and a \$3,000 prize in a professional sales role-playing competition that allotted half the usual time--only 8 minutes—to deliver a sales pitch. Buswell is the third Huntsman student in the last four years to win the Qualtrics Sales Idol completion.

“Our students’ performance in these competitions show that they are ready to compete on the big stage,” remarked ProSales Club Advisor and Associate Professor, Sterling Bone, “we continually stand out among students from across the nation.”

USU ProSales will get another opportunity to shine among regional and national schools. Later this spring, they will compete in the Western States Collegiate Sales Competition at California State-Chico and the National Collegiate Sales Competition at Kennesaw State University in Georgia. Good luck to these Aggies!

To apply to Huntsman ProSales and for more information about this program click here (huntsman.usu.edu/prosales)

Professor Named Fulbright Scholar

March 2017

It has been more than 30 years since Dr. Daniel Holland, an Associate Professor in the Management Department in the Huntsman School of Business who teaches entrepreneurship and strategy, served in Japan as a voluntary representative of The Church of Jesus Christ of Latter-day Saints. He has always hoped to return to the culture and people he grew to love, so the Fulbright Program's post detailing Japan's government initiative to focus on entrepreneurship caught his eye. He feels honored to receive a prestigious Fulbright Scholarship to teach in Kyoto, Japan, for a portion of the 2017-2018 academic year.

Through the U.S. Department of Education, the Fulbright Program sends U.S. scholars to foreign countries to open communication and build relationships between the U.S. and these countries through scholarly exchange. Fulbright Awards have been the prize of distinguished scholars since the beginning of the program in 1946. Recipients include 58 Nobel Laureates, 82 Pulitzer Prize winners, 31 MacArthur Fellows, and 16 Presidential Medal of Freedom recipients, among others.



“Historically, Japan is a culture focused on the collective and with a disciplined consideration of others first. The ideas of standing out versus blending into the community as well as striking out on one’s own are foreign,” says Holland. He will help students understand an American perspective on entrepreneurship and what drives it in the United States, including topics such as healthy risk taking, overcoming fear of failure, creativity versus innovation, and cultural and family expectations. Holland uses games to reinforce concepts because they’re low-risk and immediately understood by most students. “Students want to win the game but impose rules on themselves, so we’ll use games to explore teamwork, mergers, the importance of gathering data, and how we subconsciously make up rules to make us fall into line where maybe rules don’t need to exist. I want to encourage them to break down cognitive barriers and learn how to do things differently next time,” says Holland.

Dr. Holland will divide his time between two universities in Kyoto, teaching five classes in entrepreneurship and strategy with a U.S. perspective at Kyoto University of Foreign Studies and Doshisha University. Kyoto is an ancient capital of Japan and current cultural center of the country that contains many world heritage sites, and is often voted one of the best cities in the world to visit.