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THE HUNTSMAN POST

Congratulations Class of 2018



Over 900 Huntsman School students received their diplomas at commencement ceremonies held May 4 and 5, 2018.

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Aggies Sweep Qualtrics Sales Idol Competition

Huntsman School marketing students walked away with first, second, and third place in the statewide Qualtrics Sales Idol competition in March.

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Huntsman DECA Students on the International Stage

The Huntsman DECA team made a big impression on the collegiate stage, taking 2nd place at the 2018 International DECA Competition, held in Washington D.C.

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2018 Huntsman School Student and Faculty Awards

Each year, the Jon M. Huntsman School of Business recognizes top-performing students, staff, and faculty for their academic and professional accomplishments.

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"No exercise is better for the human heart than reaching down and lifting another up."

Jon M. Huntsman, Sr.
1937-2018

Aggies Sweep Qualtrics Sales Idol Competition

May 2018

Huntsman School marketing students walked away with first, second, and third place in the statewide Qualtrics Sales Idol competition in March. Pitted against business schools from across the state, junior Paige Sampson took first place, followed by junior Jon Ambrose in second place and senior Chelsea Yoshikawa in third place.

Sampson remarked that “This was the fourth competition I competed in this year and I was really motivated to win. I prepped for weeks, so winning felt pretty great, and so did taking a \$1,500 check home. There were few women competitors, so I was proud to represent the women of sales. The most exciting part of the day was having Utah State take 1st, 2nd, AND 3rd.”

Qualtrics, a technology company specializing in survey and customer experience software, holds the Qualtrics Sales Idol competition for Utah business schools annually at its headquarters in Provo, Utah. This year, more than 70 competitors were given a case study prior to the competition about a fictitious company and tasked to create an 8-minute sales pitch about how a Qualtrics product could help improve the company’s operations.

“Qualtrics is a growing company that is offering exciting methodologies to retrieve customer, employee, and business feedback. One of my biggest takeaways was learning how quickly they are constantly changing their strategy to position themselves in the marketplace. I have learned far more about Qualtrics through preparing for this competition compared to hearing about companies during school visits. Utah is full of growing tech companies, and it is exciting to have the opportunity to learn about them and experience what it would be like to work at one of the companies by participating in a hands-on sales competition,” said Yoshikawa.

The Huntsman School sent 17 student competitors to the competition as part of the ProSales program, headed by marketing professor Sterling Bone. “The students' preparation and performance were amazing. Paige, Jonathan, and Chelsea, as well as their teammates, demonstrated to the senior leadership at Qualtrics that our students are the top tech sales talent in Utah,” said Dr. Bone.

Sampson has a B2B Sales internship this summer with Paycom Software in Seattle, Washington, and will graduate in spring 2019 with a degree in Marketing. Ambrose will graduate in Communications with a marketing minor in 2019 and has received multiple offers with financial services firms. Yoshikawa recently graduated in International Business and Marketing and has accepted a full-time position as a Business Management Associate with General Mills in Minneapolis, Minnesota.



Huntsman DECA Students on the International Stage

May 2018

The Huntsman DECA team made a big impression on the collegiate stage, taking 2nd place at the 2018 International DECA Competition, held in Washington D.C. The Huntsman team also received the 2nd place overall chapter award in the management cluster category.

The Huntsman DECA team, in existence for only its second year, showed the 275 collegiate DECA chapters that Huntsman students can compete with students from any university at any time.

Since its foundation in 1946, the international DECA organization has focused on preparing students for future business careers through rigorous tests and prestigious case competitions. Professor Alex Romney, advisor for the Huntsman chapter stated, that “The most important outcome is leadership development. From putting on events, representing the university, to helping fellow students prepare for their competitions, leadership plays a central role in everything that this organization does. These students are taking action to influence others towards a common goal. That’s what leadership is, and what we desperately need more of in today’s world. That is, people who aren’t afraid to establish a vision and are willing to take initiative to share that vision and work hard with others to see it fulfilled.”



Alex Hall, member of the three-person team that took 2nd in the Entrepreneurship event, noted that “It was really rewarding to take the things that we were learning in the Huntsman School and apply them to business plans, in what some would call, ‘the real world’.” Hall continued by describing a valuable experience he and his team had as they were prepping for their event. He related that “part of our business plan involved financial statements. Some of the required content was based on topics that we hadn’t yet learned in our accounting course. So, we decided to go talk with Frank Shuman, our accounting professor. He was an amazing help! Frank was able to explain concepts to us that we hadn’t even talked about in class yet.”

This type of mentoring by faculty members is part of the culture at the Huntsman School. For these students, this DECA competition embodied many core aspects of the Huntsman experience including academic rigor beyond the classroom and opportunities for professional development.

2017-2018 Student and Employee Awards

April 2018

Each year, the Jon M. Huntsman School of Business recognizes top-performing students, staff, and faculty for their academic and professional accomplishments. For the 2017-2018 academic year, we would like to acknowledge and commend the following individuals as recipients of these awards and achievements.

Student Awards

- Dillon Pierson, Accounting - Valedictorian
- Jackie Sullivan, Economics - Scholar of the Year
- Braden Loveless, Accounting, Economics & Finance and MAcc - Legacy of Utah State
- Shalisa Hansen, Management Information Systems (MIS) - Kiwanis Recognition
- Jessica McGraw, MMIS - Graduate Student Researcher of the Year
- Kwon Fai (Ivan) Cheah, MIS and Accounting - Undergraduate Student Researcher of the Year

Employee Awards

- Polly Conrad, Lecturer in Management Information Systems - Teacher of the Year
- Dr. Briggs Depew, Assistant Professor of Economics - Researcher of the Year
- Dr. Katherine Chudoba, Associate Professor of Management Information Systems - Faculty Service Award
- Dr. Chris Hartwell, Assistant Professor of Management - Graduate Research Mentor of the Year
- Dr. Ken Bartkus, Professor of Marketing - Undergraduate Research Mentor of the Year
- Frank Shuman, Lecturer in Accounting - Undergraduate Faculty Mentor of the Year
- Teri Rasmussen, School of Accountancy - Employee of the Year

Three professors were recognized with promotion and/or tenure for exemplifying a commitment to student success and showing excellence in their respective research.

- Dr. Christopher Skousen, Associate Department Head in the School of Accountancy received a promotion to full professor.
- Dr. Timothy Gardner, Associate Professor in the Management Department received tenure.
- Dr. Jason Smith, Assistant Professor in the Economics & Finance Department received tenure and was promoted to associate professor.

A-Pin Recipients

The A-Pin award has been a Utah State University tradition since 1910. This award recognizes students who have earned a 4.0 GPA for two consecutive semesters carrying 15 or more credit hours. This year, 38 Huntsman students were recognized with this academic honor.

- Alexa Cook, Accounting
- Alissa Rosado, Marketing
- Andrew Naegle, Accounting
- Benjamin Hong, Accounting
- Benjamin Wilhelm, Finance
- Benton Smith, Management Information Systems
- Bronson R. Kunzler, Finance
- Cameron Murray, Finance
- Cody Crofoot, Accounting
- Dakota Clark, Business Administration
- Daniel Netelbeek, Finance
- David Lloyd, Economics
- Emily Wilson, Economics
- Fubin Lin, Economics

- Heyi Liu, Economics
- Jackson Beck, Economics
- Jaeden Harris, Management Information Systems
- Jake Wilcox, Finance
- James Huber, Finance
- James Smith, Finance
- Jayden Peck, Marketing
- Jessa Alejandra Barton, Accounting
- Jessica Gray, Accounting
- Jonas DeLisle, Accounting
- Jordyn Arnold, Accounting
- Joshua Feigleson, Economics
- Julya Barnhurst, Accounting
- Kwok Fai (Ivan) Cheah, Accounting
- Madeleine Alder, Marketing
- Marinda Davis, Accounting
- Mykelle Nichols, Accounting
- Quinton Cannon, Finance
- Ruowen Chen, Economics
- Sara Dent, International Business
- Shawn Robbins, Management Information Systems
- Steven D. Scott, Economics
- Tyler Herd, Finance
- Yiyu Guo, Economics