

# The Global Pulse



EDITED BY AMY IRISH & SARAH GALLAGHER

SPRING 2010

## MR. JON SORENSON, CLASS OF '86



Jon Sorenson, class of 1986, is a Partner at Competitive Energy Services. Living in Massachusetts, Mr. Sorenson loves to ski, play and participate in his children's sports, and most of all, he loves to laugh. He stays active now with his wife and four children, as well as maintaining involvement in a number of associations. Currently he maintains positions on the local soccer board, the baseball board in Boxford, MA (as well as coaching), the Board of Directors for the New England Canadian Business Council (NECBC), Co-Chair of the annual NECBC Energy Conference, is treasurer for his local political party, and is active in a number of other local and non local boards and associations. In

Maine, Mr. Sorenson is a member of the UMaine Alumni Association Board of Directors and is on the Board of Advisors for the Maine Business School and the School of Engineering.

*"The key to this difficult job market is paying attention to details. What this means is learn about the company, ask astute and educated questions, and display and communicate how you can make a difference to the company."*

As a successful businessman, Mr. Sorenson can attribute many qualities he learned to the roles he undertook as a student at the University of Maine.

When asked what he learned from UMaine that was most beneficial to his career, Sorenson expressed that it was the lessons he learned from being active. Being active

forced him to organize his time appropriately, gave him the ability to multi-task and manage his business, academic, and social circles. Getting involved gives students leadership skills, enhances learning, and increases the networking opportunities. Mr. Sorenson was President of his class and Vice President of the Student Body, as well as a member of a campus fraternity. Mr. Sorenson also expressed the importance of being meticulous and diligent in current work, as competition is fierce, and potential employees must be detail oriented, assertive, and really go the extra mile to prove themselves. As partner of CES, he looks for potential employees who are bright, not just smart, but like challenges and want to learn. He also looks for individuals who have excellent time management skills and for those who are not afraid to make mistakes. These attributes can be learned at UMaine and help students in both their academic careers and all future endeavors.



### Quote from Dean Mahon

"The greater danger for most of us lies not in setting our aim too high and falling short; but in setting our aim too low, and achieving our mark."

-Michelangelo

## MEET DR. NICLAS ERHARDT!

Dr. Niclas Erhardt joined the Maine Business School in the fall of 2008. He teaches undergraduate and graduate courses in Human Resource Management, Organizational Behavior and Labor Relations. During his years in the US, he earned degrees in Industrial Relations, including a BS from Cornell University, MS degrees from Iowa

State University and Rutgers University and a PhD from Rutgers University. His primary research areas focus on mobilizing know-how within teams and organizations. His industry experience comes mainly from several pharmaceutical companies, where he worked during his stay in New Jersey. (con't pg. 2)



### INSIDE THIS ISSUE:

DR. BORGMAN & DR. VOLLMER'S ACHIEVEMENT 2

MORE ABOUT DR. ERHARDT 2

INTERNATIONAL TRIP 3

ADVICE FROM RECENT GRADS 3

STUDENT PROFILE 4

## CONGRATULATIONS DR. BORGMAN & DR. VOLLMERS!

Dr. Richard Borgman and Dr. Gloria Vollmers were promoted to full Professors of the Maine Business School.

Dr. Richard H. Borgman received his PhD in Finance from the University of Florida after working for Dominion Bankshares Corporation, a multibank holding company. Prior to coming to the University of Maine in 1995, he was a visiting assistant professor of finance at the University of Notre Dame. Dr. Borgman's research centers on financial institutions and asset management.

He has published in the *Journal of Business and Economic Perspectives*, *Journal of Business and Economic Studies*, *American Business Review*, *Commercial Lending Review*, *Credit and Financial Management Review*, *Canadian Journal of Latin American and Caribbean Studies*, and *Journal of Financial Services Mar-*



*keting*, among others. His most recent accepted papers are: "Using the Price-to-Earnings Harmonic Mean to Improve Firm Valuation Estimates" (with UMaine professors Agrawal and Strong), "Prudent Investing? The Credit Crisis of August 2007, Mainsail II SIV-Lite, and the State Cash Investment Pool," and "What is Wrong with this Picture? A Problem with Comparative Return Plots on Finance Websites and a Bias Against Fixed/Income Generating Assets," also with Professor Agrawal. He teaches courses in corporate finance, international finance, and financial institutions. He also has a Master's degree in Eng-

He has served the MBS, the University and the community in many roles including Director of Graduate Programs, Associate Dean of the MBS, Treasurer of the Pine Tree Chapter of the American Red Cross, member of the State of Maine Treasurer's Cash Pool Investment Advisory Committee, among many others.

Dr. Vollmers graduated from Brown University in 1973. She earned a masters degree in music performance at the University of North Texas in 1983, a Masters in Administrative Science in 1985 from the University of Texas at Dallas and a PhD in accounting from the University of North Texas in 1994. Dr. Vollmers came to the University of Maine in 1992. She worked for three years for a CPA firm in Texas after many years as a freelance musician.

Her research interests include the history of accounting and management accounting. She has published in *The Account-*

*ing Historians Journal*, *The Journal of Management Accounting*, *Accounting, Business and Financial History*, *Business History* among others. Her paper, "Industrial slavery in the United States: the North Carolina turpentine industry 1849-61" published in *Accounting, Business & Financial History*, detailed the operation of the North Carolina turpentine industry in the late Antebellum period. Dr. Vollmers is a violinist, and plays with the Bangor Symphony Orchestra. She also enjoys bird watching and is an active member of the Penobscot Chapter of the Maine Audubon Society.



## MORE ABOUT DR. ERHARDT

Besides teaching and research, Dr. Erhardt's passion is sports. "Maine has a lot to offer, and I am lucky to live and work in Maine," says Dr. Erhardt. Being born and raised in Sweden, Dr. Erhardt played semi-pro ice hockey and initially came to the USA to play college hockey. "The professional hockey career path didn't work out, but having a business degree is always a great back-up when you entertain different options in life" says Dr. Erhardt.

During the winter months, he can be found on the squash court at the UMaine Rec Center (a game that involves a black little ball with a lot of stamina and strategy), on the bleachers cheering on UMaine Hockey, or on the ski slopes. During the summer, Dr. Erhardt works on his golf game, and all year round he enjoys the outdoor sauna that Dr. Harkins and other colleagues from the Business School helped him build. "The sauna has really come in handy here in Maine!" says Dr. Erhardt.

## LA VISITA A LA ARGENTINA Y CHILE

The international experience trip to Argentina and Chile, led by Dr. Omar Khan, was a great success. In addition to learning to tango and experiencing the proud and lively culture, the group of 12 individuals visited several companies including Starbucks and Carrefour to learn about their business processes. A city tour of Argentina brought awareness of the economic difficulties that countries face, that tourists wouldn't usually become aware of.

The group celebrated the New Years Eve festivities with the locals in Buenos Aires at a water-



front restaurant in Argentina.

In Chile, the group went on a tour of Valparaiso, where they were able to see how the city was built on a hill, and learn about the home of General Pinochet. Down time gave students

the chance to visit a local beach and see the Andes. The group became very aware that the proximity of countries did not necessarily mean similar business customs, similar economic situations and ease of transactions. Jade St. Pierre says that in addition to learning about important international business customs, the experience was "eye opening and a once in a lifetime opportunity."

The next international experience trip will be to London in May. The group of 14 students, led by Dr. Nory Jones and Dr. Robert Strong, will be visiting Hydro International, Harrods, Lloyds of London, as well as meeting Lord Watson and Baroness Harris of the House of Lords.

## TIPS FOR JOB HUNTING GRADUATES

It is no surprise to anyone planning to graduate this May that the job market will be very challenging. MBA graduates have to be more competitive, more creative, and more patient as the available jobs in the market are a little harder to come by. In talking with recent UMaine graduates that have experienced all of this, they offered some words of advice for those just beginning their search.

Christine Clark advises grads to "Network, network, network!!! Research the companies that you are interested in so time is not wasted in

"NETWORK,  
NETWORK,  
NETWORK!!!"

blindly applying. Hand out business cards and become involved in organizations and volunteer work to meet people in your field. Use LinkedIn to find and email people that work at a prospective organization and see if you can take them to lunch and ask some questions about the company. Have plenty of questions prepared and bring a resume! Also, network, network, network!!"

"PERSISTENCE IS  
KEY...DONT'  
"ASSUME"  
ANYTHING!!"

Joe Pater encourages job seekers to "have persistence. Think outside the box in your job search, and be creative. Pursue businesses you have an interest in, even if they don't have any job openings online.

Get to know the HR person, and when you do get an interview, befriend everyone you meet, even if they aren't the decision maker. The more genuine connections you can make in an organization, the stronger your chances will be. Persistence is key!"

Cristin O'Brien learned to be patient in her job search, "going back to my professors at UMaine for ideas after many failed cover letters. They gave me a contact to speak to for additional ideas, I began attending networking lunches, and writing to the Alumni in Portland that I had met at a reunion for the past couple years. Talk to everyone with an open mind, you might not work for their company, but they might know someone that you do want to work for.

Follow up with thank you notes, the personal touch is a good impression!"

"HANDWRITTEN  
THANK YOU NOTES  
CAN REALLY MAKE  
A DIFFERENCE!"

Justin Jamison took a unique approach to getting his job offer, "asking a company that I thought I would like to work for if they would be willing to take me on as an intern for free, although they did not have an internship program. I made a good impression and they offered me a job. I had been a customer at this company and knew one of the vice presidents that really made the internship happen, so good networking was involved as well.



## MAINE BUSINESS SCHOOL

5723 D.P. Corbett Business Building

Orono, ME 04469

Phone: (207) 581-1968

Fax: 207-581-1930

[mba@maine.edu](mailto:mba@maine.edu)

[http://www.umaine.edu/  
business/mba/](http://www.umaine.edu/business/mba/)

## STUDENT PROFILE: AMY SUNDBERG

When Amy was in high school at MDI, she read (“studied!”) Vogue and other fashion magazines as an escape to her “boring life in Maine”. It’s interesting how this experience has helped her come full circle to where she is today. In addition to her appreciation for fashion, she was an award-winning accounting student in high school. She realized that she wanted to pursue fashion, but on the “business side of things” rather than creative or design. Amy graduated from Lasell College (Newton, MA) Magna Cum Laude in 2004 with degree in Fashion Merchandising. Her education continues at the Maine Business School, where she is a part time MBA student on the sustainability track.

Amy has been working as one of two apparel buyers for Cadillac Mountain Sports for more than 5 years. Her job has recently changed to encompass buying all apparel for both full-line stores, and she’ll be hiring an assistant this March. If you stop by the Ellsworth or Bar Harbor store, there’s a chance that you’ll see her. Cadillac has a decentralized buying office; all buyers work the sales floor. This way customers can talk to the experts, and buyers can better understand what customers are looking for. Amy encourages you to “stop by Cadillac to say “hi” if you’re in the area!” She also states that “I enjoy working in a category of the retail industry that encourages customers to enjoy the outdoors and muscle powered sports. Knowing that we carry quality items from brands that are also focused on environmental preservation and social responsibility is very important to me.”

Amy resides in the town of Bar Harbor, where she, along with her husband, recently purchased a home. This has brought about many new learning opportunities. “I’m learning about energy efficiency, solar hot water, composting, ‘greening’ my thumb – I think I’m going to need some luck with that last one!”. She feels fortunate to live on the Island where she can hike in the summer and snowshoe in the winter, along with other outdoor activities. She also finds time to go snowboarding with friends a couple times a year, and recently tried surfing while on vacation in Hawaii. Working a full time job, taking grad classes part time, managing a small household (2 adults and 1 dog) and finding time to be active and enjoy moments with friends and family can be challenging at times. However, she’s always able to find time to volunteer in some way each week.



Amy has spent time volunteering in nursing homes, being a “big sister” in the Big Brothers/Big Sisters program, and for SAFE family exchange, among other things. She says “I’ve recently learned that volunteering can be more than showing up for 2 hours a week. Some of the most fun I’ve had while volunteering is coordinating fundraising events.

Conceptualizing, planning, and executing these events has allowed me to use and develop leadership skills.” In the past she coordinated a fashion show fundraiser for the MDI Skate Park Committee to raise funds to build a skate park on the Island. This winter she coordinated a bowl-a-thon fundraiser to benefit Special Olympics in Hancock County. They raised enough money for 2 round trip tickets to NE for travel to the national summer games. Amy would also like to say “thank you” to all those who volunteered at the Penobscot County Winter Games at Hermon Mountain this year.

She’s currently the MBS Corps liaison for Special Olympics. Please contact Amy if you’re interested in applying your talents to coordinate a fundraiser for Penobscot area Special Olympics this semester.