



Schedule for Career Fair

Monday March 1, 1982

8am - 5pm — Career Fair seminars
Classrooms, A&A building

Tuesday March 2, 1982

2 - 5:00pm — Company Registration
A&A room 101

7 - 9:00pm — Reception for Recruiters
Briarcrest Country Club

Wednesday March 3, 1982

7:15 - 8:30am — Breakfast for Recruiters
MSC cafeteria

8:30am - 4:30pm — Company Booths
open for student visits with Company
Representatives
A&A first floor hallway, second floor
lobby

12 - 1:30pm — Lunch for Recruiters
Center for Executive Development

7 - 9:00pm — Career Fair Banquet with
annual Awards Presentations
Guest speaker, Mr. Tom J. Fatjo, Jr.
MSC rooms 212 - 229

Business Career Fair '82

Participating companies

Recruiting interests
Alexander Grant & Company
Accounting majors
American Scientific Products
Business, science, all majors
ARCO Oil & Gas
Accounting
Arthur Andersen & Co.
Accounting
Arthur Young & Company
Accounting
Austin National Bank
Accounting, Finance, Management, General
Business
AT&T Long Lines
Marketing, sales positions, business related
degrees, certain engineering degrees
Bank of America
Business Administration, Accounting, Fi-
nance, related disciplines
Comptroller of Public Accounts
Accounting
Conoco Inc.
Business Administration, Accounting, Man-
agement, Finance
Cooper's & Lybrand
Accounting
Cullen Bank
Finance, Accounting
Deloitte Haskins & Sells
Accounting undergraduate and graduate
Dresser Industries
Accounting majors
Eastman Whipstock
Accounting, Business Administration

Ernst & Whinney
Accounting
Exxon Co.
Accounting, or BBA with 20+ hrs
accounting
First International Bank-Houston
Finance, Accounting, General Business,
Real Estate, Management, Marketing; BBAs
& MBAs
First National Bank in Dallas
Finance, Accounting
First National Bank of Midland
Finance, Accounting
Getty Oil Company
All business majors, minimum 12 hrs
accounting
Harper and Pearson
Accounting
Houston Lighting & Power
Business Administration, computer science
Gulf Oil Corporation
Accounting, Computer Science, Finance,
Economics, General Business with 9+ hrs
accounting
IBM Corporation
Marketing, Business Administration, Com-
puter Science, Engineering - masters
Joske's
Marketing, Management
Luby's Cafeterias, Inc.
Marketing, Management
Main Hurdman
Accounting and tax; BBAs & MBAs
Marathon Oil Company
Accounting, Finance with 15+ hrs
Accounting

Payless Cashways
Business Administration, Management, and
Marketing
Peat, Marwick, Mitchell & Co.
Accounting
Pennzoil Co.
Accounting
Phillips Petroleum
Business Administration
Price Waterhouse-Houston
Business with 30 hrs accounting, BBAs &
MBAs
Safeway Stores, Inc.
Store Management Trainees
Seidman & Seidman
Accounting
Shell Oil Company
Business, concentration in data processing
Southwest Bancshares
Finance, Accounting
Southwest Book Company
All business majors
Tenneco Oil Company
Accounting
Texas Commerce Bank
Finance, Accounting
Texas Commerce Bank-Austin
Finance, Accounting
Texas Commerce Bank-Reagan
Finance, Accounting
Touche Ross & Co.
Accounting
West Texas Utilities Co.
Business Analysis (data processing)
Accounting, Finance
Zapata Corporation
Accounting, Computer Science

Alumni Professor in business

Dr. Peter S. Rose, Finance

by John Wagner

Balancing the dual roles of teacher and researcher is sometimes a difficult task for university professors, but one that is necessary, Dr. Pete Rose of the Department of Finance believes.

Rose was recently awarded the title of Alumni Professor, an appointment that frees the recipient to continue research without interruption while still remaining on the university staff.

Rose said the professorship lets a faculty member take a semester off from teaching to do research or finish a book or paper. The award also gives the professor funds to do the work. Rose was

chosen as a recipient for the award based on his faculty performance and his extensive research. He has published 134 papers on banking and finance, and has written 5 books with one forthcoming.

Rose said despite the extra load it gives professors, research is extremely important to Texas A&M.

"We have large class loads, but we're also asked to make ties with the business community. I think it's hard for students to understand sometimes when a certain professor isn't available, but more often than not that professor has a research grant, and you can find him in his office or in a quiet place fulfilling his responsibility."

"I think research strengthens the University and builds its relationships with the business community and the public as a whole."

Rose said research has another important function, one that he said is very important to him.

"I find I can take my research findings and carry them into the classroom. If I were to do nothing but sit in my office all day long, and not get out and do the research or contact the businesses I deal with, then I would be a much poorer teacher. I'd know a lot less about what was going on."

Rose said bringing in guest speakers and having films and other teaching aids is part of his philosophy.

"I want to make sure that when students leave the College of Business they are well prepared, they know what is happening, they know what the challenges are, and what kind of commitment they must make."

Rose said research and interaction with the business community has provided an additional benefit. By learning what businesses expect from new employees, professors can know what to teach in their classes to prepare their students.

One of the problems facing graduates today is learning how to communicate ideas. Because of this, Rose likes to assign a term paper or some kind of written work during the semester. He said the complexity of a business degree makes it hard to get a solid liberal arts background, but that businesses are asking for students who are knowledgeable in communicating as well as business.

"We are getting feedback from people who hire our students, and one of the comments is 'You've got very good students, but sometimes they don't have good experience in communication.'"

Correcting this problem is one of the many tasks facing the business department, Rose said.

"It's a challenge for us, and it will always be a challenge."

Rice wins MBA case competition

Rice University was the winner of the Fourth Annual MBA Invitational Case Competition held February 19 and 20 in Rudder Tower on the A&M campus.

Teams representing the Southwest Conference schools competed by analyzing an identical business case concerning an actual operating enterprise. Each team had 24 hours to analyze the case and develop strategies to present to a panel of judges made up of representatives from academics and industry.

The judges for this year's competition included: Mr. Churchill Jones, chairman of the board, Republic Bank of A&M; Dr. John Grant, Department of Management, University of Pittsburgh; Mr. J. Neal Miller, special representative, Gulf Oil Corporation; Mr. Pete Philhower, vice president for marketing, The Trane Company; Dr. Kirk Downey, Department of Management, Oklahoma State University; Ms. Kathleen Gammill, director of training and development for Houston Natural Gas Corporation; Dr. Nathaniel Jones, Department of Management, University of Texas-Arlington; Mr. Dave Burchfield, partner, Touche Ross.

The awards banquet was held February 20 at the Holiday Inn in Bryan. Mr. John Williams, president and publisher of the Bryan-College Station *Eagle*, was the guest speaker at the banquet.

DID YOU KNOW . . .

Business Career Fair '82 is for FRESHMEN and SOPHOMORES, as well as for JUNIORS and SENIORS! And MBA and MS students also!

You may be thinking about the possibilities of a career in business, but do not yet have enough information to make a decision. One way to learn more about various industries and companies is by visiting the booths at **Business Career Fair '82**. Company representatives won't try to hire you on the spot, but they will be especially happy to answer your questions and give you suggestions to consider for your own future career. Visit the Career Fair booths March 3rd, participate in the seminars, listen to the visiting executive speakers, and attend the Fair banquet! Freshmen and Sophomores in B.A., General Studies, Liberal Arts, C.S., and other majors are welcome to tour Fair booths and attend seminars!



Students learn leadership by practice

by Pam Barta

If you think business may be in your future, then you may have an important interest in the College of Business Administration's undergraduate Business Student Council.

The Council serves as a vital link between the business students of Texas A&M University, the College administration, and the professional world. It also tries to promote unity among business students and gives them a hands-on opportunity to develop leadership skills pertaining to their future careers.

The Council is made up of the president from each of the five major departmental student associations of the College: the Accounting, Marketing, and Management Societies, the Finance Association, and the Data Processing Management Association (Business Analysis). Each departmental society elects four representatives, one from each classification, freshman through senior. Each organization president may also appoint a liaison to the Council.

Each of the honor fraternities, Beta Alpha Psi (Accounting), Beta Gamma

Sigma (Business Administration), Sigma Iota Epsilon (Management), and Epsilon Delta Pi (Data Processing), may also be represented on the Council by the president and a liaison.

After these groups elect representatives to the Council, an internal election is held for the Council's officers. The Council is presently headed by President Denise Johnson. Its advisor is Mr. Lynn Zimmermann, an assistant to the dean of the College of Business.

The primary activity of the Council is the annual Business Career Fair held in the spring semester of each year. Companies interested in hiring college students are invited to attend and set up booths for a two-day period. Forty-six companies will have booths at Career Fair '82.

Besides giving students a chance to meet potential employers, the Fair also gives students not elected to the Council a chance to get involved. This year's will be the third annual Fair for the Council and is being organized with the help of over 150 volunteers working with Council committees.

The information desk run by the Council, located on the first floor of the Academic and Agency Building, provides a central location where students and the public can have their questions answered concerning the College of Business, the Council, and student activities. Its office hours are from 8-12 and 1-5, Monday through Friday. The phone number at the desk is 845-1320. The Council office also provides a central location for other business student organizations to conduct meetings and activities.

The Council's meetings are open to anyone interested and positions on committees for each Council project are available for non-members.

Denise Johnson said she feels that the College of Business Administration undergraduate Student Council is one of the most active councils on the campus of Texas A&M.

"We're proud of it, we want people to know," she said.

**Banquet Tickets
for the
1982 Business Career Fair
\$5.00 per person
Wednesday March 3 — 7pm, MSC 226**

**TICKETS NOW ON SALE,
THROUGH MONDAY MARCH
1ST, IN THE FIRST FLOOR
LOBBY OF THE ACADEMIC
AND AGENCY BUILDING.**