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### The Lumpkin Letter (Fall 2022)

Lumpkin College of Business & Technology

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# THE LUMPKIN LETTER

A PUBLICATION OF THE LUMPKIN COLLEGE OF BUSINESS AND TECHNOLOGY

## A MESSAGE FROM THE DEAN



*Dr. Austin C. Cheney  
Dean and Professor  
EIU Lumpkin College of  
Business and Technology*

The new academic year is well under way, and there are many positive stories to share. This is only the second installment of the Lumpkin Letter, published three times per year. In this installment, we have several student, faculty, staff, alumni, and company engagement stories to share. Lumpkin College enrollment has increased 45% in the past three years! Students are competing nationally, placement is outstanding, the number of students completing internships is growing, faculty research is still an outstanding product of our college's faculty, and interactions abound. But I want to spend some time refocusing on the foundational principles that are helping us to move forward with so much success.

At our inaugural Joint Advisory Board Luncheon, where the Dean's Student Advisory Board had opportunities to interact with members of the School of Business, School of Technology, LEAD, and GOLD Boards, I recapped the Lumpkin College Purpose, Vision, Mission, and Values. Together, these principles guide us by answering why, where, what, and how regarding who we are in Lumpkin College, and it should be no surprise that the heart of the message is about serving others and helping them grow and develop, professionally and personally. It's inclusive of both "external" and "internal" customers – all stakeholders in the Lumpkin College journey!

Now that COVID restrictions have lifted, we have taken our engagement to a new level, which you will see in the following pages. And we are continuing to make progress on implementation of our strategic plan. Four Task Forces are busy this semester strengthening our approach to Achievement & Recognition of our employees and partners, ensuring our students have access to the most recent Technology available, creating unique approaches to student Recruitment and success of our Future Panthers, and exploring ways we can more collaboratively conduct Research and pursue Innovation in Lumpkin College. We're also actively reviewing curricula to incorporate industry-recognized certifications and remove unnecessary barriers to degree progress and completion. These efforts are aimed at student and alumni success!

And speaking of alumni, none of the efforts we're pursuing can reach their full potential without the tremendous support we have gotten in the past and continue to receive from our faithful former students and business partners. Whether "time, talent, or treasure," the gifts you give to your college are greatly appreciated and make a difference in the lives of our students. Thank you for all that you do to enhance Lumpkin College.

We achieve more together!



*Dr. Austin C. Cheney  
Dean and Professor  
EIU Lumpkin College of  
Business and Technology*

# LUMPKIN COLLEGE WELCOMES NEW DEPARTMENT CHAIRS

## Dr. Mahmoud Al-Odeh, Department Chair, School of Technology

Dr. Al-Odeh joined Lumpkin College, July 1, 2022, as Chair of the School of Technology. He comes to EIU from Bemidji State University (BSU), MN, with more than 14 years' experience in higher education.

He has held several leadership positions, including chair of multiple ATMAE accreditation visits, Director of the Applied & Operations Management Programs, Director of the student achievement conference, and Campus Coordinator for Quality Matters.

Prior to his career in higher education, Dr. Al-Odeh served as a Broadcasting Engineer/Quality Improvement Manager at Jordan Media City (JMC) in Amman, Jordan, where he oversaw maintaining quality broadcast signals and standards.

"My philosophy and belief are that leadership is not about giving orders, it's about educating and informing others as to why decisions are made. As Chair of the School of Technology, I will collaborate with faculty and alumni to create more student engagement by encouraging best practices and connecting students with professionals."

A two-time award winner, he received "The 2019 Strengthening Bonds to Industry Award" from the Association of Technology, Management and Applied Engineering (ATMAE) as well as The Spirit of BSU Award for his outstanding effort organizing the Student Achievement Conference (SAC) at Bemidji State in 2017.

A member of ASQ, PMI, and ATMAE, Dr. Al-Odeh is Lean Six Sigma Black Belt certified. His research areas are Statistical Quality Control, Value Stream Mapping, Lean Manufacturing, and Supply Chain Management. Lean six sigma certified, Dr. Al-Odeh works with local industries helping them boost production and provide more services more efficiently. His goal is to help industries become more efficient in their day-to-day operations and attain their goals.

An accomplished author, Dr. Al-Odeh published a resource manual to support operations project managers entitled, 'Economics and Cost Analysis for Operations and Project Managers', a textbook written to help professionals and students prepare financial analyses of alternatives utilizing spreadsheets

Mahmoud, his wife, Hadeel, and their five children live in the Charleston area. They look forward to participating in activities and strengthening their relationship with the community.

Dr. Al-Odeh seeks opportunities to connect with alumni to strengthen relationships and encourage involvement with the School of Technology. Please feel free to reach out with ideas to help Lumpkin College grow, [malodeh@eiu.edu](mailto:malodeh@eiu.edu)



Dr. Mahmoud Al-Odeh  
Dept. Chair, School of Technology

## Dr. David Martin, Department Chair, School of Business



Dr. David G. Martin  
Dept. Chair,  
School of Business

David G. Martin, Ph.D., started his new position as Chair, School of Business on July 11, 2022. Prior to his appointment, Dr. Martin was Dean of the Ansell School of Business at Western Connecticut State University where he served for 8 years.

Dr. Martin, originally from Connecticut, earned his BA in History from Long Island University-Post and later started his academic teaching career at Quincy College (now University) after working for Gardner-Denver and Harris Broadcasting in Quincy and earning his MBA at Western Illinois University. He went on to earn a Ph.D. in Business Administration from Saint Louis University.

Besides Quincy College, he has taught at St. Bonaventure University, and Bloomsburg University of Pennsylvania (where he later served as Dean). He has been Dean at King's College in Wilkes-Barre, PA, Alfred University in Alfred, NY, Bloomsburg University, LaSalle University (Associate Dean) in Philadelphia, PA, and St. John Fisher College (now University) in Rochester, NY.

Dr. Martin has been very active in AACSB accreditation circles as he has participated in 24 peer review teams for schools seeking either initial accreditation or undergoing a Continuous Improvement Review Process. Of those visits, Dr. Martin has served as chair of the Peer Review Team thirteen times. The geographic scope of his experience has led him to mentor or consult with schools in the United Kingdom, France, the U.A.E, Malaysia, Canada, Turkey, as well as the United States.

Dr. Martin and his wife Donna are settling into Charleston, and he truly enjoys his 4-minute commute to his office in Lumpkin Hall. Martin is a father of three and has eight grandchildren. His hobbies include golfing and reading, with his favorite subject as WWII military history. He says, "I am thankful that both the Charleston Rotary and Charleston Country Club have accepted me into their organizations. Donna and I are looking to enjoy Charleston for years to come."

Dr. Martin is also looking forward to meeting alumni and soliciting their feedback on the future of business education and strengthening alumni ties with our students and faculty. Please feel free to reach out to Dr. Martin at [dmartin3@eiu.edu](mailto:dmartin3@eiu.edu) with ideas and projects that support our goal to provide the best business education possible.

# Meet Your Student Dean, Cameron Krager

*“Engagement: a mutually beneficial interaction that results in participants feeling valued for their unique contribution.”*

Meet Cameron Krager. She’s a Class of 2023 marketing major at The Lumpkin College of Business and Technology. She is also the Lumpkin College Student Dean.



Cameron Krager  
Lumpkin College Student Dean  
Marketing, Class of 2023

Cameron came to EIU from Raymond, Illinois, a small town southwest of Taylorville on the western Illinois prairie. “Raymond is a very small town, with a population of 900, and the nearest stoplight is 20 miles away. There is no such thing as fast food in Raymond. By the time you drive to get it, you might as well stay home and fix something yourself,” she said.

A 2019 graduate and Salutatorian of Morrisonville High School, Cameron became interested in Eastern Illinois University after attending a chemistry fair on campus. “The faculty and people here at EIU were so welcoming and very easy to speak with,” she said. “To me, Charleston was a big town. It had stoplights and a Walmart. Charleston had a lot of amenities, but it also had that small town feel I’m used to.” Cameron began her college career in the Fall of 2019. She began as a chemistry major but changed to marketing the following semester.

Cameron is a member of The Dean’s Student Advisory Board at Lumpkin College, serving as Student Dean, but her duties don’t stop there. She is also Vice President and Finance Chair for the American Marketing Association, she’s part of the Student Leadership Team at the Newman Center, a member of the School of Business honors program, the Pine Honors College, and a student/athlete, being a member of the EIU Golf Team since her sophomore year.

Typical days for Cameron begin early, answering emails working out details such as planning Lumpkin College student socials, as well as University and

RSO events. “My Tuesdays and Thursdays are stacked with classes and the other days of the week I work for Kenzi Cheesewright at State Farm Insurance here in Charleston. I balance working, being a student athlete, being active in RSOs, plus being present for open houses, RSO events, new student orientations, the homecoming tent, and things like that,” she added.

While her college schedule is demanding, Cameron finds it rewarding. “I love seeing the results of our planning and work come together. Once it all comes together, I get into this zone, where I’m bouncing from table to table engaging in conversations,” she said. “At our September Social I noticed something. It wasn’t just students talking to students, or just faculty talking to other faculty, it was students and faculty, talking and laughing together. It reminded me that it was the student/faculty connection which led me to EIU.” She also noted, “People weren’t just grabbing some pizza and leaving, they were sticking around for a while. We got to see our plan come together and make a difference. That was a great feeling.”

After graduation next May, Cameron plans to continue her education and pursue her MBA. She would also like to continue her role as Student Dean, if possible, but she’s aware her college experience will one day come to an end, “I will miss engaging people in conversation and making them feel included. I honestly love talking to new students and making them know they’re seen and welcome.”

“College exposes us to many diverse groups of people,” Cameron said. “I’ve seen so many students try to change themselves to fit in with different groups. I don’t want someone to just fit in at Lumpkin College. I want to get to know that person and see how they can seamlessly fit Lumpkin College without having to conform to anything. There have been many opportunities to do that as Student Dean.”

“I’ve had great experiences with our faculty, guest speakers and with my peers. I’ve grown alongside them for the last four years. Some people never get the opportunity to do this. I’ve enjoyed connecting with fellow students, even if it’s just an intentional conversation here and there throughout the semester at a social event. I like knowing they’ve felt seen and heard, and don’t just feel like another one of 8,000 students here at Eastern.”

## LUMPKIN COLLEGE INAUGURAL JOINT ADVISORY BOARD LUNCHEON



Provost Jay Gatrell addressing members at the Lumpkin College Joint Advisory Board Luncheon

Advisory Board members convened during EIU’s Homecoming week. Members met in person as well as via Zoom to discuss curricula, future growth and to review business of the past year.

Advisory Board members took a break from the business of the day and gathered for the inaugural Joint Advisory Board Luncheon at The Martin Luther King Jr. University Union. Alumni reflected on their personal experiences at Eastern and collaborated on future growth opportunities at Lumpkin College.



# STUDENTS SQUARE OFF IN PROFESSIONAL SALES COMPETITION

Thirty participants tested their sales skills at the Lumpkin College Professional Sales Competition. Contestants competed in different categories comprised of a general competition and presentation of an elevator pitch to Lumpkin College faculty and industry representatives. The event also included attending a catered luncheon and networking social.

The evening concluded with finalists presenting before the entire panel of judges as well as their peers. Cameron Slabbert and Taylee Keen were the evening's winners. They will compete at the International Collegiate Sales Competition, known as The World Cup of Sales, in Orlando, Florida.

The sales competition was judged by Lumpkin College faculty and industry representatives from State Farm, Rural King, Fastenal, TMC Transportation, Mary Kay, and Washington Savings Bank.



Competition Finalists: (L-R) - Kiley Howard, Maya Kurth, Taylee Keen, Cameron Slabbert, Trenton Polley, Will Kabbes



## ENTREPRENEURSHIP CLUB HOSTS POP-UP SHOP



EIU President Dr. David Glassman visiting the Pantherpreneur Pop-up Shop



The Lumpkin College's Eastern Entrepreneurs Club hosted the inaugural Pantherpreneur Pop-Up Shop at the Doudna Fine Arts Center.

Ten EIU student entrepreneurs showcased their goods and services in Doudna's main concourse to hundreds of fellow Panthers which included a visit from EIU President, Dr. David Glassman.



## RSO LEADERSHIP FORUM: NEW YEAR, UNPRECEDENTED CHALLENGES

Registered Student Organization (RSO) leadership met recently at the RSO Leadership Forum in Lumpkin Hall.

Each year, RSO leaders meet to review University policies for student organizations and organizational guidelines. This year, leaders conducted business as usual but also engaged in discussions on how to reinvigorate Lumpkin College student organizations in a post-COVID setting.

In past years, RSO seniors and juniors have traditionally mentored underclassmates. Leadership roles and meeting protocols were then passed down from one graduating class to the next. COVID restrictions had an impact on this. Despite this challenge, Lumpkin students have developed innovative strategies to overcome. Monthly student socials, more after hours events, and recruiting and collaborating with other student RSOs have been bringing groups back together.

## LUMPKIN COLLEGE HOSTS IBM-Z MAINFRAME EVENT

More than 80 students, faculty and staff attended the IBM-Z Connection Mainframe Event in Lumpkin Hall's Roberson Auditorium in September.

The seminar featured EIU alum, Krupal Swami, (EIU Class of '95) and Gregory DeBo of Team Swami with Jeff Waggoner and Joe Carroll of State Farm Insurance.

The IBM-Z team shared a brief history of mainframe computing from its humble beginnings 62 years ago utilizing the COBOL language, which is still in use today, up to today's most modern technologies.

Topics included: Mainframe Architecture, Modernization efforts, Performance/Monitoring, Print/Storage, Db2, Db2 Analytics Accelerator, Replication, IMS, CICS, Language Support, Hardware, Software, OS/Network and Test Environments.

IBM-Z is a family series of infrastructure and mainframe computer architecture technology that began with the zSeries 900 enterprise in 2000. Its newest edition, known as IBM z16, delivers breakthrough technologies for AI and cyber resiliency, protecting against threats for businesses and modernizing IT infrastructure for hybrid cloud technology.

The group shared the benefits of IBM-Z mainframe computing abilities like security and real-time data output. They also shared some of the challenges, such as a winter weather event in Texas that put all aspects of their mainframes and systems to the test.



IBM Z Presenters L-R – Greg DeBo and Krupal Swami - Team Swami with Jeff Waggoner and Joe Carroll of State Farm

## WORK-STUDY POSITION BECOMES PATHWAY TO SUCCESS



Krupal Swami  
CEO and Founder - Team Swami

An Illinois native, Krupal Swami began her college career at Eastern Illinois University as a History major, that is, until she realized her talents working with computers while doing work-study at Pemberton Hall.

### SINCE THAT TIME, A LOT HAS CHANGED.

After discovering her technical talents, Swami changed her major, receiving two bachelor's degrees in 1995, in both Business Education and Administrative Information Systems with a French Minor. She continued her education, earning joint MBAs from UCLA Anderson's School of Management and the National University of Singapore's Business School. Swami spent 13 years in IT Consulting

for Fortune 500 Insurance and Financial Services companies. In 2009, she joined State Farm Insurance as Technology Director and Architecture Director. Swami also served as an Adjunct Professor at Millikin University teaching management until 2020. In 2021, Swami left State Farm and founded Team Swami, a strategy and mainframe solutions firm. They celebrated their first year of business this past September

Krupal holds Chartered Financial Consultant and Chartered Life Underwriter designations through the American College. She is also PMP certified through the Project Management Institute and CSQA and CSTE certified through the Quality Assurance Institute.

## HOWREY SHARES NEGOTIATION EXPERTISE WITH STUDENTS

Lumpkin College welcomed back School of Business Alumnus Daniel Howrey ('75), who recently retired from Accenture as a Managing Director in the Accenture Negotiation Center of Excellence.

In his former role, Howrey negotiated huge deals throughout the world and delivered multi-day negotiation workshops globally for Accenture employees. Lumpkin was blessed by his offering to provide two three-hour, back-to-back workshops on Thursday, October 13th, for both undergraduate and graduate students in the college.

In addition, the evening prior, Howrey presented an informative and entertaining lecture on quotes from Herbie Cohen, widely regarded as the World's Greatest Negotiator during his life. Following the presentation, based on the book, "The Adventures of Herbie Cohen," written by Cohen's son, Rich, Howrey answered numerous questions from the engaged group of students in attendance.

Lumpkin College thanks Daniel Howrey for sharing his knowledge, experience, and gifts, and hopes to welcome him back in the future!



EIU Alumnus Daniel Howrey sharing his negotiation expertise with Lumpkin College students

# MONTHLY STUDENT SOCIALS CELEBRATE LUMPKIN COLLEGE

## September



Lumpkin College of Business and Technology students enjoyed pizza, cookies, soft drinks and a variety of outdoor games at the inaugural Lumpkin College Student Social in September.



Lumpkin College faculty and staff served more than 70 pizzas to LCBT students on a beautiful early fall afternoon. Students relaxed, engaged in conversation, and played a variety of games on EIU's South Quad.

Developed by The Dean's Student Advisory Board, the September Social was the first of many monthly events, where Lumpkin College's students, faculty and staff can relax, share a meal, and celebrate.



## October



Lumpkin College students took a break from their studies and classwork and braved a cold and blustery evening by EIU's campus pond to celebrate the month of October.



Steaming cups of cocoa with toppings, hot apple cider, brownies, and tasty treats helped fend off the chill of the October evening while students talked, painted pumpkins, reflected on the previous Homecoming week, and shared classroom experiences and a few laughs. "It was a cold night but the group came prepared," shared management major, Sophie Ames. "Some of us even had our Lumpkin College winter knit hats to keep us warm. We had undergrads, Master's students, and professors all come out and enjoy the chilly autumn event."



## Lumpkin College Shows Panther Pride at Homecoming



Lumpkin College hosted Eastern alums and hundreds of EIU Panther Football fans at Tent City on Homecoming Day. Lumpkin College faculty and staff offered sandwiches, sides and refreshments in the festive air.

The smells of fresh-grilled brats and sounds of music permeated the crisp air while participants played giant Yahtzee for chances to win Lumpkin College gear and participated in a variety of pre-game activities.



# LUMPKIN COLLEGE INDUSTRY PARTNERS PROGRAM

The Industry Partners Program connects companies seeking new talent in business and technology fields with Lumpkin College students. These connections will improve the channels for partner companies to reach talent, whether for internships or full-time positions.

The program also supports the personal growth and professional development of our students by providing an increased number and depth of touch points with practitioners. The program is also closely integrated with EIU's Career Services which provides

a seamless system for reaching students. There are five levels of sponsorship for the Industry Partners Program: Premiere, Platinum, Blue, Grey and Industry Sponsors.

For more information on the Industry Partners Program, follow this link: [https://www.eiu.edu/lumpkin/industrypartners\\_program.php](https://www.eiu.edu/lumpkin/industrypartners_program.php)

or contact Dean Austin Cheney at: [acheney@eiu.edu](mailto:acheney@eiu.edu) or 217-581-3526.

# GETTING BACK INTO THE GROOVE

## Post-COVID Campus Sees Students Return to Normal and Gather Once Again

### Need Help? Ask Me!

The first few days of class can be challenging for first-time students settling into new routines and finding their way around campus. Lumpkin College of Business and Technology graduate students and the Dean's Student Advisory Board are aware of these difficulties, so they set up welcome tables outside Lumpkin and Klehm Halls offering directions, class information and treats to make their first days a little smoother.



Pictured (L-R) LCBT Students: Okewa Owoeye, Julia Hess, Reese Jackson outside Lumpkin Hall



Graduate students Daniel Torres and Elizbeth Nwaozuru outside Klehm Hall

### Engagement Fair Showcases Student Organizations

The Lumpkin College Fall Student Engagement Fair featured eleven Registered Student Organizations (RSOs) in the early Autumn sunshine on Lumpkin Hall's South Patio. This event gave students the opportunity to showcase their RSO, explain their group's purpose, recruit new members, and collaborate with fellow Lumpkin College student organizations.



Management major, Kylie Decker (R), speaks with a student about Delta Sigma Pi

Participants included: Study Abroad, Association of Information Technology Professionals, Beta Alpha Psi, Student Accounting Society, Delta Sigma Pi, American Marketing Association, Eastern Entrepreneurs Club, Society for Human Resource Management, Construction Project Response Team (Construction Club), and the Robotics Team.

### The Longest First Day Winner Is...

After months of preparation, Moien Sadeh learned he was cleared to attend college. It was three days before classes began and he was 6,500 miles away from EIU's campus in Iran.



International Graduate Student Moien Sadeh

Moien acted quickly and embarked on what became a 50-plus hour, multiple airport odyssey. Through several connections, standing in lines, and the occasional cat nap, Moien eventually found himself at Chicago's O'Hare Airport. It was 4:00 a.m. He was a three-hour drive away from Eastern's campus and his first assignment was at 8:00 a.m.

After two days of only seeing daylight or airport fluorescent lights, Moien arrived at Lumpkin Hall at 8:00 a.m. sharp. He was dead on his feet but on time to assist other students at Lumpkin College's student welcome tables. Well done, Moien! Welcome to Lumpkin College!

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*Wishing you and your families*

*Happy Holidays  
and a  
Joyous New Year!*



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