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Depending on whom you talk to, Boston either is, or is becoming, a world class city.

Each year thousands of international students, scholars, tourists, artists, diplomats, government officials and business people come to study, teach, visit, entertain, learn, observe, exchange ideas, or transact business in the "Hub of the Universe."

Boston now has Sister City relationships with Melbourne, Australia; Strasbourg, France; Padua, Italy; Kyoto, Japan; Hangzhou, the Peoples Republic of China; and Barcelona, Spain.

In this issue we explore the role that Suffolk University is playing amidst all this international activity, particularly in the field of international business.

We also explore the interaction between the University and the almost 200 international students studying here.

This is the premier issue of a new alumni publication, the Suffolk University Magazine. It will be coming to you three times a year with feature articles, news about you and your classmates, and the latest developments at the University.

Because this is your magazine, we want to know what you would like to see in it. We also rely on you to inform us of your professional accomplishments.

With your help the Suffolk University Magazine will grow in content and variety, with more features and more news. Send us your letters, your ideas, your information, your reactions. We want to hear from you.

Patricia M. Walsh
Editor
SUFFOLK UNIVERSITY

$100,000 Peabody grant awarded for new Suffolk moot courtroom

Suffolk Law School has received a grant of $100,000 from the trustees of the Amelia Peabody Charitable Foundation, for construction of the School's new moot courtroom. The grant was announced by attorneys Harry F. Rice and Richard A. Leahy, JD55.

The grant covers construction of the Law School's second courtroom for its award-winning court program. The room is located on the third floor of the Frank J. Donahue Building across from the original courtroom built in 1966 and used for numerous competitions involving Suffolk teams and students.

The new room is used as a teaching court for law students in trial advocacy. It is equipped with a two-camera closed circuit video system for recording and television monitor for playback.

The growth and expansion of the Law School's moot court program necessitated construction of an additional courtroom.

The Amelia Peabody Charitable Foundation assists charitable and educational organizations in Massachusetts with emphasis on secondary education, hospitals, youth agencies, cultural programs and conservation.

Keeping students in school top agenda item of new dean of students

"Students involved in campus activities stay in school longer and have a better educational experience," says Nancy Cadle Stoll, the University's new dean of students.

Students who spend more time on campus can drop in on lectures, meet with faculty, and take more advantage of all the University has to offer, points out Stoll, an administrator with ten years of experience in student services. As the University's first woman dean of students, she succeeds D. Bradley Sullivan who retired in June after 20 years in that position.

Stoll knows that getting commuter students to spend extra time at an urban university with a limited campus "isn't going to happen automatically."

Formerly assistant director of evaluation for the New England Association of Schools and Colleges, Stoll is concerned about "improving the quality of life for students. We are exploring ways to involve them in the life of the campus, and are looking closely at campus activities and the ways that faculty, students, the Student Services staff and others interact with each other."

"We are examining how well we are reaching out to students, and have started a pilot program for freshmen called SCOPES (Suffolk Continuing Orientation Program for Educational Success) as a way of developing a closer connection between students and faculty."

Drawing on her student services experience as associate director of residence at Simmons College, associate dean of students at the College of Wooster in Wooster, Ohio, and director of students affairs at Brandeis University, Stoll knows that an effective student services agenda requires a lot of assessment. "It is very important for us to know how the student services piece of the institution relates to the academic piece of the institution. We are looking for possible ways of cooperation between both. How, for example, can we involve the faculty? How can the Student Services staff be included in faculty activities? All of our efforts, of course, are aimed at keeping students in school."

Stoll has served as assistant director of evaluation for the Commission on Institutions of Higher Education of the New England Association of Schools and Colleges since 1985. Her professional affiliations include service as president of the Massachusetts College Personnel Association and national convention chair and executive council member of the American College Personnel Association. She has a bachelor of arts degree in English and journalism from Hanover College in Hanover, Indiana, received a master of arts degree in student personnel administration in higher education from Ball State University, a certificate in higher education resource services from Wellesley College, and is completing her doctor of education requirements at Harvard University.
An early retirement for Dean Sullivan

Dean of Students D. Bradley Sullivan, a member of the Suffolk University administration for 27 years, retired in June.

Sullivan was appointed Suffolk's first dean of students by Judge John E. Fenton, Suffolk's fifth president, when the post was created in 1966. Before that, he was director of admissions for six years.

Sullivan is succeeded by Nancy Cadle Stoll, former assistant director of evaluation for the New England Association of Schools and Colleges.

As dean, Sullivan was responsible for the academic, social, and personal affairs relevant to the students' educational development. He supervised the offices of Student Activities, Athletics, Health Services, Career Planning, Cooperative Education and International Students. He was also coordinator for handicapped students.

During his career, Sullivan was honored by students on a number of occasions including membership in the Gold Key Society. In 1982 he was named administrator of the year by the Evening Student Association and in 1979 the Student Government Association presented him with a certificate of appreciation.

SOM honors five at 50th anniversary

The School of Management's 50th anniversary celebration brought together five outstanding leaders from government, banking, publishing, education, and the computer field at a special convocation held in September in Boston.

President Daniel H. Perlman conferred honorary doctor of commercial science degrees on Earl G. Graves, publisher of Black Enterprise Magazine; Mitchel D. Kapor, founder of the Lotus Development Corporation; John E. McDonald, president and chief executive officer of Workingmens Cooperative Bank; Evelyn F. Murphy, lieutenant governor, Commonwealth of Massachusetts; and Vernon K. Zimmerman, distinguished service professor of accountancy at the University of Illinois College of Business Administration.

In his remarks, Richard L. McDowell, dean of the School of Management, pointed to "significant new dimensions," for the School of Management since its founding as a part-time undergraduate business college in 1937.

"The School has a strong international dimension and broad computer applications," McDowell observed. "Virtually all of the faculty are engaged in significant research. In short, the school is part of the mainsteam of management education in the 1980s."

Guests at the convocation included business leaders from throughout the area, as well as many members of the University community.

Dr. Hernando de Soto of the Institute for Liberty and Democracy in Lima, Peru, will be guest lecturer at the Dwight L. Allison International Lecture on April 26, 1988 at the Hotel Meridien in Boston. Dr. de Soto is president and founder of the Institute, which is a public policy organization devoted to the study of the Peruvian economy. He is the author of El Otro Sendero (The Other Path), and has written and lectured on the causes of underdevelopment in Peru.

The Dwight L. Allison International Lecture Series was established by a grant from the Dwight L. and Stella Allison Fund, which is administered by the Boston Foundation. It brings to the University and the Boston educational and business communities international figures of varying political and social perspectives.

For ticket information, please call (617) 573-8453.
Trial Advocacy Board moves to Law School

The Law School is the new home of the National Board of Trial Advocacy.

NBTA, which certifies attorneys throughout the nation in civil and criminal trial advocacy, moved its quarters to the University last fall from the office of the Association of Trial Lawyers of America in Washington, D.C. The board appointed Suffolk Professor of Law Timothy Wilton as executive director and Roberta Hugus as registrar. The NBTA offices are located at 56 Temple Street.

"NBTA certification provides assurance to the public and the profession that the certified attorney possesses the knowledge and skills essential to the provision of excellent services in civil or criminal trial advocacy," Wilton says. "It enables clients and referral attorneys to choose a specialist who is qualified by experience and ability to handle a complicated civil or criminal trial."

Founded in 1977 by noted trial attorney Theodore I. Koscoff in response to concerns about the quality of advocacy in the nation's courtrooms, NBTA has since certified more than 900 lawyers as either civil or criminal trial advocates.

In announcing the move, Law School Dean David J. Sargent noted that an above average number of the Law School's 15,000 graduates "are actively involved in trial practice. Our affiliation with the National Board of Trial Advocacy is not only fitting but will further enhance our reputation as a trial practice-oriented law school."

Science Center renovations under way

Laboratory conversions, efficient use of available space, environmental control improvements and an upgrading of safety and health standards are just a few examples of a $2.2 million renovation taking place in the University science departments.

The renovation, which began in June 1986, is now in its final stages. The project is part of the total renovation of all existing University facilities as outlined by a physical facilities audit approved in 1982. It includes work on the Donahue, Fenton and Archer buildings as well as property at 56 Temple Street. A greenhouse is planned for the roof of the Archer building.

Robert L. Lay, dean of enrollment management at Suffolk, predicts that the science renovations will generate more student interest in biology and chemistry and also encourage science faculty to stay active with research interests.

"I'm certain more students will be interested in majoring in one of the sciences now that the facilities have undergone this major upgrading," Lay says. "I also feel that campus faculty research interests will invigorate programs by motivating students towards the frontiers of current knowledge."

Arthur J. West, II, chairman of the department of biology, says that the redesigned classrooms and laboratories will enable the department to expand the study of specialty sciences. "Students interested in bacteriology, botany, genetics and physiology will have improved study opportunities," he points out. "Existing resources are being redesigned to accommodate the needs of the department, the faculty and the students."

The biology and chemistry laboratories and classrooms at the University are housed on the top two floors of the Archer building and until now, have been virtually unchanged since their construction in 1937.

Lay predicts a marked increase in total science majors within five years after completion of the science center renovations.
Law School presents seminar by noted trial lawyer

During 1987 former federal judge and noted trial lawyer Herbert J. Stern and Suffolk University Law School presented a series of two-day programs around the country on successful trial techniques for lawyers.

The program, part of the Law School's Center for Continuing Professional Development, offered trial lawyers the opportunity to hear one of the nation's most skilled teachers of trial techniques. Stern won fame for successfully prosecuting more than 60 public officials as a U.S. attorney for New Jersey.

The seminar was designed for all lawyers, whether new to the trial courts or veteran practitioners. It was offered at Williams College, Yale University Law School, John Jay College of Criminal Justice and the University of Pennsylvania Law School.

In his two-day presentation, Stern discussed effective opening techniques, direct and cross examination, use of expert witnesses and the art of effective summation.

Stern, now in private practice, sat as a U.S. District Court Judge in New Jersey for 13 years. His book, Judgement in Berlin, based on his experience as the presiding judge of a 1979 case involving two East Germans who hijacked a Polish airliner and landed in West Berlin, is the subject of the recently released film by the same name starring Martin Sheen.

Boston Herald publisher honored

The Boston Herald's circulation has increased 70 percent since Patrick J. Purcell took over as president and publisher after Rupert Murdoch bought the newspaper in 1982. Purcell, who has seen his newspaper's advertising revenues grow from $16 million to $53 million, received an award for outstanding achievement from the School of Management following his lecture for students and faculty held in conjunction with the SOM 50th anniversary celebration this fall.

Purcell told his Suffolk audience that he attributes his success to several factors: willingness to take a chance, competitiveness, intense competition, creativity, the ability to recognize creativity in others, and decisiveness.

The event was co-hosted by the School of Management and the Suffolk MBA/MPA Alumni Association.

MPA students awarded fellowships

Two Patricia Harris Fellowships were awarded to the Department of Public Management, for 1987–1988, by the U.S. Department of Education. The fellowships, which are given for public service to members of groups traditionally underrepresented in the public sector workforce and in higher education, were awarded to MPA students Patricia A’Hearn and Maxime Duchard. Michael T. Lavin, chairperson of the Department of Public Management, is administering the grant and prepared the application for the awards.

President Daniel H. Perlman (third from right), and SOM Dean Richard L. McDowell (third from left), join recipients of honorary degrees from the University in September. Shown are Vernon K. Zimmerman, distinguished service professor of accountancy at the University of Illinois College of Business Administration; John E. McDonald, president and chief executive officer of Workingmens Cooperative Bank; Evelyn F. Murphy, lieutenant governor, Commonwealth of Massachusetts; Earl G. Graves, publisher of Black Enterprise Magazine; and Mitchel D. Kapor, founder of the Lotus Development Corporation.
Science enrichment program aids high-school students

A grant to the University from the Massachusetts Board of Regents of Higher Education is making it possible for 45 minority students from Copley International High School in Boston to receive weekly after-school enrichment instruction in physics and biology at Suffolk University.

The project, "Partnership in Science: A Program for Minority Students," began in September. It includes a series of career speakers, and a week's stay at Suffolk's Robert F. Friedman Field Station in Edmunds, Maine, a marine science facility on the shores of Cobscook Bay.

The grant was received through the Massachusetts Board of Regents School/College Collaborative Program for fiscal year 1988.

Aviation systems degree offered

Beginning in the fall 1988 semester, the Education and Human Services Department of the College of Liberal Arts and Sciences will offer a new graduate program leading to a master of science degree, titled, Human Resource Development—Aviation Systems. This program is a joint venture between the Education and Human Services and the Sociology departments, and will offer advanced training in human factors, methods, airport management, and human relations skills applied to the aviation industry. For additional information, contact the Education and Human Services Department at (617) 573-8261.

Want to teach? Help available

The Education and Human Services Department of the College of Liberal Arts and Sciences is now offering undergraduates and graduates of various institutions with majors in academic disciplines (e.g. English, history, French, mathematics, chemistry) an opportunity to become certified as secondary school teachers in their area of specialization. The program involves a review of transcripts of courses taken, enrollment in the appropriate sequence of evening courses, and an internship or practicum experience. Also available for those qualifying is a new apprenticeship or employment option. Contact the Education and Human Services Department (617) 573-8261 for the latest brochure.

Afro-American literature collection dedicated

Dedicating the Afro-American Literature Collection at the Mildred Sawyer Library are (left to right) Dorothea Powell, site manager of the Boston African American Historic Site; President Daniel H. Perlman; Henry Hampton, chairman of the board of the Museum of Afro-American History; and John Burchill, superintendent of the Boston National Historical Parks.

Suffolk University, the Museum of Afro-American History and the National Park Service officially dedicated a unique collection of Afro-American literature at the University in October.

The collection, which is housed in Suffolk's Mildred E. Sawyer Library and contains more than 3,000 titles of black American writers, is the brain child of H. Edward Clark, professor of English emeritus, who taught a course in black literature at the University. Clark approached University and museum officials about developing a joint collection, which he describes as being "born in the urgency of the civil rights movement in the 1960s and early 1970s."

A wall plaque commemorating the collection was unveiled outside Sawyer Library during the dedication, which was part of a week-long celebration of the opening of the African Meeting House on Beacon Hill.

In his welcoming remarks, President Perlman said, "Literacy is the enemy of prejudice, of slavery and of intolerance. In slave times it was illegal to teach a black person to write or to read. Even in the North, in Boston, it was difficult for black youngsters to obtain instruction in writing.

"For a line of black writers to emerge from these circumstances is truly extraordinary. It is testimony to the thirst for learning, for self-expression, for liberation felt by these writers. Its joint ownership assures that the books are accessible to all friends of the museum and all school children and all others who want to learn about the experiences of blacks and black writers in New England."
New incentive loan/grant program instituted

A unique plan designed to free students of their obligation to repay their loans if they graduate was offered at the University during the current academic year.

Approved by the board of trustees, the Trustee Incentive Loan/Grant is probably the first of its kind in the country, according to Christine Perry, director of financial aid.

The plan sets aside approximately $25,000 for loan awards in amounts averaging $1,000. Initially awards are being distributed to students as loans, and recipients are required to negotiate promissory notes each year the loan is awarded. When recipients graduate, all incentive loans are forgiven, thereby converting the loan into a grant. Recipients who withdraw or transfer from the University are required to follow the procedure of repaying their loans nine months after leaving.

Awards are given to those students who demonstrate a strong likelihood of success at the University, and who need the money to attend, says Perry.

"If it comes to a choice between a federal loan and our incentive loan/grant," she observes, "it makes more sense to apply for the loan that transfers itself into a grant if the student fulfills his or part of the agreement. If the student is unable to meet the obligation, the worst that can happen is having to repay the loan."

Archer fellows program launched

A program designed specifically for the highly-motivated, academically-promising student is under way at the College of Liberal Arts and Sciences. Launched last fall, the Archer Fellows Program began with special Challenge sections of the Integrated Studies Program.

Integrated Studies is a two-semester sequence focusing on materials drawn from a variety of disciplines and is aimed at helping students develop the skills, habits of inquiry, and broadened range of interests required to pursue higher education successfully and independently.

"Students oriented toward high academic and professional achievement nominate themselves for membership in the program," explains David Robbins, chair of the History and Philosophy Department, "then the Faculty Oversight Committee evaluates their potential and determines their eligibility for membership. Once accepted into the program, Archer Fellows must maintain a grade-point average of 3.0 or higher in a minimum of 24 semester hours in specially-designated Challenge sections. These sections are designed to provide them with a level of academic fellowship above that provided in standard CLAS and SOM courses."

Two Suffolk students in Miss America pageants

Suffolk University boasted a unique distinction among its academic neighbors last fall. The Massachusetts entry in both the Miss America Contest in Atlantic City, New Jersey and the Miss Black America Contest were Suffolk students.

In September, Aura Lee McCarthy of East Boston, a third-year law student won a $3,000 talent scholarship in the Miss America competition. McCarthy, a winner in the Walter H. McLaughlin Moot Court Competition in 1986, was crowned Miss Massachusetts in June.

A few days later, another Suffolk student, Andrea Spears of Cambridge, Massachusetts, was selected as Miss Black Massachusetts and was nominated by her fellow competitors for the award of Miss Congeniality. Spears, a sociology senior, is president of the Black Student Association and is also active in SOAR (Students Organized Against Racism). She hopes to enter Suffolk Law School next fall.
William R. Allen, School of Management, was elected to the board of directors of the Northeast Decision Sciences Institute at the group’s annual meeting in Atlanta.

Barbara F. Ash, Department of Education, and director of Business Education Programs, is currently president of the New England Business Educators Association, and presided over the association’s 85th annual convention in November 1987.

Warren Briggs, chairperson of the Computer Information Systems Department, and the SOM hosted a careers and curriculum forum in October in cooperation with the Boston Chapter Society for Information Management and the New England Regional Computing Program. The program included a keynote discussion by Michael Simmons, president of Fidelity Systems Co., as well as numerous other reports by invited leaders from CIS faculties and industries of the Boston area.

Frances K. Burke, Public Management, served as the Massachusetts Constitutional Historian to the Philadelphia Constitutional Bicentennial opening in honor of the bicentennial of the U.S. Constitution. Burke also addressed the issue of “Women and the Constitution” at the biennial convention of the League of Women Voters of Massachusetts in June.

Arthur P. Chiasson, Humanities and Modern Languages, delivered a paper on the teaching of Business French at the sixth annual conference of Languages and Communication for World Business and the Professions in Ann Arbor, Michigan.

Gail H. Cofler, English, presented a paper on “Classical Iconography in Billy Budd, Sailor: the Apollo and the Antinous” at the Melville Society meeting of the Modern Language Association in New York City, in December 1986 and in March 1987 discussed “Pulling the Roman Nose: ‘Classic’ Burlesque in Melville’s White Jacket;” before the Melville session of the American Culture Association Conference in Montreal. Cofler, author of Melville’s Classical Allusions, is currently working on an index to Melville’s allusions to religion.

Victoria S. Dodd, Law School, served as the 1987 chairperson of the American Association of Law Schools Section of Law and Education. She is also serving on the Judicial Administration Section Council for the Massachusetts Bar Association and on the Case Management Subcommittee of the Massachusetts Special Advisory Committee on Court Time Standards.


Nancy E. Dowd, Law School, received a $62,290 grant from the Rockefeller Foundation for a study entitled “The Work Family Conflict: Restructuring the Workplace.” Dowd’s proposal was one of only 13 projects funded out of more than 560 proposals submitted. Under the grant, Dowd will explore the ways in which the law affects the workplace and how it might be used to accomplish necessary restructuring. It will consider the scope of the employer’s duty to resolve work-family conflicts and what affirmative legislation may be necessary to restructure the workplace.

Valerie C. Epps, Law School, was recently appointed to the National Steering Committee for Legal Support Networks of Amnesty International-USA. This summer Epps will be teaching international law at the University of San Diego Law School’s International and Comparative Law Institute in Paris.

Linda C. Fentiman, Law School, published three articles in the criminal law and law and psychiatry area. These include “Guilty But Mentally Ill: The Real Verdict Is Guilty” in the May 1985 issue of the Boston College Law Review; “Whose Right Is It Anyway: Rethinking Competency to Stand Trial in Light of the Synthetically Sane Insanity Defendant” in the September 1986 issue of the University of Miami Law Review; and a review of psychiatrist Lee Coleman’s book, The Reign of Error: Psychiatry, Authority, and Law in the fall 1985 issue of the Suffolk University Law Review. Fentiman also serves on the board of directors of Bay Bank/Merrimack Valley, where she chairs the board’s audit committee.

Robert E. Fox, English, has written Conscientious Sorcerers (Greenwood Press, Inc.), a book which examines the styles and techniques of three outstanding black American fiction writers: LeRoi Jones/Amirir Baraka, Ishmael Reed and Samuel R. Delany.


Stephen C. Hicks, Law School, discussed “A Model for the Comparative Study of Law” at the Thirteenth World Congress of the International Association of Philosophy of Law and Social Philosophy held in Kobe, Japan in August 1987.

Bernard V. Keenan, Law School, was recently appointed to co-chair the American Bar Association's Land Use Subcommittee on Exactions and Impacts Fees. He also was a panelist for a Massachusetts Bar Association Continuing Legal Education Program on U.S. Supreme Court decisions affecting land regulations.

Thomas F. Lambert, Jr., Law School, conducted a seminar on tort cases at the South Western Judicial Conference at Lake Tahoe, made up of members of the trial and appellate courts from Arizona, Nevada and Utah. He also presented a paper on "Primitive Damages: A New Audit" at the annual convention of the Association of Trial Lawyers of America in San Francisco.

Bette Mandl, English, presented a paper on "Family Ties: Landscape and Gender in Desire Under the Elms" at the Northeast Modern Language Association Conference held in Boston in April 1987.

Joseph P. McEttrick, Law School, received a master's in public administration at the Kennedy School of Government at Harvard University while on his 1986-1987 sabbatical. McEttrick was also named a Lucius N. Littauer Fellow by the Faculty of the school. In October he was elected to a three-year term as a member of the board of trustees of Curry College in Milton, MA. McEttrick will serve on the college's finance committee and will continue as a member of the Curry College Corporation.

Morris McLnnes, Accounting, hosted the second meeting of the Boston Accounting Research Colloquium (BARC) in October. BARC, initiated by Suffolk's School of Management, is a cooperative venture with Northeastern University, Boston University and Boston College. Audiences at BARC meetings include faculty from the four hosting institutions, as well as Providence College, the University of New Hampshire, the University of Massachusetts-Boston, Harvard University and MIT.

Roger N. Millen, School of Management, spent June and July 1987 in the People's Republic of China (PRC) and Japan lecturing, touring and establishing professional contacts as a follow-up to his 15-month stay in the PRC during 1985-86. During his stay, he presented a paper at the International System Dynamics Society meeting in Shanghai and visited several universities and enterprises in Beijing, Tianjin, Osaka and Tokyo. Millen is currently organizing a tour for managers who are members of The Institute of Management Sciences, Decisions Sciences Institute and American Production and Inventory Control Society to visit the PRC in the spring or summer of 1988.

David G. Pfeiffer, Public Management, was sworn in this summer as a member of Massachusetts Governor Michael S. Dukakis' Advisory Council on Affirmative Action. The council advises the governor and the state Office of Affirmative Action on all aspects of affirmative action.

Saroj Sawhney, Economics, recently served as chair and discussant on papers presented at five conferences: The Eastern Economics Association in Washington, DC, the Pennsylvania Economic Association in Blooming, PA, the Association of Indian Economics Studies in New York City, the Western Economic Association in Vancouver, British Columbia, and the New England Hindu Conference in Boston.

An article by Gerald Solk, Law School, on the "Valuation of the Closely Held Corporation," has been accepted for publication in the winter 1988 issue of the Commercial Law Journal published by the Commercial Law League of America. In addition, Solk has been nominated for the post of vice president of the Institute of Advanced Law Study headed by current president Dean David Link of Notre Dame University Law School.


Prentice-Hall, Inc. has published Sales Management: Text, Readings and Cases, the latest textbook by Joseph P. Vaccaro, Marketing. The book is designed to help readers understand the day-to-day problems and decisions faced by sales managers.
第十五條 企業設立管理委員會或董事會，應由代表組成，盒長任管理委員會主任，所訂重大問題，經領導和職工代表大會討論通過，提出電表，由職工代表大會審議通過，提出福利，生活福利的重大事項的建議，提

（一）決定企業機構的設置。
（二）提出工資調整方案、考勤分配方案和重要的規章制
（三）違反本法第十四條規定設立的企業管理部門，應有獨立的部門性質，按本法規定，不得由其他企業或其他社會團體代管，也不得要求企業設置某一機構或者規定機構的編制人數。

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Preparing students for the international arena

by Patricia M. Walsh

Charles Downer is worried. American business people lack the skills needed to compete in the international market. Instead of going after more lucrative but difficult targets like Dubai, they pursued easier markets like Des Moines. Because they did, U.S. companies lost overseas markets to foreign competitors, and foreign companies are even gaining a foothold in service industries in the U.S.

Downer is managing partner of Downer & Company, a Boston-based investment banking firm specializing in trans-Atlantic transactions. He is also a member of the School of Management's Advisory Council. At an SOM meeting in September, he related how, on a recent visit to Thailand, he looked for U.S. products available there. He found only three: Gillette razor blades, Kodak film and a 1947 U.S. Army surplus Dodge truck. The competition in the Thai market is either European or Japanese.

Downer attributes the success of foreign competitors to better understanding of other countries, cross-cultural skills, a willingness to meet market demands, strong government support, long-term vision versus short-term interest and a colonial history.

Foreign business people now have the same tools of the trade as Americans, he points out, but while they are taking over our markets, U.S. businesses don't know how to take over theirs.

But Downer has a solution.

“We need to develop a new international business person,” he says. Many in the Suffolk community agree with him.

But how to do that?

By offering an MBA program with a focus on international business administration that turns out managers who can do business overseas—managers sufficiently trained in foreign languages and knowledgeable about the geography, history, and business practices of other countries.

Richard L. McDowell, dean of the School of Management thinks “it is important for the U.S. to be integrated into the area of international development. Downer’s ideas were very well received by the SOM faculty. His vision makes sense overall. The timing is right. The SOM is revising the curriculum for our MBA program, and such thinking could permeate our whole program or could be a special track. An international component of such a program could lengthen the time students spend getting a degree, but language study and time spent working overseas are essential.”

At present all business programs at the SOM have specific courses with international content, and most departments offer an international elective. In addition an undergraduate major in international business and access to language courses for MBA students are being considered. Undergraduates already have access to language courses.

Other elements Downer considers essential for the program, such as international faculty and student exchange programs, tapping the expertise and resources of local business people engaged in international business, and seminars on international business and international business education, are already under way at the SOM, according to McDowell.

Groups of Executive MBA students, for example, participate in programs specially designed for them at Spain’s leading business school, Instituto de Estudios Superiores de la Empresa at the University of Navarra in Barcelona.

As part of a visiting scholar exchange program between the SOM and the Beijing College of Economics in China, Roger N. Millen, associate professor of management, taught production management at Beijing College during the 1985-1986 academic year. In exchange, Beijing Professor Zhi Lung Wang taught courses in U.S. business and commercial law at Suffolk University, and Dan Wu, one of Millen’s students from Beijing, is now enrolled in the MPA program. The SOM also hosted an MBA candidate through Boston’s Sister City Program with Hangzhou.

“But hiring international faculty to teach is not enough,” says McDowell. “They have to be trained in their discipline and have done research in their field. At present there are at least 18
SOM faculty members with strong international dimensions to their careers or personal experience."

The SOM's 1986-1987 annual report lists as the top priorities of the School's international agenda, increased international student enrollment and expanded international faculty exchanges, especially in research.

"Eighteen percent of students in business schools nationally are foreign students," says McDowell. At Suffolk the 92 international students at SOM make up 52 percent of the University's international student population and 4 percent of the SOM student body. "We are generally better than the national average. There's an opportunity and challenge for the School in terms of international students."

Legal dimensions
"The trend of the future is international law," says Valerie C. Epps, professor of international law at the Law School. "It is almost impossible to move around in the field of international business without a knowledge of international law. "It is essential to know about topics such as business contracts, arbitration procedures, and tax and labor laws."

Last year lawyers and corporate representatives joined students at the Law School to take courses taught by Dr. Zhi Lung Wang of the Beijing College of Economics on the legal aspects of doing business in China.

"The U.S. is one of China's biggest partners," says Wang. "People in the U.S. are interested in knowing more about it."

Epps believes that people are taking international law courses "because they are realizing that there are international aspects to so many legal issues. A suit against TWA regarding a hijacking, for example, could involve several international as well as U.S. laws."

In fact hijacking and terrorism are the problems the 1987-1988 International Moot Court Competition teams, including the Law School's, will grapple with this spring.

"More and more law students at Suffolk are taking summer programs abroad," says Epps, who will be teaching international law at the University of San Diego Law School's International and Comparative Law Institute in Paris this summer. "Two years ago when I was teaching in Mexico City, I had two Suffolk Law School students in my class."

International economics
"Many small and medium-sized companies in the Boston area have innovative products, but don't know how to contact overseas markets for them," observes Shahruz Mohtadi, of the International Economics Program in the College of Liberal Arts and Sciences. He sees the potential for his program to assist them.

Developed by Mohtadi in 1983 and offered as either a BA or BS degree in 1984, the program graduated its first class in 1987. This multidisciplinary offering integrates courses in international economics, international marketing, international trade, with three years of language training in either French or Spanish. This includes cross-cultural awareness and courses in the politics and area studies of France or Spain and French- or Spanish-speaking zones. Business terminology and practices are incorporated into language classes via a tutoring program conducted by international student assistants from the School of Management.

These students, who are fluent in French or Spanish, familiarize the International Economics students with international business procedures and documents, such as letters and contracts.

Who is in the program?
"International students who don't have a phobia about learning a foreign language, and U.S. students who have spent some time overseas and are interested in the international dimensions of business," says the Iranian-born Mohtadi. "My classes are like the United Nations. My students learn so much, not only from textbooks, but from each other, about other cultures and about how business is conducted in other countries. The classes are about 50-50 male to female, and about 60 percent U.S. students and 40 percent international students."

Why not offer courses in languages other than Spanish and French?
"Our research has shown that most commercial transactions in Europe, Africa, the Middle East, Japan, Latin America or large sections of Southeast Asia are conducted in English, French or Spanish," says Mohtadi. He readily agrees that without the specific language of a country, a business person could be at a cultural or even an economic disadvantage. On the other hand, "the Japanese don't expect you to learn Japanese, but they do expect you to respect or be aware of their culture."

Doris Clausen, first full-time international student advisor

Doris Clausen remembers her first Christmas away from her native Dominican Republic. "It was the most miserable experience of my life," she recalls. "I was only eight years old. I was away from my family and my toys. There was a revolution in my country and my family had sent my sister and me to the States until things calmed down."

Clausen, who is Suffolk's first full-time international student adviser, realizes that the loneliness of separation and alienation she felt as a child is often experienced by international students and faculty here in the States. Her job at Suffolk is to do something about that for the 174 international students from over 60 countries attending Suffolk.

Clausen, who was the senior foreign student advisor at Harvard University before coming to Suffolk, said international students have problems when they arrive and continually during their stay. Lack of money and difficulty finding affordable housing are two problems international students share with many of their fellow students in Boston.

"Students usually underestimate what their expenses will be and need more money," Clausen says, but, unlike U.S. students with these problems, the options open to international students are limited. For example, "Federal money available for work/study at U.S. colleges and universities cannot be given to international students," says Clausen.

Tighter immigration laws are also making it more difficult for international students to get work off campus.

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STRANGERS IN A STRANGE LAND

They come from over 60 countries and speak over 30 languages. They are here for varied and similar reasons. They are learning to cope with a culture, an educational system and, in many cases, a language very different from their own. They are the 174 international students studying at Suffolk University.

"International students 'come in waves' from certain countries,' explains Joseph Walsh, associate director of undergraduate admissions. "Right now we are getting a lot of students from Asia, including the People's Republic of China and Hong Kong, while internal political or economic problems are reducing the number of students coming from countries such as Venezuela, Iran and Nigeria."

Aidan Brown is one of seven Irish lawyers studying in the Law School. He wanted to practice commercial real estate law in Ireland, but he says "there is no market for that field in Ireland. The amount of activity in Boston is remarkable.

"Many lawyers are leaving Ireland because there is an oversupply of them and an under-demand for their services. Salaries are also very low in Ireland, about $12,000 a year for positions which in the U.S. pay from $30,000 to $50,000."

Sukham Singh of Ahmedabad in western India is studying for her master's degree in education. She decided on Suffolk because she wanted a smaller university where she could get to know the faculty.

"Suffolk also had exactly the course I wanted," says Singh, who plans to return to India after she graduates in May. "My country needs me more than the U.S. does."

"Because we don't provide housing or a confined environment," explains Robert Lay, dean of enrollment management, "we are limited in the number of international students we can attract. But we can attract people who want a dynamic environment, good programs, good faculty and an interesting location."

Marketing major Francois Malterre of Lyon, France could have worked in his home city after graduating from the Lyon School of Management (Centre Regional d'Etudes Superieures pour le Preparation aux Affair) in 1986, but he wanted to improve his English and to learn more about the U.S. Malterre says it is difficult to judge from overseas how good a U.S. school is. He chose Suffolk because "it is not too expensive, is in a big city on the east coast, is near the sea and the mountains and is co-ed."

Abul "Rome" Masleuddin recently arrived from Dacca, Bangladesh and is an undergraduate student in accounting. He came to the University following political disturbances in his country.

"My mother wanted me to go out of the country. I had a chance to go to London," says Masleuddin, "but I had attended an American school in India and liked the very open-minded attitude there unlike the very strict British system."

According to Dean Lay, the University does little recruiting of students outside of the U.S.

"We don't do tours or direct recruiting of international students. That would require a travel budget of $40,000-$50,000. But our recruitment of those students is unique. Many students learn about us by word of mouth from other international students who attended Suffolk. We also recruit at two-year colleges."

Accounting major Agatha Farnagalo of Liberia has been at the University for over two years. She came because her country was in political turmoil and her sister, Renee Dennis (MPA87) was a student at the University.

"In the past nearly half of our international students were from Nigeria," says Judith A. Dushku, associate professor of government and former international student advisor. "There is now a network of Suffolk graduates in that country." She recalls her 1983 visit to Nigeria.

"I was hosted by Ganiyu Raji (MBA81), vice-president of Chase Merchant Bank Ltd. in Lagos, and his wife. Everyone at Chase knew about Suffolk because of Raji who was their 'star' employee."

Ilana Hurwitz has a law degree from the University of Witwatersrand in Johannesburg, South Africa and received an LLM degree from Harvard University while on a Fulbright Scholarship. She is studying at the Law School so she can take the Massachusetts Bar Exam. Hurwitz chose the University because it was so accommodating, has an evening law school,
Liana Hurwitz

Although attending night school is "tough, especially after a long day at work," Liana Hurwitz of South Africa, finds the night school law students "interesting and well prepared."

In the U.S. for over two years, Hurwitz still remembers her first day here, when she "arrived in Logan Airport knowing absolutely no one in Boston." Now she feels comfortable here and enjoys the vitality of the city and the cultural features it offers.

Hurwitz practiced civil rights law in black townships in South Africa. She says she has experienced no antagonism toward her because she is a white South African, particularly when she tells people about her concern for human rights in her country. She would like to work in Boston in her human rights in Boston.

Educational Differences

How does student life in the U.S. differ from home?

"College tuition in Ireland is a lot cheaper — $1,500 a year versus $300 a credit in the U.S.," says Aidan Brown of Dublin, Ireland.

Legal training for Liana Hurwitz in South Africa was a two-year post-graduate period of study. During undergraduate school, Hurwitz also took law courses. The legal system in her country is a combination of the British common law and the Roman-Dutch systems.

Sukham Singh finds the relationship between professor and student in the U.S. a little difficult to get used to.

"In India professors are on a pedestal. Students can question the problem under discussion in a class, but not the professor," she says. "I also found it unusual for a student to call a professor by his or her first name. But I am a fast learner."

In Ireland law students are lectured on the principles of law, says Brown, and then are given cases to read and apply the principles of law to them. In the U.S. cases are discussed in class and then the principles of law are derived from those cases. He finds the U.S. approach easy now because of his previous legal training.

Brown also finds the Socratic approach to learning different and difficult.

"Being called on in class to discuss the details of a case puts a student on the spot, but it is good training for litigation because it makes you think on your feet."

Evaluation

International students are trained in a variety of educational systems, and frequently come from countries which are in economic and political turmoil. As part of the University's admissions process, Joseph Walsh evaluates the credentials of international student applicants. To guide their decision Walsh, and his colleagues use reference books which contain evaluations of educational systems around the world, as well as updates on the quality of education available in countries in political upheaval.

"We have to use our best judgment," Walsh explains. "If no update is available, we ask the assistance of the Center for International Documentation in Boston. It is a rare case when we cannot get someone to give us advice on the qualifications of an applicant from such a country."

International law professor Valerie C. Epps is a member of the Foreign Matters Committee, which reviews the credentials of international students applying to the Law School.

Common law is the basis of U.S. law. The Law School gives an applicant with a law degree from a common law country one year of legal credit for that training, says Epps. Those who have degrees from civil law countries must start their legal education from the beginning.

Aidan Brown, for example, is a lawyer from a common law country. His educational and legal experience in Ireland is given 40 credits toward the 90 credits required for a JD degree. To get those additional 50 credits Brown has to complete 28 months of school plus two summers.

Epps explains that the Massachusetts Bar Association requires that one have a JD degree before taking the Massachusetts Bar Exam. A student with an LLM degree without a JD degree is not eligible to take the exam.

Requirements for taking bar exams vary widely from state to state, says Epps. Many U.S. jurisdictions don't require a JD from an American Bar Association-approved school before allowing an applicant to take their bar exams. She sees no reason why students from common law countries who are intelligent and fluent in English, and who take law preparation courses couldn't pass the Massachusetts exam without getting a JD degree.

"Their only problem would be in the area of American constitutional law," she says. "However, a student who does attend a U.S. law school does learn more about how the U.S. legal system works. Outside of North America a law degree is an undergraduate degree."

Financial Aspects

One problem facing many international students is money. At any moment a political upset in their country can leave them without funds from home. Also if they don't budget properly they may find themselves short of money and with very few ways to earn it. New and tighter immigration laws are making it difficult for non-U.S. citizens to find work.
International students have certain expectations about going to school in the U.S., says Walsh. “They are surprised when they learn that they are not eligible for a work permit and can’t work off campus until they have successfully completed a year at the University, and that federal regulations make them ineligible for work/study jobs on campus. It can be tough for them that first year, which is why we have to make sure that they have enough money to live on during that time.

“Money is a big problem for international students,” says François Malterre. “We have all the drawbacks and no advantages. We give a lot of money to the school and to the economy of Boston, but we can’t work because we can’t get work permits.”

“Our international students are those with their own money,” says Enrollment Management Dean Lay. “We haven’t recruited people without their own money.”

“Immigration status is very important for international students,” says Aidan Brown. “Unless you have a green card and permanent residency getting work is difficult. Irish students can’t get guaranteed student loans or other financial aid without these documents. If they do get loans, they get the kind that demand immediate repayment.”

Having an American wife made getting a job in the U.S. easier for Brown, Also his Dublin law firm had contacts with his current firm, Chapler & Bok, so when he decided to come to Boston he found a “perfect niche.” But his problems were not over, and that things are different for me here. They know my way around. I knew no one in the city, so I stayed at the YMCA.”

Things that are difficult for Americans, he says, like trying to convince the telephone company on the telephone that you are not responsible for the phone bill of the person who rented the apartment before you, is even tougher for people from other countries who have just arrived in the U.S.

Roger Millen, professor of production management at SOM, agrees. Although he found his year at Beijing School of Economics “very challenging and demanding,” he says, “everything I learned in the first 50 years of my life prepared me for this experience.”

Abul Masleuddin says “My professors know that I come from the British system of education, and that things are different for me here. They are always there to help me. But because I had gone to an American school once before, adopting to living in the U.S. wasn’t too difficult for me.”

Sukam Singh thinks it must work the other way as well, and that the University community needs more exposure to international issues and students.

Dean of Enrollment Management Robert Lay believes that “we have to internationalize our curriculum, and bring international students to Suffolk to teach our U.S. students.”

François Malterre of Lyon, France is taking his second “course” in U.S. culture.

Now a marketing major and the public relations officer for the International Student Association, Malterre took a two-month bus tour of the U.S. five years ago.

“In France the word roommate doesn’t exist,” he said. “Students live at home. I can’t understand why U.S. students travel all the way from California to go to school in Boston. If I had wanted to go to school in Paris, my parents would have been willing to pay for me to go there. But I found everything I needed right in Lyon.”

Then why is he at school so far away from home?

“I wanted to improve my English and to learn about more than French civilization.”

College students in France take as many as 40 hours of classes a week, he says, and tuition is less expensive than in the U.S. At public colleges and universities in France, tuition is about $250 a year. At private institutions, such as the Lyon School of Management from which he graduated in 1986, the cost is about $1,500 a year.

Malterre is concerned that many Americans are not knowledgeable about other countries, or think that “everything is the same in all parts of the world.”
Note: Unless otherwise indicated, all towns and cities listed below are in Massachusetts.

Law School

1955
The Honorable William J. Luby was elected president of the Trial Court of Massachusetts Judge's Conference at its annual meeting in Framingham. The organization works to improve the judicial system.

1968
William M. Cloran is one of five consultants hired to undertake a study of the Marlboro Police Department.

1970
Herbert M. Taylor has joined forces with six other prominent relocation specialists to form Transforce Relocation based in Houston, TX. He was elected to serve as vice president.

1974
The Massachusetts Society of Professional Engineers has awarded Guy A. Carbone a certificate of outstanding service.

John P. Corbett has been appointed chief of the appellate division in the criminal bureau of the Massachusetts Attorney General's Office.

Richard J. Leon served as deputy chief minority counsel for the U.S. House of Representatives Select Committee to Investigate Covert Arms Transactions with Iran.

Howard J. Rock has been named a member of the License Commission of Waltham.

1975
Nassau County, Long Island, NY has a new village judge: Sanford I. Weinberg.

1972

1973
Charles A. Murray has been appointed managing attorney of the New Bedford law office of Wynn & Wynn.

1977
John A. Beal's biography will be included in the next edition of Who's Who in American Law. Beal is an attorney, a pharmacist, a dentist, a real estate broker, a notary broker and a professor at the Commonwealth School of Law in Lowell.

Neal F. Mugherini has been appointed senior manager at the international consulting and accounting firm of Ernst & Whinney.

Judith K. Fish has joined Ashworth Mortgage Corporation, a Newton-based mortgage brokerage firm, to expand the firm's loan placement.

Susan E. McGuirl became the first chief judge of the Providence, RI housing court last summer.

1978
Peter McDermott is a senior attorney in the office of the general counsel of the patent and licensing section at Ford Motor Company in Dearborn, MI.

Jamie Vincent Gregg of Torrington, CT is now president of the Colonial Bronze Co.

Kevin M. Golden has been appointed assistant clerk-magistrate of Worcester County Superior Court.
Daniel P. Russo of Windsor, CT has joined Phoenix Mutual Life Insurance Company as counsel in the law department.

Kenneth A. Sommer has opened a law office in New York City.

Michael A. Brown, a partner/practicing attorney with the firm of Grayer, Brown & Dilday of Boston, has been appointed a director of Northeastern University's National Council. The Council consists of alumni who, through their professional accomplishments, bring honor to the university.

Attorney Ronald K. Machtley has been elected to Newport, RI Hospital's board of trustees.

The U.S. Trust/Essex board of directors has appointed Thomas M. Joyce as a director. Joyce is a principal of the law firm Joyce & Joyce of Boston.

Harvey B. Fireman has been made a partner in the international consulting firm Ernst & Whinney.

1979

Donald B. Powers is now partner in the Stamford, CT, law firm of Mead, Bromley & Bishop.

Carl B. Bindman has opened an accounting and tax practice in Andover.

Mary J. Nagle of Jamestown, RI was named Chief of the Juvenile Prosecution Unit.

The Massachusetts Bar Association presented Julie A. Fitzgerald of Nantucket with the MBA's community service award.

1980

Laurence J. Packenham is the new senior marketing representative of Finlay Commercial Real Estate in Andover.

Esther H. Francis of Medford has been named associate commissioner of the Massachusetts Department of Public Works by Governor Michael S. Dukakis.

Peter J. Ottomano has opened a law office in Westport, CT.

1981

Suzanne Baldasare Krolides has been named a partner in the Bridgeport, CT-based law firm of Marsh, Day & Calhoun. Krolides has been with the firm since 1981 and specializes in banking and products liability litigation.

Merle Fuller Schreiber has been elected to the Legal Advisory Board of the Small Business Council of America, Inc. SBCA is a nationwide organization representing the interests of small business in connection with federal tax policy and legislation.

Kevin E. Keegan has been appointed to a newly-created business development manager position for the Souhegan National Bank in Milford. He will be responsible for developing new trust relationships through the bank.

Richard L. Scheff has been appointed to the supervisory staff of U.S. Attorney Edward S.G. Dennis in Philadelphia, PA.

1983

Ellen E. Crane has been promoted to tax manager in the Boston office of Coopers & Lybrand where she specializes in providing services to regulated investment companies, small business and higher education clients.

Mary Ellen Luker has joined the Coopers & Lybrand firm, as tax manager.

Janet Olsen participated in the Massachusetts Bar Association's "Lawyer in the Classroom" program by teaching constitutional law to sixth and seventh graders at the Martin Luther King Middle School in Dorchester.

Paul M. Sanford is now an associate in the firm of Tillinghast, Collins & Graham in Providence, RI.

1984

Jane O. Johnson has been named assistant town attorney in the legal department of Watertown.

Navy Lt. Carol M. Lynch has reported for duty aboard the training aircraft carrier U.S.S. Lexington.

Stephen E. Williams is corporate patent counsel at American Optical Corp., Southbridge.

Christopher P. Ryan has started a private law practice.

Arthur J. Giacomarra, CPA, has been made a principal in Arthur Young & Co. in Worcester where he specializes in tax planning for individuals and businesses.

Mary Kate Coburn has been elected a member of the board of directors of the General Alumni Association of Holy Cross College in Worcester.
JUDGE LYNCH ADDRESSES LAW SCHOOL DINNER

"Trial judges should not consider themselves as piece workers," Associate Justice James P. Lynch, Jr. of the Superior Court of Massachusetts told guests at the annual Law School Alumni dinner held in December in Boston. "We must see that quality justice is carried out despite computers and quotas."

Lynch, who was keynote speaker at the event, which honored former professional football star Nicholas A. Buoniconti and Washington lawyer Michael J. Riselli, cautioned trial judges to avoid aiming for productivity at the expense of quality justice.

"Our goal should not be the statistics of the month. We must resist the pressure to settle cases quickly and to rush trials through," he said.

Nick Buoniconti, JD68, who was a middle linebacker on Superbowl championship teams for the Miami Dolphins and earlier played for the then Boston Patriots, received the Law School's outstanding Alumni Achievement Award. He is now president and CEO of UST, a Fortune 500 company based in Greenwich, CT.

Michael J. Riselli, JD72, past president of the Suffolk Law School Association of Metropolitan, Washington, Inc., received the Law School's Outstanding Alumni Service Award. A former deputy assistant general counsel in the U.S. Department of Treasury, he is now in private practice in Washington with the firm of Riselli & Pressler.

Richard J. Leon, JD74, president of the Law School Alumni Association, presided at the evening's ceremonies.

1985
Eileen A. Kelly has been appointed to the Suffolk County District Attorney's Office. She will assume her new duties in the Dorchester District Court.

The Fire Department of Providence, RI has promoted Firefighter J. Curtis Varone to Lieutenant.

1986
The law firm of Kenney & Maciolek in Medway has announced that Stephen J. Kenney has joined the firm. Kenney will be involved in both civil and criminal litigation.

John J. Stobierski was part of the 15-member U.S. delegation to the opinion leader exchange in West Germany in October 1987. The program was a series of seminars and meetings explaining to young American leaders, born after the post-war rebuilding of Germany, the difference between the security requirements of the U.S. and those of the West German allies.

Donald R. Pinto has been appointed law clerk to the Honorable John E. Fenton, of the Massachusetts Land Court.

William P. Loftus has joined Bennet & Forts, attorneys at law in Acton. Loftus was previously employed by State Mutual Life Assurance Company of America.

Cynthia L. Toter is an associate with Reiser & Arant, PC, in Boston.

1987
Andrea A. Hickey is enrolled in the master's degree program in business administration at the University of Massachusetts.

The Peabody Rotary Club has welcomed Janet Fasano as a member. She is the first woman to join the club. Fasano is a commercial marketing representative for the Small Business Administration in Boston.

Carmine "Buzzy" Mastromarino has passed the Florida bar exam and is employed in the Florida District Attorney's Office.
School of Management

1958
Donald Di Fiore, BSBA, business manager at Blue Hills Regional Technical School in Milton, has been named president of the Massachusetts Association of School Business Officials.

Richard W. Novak, BSBA, has joined Schneider Services International as manager of contract administration.

1963
Archimedes N. Valhouli, BSBA. See 1969.

1968
President and founder of New England Restaurant Brokers, Dennis J. Serpone, MBA, has been nominated as Outstanding Entrepreneur of the Year for the Arthur Young-Venture Magazine Entrepreneur of the Year Awards.

1969
Archimedes N. Valhouli, MBA, CPA, is listed in the recent issue of Who's Who in Finance and Industry.

1970
The Peerless Insurance Company has promoted James F. Dick, BSBA, to assistant vice-president of marketing. Dick joined the firm in 1975 as property underwriter and was promoted to marketing director in 1983.

The board of directors of Peoples Savings Bank in Brighton, has elected Thomas J. Lectch, BSBA, president and chief executive officer.

McKinnon Securities Inc. has hired William D. Roche, MBA, as vice-president.

1971
William J. Mancini, MBA, is director of claims administration at Central Massachusetts Health Care Inc.

The First Service Bank for Savings appointed Arnold H. Wensky, BSBA, as vice-president for human resources.

1972
Mario A. Berlinghieri, BSBA. See 1974.

Richard O. Volpe, BSBA, is now divisional merchandise manager for Morse Shoe, Inc., in Canton.

1973
Army Col. Paul J. Turcotte, MBA, is now serving with the U.S. Army Information Systems Command in Japan.

1974
Mario O. Berlinghieri, MBA, was selected 1987 Credit Executive of the Year by The New England Association of Credit Executives. Berlinghieri is vice-president, Community Banking Division, Bank of New England in Boston.

After six years as a prosecutor for the Essex County District Attorney's Office, Michael C. Lauranzano, BSBA, has joined forces with two colleagues to form a law firm in Beverly.

1977
Bank of Vermont has announced that Robert G. Cowie, MBA, a senior vice-president, has been named acting president of Bank Vermont Mortgage Company. Cowie joined the bank in 1978.

1978
Steven S. Burke, MBA, has joined Health Care Management Associates, Inc. as a senior associate. Burke will assume lead responsibility for reviewing the feasibility of business.

1976
Richard C. Aiken, MBA, has been named corporate controller for Grand Circle Travel, a direct marketer of travel for people over 50.

Pitco Frialator, Concord, NH, has appointed Kevin van Arsdell, MBA, to the position of controller.

Vermont Castings Inc. has promoted David L. Kimball, BSBA, to vice-president of marketing in North America. Kimball will be responsible for the company's advertising, marketing and product management.

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Einar G. Johnson, Jr. ABA. See 1982.

The New Hampshire Symphony Orchestra has announced the nomination of Leonard D. Lacourette, MBA, to its board of trustees. Lacourette is chief executive officer of St. Mary's Bank in Manchester, NH.

1980
Patricia L. Jones, BSBA, has announced the formation of her firm, Jones, Camp & Associates in Worcester.
Two of Suffolk University's alumni associations have elected officers for the 1987-1988 year.

Lawrence J. Morency, BA79, MBA82, of Salem, is serving as president of the MBA/MPA Alumni Association. Morency is employed by Morris Alper & Sons of Framingham. Geraldine Hodgkins, MBA83, of Boston, is vice president. Hodgkins is employed by Alan Edelstein & Company of Boston. Serving as clerk is David E. Richmond, MBA86, of Swampscott. Richmond runs his own company, The DanMarc Group, in Swampscott.

Elected to three-year terms of office this past spring were: William J. Boudreau, MBA76, of Swampscott; Paula F. Corman, MBA80, of West Newton; Lawrence J. Morency, BA79, MBA82, of Salem; Marcia P. Richmond, MBA86, of Swampscott; and Elaine M. Sudanowicz, MPA86, of Dorchester.

The General Alumni Association (GAA) consists of all alumni holding undergraduate degrees from Suffolk as well as alumni with graduate degrees in education. Its board of directors elected Mary R. Ferris, BA73, of Boston, president of the association. Ferris is employed by the Internal Revenue Service. Susan M. Pfeifer, BA82, of West Newton, is serving as vice-president and Maura A. McLaughlin, BSBA85, of Burlington, is clerk. McLaughlin is employed by the Carlson Condo Store of Burlington.

The mission of the alumni associations is to promote the interests of both the University and alumni through cultural, social and professional activities. The associations seek the participation of all interested graduates.

For further information, contact the Suffolk University Alumni Programs Office at (617) 573-8453.

Mark J. Lanza, MPA, graduated from the New England School of Law.

John P. Kelleher, BSLJ, OFM, joined St. Bonaventure's Campus Ministry last fall.

1981
Sentry Federal Savings Bank has named Stephen S. Ballo, MBA, to the position of assistant vice-president and controller. Prior to joining Sentry, Ballo was employed by GTE Corporation as senior internal auditor.

Northeast Group of Barclays American/Business Credit has named David D. Buttolph, MBA, district manager.

The board of directors of the First Bristol County National Bank promoted Mary-Ann Coppa, MBA, to the position of vice-president/director of marketing.

The consulting firm of Patricia C. Heffernan, MBA, has merged with Sandage Advertising and Marketing, Inc. Heffernan holds the title of vice-president.

Somerville Mayor Eugene C. Brune has appointed Ruth E. Lewis, MBA, to serve as city auditor.

Shaun J. Riley, MBA, has been promoted to manager of the audit department at the Boston office of Peat Marwick, an international accounting firm.

1982
Shawmut Bank of Southeastern Massachusetts has promoted Einar G. Johnson Jr., ABA78/BSBA, to senior vice-president and controller.

1983
Jansi D. Chandler, MBA, has received the 1987 Woman of Achievement Award from the Women's Club of Lynn.

Barry I. Faye, MBA, is now vice-president of sales and marketing for CVD Inc., an operating division of Morton Thiokol, Inc.

Faulkner Hospital in Jamaica Plain has appointed Cynthia E. Livingston, MBA, human resources manager.


1984
Kevin Petrosino, BSBA, has passed the certified public accountant exam. He is currently employed by Matin D. Brauer & Co. of Chestnut Hill.

Francis Moran is now supervisor of computer operations at the corporate office of Textron, Inc. in Providence, RI.

1985
Judith D. Lovitz, MBA, has been named budget director for Northampton.

George G. Samia, BSBA83/MBA is the town accountant for Abington.

1986
Papa Gino's of America promoted Dominic F. Mammola, MBA, to the position of vice-president of finance and administration.
College of Liberal Arts and Sciences

1960
Peter V. Young, BA, was elected vice chairman of the Union Trust Company in Connecticut.

1964
James R. Egan, BA, was named assistant principal of Weymouth North High School in August.

1966
The Quincy School Committee has hired Dr. Edward M. Kelly, BA, for a faculty position teaching travel and tourism at Quincy Junior College.

1970
Martin S. Conroy, MED, has been appointed assistant district principal by the school committee of Hanson.

1973
Eugene C. Fetteroll, MED, has been promoted to vice-president at Associated Industries of Massachusetts.

Daniel E. Skala, BA, CFX, is the new assistant dean of continuing education at Merrimack College.

1974
Kevin Van Arsdell, BS. See School of Management 1976.

The Chittenden Central School District of Essex Junction, VT has appointed Lawrence D. Leahy, MAE, to the position of business manager.

Josephine Scola Testaverde, MA, has received her doctorate in special education administration from Northeastern University.

1975
Leonard Iovino, MED, was recently appointed assistant principal of the Lincoln Junior High School in Malden.

1977
Pezrow Food Brokers, New England Division has promoted Richard F. Currier, BS, to the position of account executive.

Roy Le Blanc, BSJ, has been named managing editor of the Daily Transcript Newspapers to run the daily operation of the Dedham newsroom.

The Hood Junior High School of New Hampshire has appointed Carol M. Madden, MED, as resource teacher.

Anthony F. Farma, BS. See 1982.

John E. O'Connor, MED, is principal of the American School in Ras Tanura, Saudi Arabia.

John H. Ricciardone, BSJ, is now a senior public relations consultant with Data Language Corporation.

Ruth C. Stevens, MED, has left her position as director of non-professional personnel for the Boston public schools to become manager of finance and administration for the Harvard Community Health Plan.

1978
Joan Lagoulis, MED, is director of programs for the gifted and talented in the Anchorage, Alaska public schools.

1979
Raymond V. Burke, MS, is a new area director for the Department of Social Services in Andover.

Francis X. Dillon, MED, is director of development at Stonehill College.

John F. Joyce, MED, is director of financial aid at the State University of New York at Stony Brook.

Ann Davis Shaw, MED, is director of student employment at Simmons College.

Karen L. Williamson, MED, is assistant vice-president for academic advancement and retention at Dome College.

1980
Matra Datavision has named Matthew Cummings, BS, to the position of treasurer.

Geoffrey M. Fanning, MED, is assistant superintendent of schools in Stoughton.

GARIBOLDI—THREE-SPORTS STAR

"I don't think athletes should get any special treatment. It would cheat them later on in life," Donna Gariboldi, BSBA'87, told a Boston sports writer last summer. Gariboldi is an athlete who earned nine varsity letters over three years at the University, and also graduated on the dean's list.

In June the Athletic Department honored Gariboldi with a special award for her achievement as the only female at the University to be a three sport captain (basketball, tennis, and softball). She was also cited by the Student Government Association for her performance on the women's tennis team. The Chelsea, Massachusetts resident lettered in tennis, basketball and softball.

Gariboldi is now employed at the Bank of New England in Malden, where she worked part-time during college.
"I knew that if I got to Pittsburgh, I could go across country," said Jeremy Silverfine, JD83, about the two-and-a-half month cross-country bicycle trip he took this past summer.

"The trip was tough physically and mentally. We were riding with about 50 pounds of equipment for six to fourteen hours a day with only ten-minute breaks. I stopped hurting after two-and-a-half weeks."

The American Youth Hostel Association sponsored the tour which started in Boston with 15 people and finished in Astoria, Oregon with nine.

"We traveled in pairs following maps we xeroxed daily and then met up at night at campsites. We rode on secondary and tertiary roads. Sometimes we had to travel superhighways."

How did people along the way react?

"Most people were friendly. They were curious. In each place we stayed we checked in with the local police to make sure we could camp in the city parks. The police checked on us to make sure we were ok. People brought us food. When we broke down they brought us tools. I had 15 flat tires. One man rode 60 miles out of his way to give us a ride to and from a town and wouldn't take any money for gas or his trouble. He told us to 'pass on the good feeling.' People realized that we were travelers, strangers at the mercy of the elements, who were doing something demanding and unusual and very positive. I think they were envious that we could take the time out to make such a trip. We also met a man who was walking across the U.S."

"The physical exertion of riding gave me the feel of what the early settlers must have gone through, the monumental obstacles of heat, cold, and wind they had to overcome. Yet the slowness of the pace is very soothing and allows you to see more. Though we did joke that our view of the U.S. was 7-11 Stores and gas stations. The toughest sections of the trip were just before the next gas station."

"I had wanted to make this trip ever since I was a teenager. It was a kind of accomplishment, a kind of gratification."

Would he do it again?

"No. A different type of trip, perhaps a tour of national parks, but once was enough."
Mark M. Jacobs, MED, has left the Winchester Public Schools to become curriculum supervisor for music and art in the Webster (NY) public schools.

Emerson Lane Fortuna, Inc. has announced that Deborah Kealey, BSJ, has joined the company as an account manager.

Young Gil Lee, MED, is business manager of Dong Dre Moon High School in Seoul, Korea.

Sharlene B. Rautio, CAGS, is principal of the Estabrook School in Berwick, ME.

1986

Second Lieutenant Stephen E. Herring, BA, has graduated from the 58-day U.S. Air Force Ranger course at the Infantry School, Fort Benning, GA.

Richard W. Salgueiro, BS, company executive officer with the U.S. Army 208th Support Battalion in West Germany, was promoted to the rank of first lieutenant.

1987

Donna M. Caturano, BSJ, has joined the editorial staff of the Medfield Suburban Press.

Sally Crandell, CAGS, has been appointed assistant principal at Chandler School in Duxbury.

Alfred W. Hibler, MED, is the president of the Duxbury Teachers Association.

William P. Leccese, CAGS, has been appointed principal of the Proctor Elementary School in Topsfield.

Lisa A. Lynde, BS, is now teaching business education at the Monadnock Regional School District in New Hampshire.

Raymond M. O’Malley, MED, is athletic director for Stoughton public schools.

GAA AWARDS

The General Alumni Association honored three outstanding alumni at a dinner held at the University in September.

Rosalie L. Warren, BS80/MED83, received the 1987 Outstanding Alumni Award for her dedication and service to Suffolk University. Scott A. Solombrino, BS82, founder and president of Fifth Avenue Limousine Service of Boston, was given the 1987 Alumni Achievement Award for his exceptional professional achievements. Donald E. Ouellette, BS76, received the 1987 Award of Excellence for his contribution to his profession.

Warren, 87, a native of Leeds, England, graduated magna cum laude from Suffolk under the University’s senior citizen program which allows persons 65 or over to attend classes free of charge. She created three prizes for distinguished achievement in English, philosophy and history at the University, and is the campus advisor for senior citizens. Warren is still taking courses, but this time “without tests and credits.”

Solombrino, who majored in government and communications, attributes a large part of his success to the training he received as a member of the Walter M. Burse Debating Society. In 1980 he began his company with a $600 purchase of a 1968 limousine. During the next seven years the company expanded to a fleet of 40 vehicles and 100 employees. In 1987, Solombrino arranged for the acquisition of Dav El Services Inc., the largest limousine service in the U.S., with offices in over 160 cities in the U.S. and Europe, and an international network of over 5,000 limousines.

Ouellette has put his biology degree to work in the U.S. Coast Guard which he joined in 1980. As staff officer for the First Coast Guard District Office of Intelligence and Law Enforcement in Boston since 1987, Ouellette coordinates all federal fisheries law enforcement from Maine to New Jersey, and general federal maritime law enforcement intelligence analysis in northern New England. Prior to that he was commanding officer of USCGC Cape Morgan, a 95-foot patrol boat out of South Portland, Maine. He was responsible for enforcing maritime law and conducting search and rescue missions in the Gulf of Maine.
Aidan Brown

With a full-time job and night classes at the Law School, the work day for Aidan Brown of Dublin, Ireland begins about 6:30 a.m. and ends about 10:30 p.m. That leaves him little time to study during the week, so his weekends are devoted to his law books, with very little time left over for his wife and two small children.

Brown received a Bachelor's of Civil Law degree in 1981 from University College Dublin and then practiced real estate law, for seven years with a large law firm in Dublin, spending about 30 percent of his time on litigation, mostly in insurance defense. Lawyers in Ireland don't specialize as they do in the U.S., he says. They can specialize in litigation, for example, but not in a particular area of litigation such as personal injury.

Like lawyers from other countries trying to practice in Massachusetts, Brown has to pass the Massachusetts Bar Exam. To qualify to take that exam, he has to have a JD degree. The reasoning is that some basic core subjects, U.S. Constitutional law, U.S. administrative law, and conflicts of law (Massachusetts vs other jurisdictions), that are unique to the U.S., are necessary to practice law in Massachusetts. In certain respects Brown believes these requirements are necessary, but in other respects he thinks that they are arbitrary.

In his present position, he is serving as an attorney to the firm's attorneys, preparing documents for closing or financing which go out under the name of the partner.

Education with a world view, continued from page 12

Marshall Hastings, Mohtadi's counterpart in the Humanities and Foreign Language side of the International Economic Program, agrees. "There are about 30 different Spanish-speaking countries, and 40 French-speaking zones," he notes. "The people in these countries don't expect you to be fluent in their language, but they do appreciate if you make an effort. Anyone can make a good product," says Hastings, "but salesmanship and follow-up are important. Our program attempts to make students aware of the psychology of human nature brought down to their target." He cites some examples.

"Americans want to get right down to business. Japanese business people want to get to know you and feel that they can trust you before considering doing business with you. For them, a discussion of business comes at the end of a meeting."

Language is another problem. Certain expressions in English may not make any sense in other languages.

Personal space can also be a source of cross-cultural misunderstanding. People of different cultures keep different distances between them and the person they are speaking to. "Americans like about 3 1/2 feet," says Hastings. "The French want to be closer. This drives Americans crazy, and they move away. The French then wonder why Americans are so standoffish."

Mohtadi would like to increase the number of languages offered in his program, to invite CEOs of international companies to speak to his students, to offer seminars in export financing and contract negotiation for owners of small and medium-sized businesses, and to assist those who would like to get into the international market.

Hastings is interested in setting up internships, and equipping a language lab with VCRs and a satellite dish to pick up from the airwaves foreign language broadcasts on international business.

"The French government is spending millions of dollars to propagate the teaching of the French language and culture," he says, "and all that information is available to us by satellite."

Doris Clausen, continued from page 12

Add to that cross-cultural adjustment, and for those who come with their immediate families, the need for medical insurance, English language classes for their spouses, and day care for their children, and you have a stressful situation.

Clausen, who has an MS in International Administration from the School of International Training in Vermont, sees her job as helping these students with immigration-related issues, and personal problems, such as family, money, housing, and dealing with other students. She is planning cross-cultural workshops to involve the Suffolk community, including the faculty, staff and students.

Clausen has had her hands full meeting with students and trying to develop policies for the office, to gather and develop reference materials, to learn what other universities are doing for their international students, and to get the students to register with her office.

"The Immigration and Naturalization Service is getting strict," says Clausen. "If a university doesn't comply with its regulations, it may be removed from the U. S. government's list of U.S. universities to which international students may apply."

Her main goal is to let international students know that her office is a central place they can come to for help. It didn't take long for that word to get out. During two weeks in September alone Clausen met with 83 international students. "Sometimes I had four students at a time in my office," she said.

Her other contact with students is as an advisor to the International Student Association on campus.

As a way of involving the Suffolk faculty and staff with the international students, Clausen hopes to start a host family program, in which an American family would greet the student when he or she arrives in Boston, and invite them to their home for dinner and to share the holidays.
In Memoriam

Joseph P. Albasini BSBA81
Francis E. Barrett JD41
Kevin R. Beasley BSBA79
Everett F. Bolles JD41
William H. Butler JD30
Thomas F. Barron BA74
Joseph Bosco JD50/LLM59
Benjamin T. Connolly JD53
George E. Constantino JD26
Joseph M. Cronin JD28
Victor A. Campisi BSJ30
Norman L. Cahners HON70
Vincent J. Cardillo BSBA73
William F. Carroll JD77
Thornton G. Dakin BSBA61
John M. Daly LLB28
Mary L. (Donovan) Marron MA78
Michael A. Donovan JD40
William H. Donovan JD25
George F. Doyle JD50
Thomas J. Drinan JD76
John D. Driscoll JD40
Stephen R. Duly JD70
Chester C. Eaton JD39
Clarence R. Elam JD65
William C. Ellis JD36
Laurence J. Farese MA81
Robert Finn JD29
Paul H. Fitzgerald LLM37
Carl A. Friborg BSBA57
Patricia B. Garrett JD77
George O. Gibeau BA51/MAE53
John A. Gifford JD36
Robert A. Ginivan JD58/LLM62
Charles B. Gray JD55
Walter T. Griffin BS66
Samuel H. Gurvitz JD26
James Hinchen JD52
Ronald J. Jigarjian BS79
Stephen E. Joyce JD67
Henry E. Kloza JD50
John D. Leahy JD58
Edward H. Libertine JD36
The Hon. Frank Licht HON72
William E. Lievens MED74
Kenneth Lindholm BA67
John F. Lombard JD31
William F. Looney HON44
Donald E. Lorion BSBA57
Harold I. Lovell BSBA53
Timothy J. Mahoney JD34
Jack A. Manley BA50
Franklin A. Marino JD39
Robert S. Marsh JD41
James P. McArtle JD25
John J. McColgan JD40
Walter J. McDonald LLM53
Joseph P. McDonough JD40
Dennis W. McGidden MED73
William J. McGrath JD42
Francis T. Meagher LLM60
Leslie C. Millard MA50
William R. Moriarty BSBA66/MA80
Harold D. Mullen JD31
Charles W. Nichols JD41
William C. O'Meara JD28
John P. Oates MA53
The Hon. Thomas J. Paolino HON73
Joseph T. Pari JD65
Michael R. Pronovost JD80
Benedict J. Quirk JD64
William E. Ralton MPA81
Walter L. Reeve JD42
Judith M. Reznick BS71
John A. Ronne JD29
James V. Rosa BSJ49
The Hon. C. Edward Rowe JD26
HON36/HON69
Joseph H. Sharillo JD26
The Hon. William S. Silsbby JD37/LLM41
Joseph Spinzaola JD35
Ronald J. Sprague BS54
JD63
Mary Ellen Stanley BA80/JD83
Paul W. Sullivan MAE62
Terry L. Tobin JD29
Charles I. Tucker JD38
John H. Varney JD35/LLM37
Alfred C. Walton JD25
John J. Ward JD30
John L. Ward MBA76
Carlos F. Weiman JD29
John C. Whitten JD74
Ralph A. Wilkins HON61
Albert C. Yoksas JD37