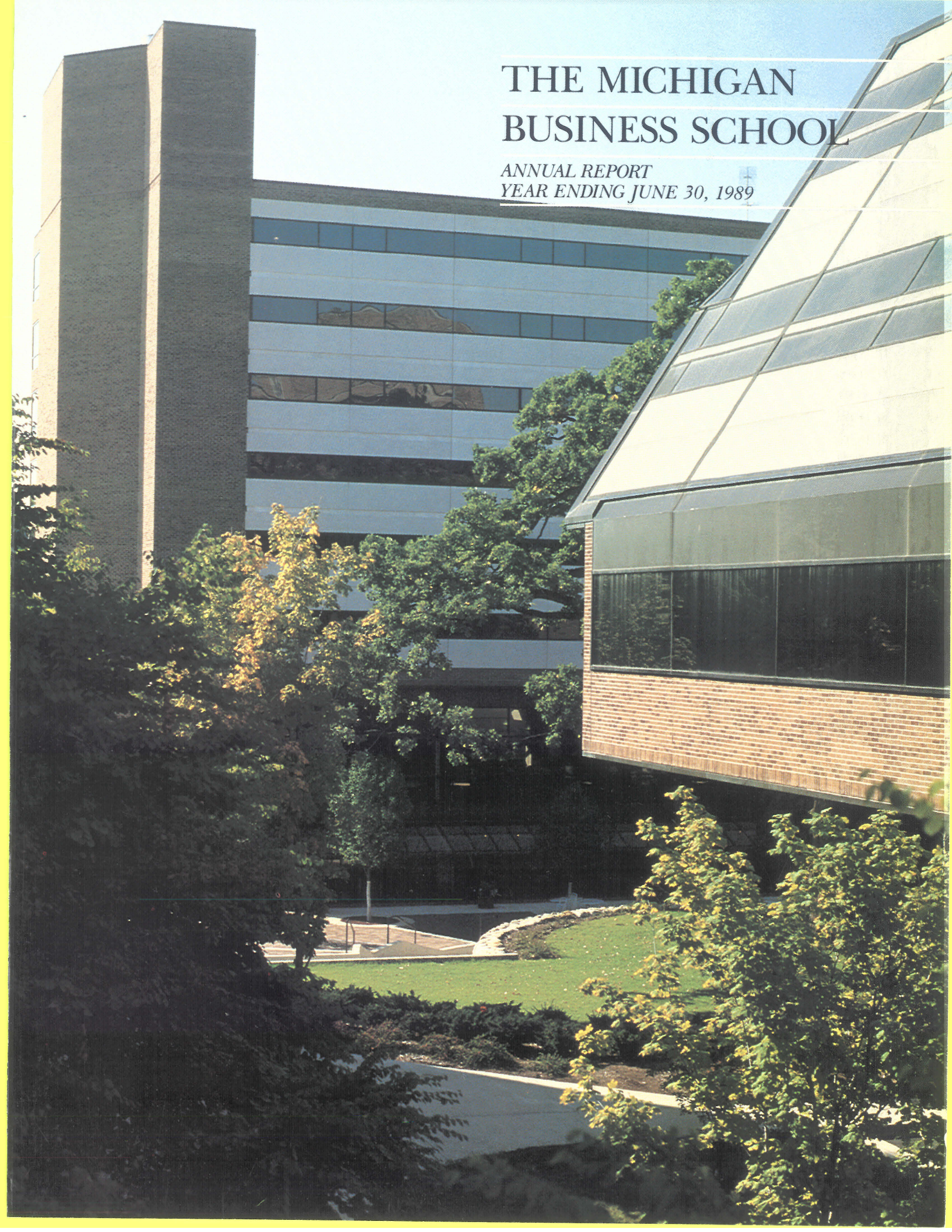


The background of the cover is a photograph of a modern university building. On the left is a tall, grey concrete tower. To its right is a multi-story building with horizontal bands of windows and light-colored panels. On the far right, a portion of another building with a sloped glass roof is visible. In the foreground, there are lush green trees and a manicured lawn. The text is overlaid on the upper right portion of the image.

THE MICHIGAN BUSINESS SCHOOL

*ANNUAL REPORT
YEAR ENDING JUNE 30, 1989*

THE MICHIGAN BUSINESS SCHOOL

ANNUAL REPORT
YEAR ENDING JUNE 30, 1989

From the Dean	2
The Michigan MBA	6
The Evening MBA	10
The Michigan Master's in Accounting	12
The Michigan BBA	14
The Ph.D. Program	16
Executive Education at Michigan	18
The Research Enterprise	20
Faculty Bibliography	22
New Faculty	30
Information Resources	32
Placement	36
Companies Recruiting at the Business School	40
Alumni Relations	42
Development	44
The Student Pledge Program	46
1989 Student Pledge Participants	48
Sources and Uses of Funds	50
The Development Advisory Board	52
The Alumni Society Board of Governors	53
The Visiting Committee	54
Private Support of the Business School	
The Honor Roll of Donors	55
Annual Fund Volunteers	56
Gift Range Report	58
Matching Gift Corporation Donors	84
The University of Michigan Presidential Societies	86
Corporate Donors	94

Dean:

Gilbert R. Whitaker, Jr.

Associate Deans:

Judith A. Goodman

Thomas C. Kinnear

Edwin L. Miller

Anneke de Bruyn Overseth

B. Joseph White

Editor:

Pringle Smith

Designer:

Carol Ann Taylor

Cover photo:

Copyright 1987, by

Philip T. Dattilo

Interior photos:

Gregory Fox

Printer:

Fine Arts Printing Company

Typography:

Total Type & Graphics, Inc.

This publication is made possible
through the generosity of private
donations.

FROM THE DEAN



A question on the mind of almost everyone who gives to higher education today is, "Are the resources I give being well used?" And perhaps a corollary nagging thought is, "If so, why does the need for money seem so continuous?" I would like to address these concerns.

Over the past 10 years, we have received a great deal of support from our alumni, corporate friends, and others who care about business education. I am not talking about financial support alone, although that is very important. I am also referring to the hours of time donated by devoted volunteers, both in our development efforts and on our various advisory boards. This reservoir of support has encouraged us to stretch our aspirations and to set our sights higher than we might otherwise have done.

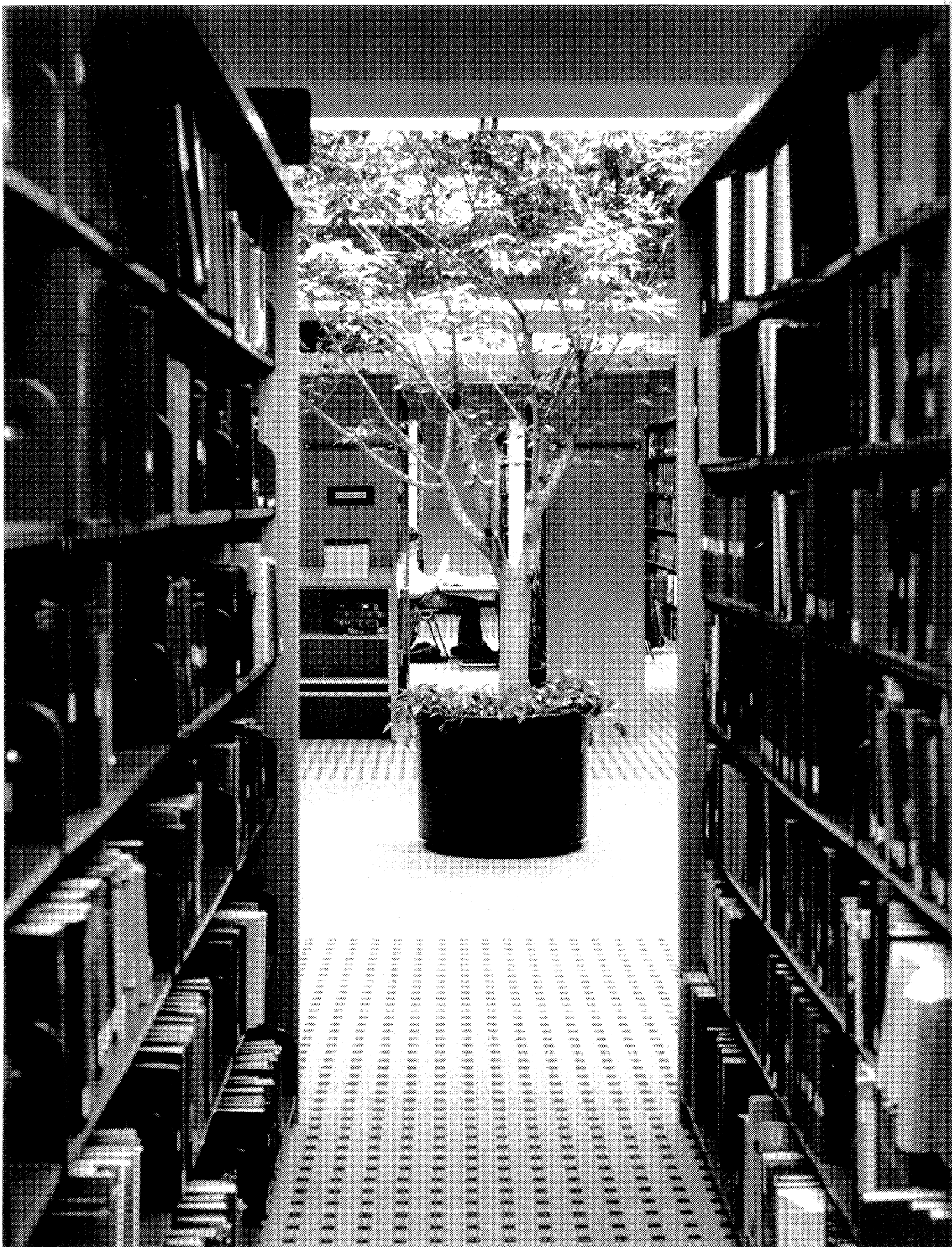
The result of these efforts, both on the part of our supportive constituencies and on the part of our faculty and staff, is that the competitive field in which the School is now playing has changed. We are now in direct competition with the very best business schools in the country. Because these schools have sizable endowments and large annual giving totals, they are able to spend substantially more per student per year than we are. In order to come closer to meeting this competition, we need to increase those two levels of funding — both endowment and annual giving amounts.

This disparity makes it absolutely essential for us to invest our resources, whether financial or other, to make the most of what we have,

and to use the resources donated to us in the wisest and most effective way. But sometimes we have to run very hard just to stay in place.

Here are some examples of the kind of competition we are up against. Named professorships at the Kellogg School at Northwestern number 26; at Stanford, 35. Our named professorships number 15. An endowment of \$1 million used to be adequate to support a senior professor at the Business School. Now, because of inflation and market forces, the School asks that endowments of \$1.5 million be established to create a senior professorship, but even an endowment of that size provides only a portion of the support needed. Endowed professorships, of course, are for senior faculty, but there is also a worrisome trend at some of our peer schools to give bonuses to promising junior faculty who agree to join them, and in a highly competitive faculty recruiting world, this trend could increase the pressure on scarce resources. A top quality faculty is one of the core requirements of a top business school. We can't pull out of the race. We must continue to compete or we abdicate our opportunity to remain a top school.

From 1981 to 1988, money available for scholarship aid to our MBA students has tripled — from \$500,000 in 1981 to \$1.5 million in 1988 — certainly a substantial increase of which we can be proud and for which we are grateful. However, an informal survey of our peer schools indicates that some of them can offer prospective students financial pack-



ages that are four or even five times greater than our average award. The average amount of our MBA financial aid (not including loans) per student seeking aid is \$3,000. That has remained constant over the past three years, while tuition over the same period has jumped for out-of-state students from \$11,312 in 1987-88 to \$14,400 for 1989-90.

In such a competitive arena, we work all the time to be wise investors, not only of our financial resources, but also of those intangibles that make a great educational institution.

One way to do this is to make the most of the intellectual wealth that surrounds us. Because we are part of a world class university, powerful interdisciplinary connections are readily available to us. The creation of new knowledge, both theoretical and practical, is one of our primary concerns. Such interdisciplinary connections, both in research centers and in faculty, help to provide insights that might not be available if the focus remained in one narrow channel.

To illustrate this point, I'd like to tell you about some of the joint appointments of our faculty members. Michael Bradley, the Everett E. Berg professor of business administration, is also a professor at the law school, which provides an important intellectual bridge between the two schools. His research focuses on corporate control and corporate governance, and has had impact on the academic, financial, and legal communities, and on the wider communities of decision-makers in business, government, and law. His research is widely cited in academic journals and Supreme Court decisions.

Robert Cole, professor of organizational behavior and human resource management, is also professor of sociology and was Director of the Center for Japanese Studies at the U-M for seven years. He has done

much work on the study of quality assurance practices in Japanese and American industry with focus on organizational strategies which enhance product quality. He has written two books comparing Japanese and American industry, and a third book entitled *Japanese Blue-Collar: The Changing Tradition*. He has just returned from spending his 1988-89 sabbatical year at Keio University in Tokyo under a Japan Foundation Fellowship.

work, whose current research involves the relationship of historical change to organizational theory and the sociology of accounting and budget rules.

The disciplines which form the knowledge bases from which our faculty draw, and to which they contribute, are growing rapidly in breadth, depth and complexity. The practice of business, as well as its institutions and the environment in which it operates, is changing at an

"Those working in a business environment are familiar with the constant need to compete for market share and to invest in quality; both in facilities, in research and development, and in hiring and retaining the very best people. It's no different for us. Our competitors do not stand still."

Joel Slemrod, who is professor of business economics and public policy at the Business School as well as professor of economics in the department of economics, is also Director of our Office of Tax Policy Research, established at the School last year. This office has an interdisciplinary approach which encourages broader insights into the difficult policy issues that face both the federal and state governments. It also facilitates joint research on the tax system by economists, accountants, and scholars of other disciplines. Professor Slemrod has published extensively on the subjects of public policy and taxation.

Two new senior professors with joint appointments are joining us in the fall of 1989. They are John Jackson, professor of business administration and professor of political science, who has done a great deal of work on the interaction of economics and politics and the intersection of the public and private sectors at the policy level; and Meyer Zald, professor of business administration and professor of sociology and social

extraordinary pace. The School is dedicated to providing encouragement, opportunities, and resources to enable our faculty to be at the leading edge of their disciplines.

A good example of this in action is our excellent library, which leverages the productivity of our faculty by using the latest information technology to put information in their hands in minimal time. Our library was among the first to have compact disk technology, which allows unlimited searching of material without the computer costs that accrue with on-line searches. We were chosen by University Microfilms to be one of four test sites for their new CD-ROM (compact disk, read only memory) products, including ABI/Inform Ondisc, which contains references and abstracts of articles in 800 business and management journals on compact disks. A faculty member can sit at the computer, put in the disk, find the abstract desired, and have it printed out on a laser printer attached to the computer, all within a few minutes. In some cases, the

complete text of articles can also be printed out.

These optical disk systems give users direct access to specialized information at any hour of the day, without having to wait for the help of a librarian. This has enabled librarians to focus energy on the most complex inquiries and has vastly increased the quality and quantity of library support for faculty, students, and members of the business community.

In addition, the Kresge Library has instituted a document retrieval service which can put nearly any research paper in the hands of a faculty member within 24 hours. If the desired journal isn't in our library, it nearly always is somewhere within the University system, and our library can locate it. Because our faculty reads widely, the library has instituted a "Table of Contents" service. Any faculty member can request a copy of the newest table of contents page of any journal specified, thus giving that faculty member a chance to scan the contents of multiple journals. They can then circle the titles of any article in the table of contents, and the library will send them a copy of that article. You can well imagine how this helps to keep our faculty up to date on the latest work in their fields as well as in related fields in the most efficient possible way.

Another technique that allows us to do more with less is to use our resources in several different ways at once. Here's how we do that in Executive Education. Our faculty members' knowledge has an impact on management practice, because through Executive Education, our faculty is brought in touch with 5,000 executives per year. At the same time, faculty development of course offerings or participation in existing Executive Education programs can provide a way to try out concepts and

findings on practitioners, and participation may be a source of ideas and research possibilities. Teaching can also be enhanced through the practical examples that inevitably emerge from this "window" into the world of business practice. In addition, the profits from Executive Education function, to some extent, in the place of endowment for the School.

Our newly established Michigan Business School Growth Fund is an additional way to get the most for our money. As you may remember, this Fund was established to seek long-term growth of capital through investments and strategies which may be innovative or out of favor. The idea for the Fund grew out of suggestions by alumni who wanted to contribute to the Business School, but sought a fund that was more aggressively managed than current vehicles. The Stanford Business School Trust, which was used as a model, has grown from \$70,000 to over \$9 million. As we go to press, the Growth Fund has just received a leadership gift of \$50,000 from Bruce Zenkel, BBA '52, a member of the board of trustees of this new Fund.

Our corporate connections are providing much value to the School when you consider such things as the new facility for collaborative technology research, established with help from Arthur Andersen & Co. and Steelcase, as part of the Cognitive Science and Machine Intelligence Lab; our new Organizational Studies Laboratory, established with help from IBM and Westinghouse Furniture Systems; the new grant of \$2.5 million from Ford Motor Company to establish a combined business/engineering/manufacturing program; and all of the help we have received from Unisys Corporation in computerizing the School as well as providing scholarships for both our MBA and Ph.D. students. In addition, the global perspective so necessary

for U.S. competitiveness in an increasingly complex world is being enlivened in our faculty by a new program, in cooperation with Citicorp, which will provide summer internships with that multinational, to our faculty. Our good corporate friends are enormously helpful in our efforts to make the most of our resources.

To return to the questions I mentioned at the beginning of this letter — questions in the minds of those who care about higher education: "Are the resources I give being well used?" and "Why is the need for money so continuous?" I hope the material here provides answers. Those working in a business environment are familiar with the constant need to compete for market share and to invest in quality; both in facilities, in research and development, and in hiring and retaining the very best people. It's no different for us. Our competitors do not stand still. We've honed our skills of wise investment and thriftiness because that's the way we've had to operate to stay in the race. Think what we could accomplish if we had resources comparable to those of our competitors!

Our alumni and friends have provided a great deal of essential support as we accomplished our goals in the past, and will provide a powerful base on which we can build for the future. We thank you for your support, and as always, welcome your comments.



THE MICHIGAN MBA

The visibility of the Michigan MBA degree as one of the best business degrees in the nation continues to increase, perhaps partly because the School is being mentioned in the press more and more frequently when stories are done on top business schools. A recent example was the story in the July 17, 1989 issue of *Fortune*, entitled "B Schools Get a Global Vision," which included a large color picture of Dean Whitaker and in which he was quoted.

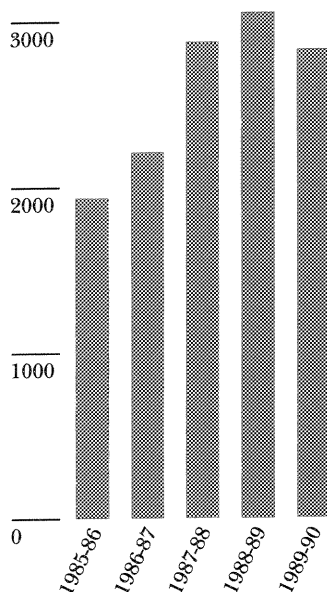
We continue to work to encourage diversity in our student body. Ninety-two percent of the entering class has work experience, a record high, and our joint MBA degree programs continue to add new perspectives to that diversity. There are between 60 and 65 joint degree students here in any given year, and our 13 joint degree programs span a wide range — everything from forestry to civil engineering; from music to Russian studies; and from law to various joint degrees in Asian studies. The richness and variety of our joint degree programs reflect the advantage the School has in being part of a world class University, and leverages our ability to educate people with the ability to meet the complex and multidimensional challenges of the contemporary world.

A global perspective in the School is enhanced by the many foreign students who come here, either to spend two years and get the degree, or who are here for a semester on one of our exchange programs. About 12% of the student body are foreign students from all over the world including Japan, the Philippines, India, Jamaica, Hong Kong, Norway, Malaysia, Greece, Denmark, Japan, Korea, Columbia, Argentina, Australia, and England. Currently, we exchange students with six European business schools located in the Netherlands, France, Spain, Italy, Sweden, and West Germany. Other exchange students are here from Finland and Brazil.

Another dimension of diversity is reflected in our minority student enrollment, which now stands at 22%, maintaining last year's gains which won the School national acclaim. The School's membership in the Consortium for Graduate Study in Management is one example of our continuing efforts to encourage applications from minority group members.

This year, seven new MBA scholarships were established through gifts from alumni and friends of the School. They include the Davis, Wood, and Shullenberger Scholarship, the Stanley E. Dimond Scholarship, the Frane Scholarship, the Douglas A. Hayes Scholarship supported by Security Bancorp, the Roy M. Jacklin Student Aid Fund, the Paul W. McCracken Scholarship supported by the Sara Lee Corporation, and the Texaco Scholarship.

MBA DAY APPLICANTS







PROFILE OF MBA DAY APPLICANTS

Year	Applicants	Matriculants	Mean Age	Male	Female	GPA	GMAT	80% Range GPA	80% Range GMAT
1984-85	1667	415	25	75%	25%	3.24	611	2.78-3.74	539-689
1985-86	1916	375	25	74%	26%	3.24	614	2.75-3.81	549-693
1986-87	2201	396	25	72%	28%	3.25	610	2.82-3.78	539-695
1987-88	2859	413	26	78%	22%	3.24	620	2.82-3.57	570-670
1988-89	3037	405	26	76%	24%	3.21	620	2.78-3.51	560-670
1989-90	2804	421	26	76%	24%	3.20	620	2.85-3.54	570-670

MINORITY ENROLLMENT — MBA DAY PROGRAM

Year	Total Applicants	Matriculants	Male	Female
1981-82	125	35	20	15
1982-83	108	49	31	18
1983-84	108	34	21	13
1984-85	241	43	25	18
1985-86	359	39	24	15
1986-87	363	47	25	22
1987-88	540	75	45	30
1988-89	673	102	63	39
1989-90	754	92	53	39

UNDERGRADUATE MAJORS OF MBA DAY MATRICULANTS

Year	Engineering	Economics	Liberal Arts	Business Administration
1981-82	22%	22%	27%	29%
1982-83	25%	25%	28%	22%
1983-84	25%	25%	30%	20%
1984-85	29%	26%	17%	28%
1985-86	28%	25%	25%	22%
1986-87	30%	20%	21%	29%
1987-88	29%	20%	27%	24%
1988-89	25%	18%	33%	24%
1989-90	25%	20%	30%	25%

THE EVENING MBA

A student organization which serves as a bridge between evening MBA students and full-time day MBA students is "Michigan Plus," which targets the career development needs of people returning to school after five or more years of work experience, people who are changing careers, and people who are interested in non-entry level positions after finishing their MBAs. Many members of Michigan Plus hold other graduate degrees.

Michigan Plus sponsors skills workshops — a recent workshop focused on resumé writing for career changers, for example — and company presentations featuring professionals who had five or more years of work experience before getting their MBAs. The organization was newly established last year.

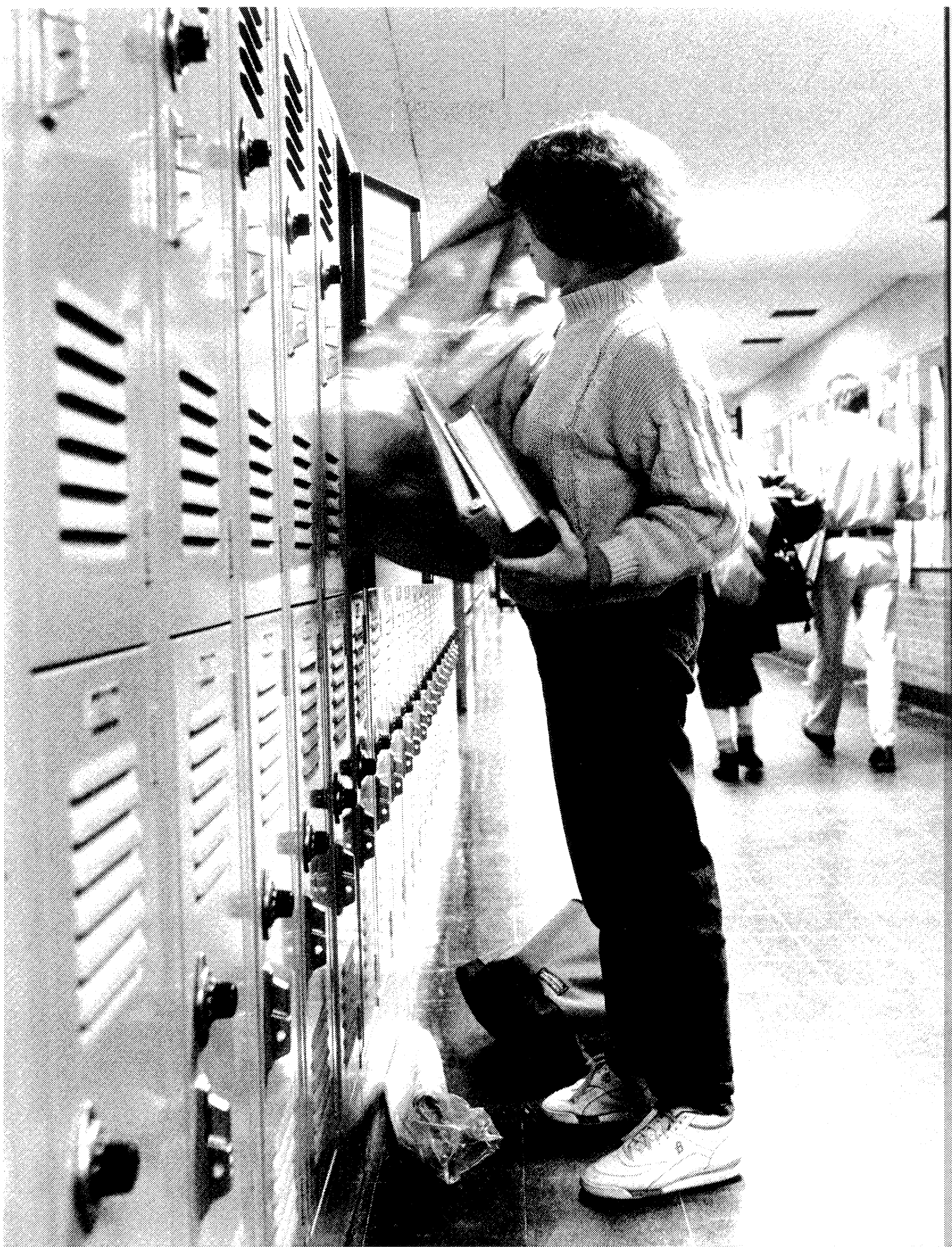
The Office of Admissions and Student Services has now made evening student registration more convenient by adding a direct telephone line through to the evening registrar. This will provide "express service" for students who have questions or need to modify course selections.

To encourage greater minority enrollment, school representatives made visits to several Detroit-area corporations to talk with personnel directors about opportunities for minority students in the MBA evening program. The firms, which were selected because they each sponsor several evening students, were very responsive to this initiative.

Evening students have met the same high admissions standards as day students, and have full status as degree candidates. Most applicants are in their late 20s, and about one-third of the evening students are female.

APPLICATIONS AND ADMISSIONS

MBA Evening	Applicants	Matriculants	Mean Age	Male	Female	Minority	GPA	GMAT	Mid 80% range	
									GPA	GMAT
1984-85	455	227	28	72%	28%	9	3.29	609	2.81-3.85	547-679
1985-86	458	255	28	68%	32%	15	3.19	603	2.72-3.72	536-674
1986-87	576	259	27	69%	31%	20	3.24	608	2.73-3.77	537-691
1987-88	623	263	28	67%	33%	22	3.20	620	2.88-3.60	570-660
1988-89	587	260	27	70%	30%	14	3.29	625	2.85-3.60	580-670
1989-90 (Fall only)	298	143	27	72%	28%	18	3.22	620	2.84-3.61	580-670



THE MICHIGAN MASTER'S IN ACCOUNTING

The Michigan Master's in Accounting Program (MAcc) began in September, 1983 on an experimental basis. The program has proved so successful that this year, after a five-year trial, it was granted permanent status by a unanimous vote of the Business School faculty.

The program, which consists of three years of undergraduate study, followed by two years of intensive education in graduate accounting, business, and other related courses, was established for BBA students who wanted the broad exposure MBA elective courses can give, along with in-depth study of accounting. The program is highly flexible, allowing students to emphasize areas in addition to accounting. All of the coursework is taken in classes with MBA students.

The three/two-year aspect of the MAcc sets it off from more traditional master's degrees in accounting that add one year of graduate education to a four-year undergraduate degree.

To date, 62 people have graduated from the MAcc program. They received a BBA and MAcc degree at the end of the fifth year. Many MAcc students serve as teaching assistants in accounting during their last year. Also, nearly all of them have summer internships between the third and fourth years and the fourth and fifth years, reflecting how strongly CPA and business firms support the MAcc program.

MAcc students have GMAT test scores and GPAs comparable to our MBA students. They are much in demand in the marketplace. Although most of the graduates have accepted positions in accounting, a number have entered the job market in other areas, such as corporate finance and commercial and investment banking.



THE MICHIGAN BBA

A new senior seminar option is being introduced in the BBA Program. The seminar was recommended by a BBA study team which met all year to ensure that the School's BBA program, recognized as one of the best in the nation, retains the highest quality by providing a proper balance of the liberal arts along with the professional business focus. The seminar will offer students the opportunity to integrate explicitly their business studies and their liberal arts courses. Students electing the seminar must take at least a four-course sequence in one of four areas: the humanities; social sciences; natural sciences; or quantitative methods (e.g., math, computer science, or statistics).

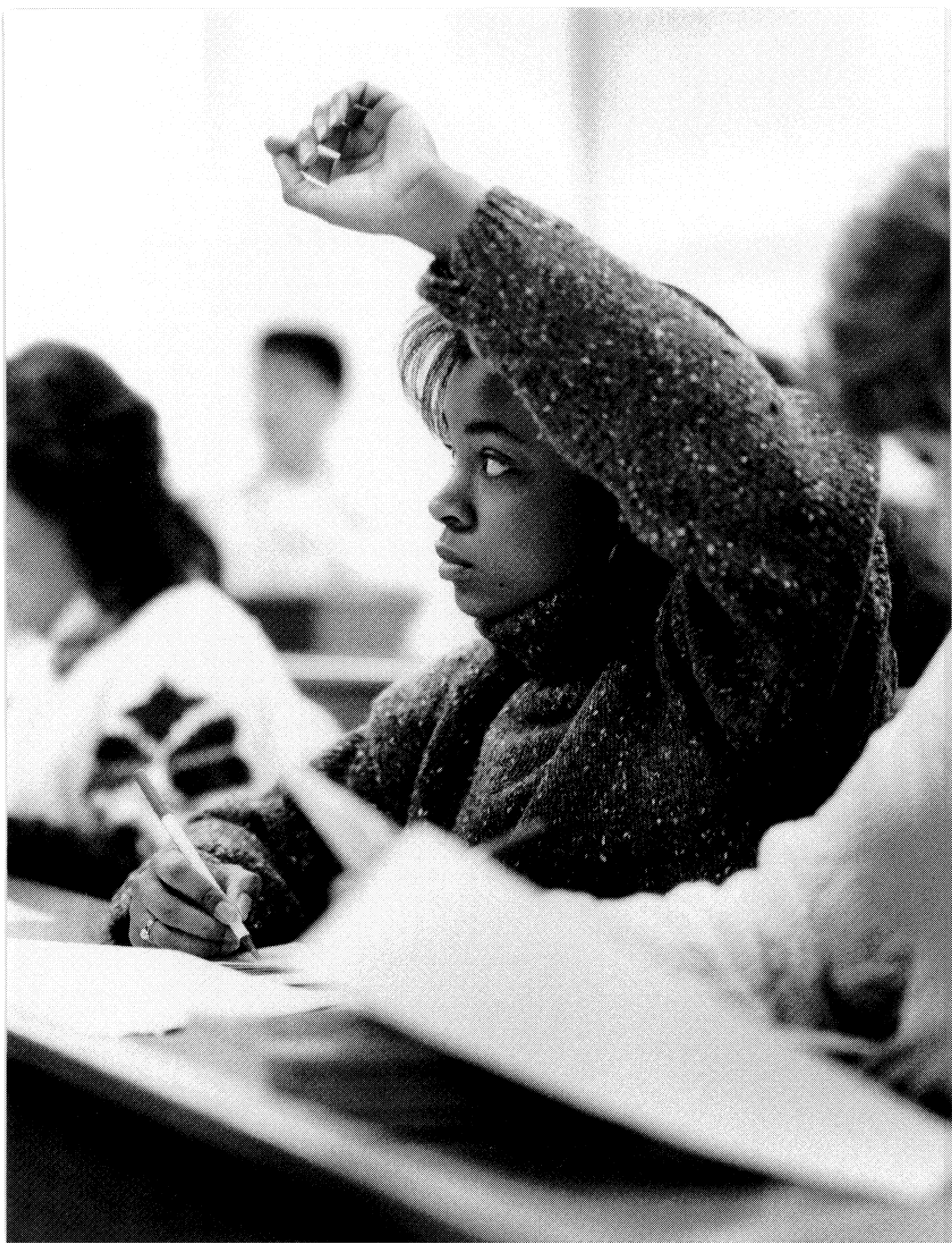
The set of recommendations of the study team was approved by the faculty in April, and will be phased in over the next three years.

Sectioning in the BBA program was also introduced this year. In this arrangement, which the MBA program has successfully used for seven years, students are divided into sections, and each section attends several required courses together, which fosters greater rapport within the class. A poll of first-year BBA students indicated that over 80% favored the new system.

The effort to recruit minority students to the undergraduate business program continues. A new step in this direction was the "Business Awareness Day," sponsored by the Black Business Students Association. Minority high school students were invited to the Business School for the day, which included presentations by current Black MBA and BBA students, a tour of the facilities, and an afternoon program that simulated the way classes are held at the Business School. Students were divided into teams to do an exercise that was designed to develop an understanding of group problem-solving and to compare individual vs. group decision-making.

PROFILE OF BBA ENROLLMENT

Year	Applicants	Matriculants	Male	Female	Minority Applicants	Minority Matriculants
1981-82	562	294	56%	44%	40	17
1982-83	618	308	56%	44%	44	29
1983-84	596	302	54%	46%	33	18
1984-85	595	304	55%	45%	38	17
1985-86	620	319	57%	43%	33	15
1986-87	626	334	56%	44%	53	32
1987-88	695	314	56%	44%	43	21
1988-89	676	319	57%	43%	99	52
1989-90	629	320	62%	38%	88	42



THE Ph.D. PROGRAM

This has been a banner year for the Ph.D. Program. The outstanding quality of our students is recognized in the fellowships they receive to support their studies, in the awards they earn to support their dissertation research, and in the recognition they receive for excellence in their finished dissertations.

For example, of the students enrolling this fall, one has received a \$10,000 fellowship awarded in national competition by the American Assembly of Collegiate Schools of Business and the Graduate Management Admission Council. Several hundred applicants apply for the sixteen of these that are given each year. Another student has received a prestigious University of Michigan Regents Fellowship, and another received honorable mention for a national doctoral fellowship.

Our students are also highly successful in the competition for fellowships to support their dissertation research. For example, a student in organization behavior/human resource management was awarded a Rackham dissertation fellowship, the first time in several years a business student has been given this highly competitive award, and another student will be supported by a World Bank doctoral fellowship.

Several of our graduates have had their dissertations singled out for excellence. A Ph.D. candidate in international business shared first prize in the doctoral consortium for the best thesis in international business at the European International Business Association meetings, held this year in Berlin. Last year, a marketing Ph.D. student won the dissertation competition of the American Marketing Association, and another received an award for the best dissertation of the year in the field of corporate strategy.

Twenty-three students were awarded the Ph.D. degree this academic year, the largest number of Ph.D. degrees awarded during any one year in the history of the School. Diversity in the mix of students continues to be an important challenge, and there are four minority students in the entering class this fall. Currently, the School has nine minority students among the 130 enrolled in the Ph.D. program, up from none at all three years ago.

PROFILE OF Ph.D. ENROLLMENT

Year	Applicants	Matriculants		Total	Average GMAT
		Male	Female		
1984-85	210	20	10	30	643
1985-86	257	14	7	21	663
1986-87	298	18	7	25	625
1987-88	349	31	9	40	652
1988-89	410	25	7	32	651
1989-90	318	19	8	27	660



EXECUTIVE EDUCATION AT MICHIGAN

A major component of America's strength and competitiveness in the industrial sector of our economy is the ability to manufacture goods. Maintaining and improving this core competency has motivated the Michigan Business School to become a national resource for research and education in manufacturing management.

As part of this emphasis, Executive Education has developed a two-week program for senior manufacturing executives. The program was developed with the premise that manufacturing can and should be a competitive weapon of the organization. The program content includes topics such as corporate and manufacturing strategy, forecasting, scheduling, capacity and quality, human resource management, accounting, and financial management systems.

This program reflects the Michigan Business School's commitment to excellence in manufacturing and its objective of providing a resource for America's industrial leaders.

The commitment of the School to manufacturing goes beyond Executive Education and has an impact as well on teaching and research. Over the past ten years, under the leadership of Dean Whitaker, there has been a threefold increase in the number of teaching and research faculty in operations research, and degree courses in operations management have increased. Faculty research activities range from flexible manufacturing systems to the impact of plant closings on the workforce.

The School has established the Office of Manufacturing Management Research, which provides a forum for manufacturing firms to interact in joint research projects with both Business School and Engineering School faculty. Research topics have included quality, flexible manufacturing systems, and factory automation. The Office also sponsors focused seminars which explore pressing issues brought about by the global competitive environment, and seek to formulate strategies for meeting these challenges.

A black and white photograph of an office interior. A glass partition separates the foreground from the background. On the left, a door with a 'PULL' sign is visible. In the center, a reception desk is partially obscured by the glass. The background features a wall with the text 'Executive Education Administration'. Several large potted plants are positioned in the foreground and background. The floor is covered with a patterned tile.

**Executive Education
Administration**

PULL

THE RESEARCH ENTERPRISE

The School has formed several research units designed to bridge interdisciplinary interests, both within the School and between other units of the University, and these research units are becoming magnets for Michigan faculty and students.

For example, an Organizational Studies Laboratory was dedicated at the Business School in June, which will focus on the human dimensions that account for effectively managing an international business in the 21st century. The new lab, which was founded with help from both IBM and Westinghouse Furniture Systems, will draw researchers from the Business School and other units on campus to examine effectiveness in organizations world-wide. Graduate students will also use the lab for research.

The School also has three interdisciplinary research centers that include the Office of Tax Policy Research and Analysis, founded to facilitate research on the tax system by economists, accountants, and scholars of other disciplines; the Office of Manufacturing Research, designed to foster interdisciplinary work on manufacturing management; and the J. Ira Harris Center for the Study of Corporate Finance, founded to stimulate productive interaction between financial executives from industry and Wall Street and the faculty and students of the School.

Currently the school has \$2,334,129 in sponsored research grants awarded to Business School faculty members, which represents a 52% increase compared to academic year 1987-88.

Management of the School's research activities has become an important facet of the research enterprise, and a staff unit has been developed in order to help faculty members locate external sources of funds to support their research projects, to give assistance in the development of research proposals and budgets, as well as to help with financial administration of sponsored research projects.

Faculty publication continues to increase. Well over 95 refereed articles were published last year, and another 65 articles were accepted for publication.

A listing of working papers and reprints published by the faculty can be found on the following pages.



FACULTY BIBLIOGRAPHY

Following is a list of research papers by Business School faculty that were published between June 30, 1988 and July 1, 1989:

RICHARD P. BAGOZZI

"Attitudes." In E. Barnouw, (ed.), *International Encyclopedia of Communications*. New York: Oxford University Press, 1989.

"An Investigation of the Role of Affective and Moral Evaluations in the Purposeful Behavior Model of Attitude." *British Journal of Social Psychology*, Vol. 28, 1989.

"An Investigation of the Role of Intentions as Mediators of the Attitude-Behavior Relationship," (with J. Baumgartner and Y. Yi). *Journal of Economic Psychology*, Vol. 28, 1989.

Principles of Marketing Management, Vol. 1. Translated in Japanese, by H. Yoshimura, K. Hotta, and T. Sekine. Chikura Shoba Publisher, 1989.

CLIFFORD A. BALL

"Estimation Bias Induced by Discrete Security Prices." *The Journal of Finance*, Vol. 43, No. 4, September 1988, pp. 841-865.

"Investigation Security-Price Performance in the Presence of Event-Date Uncertainty," (with W. N. Torous). *Journal of Financial Economics*, Vol. 22, 1988, pp. 123-153.

RAJEEV BATRA

"Developing a Typology of Affective Responses to Advertising: A Test of Validity and Reliability," (with Morris Holbrook). *Psychology and Marketing*, (forthcoming).

"Falsifying Laboratory Results Through Field Tests: A Time-

Series Methodology and Some Results," (with Wilfried Vanonacker). *Journal of Business Research*, Vol. 16, 1988, pp. 281-300.

"ADSPLIT: An Advertising Budget Allocation Model," (with Amiya Basu). *Journal of Advertising*, Vol. 17, No. 1, pp. 44-51.

Cable Television Advertising: In Search of the Right Formula, (co-edited with Rashi Glazer). New York: Quorum Books, 1989.

DAVID C. BLAIR

"An Extended Relational Document Retrieval Model." *Information Processing and Management*, Vol. 24, No. 3, 1988, pp. 349-371.

JAMES N. BODURTHA, JR.

"Innovation in the International Money and Bond Markets," (with Frederique Valnet). In S. J. Khoury and A. Ghosh, (eds.), *Recent Developments in International Banking and Finance*, Vol. 2. Lexington, MA: Lexington Books, 1988.

MICHAEL BRADLEY

"Synergistic Gains from Corporate Acquisitions and Their Division Between the Stockholders of Target and Acquiring Firms," (with Anand Desai and E. Han Kim). *Journal of Financial Economics*, Vol. 21, August 1988, pp. 3-40.

DAVID J. BROPHY

"Financing the Women-Owned Enterprise." In B. Hagen, (ed.). *The Woman Entrepreneur*. New York: Praeger Publications, 1989, pp. 102-134.

"Seasonal and Maturity Effects in Futures Contracts," (with S. Chen



- and W. Wroblewski). *Proceedings of the American Statistical Association*, 1988, pp. 70-75.
- "The Development of an Integrated North American Venture Capital Market." *Conflict and Cooperation in Canadian-United States Economic Relations*. New York: Praeger Publications, 1988, pp. 120-135.
- "Characteristics of Publicly Traded Venture Capital Funds: Implications for Institutional 'Fund of Funds' Investors." *Journal of Business Venturing*, Vol. 3, No. 3, Summer 1988, pp. 187-206.
- GEORGE D. CAMERON III
Business Law: Legal Environment, Transactions, Regulation, 3rd Edition, (with Phillip J. Scaletta, Jr.). Homewood, IL: Richard D. Irwin, Inc., 1989.
- KIM S. CAMERON
"Designing Effective Organizational Systems: Guidelines for Public Sector Executives," (with Robert E. Quinn and David O. Ulrich). In James Perry, (ed.), *Handbook for Public Administration*. San Francisco: Jossey-Bass, 1989, pp. 148-161.
- "Contradictions Between U.S. and Brazilian Organizations: Implications for Organizational Theory," (with Sarah R. Freeman and Myung U. Kim). In C. Osigweh, (ed.), *Organizational Science Abroad: Constraints and Perspectives*. New York: Plenum, 1988, pp. 203-228.
- "Leadership, Student Effort, and Departmental Program Quality: An Exploration of Quality Across Levels of Analysis," (with Robert Blackburn, Clifton Conrad, and Denise Young). *Review of Higher Education*, Vol. 12, 1989, pp. 265-278.
- "The Conceptual Foundations of Organizational Culture," (with Deborah R. Ettington). In John R. Smart, (ed.), *Higher Education: Handbook of Theory and Research*. New York: Agathon Press, 1988, pp. 356-396.
- Paradox and Transformation*, (co-edited with Robert E. Quinn). Cambridge, MA: Ballinger, 1988.
- DENNIS R. CAPOZZA
"The Asset Approach to Pricing Urban Land: Empirical Evidence," (with G. Schwann). *Journal of the American Real Estate and Urban Economics Association*, Vol. 17, No. 2, Summer 1989.
- "Spatial Competition with Consistent Conjectures," (with R. Van Order). *Journal of Regional Science*, Vol. 29, No. 1, 1989, pp. 1-13.
- "The Economics of Imperfect Competition: A Spatial Approach," by M. L. Greenhut, G. Norman, and C. S. Hung, (eds.), *Journal of Regional Science*, Vol. 29, Jan. 1989. Co-authored with G. Bloss.
- WILLIAM N. COOKE
"Improving Productivity and Quality Through Collaboration." *Industrial Relations*, Vol. 28, No. 2, Spring 1989, pp. 299-319.
- "Economic and Political Factors in Formal Grievance Resolution," (with David Meyer). *Industrial Relations*, Vol. 27, No. 3, Fall 1988, pp. 318-335.
- Contemporary Cases in Labor-Management Relations*, (with Lynn P. Cooke). Homewood, IL: BPI/Irwin, 1989.
- RANDOLPH B. COOPER
"Variance Tracking MIS in Interdependent Manufacturing Contexts: An Initial Examination," (with James Mackey). *Information and Management*, Vol. 14, No. 3, 1988, pp. 115-122.
- TAYLOR COX, JR.
"Toward the Measurement of Manufacturing Flexibility." *Production and Inventory Management Journal*, Vol. 3, No. 1, 1989, pp. 68-72.
- C. MERLE CRAWFORD
"How Product Innovators Can Foreclose the Options of Adaptive Followers." *Journal of Consumer Marketing*, Vol. 5, No. 4, Fall 1988, pp. 17-24.
- Reprinted in *Journal of Marketing Management* (UK), Vol. 4, No. 3, Spring 1989, pp. 277-287.
- PAUL DANOS
"The Use of Accounting Information in Bank Lending Decisions," (with D. Holt and E. Imhoff). *Accounting, Organizations, and Society*, Vol. 14, No. 3, March 1989, pp. 235-246.
- HARRY DeANGELO
"Going Private: The Effects of a Change in Corporate Ownership Structure," (with Linda DeAngelo and Edward M. Rice). Reprinted in Joel M. Stern, G. Bennett Stewart III, and Donald H. Chew, Jr., (eds.), *Corporate Restructuring and Executive Compensation*. Cambridge, MA: Ballinger Publishing Company, 1989.
- "Proxy Contests and the Governance of Publicly-Held Corporations," (with Linda DeAngelo). *Journal of Financial Economics*, April 1989.
- LINDA DeANGELO
"Going Private: The Effects of a Change in Corporate Ownership Structure," (with Harry DeAngelo and Edward M. Rice). Reprinted in Joel M. Stern, G. Bennett Stewart III, and Donald H. Chew, Jr., (eds.), *Corporate Restructuring and Executive Compensation*. Cambridge, MA: Ballinger Publishing Company, 1989.
- "Proxy Contests and the Governance of Publicly-Held Corporations," (with Harry DeAngelo). *Journal of Financial Economics*, April 1989.
- "Discussion of 'Evidence of Earnings Management from the Provision for Bad Debts.'" Supplement to the *Journal of Accounting Research*, 1988, pp. 32-40.
- GUNTER DUFÉY
"Finanzinnovationen Heute — Bestandsaufnahme und Ausblick," ("Financial Innovations Today —

Current State and Prospects for the Future"). In Klaus Michael Burger, (ed.), *Finanzinnovationen: Risiken und ihre Bewältigung*, (*Financial Innovation: Risk Management*). Stuttgart: C. E. Poeschel Verlag, 1989, pp. 13-21.

JANE DUTTON

"The Important Dimensions of Strategic Issues: Separating the Wheat from the Chaff," (with E. Walton and E. Abrahamson). *Journal of Management Studies*, July 1989.

"Patterns of Interest Around Issues: The Role of Uncertainty and Feasibility," (with J. Webster). *Academy of Management Journal*, Vol. 31, No. 3, July 1988, pp. 663-675.

"Discerning Threats and Opportunities," (with S. Jackson). *Administrative Science Quarterly*, Vol. 33, September 1988, pp. 370-387.

"Perspectives on Strategic Issue Processing: Insights from a Case Study." In R. Lamb and R. Shrivastava, (eds.), *Advances in Strategic Management*, Vol. 5. Greenwich, CT: JAI Press, 1988, pp. 223-244.

"Interpreting Environments and Taking Actions: Profiles of Strategic Issues Management Systems," (with E. Ottensmeyer). In C. Snow, (ed.), *Strategy, Organization Design, and Human Resource Management*. Greenwich, CT: JAI Press, 1988.

JOHN E. ETTLIE

"Manufacturing Software Maintenance," (with C. Getner). *Manufacturing Review*, Vol. 2, No. 2, June 1989, pp. 129-133.

"Manufacturing Technology Policy and Development of Processing Innovations." *Annals of Operations Research*, Vol. 15, 1988, pp. 3-20.

"The First-Line Supervisor and Advanced Manufacturing Technology." In U. Gattiker and L. Larwood, (eds.), *Managing*

Technological Development.

Berlin: Walter DeGruyter Publishers, 1988, pp. 187-206.

"Management and Robotics." In R. Dorf, (ed.), *International Encyclopedia of Robotics*. New York: Wiley Interscience, Inc., Publishers, Vol. 2, 1988, pp. 840-850.

AVI FIEGENBAUM

"An Empirical Examination of Strategic Groups and Competitive Strategy," (with Howard Thomas). *International Studies of Management and Organization*, Vol. XVIII, No. 1, 1989, pp. 6-25.

CLAES FORNELL

"A Model for Customer Complaint Management," (with Birger Wernerfelt). *Marketing Science*, Summer 1988, pp. 298-387.

"Corporate Consumer Affairs Departments: Retrospect and

Prospect." In S. E. Mayne, (ed.), *Research in the Consumer Interest: The Frontier*, Columbia, Missouri, American Council of Consumer Interest, 1988, pp. 595-620.

MICHAEL D. GORDON

"Recall-Precision Trade-Off: A Derivation," (with M. Kochen). *Journal of the American Society for Information Science*, Vol. 40, No. 3, 1989, pp. 145-151.

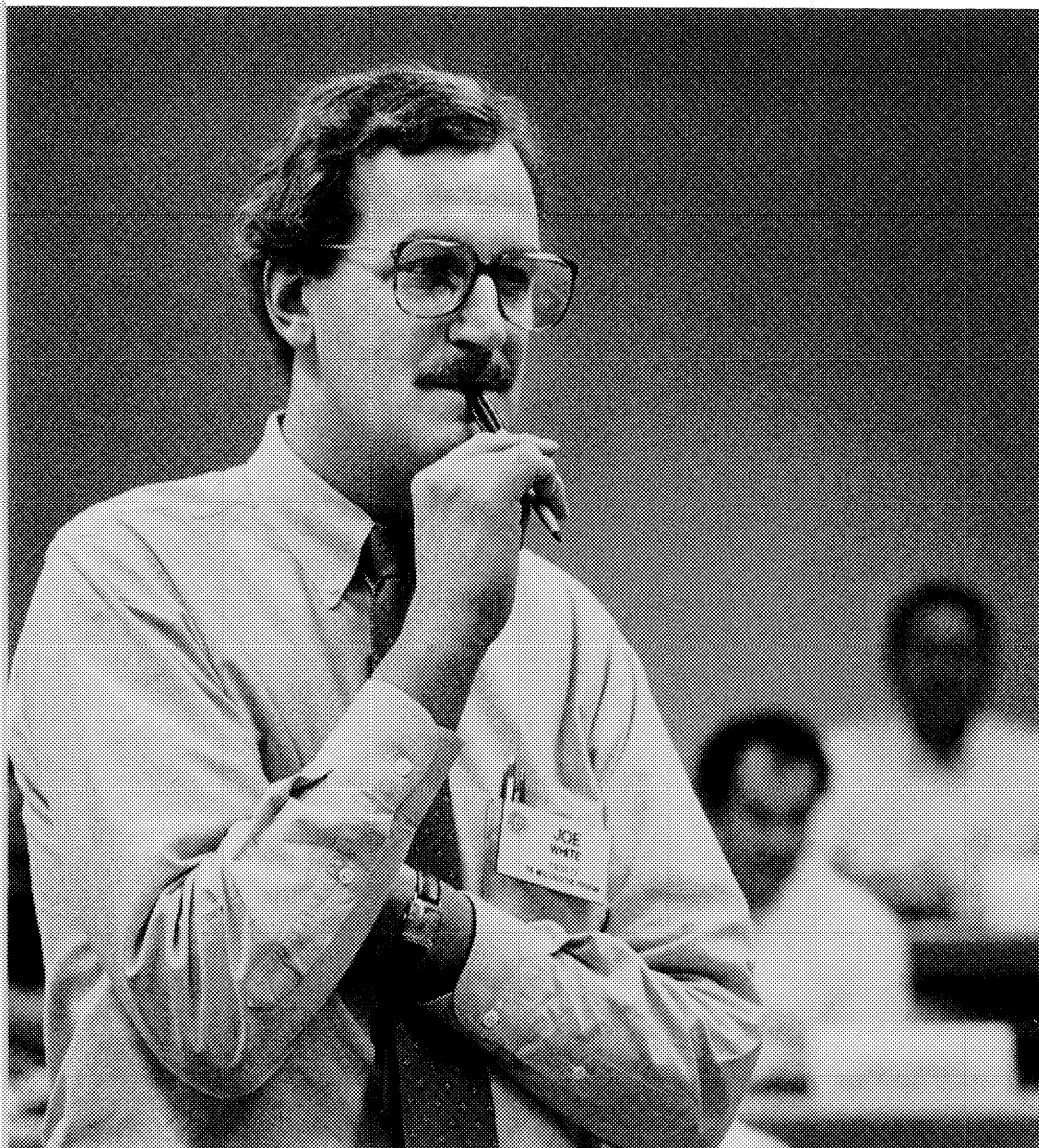
"Probabilistic and Genetic Algorithms for Document Retrieval." *Communications of the ACM*, Vol. 31, No. 10, 1988, pp. 1209-1218.

"The Necessity for Adaptation in Modified Boolean Document Retrieval Systems." *Information Processing and Management*, Vol. 24, No. 3, 1988, pp. 229-241.

ROBERT W. HAESSLER

"Selection and Design of Heuristic





Procedures for Solving Roll Trim Problems." *Management Science*, Vol. 34, December 1988, pp. 1460-1471.

"A New Generation of Paper Machine Trim Programs." *Tappi*, Vol. 5, August 1988, pp. 127-130.

RICHARD T. HELLELOID

"Providing Answers to Self-Study Questions: An Experimental Investigation of Possible Effects." *Issues in Accounting Education*, Vol. 4, No. 1, Spring 1989, pp. 94-108.

HERBERT W. HILDEBRANDT

"Career and Education Patterns of Chinese Managers." *The China Business Review*, November-December 1988, pp. 36-38.

"Chinese Women Managers: A Com-

parison with Their U.S. and Asian Counterparts." *Human Resource Management*, Vol. 27, No. 3, pp. 291-314.

"Some Influences of Greek and Roman Rhetoric on Early Letter Writing." *The Journal of Business Communication*, Vol. 25, Summer 1988, pp. 7-27.

"International/Intercultural Communication: A Comparative Study of Asian and U.S. Managers." *The World Communication Journal*, Vol. 17, No. 1, Spring 1988, pp. 49-68.

LaRUE T. HOSMER

"If Colleges and Universities Could be Restructured." In W. Michael Hoffman, (ed.), *The Ethics of Organizational Transformation: Mergers,*

Takeovers, and Corporate Restructuring. New York: Quorum Books, 1989, pp. 267-275.

"The Complexity of Ethics." Invited paper for *National Church Herald*, January 1989, pp. 9-13.

"Adding Ethics to the Business Curriculum: It's Going to be Easier than We Think." *Business Horizons*, Vol. 31, No. 4, July-August 1989, pp. 9-15.

EUGENE A. IMHOFF, JR.

"The Use of Accounting Information in Bank Lending Decisions," (with Paul Danos and Doris Holt). *Accounting, Organizations, and Society*, Vol. 14, No. 3, 1989, pp. 235-246.

"Economic Consequences of Accounting Standards: The Lease Disclosure Rule Change," (with Jacob Thomas). *Journal of Accounting and Economics*, Vol. 10, No. 4, December 1988, pp. 277-310.

"Planning Academic Accounting Careers." *Issues in Accounting Education*, Vol. 3, No. 2, Fall 1988, pp. 286-301.

MICHAEL D. JOHNSON

"The Effect of Two Trading Institutions on Price Expectations and the Stability of Supply-Response Lag Markets," (with Charles R. Plott). *Journal of Economic Psychology*, Vol. 10, June 1989.

"Comparability and Hierarchical Processing in Multialternative Choice." *Journal of Consumer Research*, Vol. 15, December 1988, pp. 303-314.

"The Contrast Model of Similarity and Comparative Advertising," (with David A. Horne). *Psychology and Marketing*, Vol. 5, Fall 1988, pp. 211-323.

"The Existence and Perception of Redundancy in Consumer Information Environments," (with Jerome M. Katrichis). *Journal of Consumer Policy*, Vol. 11, July 1988, pp. 131-157.

E. HAN KIM

"Optimal Capital Structure in Miller's Equilibrium." In S. Bhattacharya and G. Constantimides, (eds.), *Frontiers of Modern Financial Theory*, Vol. 2. Totowa, NJ: Rowan and Littlefield, 1989, pp. 36-48.

"Pricing Pattern of New Share Issues and the Market Response in Korea," (with Y. K. Lee). *Kyong Je Hak Yon Gu*, Vol. 36, December 1988, pp. 171-190.

"Synergistic Gains from Corporate Acquisitions and Their Division Between the Stockholders of Target and Acquiring Firms," (with Michael Bradley and Anand Desai). *Journal of Financial Economics*, Vol. 21, August 1988, pp. 3-40.

STANLEY J. KON

"Active Portfolio Management." In *Handbook of Stock Index Futures and Options*, Dow Jones-Irving, 1989.

"The Value of Shelf Registration for New Debt Issues," (with P. R. Kadapakkam). *Journal of Business*, Vol. 62, No. 2, April 1989.

ROGER C. KORMENDI

Black Monday and the Future of Financial Markets, (with Robert Kamphuis). New York: Dow Jones, 1988.

JEFFREY E. KOTTEMANN

"A Study into the Relationship Between Decision Model Naturalness and Performance," (with W. E. Remus). *Management Information Systems (MIS) Quarterly*, June 1989.

ROBERT LIBBY

"Expert Measurement Mechanical Combination in Control Reliance Decisions," (with P. A. Libby). *The Accounting Review*, October 1989.

Also, in A. Bailey, (ed.), *Auditor Productivity in the Year 2000*. Arthur Young, 1988.

MARLYS G. LIPE

"Further Evidence on the Perfor-

mance of Female Versus Male Accounting Students." *Issues in Accounting Education*, Vol. 4, No. 1, Spring 1989, pp. 144-152.

CLAUDE R. MARTIN, JR.

Current Issues and Research in Advertising — 1988. Ann Arbor, MI: Division of Research, School of Business, University of Michigan, 1989.

SCOTT E. MASTEN

"Minimum Bill Contracts: Theory and Policy." *Journal of Industrial Economics*, Vol. 37, No. 1, September 1988, pp. 85-97.

"Mitigating Contractual Hazards: Unilateral Options and Contract Length," (with Keith J. Crocker). *Rand Journal of Economics*, Vol. 19, No. 3, Autumn 1988, pp. 327-343.

WILL MITCHELL

"Whether and When? Probability and Timing of Incumbents' Entry into Emerging Industrial Subfields." *Administrative Science Quarterly*, Vol. 34, No. 2, June 1989, pp. 208-230.

M. P. NARAYANAN

"On the Call Provision in Corporate Zero-Coupon Bonds." *Journal of Financial and Quantitative Analysis*, Vol. 24, March 1989, pp. 91-103.

GREGORY R. NIEHAUS

"Ownership Structure and Inventory Method Choice." *Accounting Review*, April 1989, pp. 269-284.

"Government Pension Policy and a Firm's Choice of Labor and Capital." *Journal of Financial Services Research*, January 1989, pp. 5-20.

C. K. PRAHALAD

"Strategic Intent," (with Gary Hamel). *Harvard Business Review*, May-June 1989.

"Maintaining a Consistent China Strategy," (with Ken Lieberthal). *China Business Review*, March 1989.

"Can Entrepreneurs Find a Home in Big Business," (with Vladimir

Pucik). *Business and Society Review*, No. 68, Winter 1989.

"Collaborate with your Competitors and Win," (with Gary Hamel and Yves Doz). *Harvard Business Review*, January-February 1989.

"Scoping of Innovations: A Dilemma for Top Management," (with Yves Doz and R. Anglemar). In R. S. Rosenbloom and R. Bergleman, (eds.), *Research on Technological Innovation, Management, and Policy*. JAI Press, 1989.

VLADIMIR PUCIK

"Japan." In M. J. Roomkin, (ed.), *Managers as Employees: An International Comparison of the Changing Character of Managerial Employment*. Oxford University Press, 1989.

"The Diffusion of American Organizational Theories in Japan," (with S. Beechler). In C. Osgiewh, (ed.), *Applying Indigenous Organizational Science Abroad*. Plenum Books, 1989.

"Can Entrepreneurs Find a Home in Big Business?," (with C. K. Prahalad). *Business and Society Review*, No. 68, Winter 1989.

"Big Firms Think Small When it Comes to Innovating," (with C. K. Prahalad). *Newsday*, November 15, 1988.

RAM MOHAN V. RACHAMADUGU

"Real-Time Scheduling of an Automated Manufacturing Center," (with N. Raman and R. B. Talbot). *European Journal of Operational Research*, Vol. 40, No. 2, 1989, pp. 222-242.

"Error Bounds for EOQ." *Naval Research Logistics*, Vol. 35, No. 5, September-October 1988, pp. 419-425.

JAMES S. REECE

Accounting Principles, 6th edition, (with Robert N. Anthony). Homewood, IL: Richard D. Irwin, Inc., 1989.

Accounting: Text and Cases, 8th edition,

(with Robert N. Anthony). Homewood, IL: Richard D. Irwin, Inc., 1989.

JAY R. RITTER

- "Portfolio Rebalancing and the Turn-of-the-Year Effect," (with Navin Chopra). *Journal of Finance*, Vol. 44, No. 1, March 1989, pp. 149-166.
- "Initial Public Offerings," (with Roger Ibbotson and Jody Sindelar). *Journal of Applied Corporate Finance*, Vol. 1, No. 2, Summer 1988, pp. 37-45.
- "The Buying and Selling Behavior of Individual Investors at the Turn of the Year." *Journal of Finance*, Vol. 43, No. 3, July 1988, pp. 701-717.

PRISCILLA S. ROGERS

- "Distinguishing Public and Presentational Speaking." *Management Communication Quarterly*, Vol. 2, No. 1, August 1988, pp. 102-115.

CINDY A. SCHIPANI

- "The Legal Liability: The Board of Directors," (with G. J. Siedel). *Family Business Review*, Vol. 1, Fall 1988, pp. 279-285.

THOMAS J. SCHRIBER

- "Matching Utilizations Achieved Using Balanced FMS Production Ratios in a Stimulated Setting," (with Kathryn E. Stecke). *Annals of Operations Research*, Vol. 15, 1988, pp. 229-267.

DENNIS G. SEVERANCE

- "The U.S. Manufacturing Renaissance: More Folks are Talking About Heaven Than Going There," (with J. H. Passino). *Planning Preview*, November-December 1988, pp. 4-12.
- "The Changing Role of the Chief Information Officer," (with J. H. Passino). *Planning Preview*, September-October 1988, pp. 38-42.

GEORGE J. SIEDEL

- "Intersections of Business and Legal Dispute Resolution." *Journal of Dis-*

pute Resolution, 1988, pp. 107-141.

"Michigan Close Corporation Law: Proposals for Reform." *Corporation, Finance, and Business Law Journal*, Vol. 11, No. 1, First Quarter 1988, pp. 9-19.

"Present and Future Directions in ADR Research." *American Business Law Journal*, Vol. 26, No. 3, Fall 1988, pp. 387-395.

"The Board of Directors: Legal Function and Liability," (with C. A. Schipani). *Family Business Review*, Vol. 1, No. 3, Fall 1988, pp. 279-285.

Real Estate Law, 2nd edition. St. Paul, MN: West Publishing Company, 1989.

JOEL B. SLEMROD

- "Complexity, Compliance Costs, and Tax Evasion." In J. Roth and J. Scholz, (eds.), *Taxpayer Compliance: Social Science Perspectives*. University of Pennsylvania Press, 1989, pp. 156-181.

"The Return to Tax Simplification: An Econometric Analysis." *Public Finance Quarterly*, January 1989, pp. 3-26.

EDWARD A. SNYDER

- "Evaluating Medical Malpractice Reforms," (with James W. Hughes). *Contemporary Policy Issues*, Vol. 7, No. 2, April 1989, pp. 83-98.

KATHRYN E. STECKE

- "Performance Evaluation for Systems of Pooled Machines of Unequal Sizes: Unbalancing Versus Balancing," (with Ilyong Kim). *European Journal of Operational Research*, July 1989.

"Algorithms to Efficiently Plan and Operate a Particular FMS." *International Journal of Flexible Manufacturing Systems*, Vol. 1, No. 4, 1989.

"A Study of FMS Part Type Selection Approaches for Short-Term Production Planning," (with Ilyong Kim). *International Journal of Flexible*

Manufacturing Systems, Vol. 1, No. 1, September 1988, pp. 7-29.

"Comparison of Various Approaches to FMS Part Type Selection," (with Ilyong Kim). In Anil Mital, (ed.), *Recent Developments in Production Research*. Amsterdam: Elsevier Science Publisher, B.V., 1988, pp. 675-681.

"Machine Utilizations Achieved Using Balanced FMS Production Ratios," (with Thomas J. Schriber). *Annals of Operations Research*, Vol. 15, 1988, pp. 229-267.

"Production Planning and Scheduling in Flexible Manufacturing Systems." In Asbjorn Rolstadas, (ed.), *Computer-Aided Production Management*. Springer Verlag, Berlin, W. Germany, 1988, pp. 281-287.

THOMAS L. STOBBER

- "Discussions of Incentives for Accruing Costs and Efficiency in Regulated Monopolies Subject to ROIE Constraints." *Journal of Accounting Research*, Vol. 26, Supplement 1988, pp. 175-181.

F. BRIAN TALBOT

"Due-Date Based Scheduling in a General Purpose Flexible Manufacturing System," (with N. Raman and R. Rachamadugu). *Journal of Operations Management*, Spring 1989.

"Real-Time Scheduling of an Automated Manufacturing Center," (with N. Raman and R. Rachamadugu). *European Journal of Operational Research*, May 1989.

VERN TERPSTRA

"Country of Origin Effects for Uninational and Binational Products," (with C. Min Han). *Journal of International Business Studies*, Vol. XIX, No. 2, Fall 1988, pp. 235-256.

"Multinationals: Vitality and Vulnerability." Reprinted in Ryans and Baker, (eds.), *International Business Classics*. D. C. Heath, 1988.

"The Chinese Look to World Markets." *International Marketing Review*, Vol. 5, No. 2, Summer 1988, pp. 7-19.

NOEL M. TICHY

"GE's Crotonville: A Staging Ground for Corporate Revolution." *Academy of Management Executive*, Vol. III, No. 2, May 1989, pp. 99-106.

DAVID O. ULRICH

"A Shared Mindset," (with Arthur Yeung). *Personnel Administrator*, March 1989, pp. 38-45.

"Designing Effective Organizational Systems: Choices for the Public Sector," (with Robert Quinn and Kim Cameron). In James L. Perry, (ed.), *Handbook of Public Administration*. San Francisco, CA: Jossey-Bass, 1989.

"Gaining Strategic and Organizational Capability in a Decade of Turbulence," (with Mararethe Wiersema). *Academy of Management Executive*, Vol. 3, No. 2, 1989, pp. 115-122.

"Human Resources and Mergers: A Strategic Partner Role," (with Frank LaFasto, Toni Rucci, and Tom Codi). *Human Resource Planning*, Vol. 12, No. 2, 1989, pp. 87-103.

"Why Baxter Moved Quickly to Absorb American Hospital," (with F. LaFasto and T. Rucci). *Mergers and Acquisitions*, Vol. 74, No. 1, 1989, pp. 54-60.

HAL VARIAN

"Measuring the Deadweight Costs of DUP and Rent Seeking Activities." *Economics and Politics*, Vol. 1, No. 1, Spring 1989, pp. 81-95.

"Price Discrimination." In R. Schmalensee and R. Willig, (eds.), *Handbook of Industrial Organization*. Amsterdam: North-Holland Press, 1989.

"Differences of Opinion and the Volume of Trade." In C. C. Stone, (ed.), *Financial Risk: Theory, Evi-*

dence, and Implications. Norwell, MA: Kluwer Academic Publishers, 1988.

"Optimal Tariffs and Financial Assets." *Japan and the World Economy*, Vol. 1, No. 1, 1988, pp. 89-99.

"Revealed Preference with a Subset of Goods." *Journal of Economic Theory*, Vol. 46, No. 1, October 1988, pp. 179-185.

JANET A. WEISS

"Two Cheers for Paperwork: The Value and Burden of Federal Reporting," (with Judith Gruber and Robert Carver). *Publius: The Journal of Federalism*, Vol. 19, No. 2, 1989, pp. 237-251.

"Substance Versus Symbol in Administrative Reform: The Case of Human Services Coordination." In C. Milofsky, (ed.), *Community Organizations: Studies in Resource Mobilization and Exchange*. New York: Oxford University Press, 1988.

JAMES E. WHEELER

"An Academic Look at Transfer Pricing in a Global Economy." *Tax Notes*, July 1988, pp. 87-96.

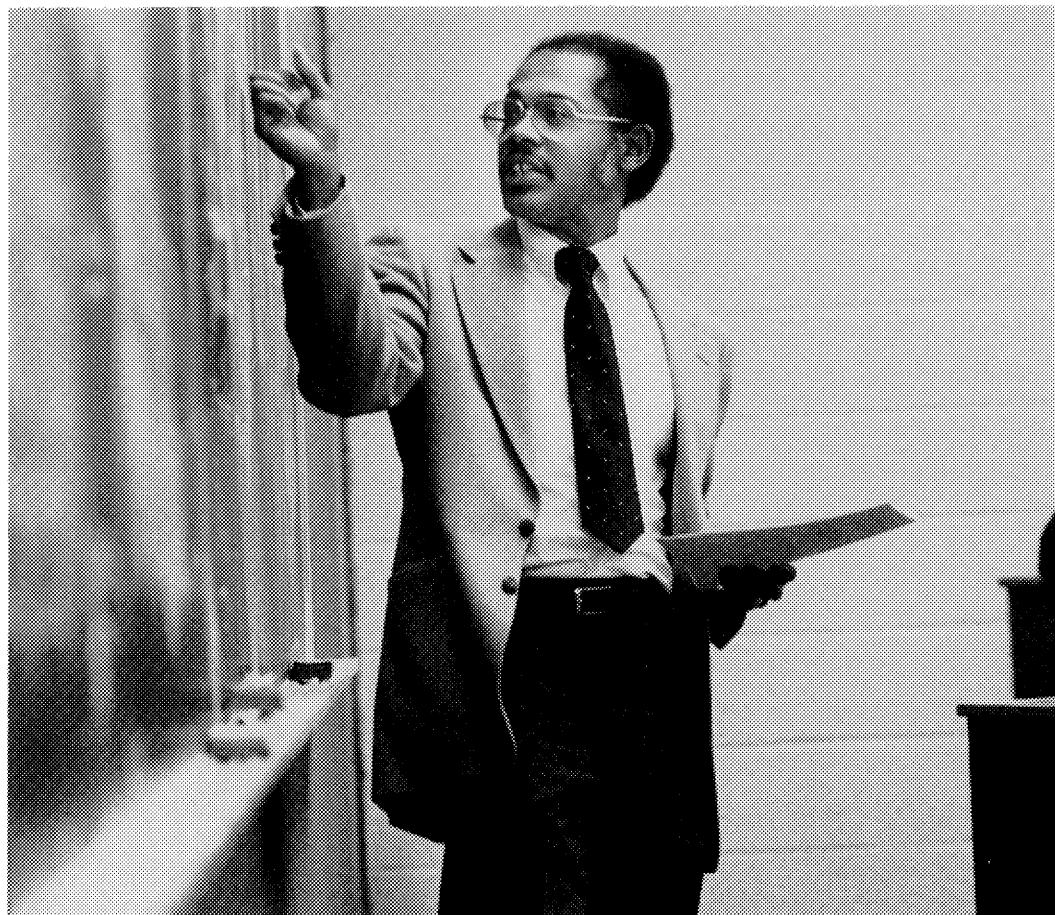
DAVID W. WRIGHT

"Reducing the Risk from Misspecified Priors During Bayesian Estimation of Accounting Estimation of Accounting Information." In Orace Johnson, (ed.), *Methodology and Accounting Research: Does the Past Have a Future?*, 1989.

YOUJAE YI

"An Investigation into the Role of Intentions in the Attitude-Behavior Relation," (with Richard Bagozzi and Johann Baumgartner). *Journal of Economic Psychology*, Vol. 10, March 1989.

"On the Evaluation of Main Effects in Multiplicative Regression Models." *Journal of the Market Research Society*, Vol. 31, January 1989, pp. 133-138.



NEW FACULTY

This was a remarkable year for faculty recruitment. Nineteen new members joined us, including outstanding senior faculty members and highly promising young faculty. We welcome them all, and introduce them briefly here.

DENNIS R. CAPOZZA has been appointed the Stephen M. Ross Professor of Real Estate and professor of finance. He is considered by experts in the field to be one of the top scholars in the U.S. and Canada who has been able to make progress in integrating the modern theory of finance and urban land economics. He comes to us from the University of British Columbia, where he was the Philip H. White Professor of Urban Land Economics. He has his B.A. from the University of Pennsylvania and his Ph.D. from Johns Hopkins University. He is a leader in the field of modeling urban markets for housing and land, and urban structure and growth, and has done much to integrate these subjects.

HARRY C. DeANGELO is the new director of the J. Ira Harris Center for the Study of Corporate Finance and professor of finance. He has published extensively in the areas of corporate finance and corporate control. He has his B.A. and Ph.D. from the University of California, Los Angeles. Before joining our faculty, he taught at the Wharton School of the University of Pennsylvania and the William E. Simon Graduate School of Business Administration at the University of Rochester. He has co-authored several papers with

his wife, Linda, who is now Arthur Young Professor of Accounting, on management buyouts of publicly traded corporations, stockholder voting rights, and major corporate restructurings.

LINDA E. DeANGELO has been appointed Arthur Young Professor of Accounting and professor of accounting. Her work on corporate ownership and governance and on the use of accounting information in proxy fights and management buyouts is highly valued by those who study the economics of auditing, and the use of accounting information by financial markets. She has her M.S. in accounting from the University of Oregon and her Ph.D. from the University of Washington, and was associate professor of accounting at the William E. Simon Graduate School of Business Administration at the University of Rochester before joining our faculty. She and her husband, Harry, the new director of the J. Ira Harris Center for the Study of Corporate Finance, have done important joint research on issues involving the role of proxy contests in the governance of publicly held corporations.

WAYNE S. DeSARBO, Sebastian S. Kresge Professor of Marketing and professor of marketing and statistics, has joined our faculty from Southern Methodist University, where he held the Harold Simmons Chair Distinguished Professorship in Marketing and Statistics. His research focuses on quantitative marketing, particularly the areas of segmentation, new product design, consumer

choice, positioning, and strategy.

He received a B.S. in economics and an M.A. in sociology from the University of Pennsylvania, from which he also received his Ph.D. in marketing and statistics. He has published extensively on a wide variety of marketing issues, and recently received the 1988 Raymond B. Cattell Award, presented by the Society of Multivariate Psychology for significant contributions to the field.

RAJEEV BATRA, associate professor of marketing, received his B.A. in economics from the University of Delhi, an M.S. in advertising from the University of Illinois, and a Ph.D. from Stanford University. His research interests include advertising management and productivity, measurement of advertising effectiveness, and processes of emotional advertising. He comes to our faculty from Columbia University.

ROBERT QUINN, associate professor of organizational behavior and human resource management, received B.S. and M.S. degrees in sociology from Brigham Young University and his Ph.D. from the University of Cincinnati. He is the author or co-author of four books and numerous journal articles dealing with organizational and managerial effectiveness and the management of change. His new book, "Beyond Rational Management: Mastering the Paradoxes and Competing Demands of High Performance" deals with the paradoxical dynamics that underlie mastery and excellence.

ASSISTANT PROFESSORS

JEFFREY S. ABARBANELL, assistant professor of accounting B.S., University of Illinois Ph.D. (candidate), Wharton School of Business at the University of Pennsylvania

EUGENE W. ANDERSON, assistant professor of marketing B.S., MBA, University of Illinois Ph.D., University of Chicago

JAMES N. BODURTHA, JR., assistant professor of finance and international business B.A., Vassar M. Phil. and Ph.D., New York University

TAYLOR COX, JR., assistant professor of organizational behavior and human resource management B.S. and MBA, Wayne State University Ph.D., University of Arizona

JEFFREY E. KOTTEMANN, assistant professor of computer and information systems B.S. (summa cum laude), University of Arizona Ph.D., University of Arizona

WILL MITCHELL, assistant professor of corporate strategy BBA, Simon Fraser University Ph.D., University of California, Berkeley

JAMES C. NOEL, assistant professor of accounting B.S., University of Minnesota Ph.D., Ohio State University

LYNDA J. OSWALD, assistant professor of business law A.B., MBA, J.D., University of Michigan

CHRISTINE J. PAPAJOHN, assistant professor of corporate strategy B.A., University of Illinois MBA, Ph.D. (candidate), Stanford University

STEPHEN C. PIRRONG, assistant professor of business economics and public policy B.A., MBA, Ph.D., University of Chicago

ROBERT E. THOMAS, assistant professor of business economics and business law B.A., Princeton J.D. and Ph.D., Stanford University

KATHLEEN A. WEISS, assistant professor of finance B.S., Indiana University Ph.D., University of Florida

BERNARD Y. YEUNG, assistant professor of international business B.A., University of Western Ontario MBA, Ph.D., University of Chicago

INFORMATION RESOURCES

In the fifteen months since the Kresge Business Administration Library and Computing Services were combined into a single unit, there have been a number of significant developments in this important area of the School. One of the most exciting changes has been the tremendous increase in computing support and capacity available to students, faculty, and staff. We have completed a nearly total changeover in the School's academic computing environment with the addition of more than 350 DOS and Macintosh systems for use by faculty and students. In addition to these systems, acquired by purchase and grant from Unisys and Apple, the School received a major grant of IBM PS/2 systems to establish an interdisciplinary Organizational Studies Lab. In total, these additions represent an 80% increase in the School's computing resources over the past year. We have moved to a strong and healthy multi-vendor position, and look forward to increased collaboration and long-term relationships with these important corporate partners.

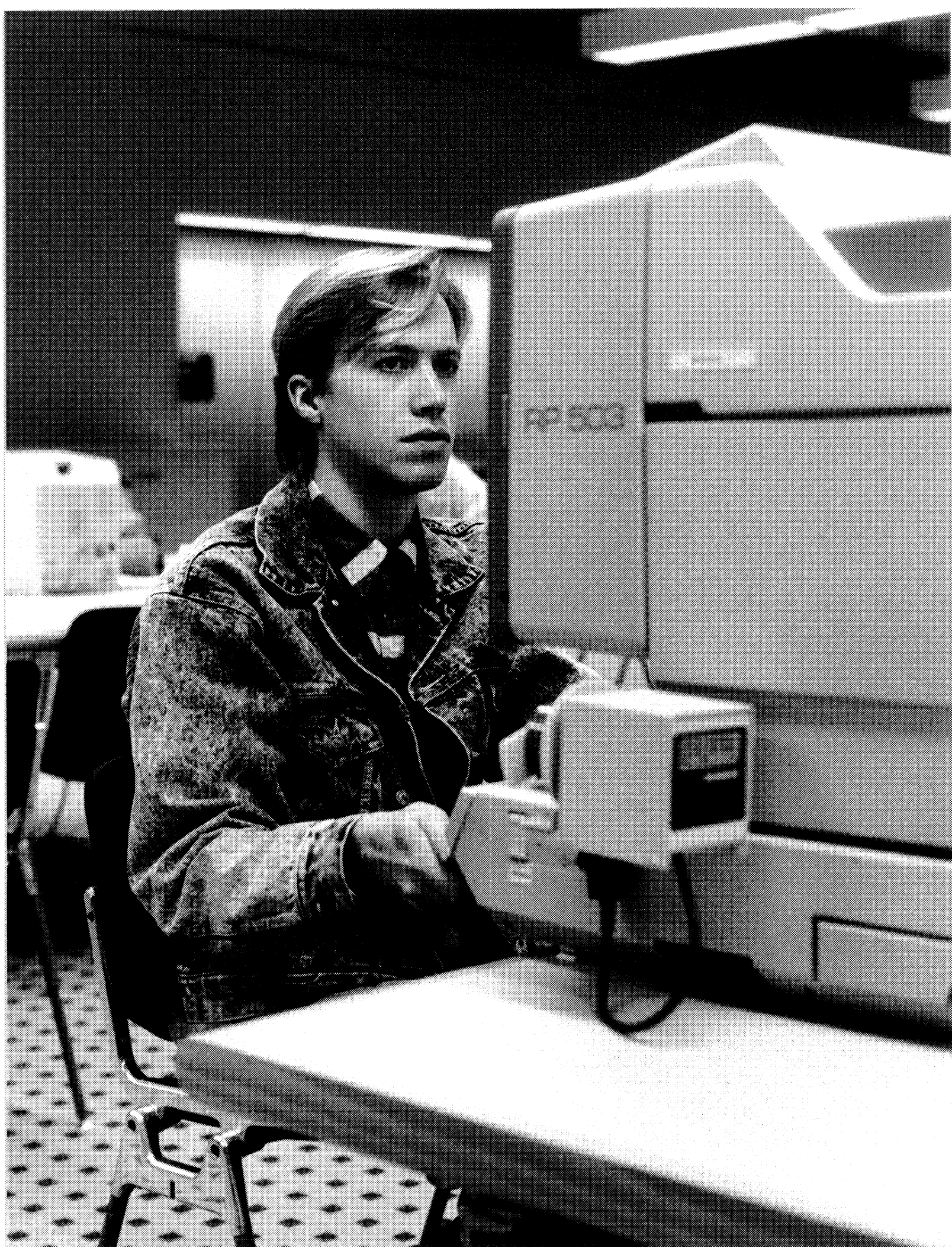
To capitalize on the increased School computing power, more than 300 hours of basic computing instruction were offered this year to faculty, staff, and students by Computing Services. A special DOS user guide was compiled and distributed to all faculty and staff to assist in the conversion from the BTOS operating system, and intensive training was provided to faculty secretaries on the new operating system. A number of MBA and BBA courses now use the lab networks to load special instructional software or spreadsheet templates for hands-on demonstrations throughout each term. Increasing instructional use of the labs is anticipated in the coming year as a result of the increased number of DOS and Macintosh systems available.

In the area of administrative computing, staff completed development of the new accounting module for the Executive Education Information System. This on-line information system is now fully functional, and additional modules and enhancements for the system are under development.

In the Kresge Library, there has been a similar emphasis on enhancement of the research and instructional activities of the School through the addition of several new CD-ROM systems, expanded instruction to classes and Executive Education seminars, and allocation of additional staff to support heavily used collections and services such as the highly popular Table of Contents and Document Retrieval Services for faculty.

The new CD-ROM systems provide Library patrons with access to references and abstracts of articles in psychology journals, articles in major U.S. newspapers, and financial data on American firms. Acquisitions of databases on CD-ROM now represent 12% of the Library's budget for materials. These new technologies are not only making it easier to do research but are also changing the role of librarians in the crucial interface between information and the end-user. In this role, the librarian is both teacher and technical specialist. An increasing amount of professional time is spent with researchers, providing instruction in search techniques and in answering technical inquiries regarding data manipulation, printing, and downloading.





The Library has also continued efforts to strengthen the research collection with acquisitions of major specialized sources such as *Spectrum 6*, which offers complete information on all insider ownership, and *Moody's Manuals on Microfiche*, which contains corporate histories, financial and operating data back to 1909. In other areas, there has been significant progress in the consolidation of records in preparation for automation, and discussions with vendors are underway regarding selection of a library automation system.

In addition to all of these activities within Computing Services and the Kresge Library, there has been major emphasis on organizational structure, policy development, and team building over the past year. The School's pioneering decision to establish an integrated information resources operation offers a unique opportunity to capitalize on the enormous capability offered by changing technologies. No resource is more vital for the learning and productivity of our students and faculty, and no area presents us with more high stakes choices about which technologies to acquire and how to use them for full effectiveness.

Over the past year, the Information Resources staff have begun to work together to assess needs and propose solutions. Plans are in place to provide integrated database support regardless of format or location, and hypertext applications are being developed to address the constant need for training of student employees in both the Library and Computing Services. The future information needs of the School are being analyzed in order to determine the appropriate networking and database infrastructure of the School. Statistics on library and computing use reflect changing trends in the way information resources are being used and indicate the continued and growing importance of these specialized resources and services to the students and faculty of the School.

INFORMATION RESOURCES, 1988-89

Kresge Library		Computing Services	
Collection		Computers — <i>by type</i>	
Total Volumes	207,000	DOS	362
Total Microforms	304,000	Macintosh	152
Information Services		BTOS	219
General Inquiries	7,100	Total	733
Reference Questions		Computers — <i>by location</i>	
Business School/UM	8,600	Student lab/instruction	164
Corporate	3,400	Faculty	229
Total	12,000	Staff/support	216
Online database searches	1,350	Research	124
Presentations/Instruction	95		
Circulation			
General	10,200		
Reserves	62,000		
Career Resources Center	16,600		
In-house usage	102,200		
Total	191,000		
Document Retrieval	10,700		

PLACEMENT

Twenty-one different career presentations were held by the Placement Office this year as part of its ongoing comprehensive program to help students find the very best jobs for their particular aspirations and skills.

Workshops for first-year MBA students and junior BBA students covered the major steps in the job search, beginning with self-assessment, and going on through resumé writing, cover letters, networking skills, and interviewing. Special strategy sessions were also held for evening MBAs and foreign business students.

The highly successful corporate mock interview program, now in its third year, allows students to do a mock interview with a corporate recruiter and receive feedback. These corporate mock interviews are available for the fields of banking/finance and marketing/advertising.

Job search presentations and career panels open to all business students included sessions where recruiters and Business School alumni shared advice about "The Flyback" and "Negotiating the Offer," as well as discussing specific opportunities in finance, consulting, and international business.

This year, 93% of MBA and 77% of BBA students worked in a professional position during the summer; 489 firms conducted a total of 14,085 interviews at the Business School; 60 companies interviewed at the Business School for the first time; and 132 firms recruited first-year students for summer internships. Fifty-six percent of MBAs chose to take positions in manufacturing and 44% took jobs in the service sector. For BBAs, 81% entered the service sector and 19% went into manufacturing.

The tables that follow will show you the breakdown of industries and salary ranges for graduates of the School in 1988-89.





THE MICHIGAN MBA SALARY STATISTICS 1988-89

	Median	Low	High	Percentage
Advertising	\$45,000	\$41,800	\$51,300	2
Aerospace/Electronics	\$45,700	\$42,000	\$70,000	3
Automotive	\$47,000	\$32,700	\$70,000	20
Chemical/Pharmaceutical	\$47,000	\$38,200	\$77,000	12
Commercial Banking	\$50,000	\$35,000	\$65,000	8
Computer	\$45,700	\$39,000	\$67,600	8
Consulting	\$50,000	\$35,000	\$98,000	14
Consumer Goods	\$47,300	\$32,500	\$60,000	10
Energy	\$43,000	\$41,000	\$55,300	2
Financial Services	\$50,000	\$38,000	\$86,000	4
Health Care	\$35,000	\$26,000	\$79,000	2
Investment Banking	\$62,500	\$45,000	\$75,000	6
Public Accounting	\$47,000	\$42,000	\$52,000	1
Real Estate	\$51,300	\$46,000	\$74,500	2
Retailing	\$52,900	\$43,200	\$95,000	1
Telecommunications	\$44,000	\$35,000	\$49,000	2
Other	\$50,800	\$39,800	\$58,500	3
				100%

THE MICHIGAN BBA SALARY STATISTICS 1988-89

	Median	Low	High	Percentage
Advertising	\$26,300	\$21,500	\$27,800	3
Aerospace/Electronics	\$27,000	\$26,100	\$27,500	3
Automotive	\$28,500	\$27,600	\$32,000	4
Chemical/Pharmaceutical	\$28,000	\$25,800	\$35,200	5
Commercial Banking	\$26,000	\$23,500	\$30,000	13
Computer	\$29,000	\$26,600	\$34,500	4
Consulting	\$28,200	\$26,000	\$30,000	4
Consumer Goods	\$29,000	\$28,000	\$29,500	2
Financial Services	\$28,000	\$21,000	\$48,000	6
Investment Banking	\$35,000	\$33,000	\$68,000	4
Public Accounting	\$27,500	\$21,000	\$35,500	44
Real Estate	\$28,500	\$26,000	\$31,000	2
Retailing	\$26,000	\$20,000	\$27,000	2
Other	\$26,900	\$23,500	\$37,300	4
				100%

COMPANIES RECRUITING AT THE BUSINESS SCHOOL 1988-89

Companies in boldface
are Intern Companies
+ New Companies

Abbott Laboratories
Air Products and Chemicals, Inc.
Airco Industrial Gases
Allied-Signal Inc.
American Airlines
American Cyanamid Co.
American Express Co.
American National Bank & Trust
Co. of Chicago
Ameritech Publishing, Inc.
Amoco Corp.
+ Amprotech, Inc.
Arthur Andersen & Co.
Anheuser-Busch Companies, Inc.
ARCO Chemical Co.
AT&T
Auto-Trol Technology Corp.
Automatic Data Processing, Inc.
Avery Co.
+ **Bain & Company, Inc.**
+ The Baker Financial Group
Bank of Boston
The Bank of New York
Bank One, Columbus, N.A.
Bankers Trust Co.
Batus, Inc.
Baxter Healthcare Corp.
BDO Seidman
Bechtel Group, Inc.
Beecham Products U.S.A.
Best Foods Baking Group
Blue Cross and Blue Shield
Association
Booz, Allen & Hamilton, Inc.
+ Borman's, Inc.
+ The Boston Consulting Group, Inc.
BP America Inc.
Bristol-Myers
Brown & Williamson Tobacco Corp.
+ **Burlington Industries, Inc.**
Burlington Northern Railroad
Leo Burnett U.S.A.
+ Campbell Soup Co.
Carnation Co.
+ Carrier Corp.
+ J. I. Case
+ Caterpillar Industrial Inc.
+ Central Mortgage Corp.
Central Transport, Inc.
The Chase Manhattan Bank, N.A.
Chemed Corp.
Chemical Bank
Chevron Corp.
Chrysler Corp.
CIGNA Corp.
Cintas Corp.
Citicorp/Citibank
+ Cleveland Consulting Associates
The Clorox Co.
Coca Cola USA
Combustion Engineering, Inc.
Comerica Inc.
Compuware Corp.
+ Comshare Inc.
+ Consec Capital Management, Inc.
+ Consolidated Rail Corp.
Continental Bank Corp.
Control Data Corp.
Coopers & Lybrand
Cresap Management Consultants
Cummins Engine Co., Inc.
Dana Commercial Credit
Dana Corp.
Dana Credit Corp.
D'Arcy Masius Benton & Bowles, Inc.
Dart Container Corp.
Data General
Dayton-Hudson Department Stores
DDB Needham Worldwide
Dean Witter Reynolds Inc.
+ Decision Resources Corp.
Deloitte Haskins & Sells
Digital Equipment Corp.
The DMW Group, Inc.
Donaldson, Lufkin & Jenrette
Securities Corp.
The Dow Chemical Co.
Dow Corning Corp.
The Drackett Co.
Drexel Burnham Lambert
Duff & Phelps Inc.
E. I. du Pont de Nemours & Co.
Eastman Kodak Co.
Eaton Corp.
Edwards Brothers, Inc.
Electronic Data Systems Corp.
Emerson Electric Co.
The Equitable Financial Companies
Ernst & Whinney
The Exchange National Bank of
Chicago
Exxon Co., U.S.A.
+ Federal Home Loan Bank of
Indianapolis
Federal-Mogul Corp.
Federal Reserve System
The Firestone Tire & Rubber Co.
First Bank System, Inc.
The First Boston Corporation
First Michigan Bank
First National Bank of Chicago
First of America Bank Corp.
FMC Corp.
Foote, Cone & Belding
Ford Aerospace Corp.
Ford Motor Co.
Ford Motor Credit Co.
Frito-Lay, Inc.
General Dynamics Corp.
General Electric Co.
General Foods Corp.
General Mills, Inc.
General Mills Restaurants, Inc.
General Motors Corp.
+ GM Hughes Electronics Corp.
Goldman, Sachs & Co.
The B.F. Goodrich Co.
+ W. W. Grainger, Inc.
Grant Thornton
GTE Corp.
Guardian Industries
Hallmark Cards, Inc.

- Harvard Management Co., Inc.
- + Haworth, Inc.
- + Hay Group, Inc.
- + G. Heileman Brewing Co., Inc.
- Helene Curtis, Inc.
- Heller Financial, Inc.
- Heublein, Inc.
- Hewitt Associates
- Hewlett-Packard Co.
- + Hitachi America, Ltd.
- Honeywell Inc.
- + Houlihan, Lokey, Howard & Zukin, Inc.
- + Household International
- Hughes Aircraft Co.
- IBM Corp.
- Information Resources, Inc.
- Intel Corp.
- International Investment Trust Company Ltd.
- International Paper
- + Investors Center Inc.
- James River Corp.
- Kenner Parker Toys Inc.
- + Key Plastics
- Kidder, Peabody & Co.
- Kimberly-Clark Corp.
- + Korn/Ferry International
- Kraft Inc.
- + Lante Corp.
- + Larimer & Co.
- Laventhol & Horwath
- Kenneth Leventhal & Co.
- Lever Brothers Co., Inc.
- Libbey-Owens-Ford Co.
- Eli Lilly & Co.
- Lincoln National Corp.
- Litton Industries, Inc.
- Macy's Northeast
- + Bernard L. Madoff Investment Securities
- Manufacturers National Bank of Detroit
- Manufacturers Hanover Trust Co.
- Marion Laboratories, Inc.
- Market Opinion Research
- Marriott Corp.
- The Mars Group
- Marshall Field's
- Masco Corp.
- Massachusetts Mutual Life Insurance Co.
- The May Department Stores Co.
- McDonnell Aircraft Co.
- McEndarffer, Hoke & Bernhard
- MCI Telecommunications Corp.
- McKinsey & Co., Inc.
- McMaster-Carr Supply Co.
- McNeil Consumer Products Co.
- Mead Corp.
- MEDSTAT Systems, Inc.
- Mellon Bank Corp.
- + Menasha Corp.
- Mercer Meidinger Hansen, Inc.
- Merck & Co., Inc.
- Merck Sharp & Dohme
- Meredith Corp.
- Merrell Dow Pharmaceuticals, Inc.
- Merrill Lynch & Co., Inc.
- Merrill Lynch, Pierce, Fenner & Smith Inc.
- Metropolitan Life Insurance Co.
- Richard Metzler & Associates
- Michelin Tire Corp.
- Michigan Bell
- Michigan National Bank
- Mobil Oil Corp.
- Monsanto Chemical Co.
- J. P. Morgan & Co., Inc.
- Morgan Stanley & Co., Inc.
- Motorola Inc.
- National Bank of Detroit
- National City Corp.
- National Futures Association
- National Steel Corp.
- NBD Grand Rapids, N.A.
- NCNB Corp.
- NCR Corp.
- Nestle Foods Corp.
- Nolan, Norton & Co.
- North American Co.
- Northern Telecom, Inc.
- The Northern Trust Co.
- The Northwestern Mutual Life Insurance Co.
- John Nuveen & Co., Inc.
- Old Kent Bank & Trust Co.
- Owens-Corning Fiberglas
- Peat Marwick Main & Co.
- Pennzoil Co.
- Pepsico, Inc.
- Peterson & Co. Consulting
- The Pillsbury Company
- Pittsburgh National Bank
- Plante & Moran
- PPG Industries, Inc.
- Price Waterhouse
- Prince Corp.
- + The Princeton Review
- The Procter & Gamble Co.
- Progressive Corp.
- Prudential Capital Corp.
- The Prudential Asset Management Co.
- Prudential Corporate Finance Group
- Prudential Financial Services
- The Prudential Realty Group
- The Prudential Insurance Company of America
- Pulte Home Corp.
- The Quaker Oats Co.
- + Quantum Chemical Corp.
- Raychem Corp.
- RJR Nabisco, Inc.
- Rochester Telephone Corp.
- Ross Roy Advertising
- Russell Reynolds Associates, Inc.
- Salomon Brothers Inc.
- Samsonite Corp.
- Sara Lee Corp.
- Saturn Corp.
- Schering-Plough Corp.
- + Scientific Atlanta
- + Sea-Land Corp.
- G. D. Searle & Co.
- Sears, Roebuck & Co.
- Security Pacific Merchant Bank
- Senn-Delaney Management Consultants
- + Shaw Industries, Inc.
- Smith Barney, Harris Upham & Co., Inc.
- Sony Corp. of America
- Southwestern Bell Corp.
- + Spectra-Physics, Inc.
- Spiegel, Inc.
- + E. R. Squibb & Sons
- Standard Textile Co.
- State Farm Insurance
- The State Teachers Retirement System of Ohio
- Steelcase Inc.
- Sterling Engineered Products
- The Stroh Brewery Co.
- + Stryker Corp.
- + Summit Resources Inc.
- + Systematics, Inc.
- Target
- + Tektronix, Inc.
- Texaco Inc.
- Texas Instruments Inc.
- J. Walter Thompson USA, Inc.
- Three M Co.
- TIAA-CREF
- Touche Ross
- Trammell Crow Co.
- TRW Inc.
- Uarco Inc.
- Union Pacific Railroad
- Unisys Corp.
- United Airlines
- United Research Co., Inc.
- U.S. Air Force
- U.S. General Accounting Office
- U.S. Navy
- United Technologies Corp.
- + United Telecommunication Inc.
- The University of Michigan
- The Upjohn Co.
- + Van Kampen Merritt Inc.
- Vantage Consulting Group, Inc.
- + Vickers, Inc.
- + Vlasic Foods, Inc.
- Volkswagen of America, Inc.
- Wang Laboratories, Inc.
- Warner-Lambert Co.
- + Wasserstein, Perella & Co.
- + Waste Management of North America, Inc.
- + Wells Fargo Bank
- Westinghouse Electric Corp.
- Whirlpool Corp.
- + Wolverine Investments, Inc.
- Xerox Corp.
- Arthur Young & Co.
- Zenith Computer Group
- + Ziulhof Associates
- + ZS Associates

ALUMNI RELATIONS

The School's emphasis on internationalization was carried out this year in alumni relations programming, with events being held in Honolulu, Paris, London, and Tokyo.

George Siedel, professor of business law who spent last year in England as a visiting fellow at Wolfson College, Cambridge, spoke on "Alternatives to Litigation" at an alumni meeting in London. In Tokyo, about 40 business school and other University of Michigan alumni gathered to hear Robert E. Cole, professor of business administration and sociology, talk on "Japanese Firms and the Meaning of Corporate Citizenship in the United States." Cole was spending his sabbatical year at Keio University under a Japan Foundation Fellowship.

Alumni in Paris met in June with Associate Dean Thomas Kinnear, and Hawaiian graduates enjoyed Associate Dean Ed Miller's visit in January. The two spoke briefly on what is happening at the Business School and the University.

Here at the School, our second Real Estate Forum was a big success, as alumni gathered to network with each other and to hear speakers on emerging trends in real estate. Our fifth Reunion Weekend was attended by more than 300 alumni and friends who attended the dinner Friday night, and a panel Saturday morning on "The Quality Movement in American Industry." These events were followed by a tailgate brunch and football game.

A special event this year was the celebration of Professor William A. Paton's 100th birthday. The School gave a party for him which was attended by more than 200 of his former students. Dean Whitaker presented him with scrapbooks containing birthday greetings and congratulations from more than 400 of his students and admirers.

PROFILE OF ALUMNI ACTIVITIES

Alumni Activities	1984-85	1985-86	1986-87	1987-88	1988-89
Number of Activities	30	27	29	35	32
Number of Participants	1571	1716	1845	2616	2190

1988-89 CALENDAR OF ALUMNI ACTIVITIES

SEPTEMBER

23
President's Club Breakfast
MBA Student/Alumni Forum

OCTOBER

7 & 8
Real Estate Forum
Ann Arbor

8
Saturday Morning at the
Business School
"Emerging Trends in
Real Estate"
Speakers:
Roslyn Payne, BBA '68
President, Jackson Street Partners
Arthur Solomon
Managing Director,
Drexel Burnham Lambert
Nancy Zak, BS '76, M Arch '78,
MBA '79
Vice President, First Fidelity
Mortgage Corporation

14
London Alumni Breakfast
with B. Joseph White,
Associate Dean

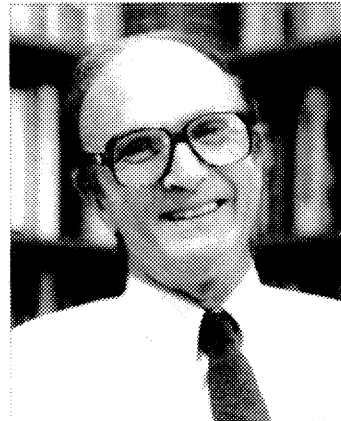
18
Twin Cities Reception
Joint with Engineering
and Medical Schools
with Dean Gilbert R. Whitaker

21
New York Alumni Luncheon
"Proxy Contests and Corporate
Governance"
Speakers:
Harry DeAngelo
Professor of Finance and Director,
The J. Ira Harris Center for the
Study of Corporate Finance
Linda DeAngelo
Arthur Young Professor of
Accounting

26
Grand Rapids Alumni
Luncheon
"Beyond the Right Stuff: Some
Thoughts on Entrepreneurial
Management"
Speaker:
John Tropman
Winner of the Zell-Lurie Award for
the Teaching of Entrepreneurship
Professor of Administration,
UM School of Social Work

26
Benton Harbor/St. Joseph
U of M Alumnae Club Dinner
Speaker:
Dean Gilbert R. Whitaker, Jr.

27
Birmingham U of M Alumnae
Club Dinner
Speaker:
Dean Gilbert R. Whitaker, Jr.



Edwin L. Miller

NOVEMBER

2
Chicago Alumni Luncheon
"Hemlines and Their Possible
Effect on the Market and
Corporate Activity"
Speaker:
J. Ira Harris, BBA '59

4
Alumni Society Board of
Governors' Meeting
Ann Arbor

4 & 5
Alumni Reunion Weekend
Ann Arbor

5
Saturday Morning at the
Business School
"The Quality Movement in
American Industry"
Speakers:
R. Eugene Goodson
Group Vice President & General
Manager, Johnson Controls
Edward E. Hagenlocker
Vice President & General
Manager, Truck Operations,
Ford Motor Company
B. Joseph White
Associate Dean, Michigan
Business School

JANUARY

6
Honolulu Breakfast
with Edwin L. Miller,
Associate Dean

14
Naples Alumni Reception
with Dean Whitaker

FEBRUARY

1
Denver Alumni Reception
with B. Joseph White,
Associate Dean

3
BBA Student/Alumni Forum

APRIL

7
Scholarship Dinner
Honoring Donors and
Recipients
Ann Arbor



William Cooke

MAY

4
Detroit Alumni Luncheon
"Union Management
Collaboration: New Partner-
ships or Going in Circles?"
Speaker:
William Cooke
Associate Professor of Human
Resource Management and
Industrial Relations

6
Alumni Society Board of
Governors' Meeting
Ann Arbor

17
Grosse Pointe Reception
with Dean Whitaker

23
Washington, D.C.
Alumni Luncheon
Joint with Law School
"The Restructuring of
Corporate America"
Speaker:
Michael H. Bradley
Everett E. Berg Professor of
Business Administration
Professor of Finance
Professor of Law

JUNE

2
Emeritus Reunion Lunch
and Dinner
Ann Arbor

13
San Francisco Alumni
Luncheon
"The Restructuring of
Corporate America"
Speaker:
Michael H. Bradley

13
Paris Alumni Breakfast
with Thomas C. Kinnear,
Associate Dean

15
London Alumni Breakfast
"Alternatives to Litigation"
Speaker:
George Siedel
Professor of Business Law

30
Tokyo Alumni Reception
"Japanese Firms and the
Meaning of Corporate
Citizenship in the U.S."
Speaker:
Robert E. Cole
Professor of Business
Administration and Sociology

JULY

14
100th Birthday Celebration
Honoring Professor Emeritus
of Accounting and Economics
William A. Paton

A new program, entitled "Partners in Excellence," has been established as the flagship for the Annual Fund, encouraging alumni and friends to consider a substantial increased investment in the Business School Fund. At the same time, a new recognition program has been established for alumni gifts of \$500 and above. The new program has three levels: Dean's Club (\$500-\$999); Dean's Circle (\$1,000-\$4,999); and Dean's Cabinet (\$5,000 and above). Matching gifts are included as well as multiple gifts received during the fiscal year. The list recognizing donors in this annual report includes these new categories.

Because the number of larger gifts to the Business School has grown steadily, the Annual Fund went over the \$1 million mark in April this year, which is the earliest time in any year that this point has ever been reached. The final tally for the year shows that 8,429 alumni and friends contributed \$1,425,503 to the Fund.

Another new and highly successful event this year was the first annual Michigan Business School Scholarship Dinner, held at the School in the spring. It brought the donors of scholarships, both individual and corporate, together with the students who hold those scholarships. Donors were delighted to meet "their" students, and student scholarship recipients were glad to meet and be able to thank in person, those who were helping to finance their education.

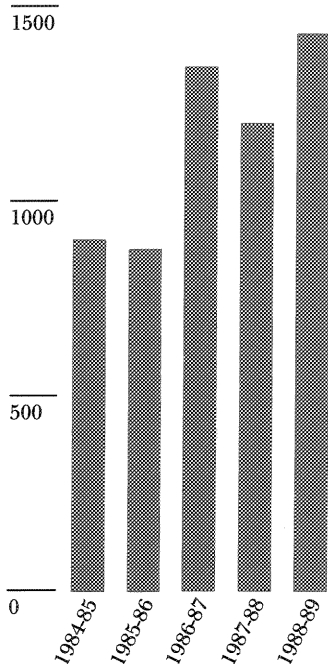
A dinner in honor of Everett E. Berg, whose generous gift to the School established the Everett E. Berg Professorship in Business Administration, was held in San Francisco this year with Sanford Robertson, national chair for the Annual Fund, as host. Among the guests was Michael H. Bradley, the first recipient of the Berg professorship, who holds a joint appointment with the Business School and the Law School.

A new scholarship in honor of Douglas A. Hayes, professor emeritus of finance, was established this year with a gift of \$75,000 by Security Bancorp on the occasion of Professor Hayes' retirement from their board of directors. The scholarship will go to a second-year MBA student interested in pursuing a career in banking.

The corporate community continues to play an important role in the School's development program through membership in the Associates Program; the Affiliate Program of the J. Ira Harris Center for the Study of Corporate Finance; support of the Global Leadership Program; and the Manufacturing Forum. Several corporations have also established special scholarship programs and supported faculty research efforts. The School's corporate friends are listed on pages 84 and 94.

Volunteers have been invaluable in explaining needs for support to their fellow alumni. Our regional phonathons and the student pledge effort rely on the work of volunteers, both alumni and students. Volunteers also serve as members of our advisory boards. The names of our Annual Fund volunteers are listed on page 56.

ANNUAL FUND SUPPORT
Total in Thousands



TOTAL BUSINESS SCHOOL ANNUAL FUND SUPPORT*

	<i>Amount Donated</i>					
	1983-84	1984-85	1985-86	1986-87	1987-88	1988-89
Alumni	\$441,000	\$538,000	\$522,000	\$ 795,000	\$ 720,000	\$ 866,594
Non-Alumni	\$383,000	\$363,000	\$354,000	\$ 547,000	\$ 475,000	\$ 558,909
Total	\$824,000	\$901,000	\$876,000	\$1,342,000	\$1,195,000	\$1,425,503

	<i>Number of Donors</i>					
	1983-84	1984-85	1985-86	1986-87	1987-88	1988-89
Alumni	4,600	5,200	4,900	5,800	5,200	6,790
Non-Alumni	900	1,000	1,000	1,325	1,315	1,639
Total	5,500	6,200	5,900	7,125	6,515	8,429

*Figures include annual gifts to the Business School Fund, departmental funds, and accounting firm professorships.

TOTAL PRIVATE SUPPORT

	<i>Amount Donated</i>					
	1983-84	1984-85	1985-86	1986-87	1987-88	1988-89
Alumni	\$1,180,000	\$1,229,000	\$ 926,000	\$1,663,700	\$1,830,350	\$1,708,800
Non-Alumni	\$3,645,000	\$3,917,000	\$3,062,500	\$3,756,200	\$2,817,200	\$2,904,234
Bequests		\$ 104,000	\$ 50,000	\$ 70,000	\$ 184,900	\$ 57,900
Total	\$4,825,000	\$5,250,000	\$4,038,500	\$5,489,900	\$4,832,450	\$4,670,934

	<i>Number of Donors</i>					
	1983-84	1984-85	1985-86	1986-87	1987-88	1988-89
Alumni	4,850	5,450	5,180	6,083	5,415	7,015
Non-Alumni	1,550	1,650	1,380	1,895	1,760	2,036
Total	6,400	7,100	6,560	7,978	7,175	9,051

THE STUDENT PLEDGE PROGRAM

The Student Pledge Program tradition, started in 1980 by two MBA students eager to launch an effort to support the School, successfully completed its tenth year. Forty-four MBA/MAcc students and nineteen BBA students provided the leadership for the three-week campaign. Since 1980, more than \$722,000 has been pledged to the Business School Annual Fund. The pledges are paid during the years following graduation.

Members of the Student Development Advisory Board were central to the success of the Student Pledge Campaign. This group met regularly during the fall, discussing with administrators their interests and views regarding opportunities for growth in the areas of placement, admissions, media relations, development, and alumni relations. Preparations for the Campaign began in December.



STUDENT PLEDGE CAMPAIGN

Co-Chairs: Keith Sanders, BBA, Ed Torres, MBA

Campaign Committees

Publicity	Kickoff	Campaign Table
Jeff Jezerc	Mary Anawalt	Laura McGregor
Millicent Lawson	Beth Cuddohy	Christa Dennard
Judy Rosen	Helen Davies	
Sarah Rusher	Melissa Drakos	
Anne Sigillito	Cynthia Mah	
Alexandra Warren	Don Parsons	
	Garfield Phillpotts	
	Ellen Wiskind	

Co-Chairs also worked with each of the three committees in making key decisions about the Campaign.

Campaign Volunteers

MBA/MAcc Campaign Volunteers		BBA Campaign Volunteers
*Mary Anawalt	Tim Marvin	*Beth Cuddohy
Diana Aixala	Sarah Maugh	Helena-Maria Dekker
Yvette Ballard	*Jeff McDonnell	*Christa Dennard
*Helen Davies	*Laura McGregor	Mark Dixon
Jim DePina	Catherine Park	*Melissa Drakos
Robert Elieff	*Don Parsons	Deborah Eig
Marty Friedman	Kathleen Roarty	John Geddes
Kurt Gerber	*Richard L. Robinson	Jim Hobbs
Paul Greifenberger	Jim Roche	Tina Kivimae
Monica Griesdorn	Judith Rosen	*Millicent Lawson
*Ken Goldstein	Larry Rosolowski	Cindy Leung
Greg Hathcock	Daina Schmidt	*Garfield Phillpotts
David Hearn	Bill Schwartz	*Sarah Rusher
Daniel Isola	John Swain	*Keith Sanders
Meredith Jacobson	*Rod Swope	*Andrew Sherman
*Jeff Jezerc	*Ed Torres	*Anne Sigillito
*Sanjiv Khattri	*Jeff Unruh	Alan Sobel
*Joe Koch	Holly Van Deursen	Peter Spender
*Tonya Lyles	Jeanne Wilt	*Alexandra Warren
Rod MacKay	*Ellen Wiskind	
*Cynthia Mah	*Carl Woodmore	
Kathy Marryat	*Chris Wylie	

*Also served as a member of the Student Development Advisory Board.

1989

STUDENT

PLEDGE

PARTICIPANTS

Elaine Rashid Abdu
 Rosa Maria Abello
 Robert Lee Adams
 James Philip Agah
 Steven Agran
 Adam Agranoff
 Diana Aixala
 Lisa Allison
 Maureen Altermatt
 Stephen Altman
 Mary Kerr Anawalt
 Steven Anderskow
 James Anderson
 Stephen Andrews
 Timothy Arbuckle
 John Arenas
 Philip Avesian
 Salvador Avila-Sanchez
 Diane Marie Babala
 Irene Bacolor
 Christopher Baechler
 Debra Ann Baker
 Linda Ann Baker
 Yvette Ballard
 Marco Barbaro
 Andrea Parks Bare
 Dale Steven Bauman
 Brian Bazzett
 Peter A. Blakey
 Michael Beam
 Charles Becher
 Kelly Sean Beck
 Richard Mark Bega
 Brian David Beitz
 Jodi Deborah Berger
 William Bernstein
 Pamela Sue Bethune
 Paul J. Bishop
 John F. Bitzer
 Jeffrey Boettcher
 Suzanne Bolander
 Stephen Ray Bolze
 Jill Melissa Borin
 Marina Borsini
 Kristin Borsvold
 Patrick Boushka
 Laura Brackenridge
 Ronald Bradfish
 Colin Michael Brakke
 Noel Brisson
 David Arnold Brown
 John Paul Buenneke
 Hector Bultynck
 Mark Henry Burks
 Jon Marc Bylsma
 Charlene Marie Carey
 John Edwin Carlson
 Juan Jose Carosso
 William Casperson
 Taesun Cha
 Yao Wah Chang
 Richard Jay Chelec
 Christopher Chin
 Ricardo Cipicchio
 Marie Nina Claypool

Glenn David Clowney
 Johnny Li Co
 William D. Cohen
 David Felton Cole
 Mary Coleman
 Michelle Corey
 George Louis Cotter
 Mark Cratsenburg
 Victor Csendes
 Stephan Paul Cubba
 Beth Ann Cuddohy
 Hugh Cummins III
 Craig Daniels
 Helen Jane Davies
 John Davies
 Andrew Jon Davis
 Michael Davis
 Mark De Bruyn
 Helena-Maria Dekker
 Pablo de la Hoya
 Christa Dennard
 James Corey de Pina
 Anthony Di Giovanni
 Paul Dilworth
 Mark Charles Dixon
 Jeffrey Branson Dobbs
 Jon Jeffrey Donnell
 Joseph Richard Douglas
 Melissa Ann Drakos
 William Henry Duff
 Paul Daniel Eagleton
 Deborah Sue Eig
 Robert Steven Elieff
 Joseph Emanuelli
 Barbara Ann Esteves
 John Martin Evans
 Thomas Joseph Fencil
 Kathryn Denise Fields
 Thomas Edward Finan
 David Lawrence Fine
 Timothy Flannery
 Keung Fong
 Thomas Earl Frazier
 Martin Friedman
 Michael George Fuoti
 David Ralph Ganser
 John F. Geddes
 Elizabeth Gehring
 Mark William Gendron
 Lisa Anne George
 Kurt Robinson Gerber
 Edmund Geschickter, Jr.
 Saurav Ghosh
 Gary William Goebel
 Denise Goff
 Rajiv Gogia
 Felecia Golden
 Kenneth Goldstein
 Sarayu Gopal
 Paul Greifenberger
 Monica Griesdorn
 Fermin Pedro Guerra
 Cheryl Louise Guettler
 William Howard Gust
 William Haberman

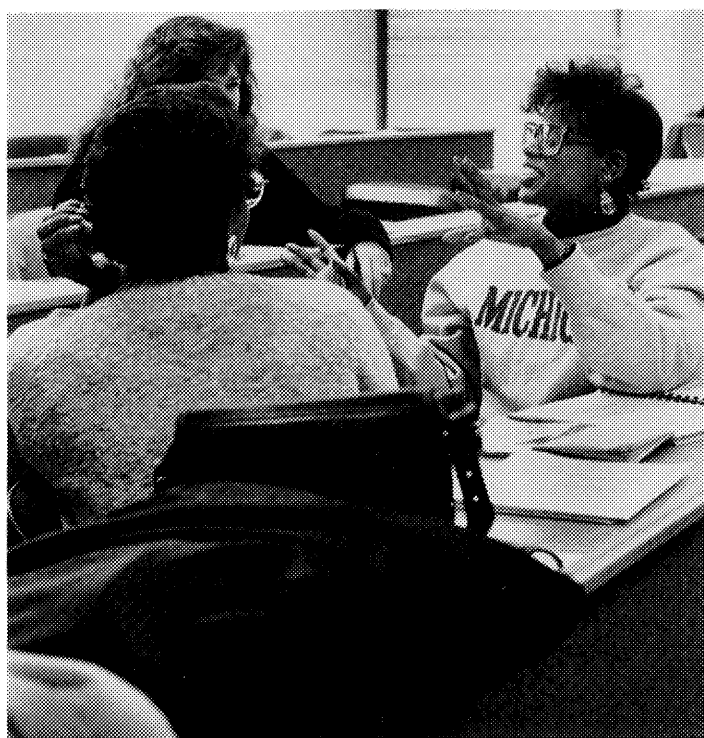
Elizabeth Hagenian
 James Robert Hagerott
 Faiz Hakim
 Mitchell Graham Hall
 David James Hardy
 Nancy Lyn Harlan
 Dean Perry Harlow
 Thomas Harrison
 Rolando Taufic Hasbun
 Gregory John Hathcock
 Kathryn Hay-Roe
 David Charles Hearn
 Loren Verne Heckelman
 James Hellmich
 Pablo Juan Hernandez
 Angela Renee Hinton
 Jonathan Hirschmann
 James Evan Hoffman
 Carla Edith Holder
 Gerald Hoskins
 Mary Louise Hoyos
 Jacheng Hsu
 Bruce Ward Hurd
 Jeffrey Hurley
 Lisa Susan Ironside
 Daniel Joseph Isola
 Judy M. Jbara
 Meredith Jacobson
 Diane Kay Janke
 Lori Sue Jasperse
 Dean William Jeffery
 Jeffrey John Jezerc
 Donald Andrew Jobe
 Thomas Anthony Jodway
 Cynthia Berry Jones
 Travis Day Jones
 William Keith Judice
 Steve Keller
 Paul Kelly, Jr.
 Matthew Alan Kenkel
 Sanjiv Khattri
 Steve Arthur Kinne
 Masaaki Kitamura
 Michael Kitz
 Kristina Kivimae
 Kris Klemenok
 Scott Martin Klepper
 Thomas Klingler
 Ronald Dean Kobler
 Joseph Koch
 Abhijit Kothari
 Janet Kropa
 Craig Lewis Kruman
 Jeffrey Tsang-Hui Ku
 Nancy Ellen Kubiak
 Sandeep Kulkarni
 Laura Ann Kundtz
 Mark Steven Kuzlik
 Heidi Sherin Lapides
 David Lawrence
 Millicent Ann Lawson
 Marcia Layton
 Rafael Lefkovic
 Douglas Le Master
 Michael Lennington

William Paul Leskee
 William E. Lew
 Houghton Lewis
 Krista Lynn Lewis
 Jeffrey Paul Lippert
 Lisa Michelle Loesch
 James M. Loree
 Jose Eduardo Lozano
 Gregory Lucarelli
 Darice Claire Lulko
 Joseph Lunghamer
 Maureen Louise Lynch
 David MacDonald
 Sharon Annette Mack
 Rodric Andrew MacKay
 Don William MacRae
 Cynthia F. Mah
 Mark Peyton Mahoney
 John Sterling Malnor
 Shinichi Mameuda
 Marco Marcon
 Magdalena Marriott
 Kathleen Marryat
 Linda Morley Marshall
 Timothy Marvin
 Pradeep Marwaha
 Rick Rikio Matsumoto
 Sarah Lynne Maugh
 Glen Matthew Maurer
 Vida McCray-Gardner
 Jeffrey McDonnell
 Laura Ann McGregor
 Ann McKinley
 Timothy McLaughlin
 Robin Denise McLemore
 Jeffrey McMullen
 Princeton Kurt McNeley
 Dinesh Mehta
 Susan Beth Meyer

Ernest Miller
 Sanjay Mirchandani
 Fujio Mochizuki
 Steven Reid Mohn
 Jane Elizabeth Monto
 Lisa Gail Mordis
 Katharine Morey
 Grant John Murray
 Sanjeev Prem Nagraath
 Gary James Nakpairat
 Debbie Nemacheck
 George Joseph Nolan
 Rogelio Nores
 Christopher Nystuen
 Celeste Victoria Oda
 Maeve O'Higgins
 James Ong
 Carol Tatsuko Ozaki
 Robert Ross Palmer
 Chaliya Panupong
 Dennis John Papalois
 Catherine Park
 Donald Parsons
 Timothy Perry
 Michael Pezzetti
 Kristin Phillips
 Garfield Phillpotts
 Eric Scott Pomerantz
 Ramon R. Pont
 Holly Ann Poolman
 Gerald Brian Porrett
 Aldo Portales
 Thomas Price
 Theresa Ann Puff
 Mark Delbert Pyke
 Michael Ira Rachlin
 George T. Raney
 John George Ravis
 Sanjay G. Reddy

Alan Joel Redmer
 Michael James Redick
 Randall Scott Remahl
 William Richards
 Charles Richardson
 Peter Nathan Rigby
 Kathleen Anne Roarty
 Robert Robinson
 James Chapman Roche
 Judith Lynn Rosen
 Keith Rosenthal
 Larry Rosolowski
 David Ronald Rowe
 Nancie Anne Rowe
 Debra S. Rubinfeld
 Michael Rutkowski
 Robert James Sabo
 Charles Sadosky
 Gregory Saffee
 Kathleen Sample
 Keith Sanders
 Lisa Sanders
 Sanjiv Sanghvi
 Stephen Todd Schaefer
 Craig Alan Schmatz
 Daina Schmidt
 Paul Eric Schneir
 Karen Sue Scholl
 Christopher Schroll
 William Schwartz
 Mark Louis Seiler
 Shaun Sensiba
 Thomas Shapton
 Thomas John Shea
 William Sheets
 Robert Shilakis
 Roger Shubert
 Douglas Alan Sibert
 Anne Sigillito
 Robert Simon
 Scott Simon
 Leslie Sinsheimer
 Michael Skaff
 David Lee Slopsema
 Charles Smith
 David Alan Smith
 Melissa Smith
 Edward Snelgrove
 Lawrance Snowden
 Alan David Sobel
 Eric Robert Solomon
 Laura Krebs Spence
 Julie A. Spencer
 Peter Spender
 Karen Stamos
 Robert Daniel Starr
 Brian George Stein
 Michael Stencil
 Whitney Stolz
 Scott Stubbs
 John Wesley Swain
 Rodney Dale Swope
 Rameen Tabatabaian
 Takanao Takahashi
 Shern Liang Tan

Benjamin Andrew Taub
 Luiz Felipe Tavares
 John Gerard Tavery
 Veneeta Renee Taylor
 Choo Huang Teoh
 Artur Terner
 Theodor Theoharis
 Michael Kent Thomas
 Darryl Tolbert
 Alek Tolchinsky
 Samuel Edward Torres
 Peter David Trager
 Joseph Tuczak
 Kevin Anthony Twardy
 Jim Tyler
 Evan Elliot Unger
 Jeffrey Arlen Unruh
 Victoria Usherenko
 Pieter Van Der Poel
 Holly Van Deursen
 Erik Velastegui
 Joseph Verga
 Phillip David VerLee
 George James Vrabeck
 Stein Christian Waage
 Steven Alan Wagman
 Angela Renee Walker
 Patrick Michael Walsh
 John Patrick Ward
 Alexandra Warren
 Carl Warschausky
 Mark Lloyd Wasden
 Evan Wayne
 Thomas Paul Weeks
 Don Weintraub
 Martin Joseph West
 Barry T. Whall
 Kent C. Whitehead
 James Dennis Wilde
 Nathan Paul Wilke
 Thomas Wilkins
 Bernadette Williams
 Dollie Williams
 Roderick Wilson
 Jeanne Marie Wilt
 Ellen Joan Wiskind
 Man To Wong
 Carl Duane Woodmore
 Scott David Wyler
 Christopher Wylie
 Christine Wyllie
 Kathy Lin Yang
 Vera Soyung Yu
 Lawrence David Zabel
 Sheryl Leigh Zeldes
 Gwendolyn Zeno
 Ned Mitchell Zerwic
 Thomas Bruce Zorn
 Karin Zuckerman



SOURCES AND USES OF FUNDS

OPERATING FUNDS

SOURCES	1987-88	%	1988-89	%
University General Fund (a)				
Direct Allocation	\$12,921,800	41.4	\$15,309,500	40.2
Other Support (staff benefits, plant operations, MTS, etc.)	3,970,500	12.8	4,386,600	11.5
Executive Education Programs	9,172,900	29.4	12,542,600	33.0
Research Grants & Activities	747,300	2.4	574,100	1.5
Gifts and Bequests (Expendable)	2,247,500	7.2	2,504,500	6.6
Investment Income (Expendable)	1,525,700	4.9	2,032,100	5.3
Departmental Activities	593,200	1.9	724,300	1.9
Total Sources	<u>\$31,178,900</u>	<u>100.0</u>	<u>\$38,073,700</u>	<u>100.0</u>
USES				
Instructional Programs				
Faculty & Staff Compensation	\$10,186,300	32.7	\$11,414,400	30.0
Executive Education Programs	7,313,000	23.4	8,805,600	23.1
Research Activities	1,614,300	5.2	2,594,300	6.8
Academic Support				
Library	1,145,800	3.7	1,230,700	3.2
Computing Services	1,566,200	5.0	1,769,800	4.6
Faculty Support (includes student assistants, travel, prof. dev.)	526,000	1.7	647,400	1.7
Graduate Student Aid				
Ph.D. (including tuition grants)	1,856,600	6.0	2,021,300	5.3
MBA	1,204,700	3.9	1,571,800	4.2
Student Services & Placement	844,300	2.7	999,500	2.6
External Relations & Development	1,011,200	3.2	1,014,600	2.7
Other Operating Costs				
Facilities, including utilities	1,916,300	6.1	1,892,400	5.0
Miscellaneous Operations	640,600	2.0	617,500	1.6
Operations Subtotal	29,825,300	95.6	34,579,300	90.8
Other Transfers				
To Endowment Funds	554,000	1.8	1,709,800	4.5
To Building/Equipment Funds	306,200	1.0	1,232,800	3.2
Subtotal Uses	<u>30,685,500</u>	<u>98.4</u>	<u>37,521,900</u>	<u>98.5</u>
INCREASE (DECREASE)				
IN OPERATING FUND BALANCES	<u>493,400</u>	<u>1.6</u>	<u>551,800</u>	<u>1.5</u>
Total Uses	<u>\$31,178,900</u>	<u>100.0</u>	<u>\$38,073,700</u>	<u>100.0</u>

(a) Tuition and fee revenues generated by Business School students and courses are estimated at \$15,970,000 in 1987-88; and \$18,760,000 in 1988-89.

ENDOWMENT AND LOAN FUNDS

	Student Loan Funds	Funds Functioning As Endowment	Endowment	Totals
BEGINNING BALANCES, July 1, 1988	<u>\$1,110,276</u>	<u>\$9,191,699</u>	<u>\$7,601,595</u>	<u>\$17,903,570</u>
ADDITIONS				
Gifts and Bequests	3,100	1,000,519	208,059	1,211,678
Investment Income	52,754	603,100	452,925	1,108,779
Transfers from (to) other funds	<u>(4,224)</u>	<u>1,709,828</u>	<u>—</u>	<u>1,705,604</u>
Subtotal	51,630	3,313,447	660,984	4,026,061
DEDUCTIONS				
Transfers to expendable accounts	<u>—</u>	<u>619,985</u>	<u>449,804</u>	<u>1,069,789</u>
ENDING BALANCES, June 30, 1989	<u>\$1,161,906</u>	<u>\$11,885,161</u>	<u>\$7,812,775</u>	<u>\$20,859,842</u>

NOTE: Estimated market value of Funds Functioning as Endowment at June 30, 1989 \$14,706,000
 Estimated market value of Endowment Funds at June 30, 1989 \$10,970,300
 Total estimated market value of Endowment Funds at June 30, 1989 \$25,676,300

BUILDINGS AND EQUIPMENT

SOURCES	1987-88	1988-89
Gifts (Cash and In-kind)	\$ 976,600	\$ 666,600
Investment Income	211,800	215,700
Transfers from Operating Funds	306,200	1,231,800
Other Intrafund Transfers	<u>422,700</u>	<u>266,800</u>
Totals	<u>\$1,917,300</u>	<u>\$2,380,900</u>
USES		
Construction and Minor Renovations	\$1,764,600	\$ 311,600
Equipment	152,700	1,369,500
Increase in fund balances for debt retirement and future projects	<u>—</u>	<u>699,800</u>
Totals	<u>\$1,917,300</u>	<u>\$2,380,900</u>

THE DEVELOPMENT ADVISORY BOARD

ROBERT L. HOOKER (Chairman)
President
Transnational Motors, Inc.

LOUIS G. ALLEN
*Executive Vice President—Finance,
and Director of Corporate Development*
Beznos-Beztak Companies

ARTHUR P. BARTHOLOMEW
Consultant
Ernst & Whinney

ROBERT M. BROWN
President
Monroe Management Company

MICHAEL J. CALLAHAN
*Executive Vice President—
Grocery Specialties*
The Quaker Oats Company

PETER F. DE VAUX
*Executive Vice President
and Chief Financial Officer*
Chiat/Day

JOHN R. EDMAN
Chairman
General Motors Acceptance
Corporation

STANLEY D. FRANKEL
Frankel Associates

GWAIN H. GILLESPIE
Executive Vice President—Finance
UNUM Corporation

CARLETON H. GRIFFIN
Professor of Accounting
The University of Michigan

BARNETT C. HELZBERG, JR.
Chairman
Helzberg Diamond Shops, Inc.

THOMAS H. JEFFS II
Vice Chairman
National Bank of Detroit

DOHN L. KALMBACH
General Partner
Berman-Kalmbach

LEON J. LEVEL
Chief Financial Officer
Computer Sciences Corp.

FRED L. LEYDORF
Managing Partner
Hufstedler, Miller, Kaus & Beardsk

RAY E. NEWTON, JR.
Newton & Company

SANFORD R. ROBERTSON
Partner
Robertson, Stephens & Company

JONATHAN P. RYE
Partner
The Hadronix Group

DAVID T. SHELBY
President
ICM Industries, Inc.

JOEL D. TAUBER
President
Tauber Enterprises

DOUGLAS E. VAN SCOY
Lake Forest, Illinois

GARY T. WALTHER
Managing Director
Shearson Lehman Hutton Inc.

RONALD N. WEISER
Chairman and Chief Executive Officer
McKinley Associates, Inc.

FRANK T. WESTOVER
Senior Vice President and Controller
Whitman Corporation

BRUCE ZENKEL
President
McKinley Allsopp
Capital Holdings, Inc.

THE ALUMNI SOCIETY BOARD OF GOVERNORS

KEITH ALESSI, MBA '79
Executive Vice President
Farm Fresh Supermarkets, Inc.

FRED BRODSKY, MBA '67
President
International Investment Advisors

DIANA S. DONAHUE, BBA '75
President
Dioptics Medical Products

MARTIN EDWARDS, BBA '53, MBA '54
President
Edwards Brothers

E. ANN FINLAYSON, MBA '75
Partner
Deloitte Haskins & Sells

STEPHEN E. FRANK, MBA '72
Executive Vice President and CFO
TRW Inc.

JOHN HARRIS, MBA '60
Vice President
Barnes, Morris & Pardoe Inc.

E. JAN HARTMANN, MBA '58
Chairman of the Board
President
Ziebart International

PAUL S. HOGE, BBA '81
Associate Broker
Signature Associates

CHARLES H. IHLING, MBA '79
General Manager and Administrator
Bosley Medical Group

DAVID KILBURY, MBA '72
Managing Partner
Delta Consulting Group

BRUCE E. KROPSCHOT, BBA '62,
MBA '63
President
Kropschot Financial Services

BARBARA J. MAHONE, MBA '72
General Director of Personnel
Inland Fisher Guide Division, GMC

JOHN H. MCCARTHY, MBA '68
Partner
Coopers & Lybrand

SHARON MEADOWS, MBA '76
Managing Director
First Boston Corp.

JAMES A. PARSONS, MBA '81
General Partner
Regional Financial Enterprises

STEPHEN A. PERRY, Executive Program
Director—Purchasing and Logistics
Timken Company

BONNIE R. PROCTOR, MBA '74
Regional Vice President
Bank of America

NICHOLAS J. RADELL, MBA '56
Vice President—Director
Cresap McCormick & Paget

LUCY J. REUBEN, MBA '74, Ph.D '81
Vice President
Financial Research Associates

DRUCILLA ANN RICHARDS, MBA '82
Partner
Trammell Crow Company

ROBERT G. SEGEL, MBA '69
Managing Director
Tucker Anthony & R. L. Day

C. WENDELL TEWELL, MBA '70
Managing Director
Matrix Leasing Int.

KEITH WALDROP, MBA '71
Caine Gressel Midgley Slater, Inc.

WARREN P. WILLIAMSON III, MBA '54
President
WKBN Broadcasting Corporation

MICHAEL WILSON, BBA '84
Controller
Detroit Tigers—John E. Fetzer

ROBERT L. WILSON, MBA '64
Partner
Arthur Andersen & Company

THE VISITING COMMITTEE

The Visiting Committee for the School meets twice a year to consult with and give advice to the Dean about the overall program and plans for the School. Composed of distinguished corporate executives, it is an invaluable aid in assessing the School's standing and progress.

The members are:

TERENCE E. ADDERLEY
President
Kelly Services, Inc.

FREDERICK M. ALGER
President
Fred Alger & Company, Inc.

DARRYL F. ALLEN
President and
Chief Executive Officer
TRINOVA Corporation

EDMUND M. CARPENTER
Chairman and
Chief Executive Officer
General Signal Corporation

WILLIAM DAVIDSON
Chairman, President, and
Chief Executive Officer
Guardian Industries Corporation

ROGER T. FRIDHOLM
President
The Stroh Brewery Company

BERT A. GETZ
President
Globe Corporation

ALLAN D. GILMOUR
Executive Vice President—
Corporate Staffs
Ford Motor Company

PAUL B. GORDON
President
Gordon Food Service

TODD W. HERRICK
President and
Chief Executive Officer
Tecumseh Products Company

JESSE HILL, JR.
President and
Chief Executive Officer
Atlanta Life Insurance Company

WILLIAM E. HOGLUND
Executive Vice President
General Motors Corporation

JAMES H. KEYES
President and
Chief Executive Officer
Johnson Controls, Inc.

JOHN W. MADIGAN
President and
Chief Executive Officer
Chicago Tribune Company

DONALD R. MANDICH
Chairman
Comerica Incorporated

JOHN P. MCANDREWS
Retired Group Vice President—
Automotive Products
Du Pont Company

VINCENT R. McLEAN

SOUTHWOOD J. MORCOTT
President and
Chief Executive Officer
Dana Corporation

JOHN C. MORLEY
President and
Chief Executive Officer
Reliance Electric Company

ROBERT G. NICHOLS
Partner
Price Waterhouse

WILLIAM U. PARFET
Corporate Executive Vice President
The Upjohn Company

ROSLYN B. PAYNE
President
Jackson Street Partners, Ltd.

FRANK P. POPOFF
President and
Chief Executive Officer
The Dow Chemical Company

JOHN PSAROUTHAKIS, Ph.D.
Chairman and President
J.P. Industries, Inc.

STEPHEN M. ROSS
President
The Related Companies Inc.

GERALD E. SCHULTZ

CECE SMITH
Partner
Phillips-Smith Specialty Retail Group

PHILIP L. SMITH
Former Chairman and
Chief Executive Officer
Pillsbury Company

LAWRASON D. THOMAS
President
Amoco Oil Company

W. PAUL TIPPETT
President
Springs Industries, Inc.

JAMES A. UNRUH
President and
Chief Operating Officer
Unisys Corporation

C. J. VAN DER KLUGT
President
Philips Industries

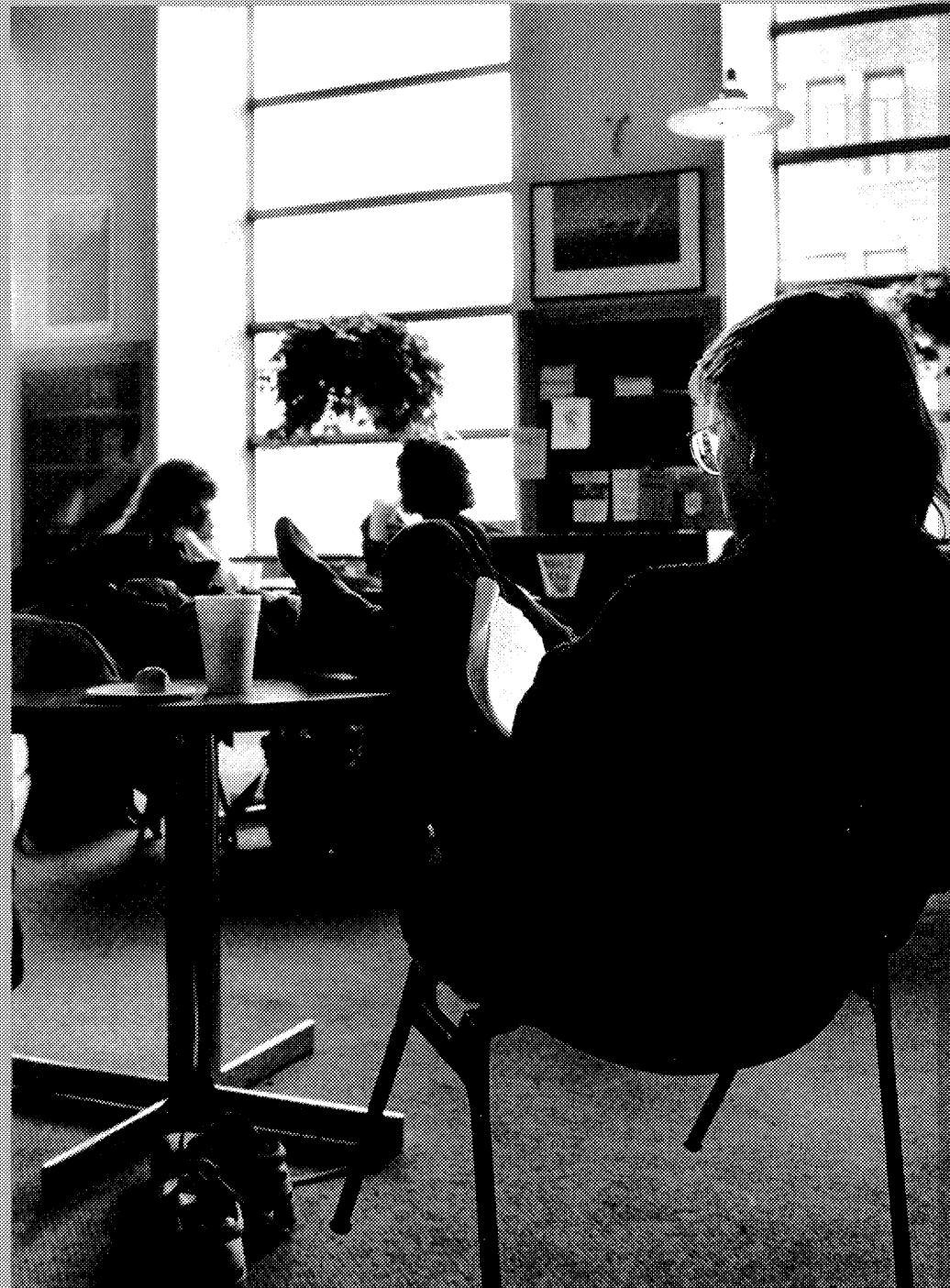
AMNUAY VIRAVAN, Ph.D.
Chairman of the Executive Board
Bangkok Bank Limited

H. MARTIN WESTFALL
Vice Chairman
Coopers & Lybrand

PRIVATE SUPPORT OF
THE BUSINESS SCHOOL

THE HONOR ROLL OF DONORS

The following list includes all gifts and pledge payments made to the Business School from July 1, 1988 through June 30, 1989.



Every effort has been made to ensure the accuracy of this list. If you find that your name has been misspelled, omitted or incorrectly listed, please let us know so that corrections can be made in future publications and in our office records.

ANNUAL FUND VOLUNTEERS

NATIONAL CHAIR

SANFORD R. ROBERTSON, BBA '53,
MBA '54
Partner
Robertson, Stephens & Company

REGIONAL VOLUNTEER PROGRAMS

CHICAGO

JAMES E. HAYES, MBA '55
Co-Chair
Chairman, Executive Vice President
Hayes & Griffith, Inc.

RICHARD C. SLAYTON, MBA '65
Co-Chair
President
Slayton International Inc.

KENNETH J. ASHLEY, MBA '66
Treasurer
Covia Partnership

MARY N. BRADBURY, BBA '57,
MBA '58
Real Estate Broker
Merrill Lynch Realty

THOMAS B. CASE, BBA '54, MBA '58
Vice President
Smith Barney Harris & Co.

THOMAS C. CASSIDY, MBA '81
Vice President
Brauvin Real Estate Funds

MICHAEL P. GOLDSMITH, MBA '79
Heller Financial, Inc.

THOMAS C. KENNEDY, BBA '68,
MBA '72
Manager
Arthur Andersen & Co.

NICHOLAS J. RADELL, MBA '56
Vice President/Director
Cresap, Towers Perrin Co.

JOHN E. SCHIPPEL, BBA '56, MBA '59
First Vice President
Homart Development Co.

JOHN H. SHUEY, MBA '70
Senior Vice President
AM International

JOHN THIEME THOMAS, BBA '57,
MBA '58
Managing Partner
Ward Howell International Inc.

GARY T. WALTHER, MBA '63
Managing Director
Shearson Lehman Hutton, Inc.

DETROIT

ADOLPH T. SILVERSTEIN, BBA '49
Chair
Retired, Vice President—Controller
Fruehauf Corporation

STEPHEN H. EPSTEIN, BBA '64
Partner
Coopers & Lybrand

STANLEY FRANKEL, BA '63, MBA '64
Frankel Associates

PAUL S. HOGE, BBA '81
Associate Broker
Byron W. Trerice Company

M. JANE KAY, MBA '63
Vice President, Administration
Detroit Edison

MICHAEL J. LA LONDE, BBA '73
Assistant Corporate Controller
Fruehauf Corporation

A. H. MAGNUS, JR., BBA '53,
MBA '54
Partner
Jenkins, Magnus, Volk & Carroll

JOHN C. MARSH, BA '61, MBA '66
Account Executive
First of Michigan Corporation

ROBERT T. TORKELSON, MBA '67
Ford Motor Company

GEORGE R. TROOST, BBA '49,
MBA '50
Auditor
General Motors

MARK R. VOIGHT, BBA '65, MBA '66
President
Satellite Bowl

MORLEY A. WINOGRAD, BBA '63
National Marketing Director
AT&T Company

ERWIN B. WITTUS, BBA '49, MBA '50
Parker Wittus & Company

NEW YORK

DOHN L. KALMBACH, BBA '60,
MBA '62
Chair
General Partner
Berman, Kalmbach & Company

JOHN A. EMMERLING, BBA '60
Chairman
John Emmerling Inc.

A. MARSHALL ACUFF, JR., MBA '66
Senior Vice President and
Managing Director
Smith Barney

MELVIN S. BERNHAUT, MBA '55
Senior Vice President
Shearson Lehman Hutton

JAY M. COURAGE, MBA '77
Vice President
Salomon Brothers

E. ANN FINLAYSON, MBA '75
Partner
Deloitte Haskins & Sells

FRANK J. FOLZ III, MBA '76
Vice President
Tucker, Anthony & R. L. Day

ALAN BRUCE GELBAND, BBA '65,
MBA '67
President
Alan Gelband Company

MICHAEL F. JOHNSON, BBA '54
Senior Vice President
Joseph P. Kennedy Enterprises

R. TIMOTHY LEEDY, BBA '57
*Junior Vice President/
Associate Publisher*
Financial World Magazine

SALLY ODLE, MBA '77
Manager
IBM Corp.

G. LEONARD TEITELBAUM, BBA '64,
MBA '65
*First Vice President—
Securities Research*
Merrill Lynch World Finance Center

LISA B. WEINSTEIN, MBA '83
Manager, Finance Analysis
Sulzer Brothers, Inc.

AT LARGE VOLUNTEERS

KEITH E. ALESSI, MBA '79
Executive Vice President
Farm Fresh Supermarkets, Inc.

PETER FORDNEY DE VAUX, BBA '66,
MBA '70
*Executive Vice President and
Chief Financial Officer*
Chiat/Day, Inc. Advertising

JOHN R. EDMAN, BBA '50, MBA '51
Chairman
General Motors Acceptance
Corporation

JOHN A. HARRIS, BA '58, MBA '60
Vice President
Barnes, Morris & Pardoe, Inc.

JOHN H. MCCARTHY, MBA '68
Partner
Coopers & Lybrand

COMPANY GROUPS PROGRAM

WILLIAM J. BUFE, BBA '69, MBA '72
Partner
Plante & Moran

CHICAGO PHONATHON

GEORGE W. KNOLL, MBA '85
Co-Chair
Brand Manager
Kraft Inc.

PAUL E. MOKDESSI, MBA '87
Co-Chair
Foreign Exchange Trader
First National Bank of Chicago

FRANK T. WESTOVER, BBA '61,
MBA '62
Host
Vice President, Controller
Whitman Corporation

JOEL L. BAYER, MBA '88
Senior Analyst
The Equity Group

BRIAN F. CAMINER, BBA '83
Attorney
Adams Fox Adelstein & Rosen

STEPHEN N. CONTROULIS, MBA '88
Associate
First National Bank of Chicago

JAMES M. GLAZER, MBA '88
Tax Associate
Arthur Young & Co.

STEVEN D. GROSSMAN, MBA '88
Marketing Assistant
Quaker Oats Company

CHARLES G. HEISINGER, JR., MBA '79

LISA B. KAUFMAN, BBA '87
Financial Consultant
Deloitte Haskins & Sells

JACQUELYN A. LEVIN, MBA '87
Management Consultant
McKinsey

LEONARD HILL LILLARD IV, BS '78,
MBA '87
Associate Investment Manager
Prudential Capital Corporation

RICHARD S. ORLOV, BBA '88
Staff Accountant
Arthur Andersen & Co.

JEFFREY E. PRICE, MBA '87
Brand Assistant
Kraft Inc.

STACEY J. PROBST, MBA '88
Market Research Analyst
Quaker Oats Company

ZACHARY E. SAVAS, BBA '85
Associate
Citicorp Investment Bank

JAMES R. SITTLINGTON III, MBA '86
Associate
Morgan Stanley & Co.

JON C. TOPP, BBA '85, MAcc '85
Senior Financial Analyst
Travelers Relocation Co.

GORDON V. TUCKER, MBA '86
Stockbroker
Kidder & Peabody

MARK D. WYCKOFF, BBA '84
Manager
Citicorp Mergers & Acquisitions



GIFT RANGE REPORT 1988-89

Every effort has been made to ensure the accuracy of this list. If you find that your name has been misspelled, omitted or incorrectly listed, please let us know so that corrections can be made in future publications and in our office records.

GIFT RANGE \$100,000 & Above

Everett E. Berg
William Davidson
Ford Motor Company
Fund
Janet Frane
General Motors
Foundation, Inc.
Stephen M. Ross
Unisys Corporation
Westinghouse Furniture
Systems
Whirlpool Foundation

GIFT RANGE \$50,000-99,999

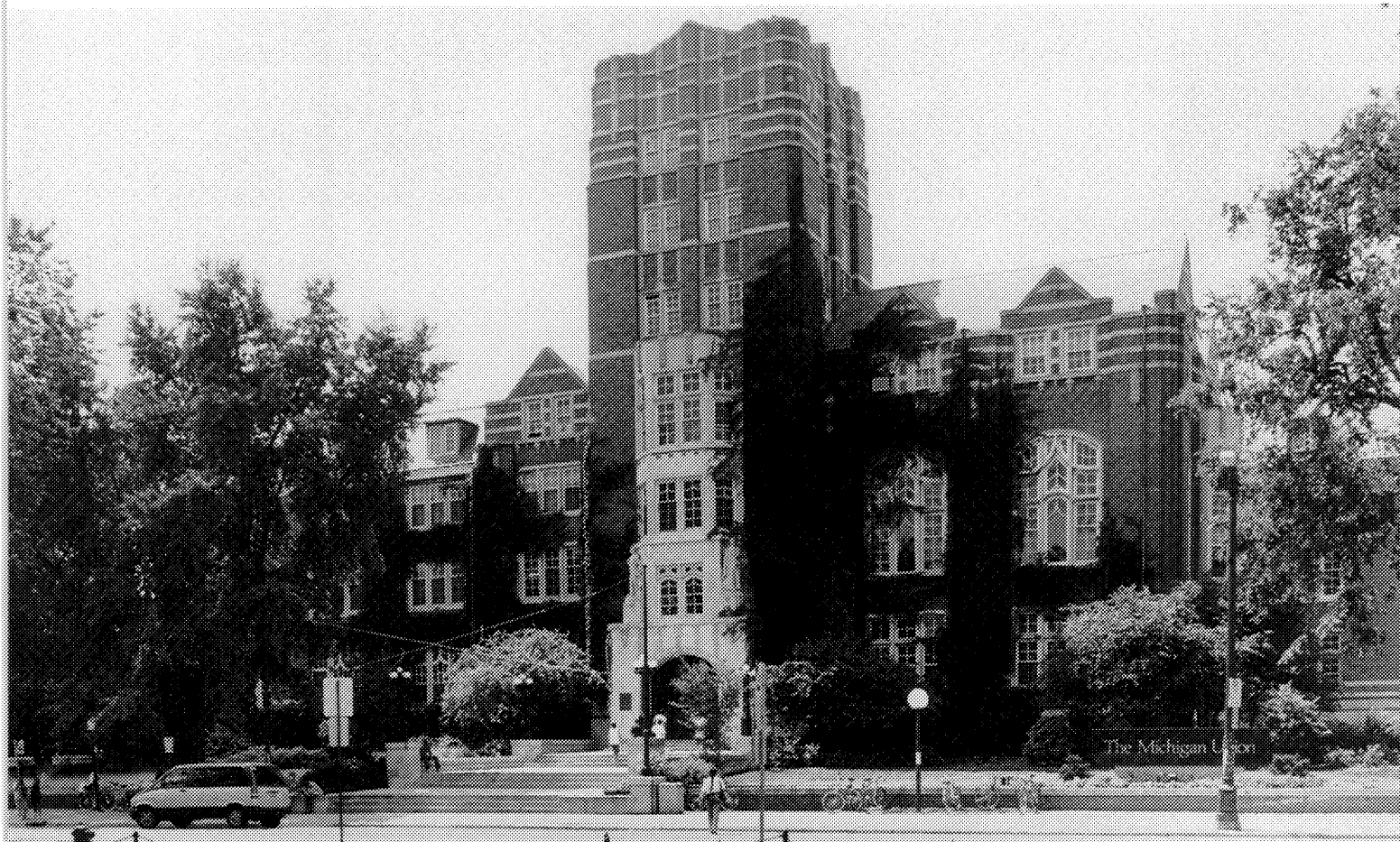
Arthur Andersen &
Company Foundation
Apple Computer, Inc.
Carl & Isabelle Brauer
Citibank, N.A.
Mr. & Mrs. Robert Harris
Lurie
Security Bank & Trust
Mr. & Mrs. Samuel Zell

GIFT RANGE \$25,000-49,999

Albert Bradley Estate
Chrysler Corporation
Fund
Comshare, Incorporated
Deloitte Haskins and Sells
Foundation
Ernst & Whinney
Foundation
International Business
Machines Corporation
J. W. & Ida M. Jameson
Foundation
The James S. Kemper
Foundation
Kraft Foundation
Vincent R. McLean
National Bank of Detroit
Price Waterhouse
The Procter & Gamble
Fund
The Quaker Oats
Foundation
Sanford R. Robertson
Sara Lee Corporation

GIFT RANGE \$20,000-24,999

Beecham Group PLC
Headquarters
BP America, Inc.
The Chase Manhattan
Bank
The Dow Chemical
Company Foundation
Eastman Kodak Company
Exxon Chemical Company
Exxon Education
Foundation
Lawrence M. Goodspeed
Estate
GTE Foundation
Hitachi, Limited
Honda Motor Company,
Ltd.
Honeywell Bull Inc.
Johnson Controls
Foundation
Minnesota Mining &
Manufacturing
NEC Corporation
Nippon Life Insurance
Company
Peat Marwick Foundation
Alfred P. Sloan Foundation
Sony Corporation



This list includes all gifts, pledge payments and corporate matching funds received by the Business School from July 1, 1988 through June 30, 1989

GIFT RANGE
\$15,000-19,999

The Bristol-Myers Fund,
Inc.
William N. Brown
Dow Chemical U.S.A.
E. I. du Pont de Nemours
& Co.
Fiat S.P.A.
General Electric Company
Mr. & Mrs. Robert L.
Hooker
Barnett C. Helzberg
Merck & Company, Inc.
MichCon Foundation
Monroe-Brown
Foundation
Seiko Instrument
Westinghouse Educational
Foundation
Frank & Barbara Westover

GIFT RANGE
\$10,000-14,999

Allied-Signal Foundation
Leo Burnett Foundation
Emily C. Chang
Citicorp/Citibank
Oscar Henry Feldman
Fruehauf Corporation
Donald C. Hayden
IC Industries, Inc.
ITT Corporation
KPMG Peat Marwick
Benard L. Maas
Foundation
Mazda Distributors Great
Lakes
Meijer, Incorporated
Mid America Institute for
Public Policy Research
Dorothy Navle Estate
Owens-Corning Fiberglas
Corporation
Parker-Hannifin
Foundation
D. Ann Pearson
Donald R. Shepherd
The Stroh Brewery
Company
Touche Ross & Company
Mr. & Mrs. Lynn A.
Townsend
The Upjohn Company
Gilbert & Ruth Whitaker
Whitman Corporation
Foundation
Zenith Radio Corporation
Lois & Bruce Zenkel
Helen & Tom
ZurSchmiede, Jr.

GIFT RANGE
\$5,000-9,999

William J. Adams
Allen Bradley Corporation
American Cyanamid
Company
American Electric Power
Service
Anjoy Marketing
Consultants, Inc.
Andrew P. Barowsky
Batten, Barton, Durstine
and Osborn
Russell S. Bishop III
Stephen J. Bloom
Buhr Foundation
Donald S. Chisholm
Comerica, Incorporated
Cummins Engine
Company, Inc.
Louis B. Cushman
The George H. Deuble
Foundation
Peter Fordney DeVaux
Mrs. Grant A. Dibert
Donnelly Corporation
Gunter Dufey
John R. & Betty B. Edman
Ervin Industries, Inc.
Figgie International
Roderick John Finlayson
First Bank System, Inc.
General Mills, Inc.
Charles H. & Susanne T.
Gessner
Gulf + Western
Foundation
Hallmark Cards,
Incorporated
Hewlett-Packard Company
J. P. Industries, Inc.
John E. Jacobs
Jacobson Stores Realty
Company
Charles R. Jaskolski
Knape & Vogt
Manufacturing
Company
Eli Lilly & Company
Little Family Foundation
Mr. & Mrs. Paul F. Lorenz
Bernard L. Madoff
Judd D. Malkin
Marsh & McLennan
Companies Inc.
Martin Marietta Energy
The May Stores
Foundation, Inc.
John P. McAndrews
Paul W. McCracken
McGraw Foundation
Merrill, Lynch, Pierce,
Fenner & Smith, Inc.

Michigan Bell Telephone
Company
Northern Telecom, Inc.
James W. Pierpont
The Pillsbury Company
PPG Industries, Inc.
The Quaker Oats
Company
Edward F. Redies
Foundation, Inc.
Francis E. Ross
Mr. & Mrs. Richard N.
Sarns
Shearson Lehman Hutton
Inc.
SPX Corporation
Steelcase, Incorporated
Clinton F. Stimpson III
Joel D. Tauber
TRW, Inc.
Union Pump Company
United Technologies Corp.
Gary T. Walther
Whirlpool Corporation
Xerox Corporation
The Arthur Young
Foundation

GIFT RANGE
\$2,500-4,999

Terence E. Adderley
The Air Products
Foundation
Keith E. Alessi
Alexander & Alexander
of Michigan
American Express
Foundation
John G. Baab
Arthur P. Bartholomew, Jr.
Melvin S. Bernhaut
H. Glenn Bixby
Bozell, Jacobs, Kenyon and
Eckhardt, Inc.
Robert P. Briggs
Michael J. Callahan
Paul B. Campbell
David E. A. Carson
Thomas B. & Janet B.
Case
Ralph G. Conger, Jr.
Coopers & Lybrand
Foundation
Cummins Engine
Foundation
Michael G. Dodgson
Doty Family Foundation
LeRoy A. Engelhardt
Federal Signal
Corporation
Robert M. Finlayson

**GIFTS MADE
IN MEMORY OF . . .**

William M. Adams
Ralph O. Amsden
Howard R. Beatty
Dwight F. Benton
Edna Biederman
Gerald E. Browne
Clyne Crawford
D. Scott Davison
Ralph DeSimone
Carl Fischer
Robert E. Frane
Thomas Gies
Clare E. Griffin
Frank Halpern
Stephen J. Hannagan
Blane C. Ingram
Lemuel L. Laing
Thomas William Leabo
Benard L. Maas
Samuel Maza
Dr. John Riegel
David Malcolmson Scott
Ethel Silver
Ann Strager
Lucille Wagner
Merwin H. Waterman
J. Philip Wernette
Doris B. & Frank O.
Westover
David W. Wiens
Ross Wilhelm
Bernard Zell

**GIFTS MADE
IN HONOR OF . . .**

Douglas A. Hayes
Paul W. McCracken
William A. Paton
D. Maynard Phelps
Wilbur K. Pierpont
James C. Pilcher

**GIFTS RECEIVED
FROM THE
ESTATES OF . . .**

Albert Bradley
Lawrence Goodspeed
Dorothy Navle
Milton E. Stover

This list includes all gifts, pledge payments and corporate matching funds received by the Business School from July 1, 1988 through June 30, 1989.

First National Bank of
Chicago Foundation
Stephen E. Frank
John M. Freud
Genentech, Inc.
Genesis Foundation
Gwain H. Gillespie
Allan D. Gilmour
Goldman Sachs Money
Markets
John C. Grant
Howell Industries, Inc.
James W. Huttenlocher
Richard P. Huttenlocher
John M. Jenks
John E. Keilly
Milton G. Kendrick
The Kidder Peabody
Foundation
Sara Lee Foundation
Lincoln National Life
Insurance Co.
William A. Mamrack
Douglas Cove McClintock
Minnesota Mining and
Manufacturing
Morgan Stanley & Co., Inc.
John C. Morley
George J. Mutter

Robert D. Neary
Samuel I. Newhouse
Foundation, Inc.
Robert Grant Nichols
George A. Nicholson III
Julius A. Otten
Randolph C. Paschke
Pepsico, Inc.
Peterson & Co. Charitable
Foundation
William F. Piper
PPG Industries
Foundation
Thomas T. Prancing
Pure-Pak, Inc.
Hyman Sapakie
Mr. & Mrs. Richard Schacht
Robert W. Scharff
Robert G. Segel
George V. Sherman, Jr.
Jackson W. Smart, Jr.
Thomas G. Stafford
E. Dexter Thede
Robert P. Thome
Touche Ross & Company
Union Pacific Corporation
USX Corporation
Mr. & Mrs. Edward H.
Wahtera

Bruce Jay Wasserstein
B. Joseph White
Edmund J. & Mary Alice
Whiting Foundation

GIFT RANGE **\$1,500-2,499**

Byrle M. Abbin
Morton L. Allardice
Leroy F. Anderson
AT&T Foundation
P. Thomas Austin
BASF Corporation
Peter S. Bauer
Linda Du Ross & Charles
Becher
Bell & Howell Foundation
Thomas B. Bender
Richard H. Benson
Frederick W. Bernthal
Gregory F. Bevis
Ronald M. Biamonte
Alan J. Blair
Marianne Gellatly Brackey
Robert S. Bradley
Michael J. Brenner
Bob M. Brown

Gerald R. Brundle
The Buffalo Evening
News, Inc.
Edmund M. Carpenter
James C. Carson
Citibank (Delaware)
The Clorox Company
Commonwealth Edison
Company
Continental Illinois
Foundation
Clayton P. Cormier
Robert H. Cox
George Henry Cress
John James Cross
James E. Daverman
John E. Davis
Peter C. Dendrinis
The Detroit Edison
Foundation
Jeffrey Richard Diehl
Charles J. Digate
William T. & Mary Hunter
Dobson
Donald A. Dubois
The Dun & Bradstreet
Corporation Foundation
Robert C. Emde
Douglas M. Esper
First Boston Foundation
Trust
Stuart Roger Frankel
General Electric
Foundation
Arne G. Gittleman
Goldman Sachs Fund
R. Eugene Goodson
Lawrence J. Grajewski
Carleton H. & Mary Lou
Griffin
GTE Service Corporation
Robert D. Gustine
Glenn E. Guthrie
James Haugh
Prof. & Mrs. Douglas A.
Hayes
James E. Hayes
John G. Hill
Robert M. Hoffer
James A. Hogan
Jonathan F. Haber
Paul F. Ierman
Fred E. Ittner
Norman A. Jones
Michael R. Julien
M. Jane Kay
Richard G. Knapp
R. Paul Kors
R. Timothy & Lynn A.
Leedy
Tim J. Lynch
William R. MacKay
Robert E. Malitz
James R. Martin, Jr.



This list includes all gifts, pledge payments and corporate matching funds received by the Business School from July 1, 1988 through June 30, 1989

Mr. & Mrs. Harlan H. Maurer
 McKinley Properties
 Mr. & Mrs. Randall S. Meadows
 Richard L. Measelle
 Brian M. Miller
 Gary J. Miller
 M. Ross Miller
 L. Joe Moravy
 Theodore L. Mullett
 Leslie A. Murphy
 National City Bank
 NBD of Ann Arbor
 The N.C.R. Foundation
 Michael Meehan Nesbitt
 Ray E. Newton, Jr.
 The Northern Trust Company
 Sally Odle
 Thomas W. Ostrander
 Packaging Corporation of America
 George A. Peapples
 People's Bank-Bridgeport
 Perry Drug Stores
 Don V. W. Person
 Alan & Mildred Peterson
 Wilbur K. Pierpont
 Sidney L. Pilson
 Allan T. Popelka
 Peter R. Powell
 Russell Reynolds Associates, Inc.
 Catherine S. Ritchie
 James River Corporation
 RJR Nabisco
 Terry M. Saigh
 Rudy A. Salvette
 William E. Schiller
 Mark H. Schlenderer
 Edward M. Schreck
 Scientific Brake & Equipment Company
 Will Scott
 Chester P. Shelly
 John L. Smucker
 Gerard H. Spencer
 Milton E. Stover Estate
 Robert I. Stricof
 Stryker Corporation
 G. Leonard Teitelbaum
 W. Bruce Thomas
 Time, Incorporated
 TPF&C, a Towers Perrin Company
 John R. & Georgene M. Tozzi
 George R. Troost
 TRW Foundation
 George H. Tucker
 Alston K. Twiss
 Mr. & Mrs. Richard E. Van House

Peter C. Van Hull
 Burton J. & Marilyn H. Vincent
 Ronald N. Weiser
 Steven R. White
 Warren & J. D. Williamson
 Robert L. Wilson, Jr.
 Erwin Bud Wittus
 William A. Wood
 The Xerox Foundation
 Paul A. Yhouse
 Michael J. Young

GIFT RANGE
\$500-999

Daniel Abelman
 Earl B. Abramson
 A. Marshall Acuff, Jr.
 Timothy Robert Adams
 Kedrick D. Adkins
 Aetna Industries, Inc.
 Angelo A. Agnello
 Richard B. Ainsworth, Jr.
 Rhenus H. Alderman
 Kenneth R. Alfred
 Charles M. Allmand
 Yukio Amano
 AMR/American Airlines Foundation
 American Express Minnesota Foundation
 Amoco Foundation, Inc.
 Susan K. Amster
 James R. & Lois K. Anderson
 Michael O. Anderson
 Thomas K. Andison
 Caryn K. Antoniacchi
 Jeffrey P. Ashpitz
 James F. Attaway
 Linda S. Awrey
 William A. Babbitt
 Wilbert M. Bailey
 Kenneth B. Baim
 Robert H. Baranek
 Robert F. Barnett III
 Robert P. Barnsdale
 Mario B. Barone
 Andrew R. Bass
 James E. Bayson
 Stephen J. Beauchamp
 James C. Beblavi
 Robert Richard Becker
 Bellsouth Corporation
 George Hedley Bennett
 Marian J. Berg
 S. M. Berger & Company, Inc.
 Lee P. Berlin
 George B. Berridge
 Andre R. Biane
 Charles W. Binder

David L. Bittker
 Gerald & Carole Biwer
 William E. Bjork
 William J. Blanton
 Thomas E. Bliska, Jr.
 James Bodurtha, Jr.
 Richard S. Borst
 Donna S. Bosshard
 Mary N. Bradbury
 A. K. Brandt
 Harry A. Brattin
 Paul S. Brentlinger
 Paul A. Bringer
 William R. Britton, Jr.
 Arnold Broser
 The Brunswick Foundation, Inc.
 David S. Bryan
 BT Foundation
 David L. Bundy
 David V. Burchfield
 Robert J. Burgstahler
 Thomas H. Burr
 William G. Byrnes
 Maryann Caballero
 James L. Caldwell IV
 Mary Lincoln Campbell
 Michael T. Campbell
 Mr. & Mrs. Robert M. Campbell
 Campbell Soup Company
 Philip J. Carlson
 David L. Carpenter
 Timothy R. Cash
 Thomas C. Cassidy
 Cass T. Casucci
 David C. Chabut
 Champion International Corp.
 Chevron U.S.A., Inc.
 Chicago Pacific Charitable Fund
 Francis C. Chuba
 Cipher Data Products, Inc.
 The Citizens and Southern Fund
 Joseph F. Clark
 Dana J. Collins
 Vic Conant
 Mr. & Mrs. L. Thomas Conlin
 Consolidated Papers Foundation, Inc.
 Consumers Power Company
 Continental Illinois National Bank & Trust
 Robert A. Cooch
 Bruce Lee Cook
 William B. Corlis
 F. M. Cornwell
 William J. Cowlin
 Jack L. Crawford
 Allen R. Crossman

Crum & Forster Corporation
 Gary & Deborah Fisher
 William B. Curlee
 Dennis T. Currier
 Dana Corporation Foundation
 William T. Darnton
 Dean Witter Reynolds, Inc.
 John P. Degnan
 Robert J. Delonis
 Deluxe Corporation Foundation
 Robert W. Denner
 Gerald F. Dewhirst
 O. K. Dieckmann
 George V. Diedrick
 Digital Equipment Corporation
 David A. DiLaura
 Dobson-McOmber Agency, Inc.
 Dennis J. Dooley
 David A. Doran
 Glenn R. Doshay
 Donald B. Doubleday
 Donald A. Dubois
 Edward C. Dudley
 Ecolab Foundation
 Edwards Brothers, Incorporated
 Lewis S. Elieff
 H. Jay Elliott
 John F. Eman
 Shirley J. Emerson
 John A. Emmerling
 Lionel I. Endsley
 Robert A. Englander
 Russell L. Epker
 Jacques P. Espinasse
 John W. Evans
 John H. Evenhouse
 Richard L. Fairchild
 Douglas E. Featherstone
 Thomas M. Fiedler
 Stephen D. Field
 Rodney R. Filcek
 Richard O. Fine
 Jeffrey Arvin Fink
 Donald S. Finkelman
 Sarah Jean Finlayson
 First Bank System Foundation
 First National Bank of Boston
 Alan D. Fitch
 Charles D. Friedstat
 Howard Dale Fulsher
 E. Ann Gabriel
 Garden State Val Pak
 Steve Gasper
 Paul Keith Geiger
 The General Foods Fund, Inc.

General Signal Corporation	Burr G. Joslin	Ann Katherine Marshall	William A. Petzold III
Robert M. Gilhooley	JSJ Corporation	Charles R. Martin	Phoenix Mutual Life
Richard M. Gold	James B. Judd	D. James & Diane M. Martin	Insurance Company
Carol A. Goldberg	Robert E. Kahng	Martin Marietta	Alison Baute Pierce
Lynda & Joel Goldschein	Roger W. Kallock	Corporation Foundation	Waino H. Pihl
Mr. & Mrs. Michael E. Good	Daniel O. Kane	Earl J. Mast	The Pillsbury Company
Thomas K. Goodale	Robert J. Keeney	Jack Daniel McCarthy	Foundation
Raymond M. Gordon	Thomas C. Kennedy	Herbert L. McCoy	Gary A. Pines
Philip M. Goy	Stuart G. Kent	Dennis P. McCrary	David Anthony Plastino
Grace Foundation, Inc.	Michael F. Killeen	Patricia A. McGraw	Charles R. Plumb
John H. Graves	Sheldon Andrew King	Clyde E. McKenzie	Richard T. & Sherry S. Potchynok
Peter Everett Greer	William K. King	McMaster-Carr	Don G. Powell
John Greifenberger	Mr. & Mrs. Thomas C. Kinnear	Joanne T. Meagher	Robert W. Pratt, Jr.
Kenneth M. Grekin	William R. Kinney, Jr.	Ernest R. Menchinger	Nick G. Preda
Virgil Eber Grenewetzki	Alan T. Kirby	Thomas L. Meredith	Price Waterhouse
Jerald L. Griffin	Kirkland and Ellis Foundation	Robert B. Mersereau	Foundation
Robert W. Gruber	Robert J. Klein	Richard J. Metzler	Robert J. Primeau
William John Gruhlke	David E. Knoll	Edwin L. Miller	J. Robert Prince
Gary L. Habegger	Lincoln M. Knorr	Norman S. Miller	John Stevens & Bonnie Proctor
Maurice S. Hahn	Michael S. Koencke	Kendall A. Mills, Jr.	The Prudential
Richard S. Hait	Edward F. Korff III	Lawrence C. Mitchell	Foundation
William K. Hall	C. Andrew Kostrevagh	Joseph Mocerri	The Prudential Insurance
Earl G. Hamilton	William M. Kramer	Richard C. Moore	Company of America
Michael A. Hamilton	Joseph F. Kurucz	Richard D. Moore	Robert D. Racine
John Gerald Hanagan	Gerald T. LaFlamme	Paul Edward Morath	Geoffrey H. Ramsden
James F. Hannagan, Jr.	Alan Frederick Lafley	Philip Morris Companies, Inc.	Dale W. Rasor
Griffith E. Harlow	Michael J. LaLonde	Virginia G. Morse	Richard A. Reck
Gregg G. Hartemayer	Russell Jay Lasher	John Michael Mullaney	Gareth L. Reed
Joan E. Hauser	Patricia Laupheimer	Terry Murphy	Raymond R. Reilly
John A. Heald	Janet M. Lawrence	D. Fredric Myers	Jeffrey P. Reyes
J. Terry Heath	Laura Elizabeth Leary	Quentin Nesbitt	Timothy M. Reynolds
Heinz U.S.A.	Diane Susan Lecerf	Nippondenso	A. William Rhodes
Jack A. Henry	John R. Lee	Manufacturing USA, Inc.	Charles R. Richards
Hershey Foods Corporation	R. Lawrence Leigh	Carl W. Northrop	Drucilla Ann Richards
Frederick C. Hertel	Edward H. Lerchen	Northwestern Mutual Life	Edmund B. Rickard
William E. Hertlein	Edward T. Leutheuser	Insurance Company — Milwaukee Charitable Trust	Mark J. Riedy
Hewitt Associates	Leon J. Level	NSK Corporation	M. Joe Roberson
Eugene C. Hicks	Libbey-Owens-Ford Company	Duane C. Nuechterlein	Reed M. Roberts, Jr.
Michael J. Hiemstra	Edward Seaton Libby	Robert L. Nugent	Roland Robichaud
James D. Hill	Murray Lilly	O/E Systems	Robert J. Rock
Gerald A. Hilton	Eli Lilly & Company Foundation	John H. Obee	Rockwell International Corporation Trust
Thomas A. Hilton	Linda A. Litchfield	Occidental Petroleum Charitable Foundation, Inc.	Gilbert B. Rodger
Robert M. Hodakowski	Tim Litinas	Edwin G. Olsen	Samuel R. Rosenthal
Arthur D. Holley	David M. Love	Joseph I. O'Neill III	M. Norton Rosner
George Hopper	Stuart G. Lucas	Mr. & Mrs. Freddie Ong	The Rubbermaid Foundation
Richard D. Howe	Roger Paul Lundberg	Outboard Marine Corporation	Herbert S. Ruben
Helen Hull	William F. MacDonald	Steven C. Page	Peter N. Ruma
Irwin Magnetic Systems, Inc.	Mr. & Mrs. Mark J. MacGuidwin	Kurt G. Pahl	Geary Albert Rummler
Mr. & Mrs. Verne G. Istock	Lisbeth Ann Mack	David J. Parks	Donald H. Runck
Robert G. Jagunich	Richard A. MacKenzie	Jacque H. Passino	John M. Ryan
Mary F. Janes	A. H. Magnus, Jr.	Charles A. Paukstis	Joel E. Rynning
John A. Jarp	Malloy Lithographing, Inc.	Ernest A. Pederson, Jr.	Eugene C. Samuelson
John & Alicent Jasperse	Manufacturers National Bank of Detroit	John D. Penick	Fernando V. Sanchez
Douglas M. Jean	School of Business Marketing Club	Perry No. 178 Partnership	Craig Stephen Sanders
Jerry Jefferies	Andrew M. Marine	Persoft, Inc.	Robert N. Savoie
John W. Johnson, Jr.	John C. & Sheila H. Marsh	George S. Peterson	John E. Schafer
Keith Duane Johnson			John E. Schippel
Michael F. Johnson			William C. Schmidt
Richard A. Jones			Douglas R. Schrank
Robert Carlisle Jones			Kirk R. Schueler

This list includes all gifts, pledge payments and corporate matching funds received by the Business School from July 1, 1988 through June 30, 1989

David Olds Schupp
 Michael A. Schwager
 Arthur Sciarrotta
 Tadd C. Seitz
 Edward J. Shannon
 Janice B. Shatzman
 Edsel A. Shively
 Robert F. Shockey
 John H. Shuey
 Thomas W. Sidlik
 George J. Siedel
 James R. Sitlington III
 Donald H. Skadden
 Robert G. Slatkin
 Richard L. Smith
 William W. Smith
 Goff Smith
 Sovran Foundation, Inc.
 Clinton E. Spevak
 Earl A. Spiller, Jr.
 Fred S. Spindel
 Robert S. Springmier
 Square D Company
 George F. Stallos
 Daniel M. Steben
 John L. Steffan
 James Ross Stewart
 Marion B. Stickle
 Stone & Webster,
 Incorporated
 Stanley R. Stong
 James M. Strong, Jr.
 Takeo Suzuki
 Donald L. Swancutt
 Maxwell G. Sweet
 Robert J. Swistock
 Richard John Szalkiewicz
 John Thieme Thomas
 Thomas L. Thomas, Jr.
 J. Thomas Realty
 Frederick C. Tinsey III
 Ray S. Tittle, Jr.
 Rollin D. Tolly
 Mr. & Mrs. Frank H.
 Tranzow
 Berthold A. Treiber
 Tribune Company
 Gordon V. Tucker
 Gerald E. Tupper
 Charles F. Turner
 John Michael Turner
 Thomas A. Turner
 United States Leasing
 Corporation
 UNUM Charitable
 Foundation
 John D. Utzinger
 James F. Vandever
 James S. Van Pelt, Jr.
 Richard C. Viinikainen
 Amnuay Viravan
 Gary M. Voight
 Mark R. Voight
 Irwin Wagner

Robert E. Waldon
 Otis N. Walton
 Christopher C. Wang
 Jon C. Ward
 Warner-Lambert
 Company
 Mark W. Weaver
 Byron B. Webb, Jr.
 John P. Weber
 Amy Joan Weinstein
 Lisa B. Weinstein
 Bert F. Wertman
 Lionel A. Whiston III
 Richard W. Whiteman
 Fred G. Wilkinson
 H. Bertram Wilson
 Donald P. Wingard
 Wisconsin Gas Company
 Albert B. Wohl
 Robert J. Womac
 Jerry L. Yohey
 Richard W. Young
 The Young & Rubicam
 Foundation
 Robert A. Zarzar
 Edward C. Zeerip
 Norman A. Zilber



GIFT RANGE \$250-499

Roger John Aalbrektse
Aetna Life & Casualty
Foundation, Inc.
Chris Afendoulis
Air Products & Chemicals,
Inc.
Alcoa Foundation
Richard W. Alexander
William H. Alger III
Sarah S. Allan
Darryl E. Allen
James C. Almdale
Amerisure Companies
Walter E. Amick
Kris G. Anderson
Benjamin M. Anderson-Ray
Charles J. Andrews
Edwin E. Andrews
Patricia S. Andrews
Anheuser-Busch Foundation
Apache Corporation
Thomas M. Aslin
Richard P. Atlas
Robert C. Austin
Avery International
Avon Products Foundation,
Inc.
Susan M. S. & Eric Babbitt
Frank R. Bacon, Jr.
Richard Bagozzi
Susan F. Baird
Gary E. Baker
Robert J. Ballweg, Jr.
Bryan A. Bame
Bank of New England
Corporation Foundation,
Inc.
The Bank of New York
John D. Banker
Stephen G. Barany
John Edward Barnds
Henry F. Barry
Patrick L. Baryenbruch
Carl J. Bauer III
Mr. & Mrs. Russell C. Baum
The Baxter Foundation
Patrick L. Beach
Robert V. Beattie
Mr. & Mrs. Howard W.
Beatty III
Richard E. Beckman
John H. Beirise
Murray F. Bell
David A. Benner
Richard P. Bennett
Richard G. Bentley
Edward William Berends
Donna R. Berenson
Dean H. Bergy
Stanley P. Berkman
Stanton H. Berlin
Victor L. Bernard
Lawrence P. Bernstein
Norman R. Berry
L. M. Berry and Company
David E. Bertke
The B.F. Goodrich Company
Mahesh K. Bhatt
James A. Bitzer
Myron W. Black
John O. Blair, Jr.
Gregory R. Blank
Kathleen M. Blenko
Alan Michael Bluford

The BOC Group, Inc.
The Boeing Company
Ralph W. & Marilyn F.
Boeker
Charles G. Boelkins
David Henry Boerger
Peter R. Boerma
Max D. Boersma
Peter B. Bogle
Boise Cascade Corporation
Duane C. & Lee Ann Bollert
James L. Bond
John H. Boone
William B. Borrmann
Andrew R. Boschma
Stephen John Boshoven
Conly S. Bouggy
Lee A. Bowen
Robert Emmett Bowen
Benjamin H. Bowmaster II
Lynn H. Boyd
Rebecca Boylan & Thomas
Sidlik
John R. Boyle
Carl L. Bracy
Russell J. Braden
Bradford Company
Thomas J. Bradley
Cecilia M. Brancato
Lois E. Brandenburg
Rita Jaessing Brauneck
David E. Bray
Charles B. Breedlove
Thomas S. Brennan
Philip W. Briggs
William M. Bristol
John W. Broad
Robert Louis Brooks
Mary Ann Brooks-Gonyer
Christine L. Brown
Arend Bruinsma
Douglas C. Bryant
James H. Bryja
Howard J. Buchanan
Richard A. Bumb
Peter W. Bundschuh
Jay Peter Bunker
Mary L. Burge
Kristeen L. Burks
William S. Burks
Arlen R. Burley
Robert E. Burns
James Warren Burroughs
Charles H. Buswell
Scott J. Butler
Cabot Corporation
Foundation, Inc.
Jane Gray Cameron
Robert G. Campbell
Thomas E. Campbell
David J. Caplan
Gregorio L. Carbajal
Michael C. Carey
F. Taylor Carlin
Jerry A. Carlson
David R. Carpenter
Charles B. Carr, Jr.
Margaret W. Carroll
Centel Corporation
Vincenzo M. Cestari
John P. Chandler
Wilbur D. Chard
William B. Chase Estate
Peter W. Chehayl
Ting Ko Chen
Susan C. Chivvis-
Shahnazarov
Kevin C. Christ



Mark C. Cieslak
Cigna Foundation
Citgo Petroleum
Corporation
James R. Clancy
Charles F. Clark
Richard K. Clark
James T. Clarke
Joyce A. Clemons-Palmer
Lawrence M. Cohen
Martin D. & Linda L. Cohen
Melvin S. Cohen
Foundation, Inc.
Howard Cohodas
John E. Cole
Kimberly J. Cole
Colgate-Palmolive Company
Mr. & Mrs. Philip M.
Comerford
Daniel J. Comrie
Mrs. Charles Concordia
David A. Conder
Lynn A. Cook
Wayne T. Cooke
Albert D. Cooley
Debbi Corey
Peter A. Corteville
Thomas S. Costaras
Dwight B. Crane
C. Merle Crawford
David L. Critchett
Dennis L. Croysdale
James T. Cullen, Jr.
Kenneth B. Cutler
Brian Frederick Danaher
Lee E. Danielson
Joan C. Darish
George W. Dauphinais
Morgan R. Davis
Robert S. Davis
Robert W. Davis
Stacey H. Davis

John Cutting Deane
Neil F. DeBoer
Jeffrey T. DeLorme
Donald R. Dillon
William S. Dillon
Michael Francis Dimond
Richard T. Dirlam
Stephen B. Dobson
Charles L. Dodge
Everett R. Doehr
R. Chris Doerr
Dennis Edward Dorsch
James Bryan Douglass
Dresser Foundation, Inc.
Paul W. Duemler
Jerome M. Ebner
Thomas David Eckert
Kenneth Richard Ehrhardt
Craig F. Ehrnst
Jacob Eichhorn
Lori J. Eilerman
Ronald J. Elder
LeRoy M. Ellgass
James M. Elliott
David E. & Lynn H.
Engelbert
Donna M. England
Kenneth A. Epstein
Martin D. Essenburg
Michael L. Ewasyszyn
Peter Dyche Falcon
John F. Faulhaber
Federal National Mortgage
Association
Richard N. Fedock
Susan Heiser Fenster
Trina Fentriss
Ferro Corporation
Sharon R. Fike
Financial Management
Association
Stephen A. Findley

Leslie E. Finkelstein
Mary Louise Finlayson
F. Conrad Fischer
Alicia R. Fishberg
Susan Ruth Fisher
L. Dickson Flake
Guy L. Flannery
FMC Foundation
Norman K. Foley
Charles H. Forbes
Melissa Sue Forbes
Gary D. Forhan
Christine I. Foussianes
Elizabeth A. Franco
Steven D. Franklin
Glenn W. Fresch
Robert H. Frick
Carol Pettitt Friendly
John W. Funk
Michael Philip Gannon
Joel L. Gauthier
William T. Gay
Roger A. Geary
Michael R. Gelband
General Dynamics
Mary Beth Giardina
Gary D. Giller
James W. Gillespie
James G. Gilmour
Howard M. Gluckman
Sande Grant Goldman
Milton L. Goldstein
Jerry Fred Gooding
David W. Goodrich
Fred Gordon
Leroy Steven Gordon
Paul B. Gordon
Thomas W. Gorman
James Q. Goudie II
Gould Inc. Foundation
William J. Grabinski
Ruth B. Gramlich
Ann Granberry
Walter A. Green
Douglas R. Greenman
Daniel J. Gresla
Warren F. Grienberger
John S. Griffiths
Frederic J. Grootendorst
Martin W. Gruen
David H. Grupe
Edward J. Gulda
Richard A. Gustafson
Bruce Douglas Gwinn
Patricia Anne Gylfe
Judith F. Hagadorn
George A. Haggarty
George N. Hall
Michael R. Hallman
Charles F. Hammerslag
James K. Hammond
Fred L. Hamric
William C. Handorf
Jack C. Hanover
Steven P. Hansen
Linda Angell Hanson
David A. Hansz
Michael J. Harmon
Richard N. Harper, Jr.
Mr. & Mrs. G. Robert
Harrington
Barry L. Harris
Bruce D. Harris
Donald Harris
Harris Bank Foundation
Alfred Harrison
Harley E. Harshman
Hartford Fire Insurance Co.

This list includes all gifts, pledge payments and corporate matching funds received by the Business School from July 1, 1988 through June 30, 1989

Robert W. Hartwell
Eric Clarke Haviland
Christopher R. Hawksley
Haworth, Inc.
Walker B. Hayes, Jr.
Theodore R. Hayman
Richard T. Haynes
Dennis E. Heindel
Paul A. Heinen
William Jeffrey Helenberg
James B. Hellenberg
Daniel M. Helmholtz
Mr. & Mrs. Frederick A.
Henderson
William W. Henderson, Jr.
Patricia M. Hennessy
Jeffrey C. Herr
Louis P. Herremans
Joel Heymsfeld
Mark V. Higdon
Mr. & Mrs. Thomas N.
Hitchman, Jr.
Mark D. Hodgson
Paul R. Hoffman
Kenneth W. Hofmann
James A. Hogan, Jr.
Frederick W. Holdsworth
Richard E. Hollander
John S. Hollett
Preston & Deborah Hopper
Gregory P. Hornby
Keith J. Horngren
Household Finance
Corporation
James B. Hudak
Richard H. Huff
Barry W. Huff
The Huff Foundation, Inc.
David Lee Hughes
Gene Hullinghorst
Ronald W. Humenny
Dwight W. Hunt
Linda A. Hunt
Andrew G. Hurst
E. Richard Hurst
Kevin A. Hurst
William M. Hutchinson
Eugene A. Imhoff, Jr.
Harry F. Immerman
Wesley A. Iredele III
Richard G. Ivan
Cedric Y. Iwashina
Carol J. Jackson
William L. Jackson
Arnold M. Jacob
Mr. & Mrs. Phillip R.
Jacobus
Albert A. Jadach
Hugh Janes
Kathy A. Janssen
Edmund L. Jenkins
Keith D. Jensen
Norman Jewell
Oldrich Jicha
Michael J. Johnston
Richard J. Jok, Jr.
Gregory J. Jonas
Peter & Anitor Judice
Raymond A. Jung
Larry L. Kalbfleisch
A. Richard Kamrath
Jeffrey L. Kaplan
Jonathan W. Kaplow
Mark S. Kapsky
Julie A. Karwoski
Richard L. Kaspers
Thomas Aloys Kaufeld
Harriet Miller Kavanagh
David T. Kaverman
Charles P. Keeling
Jim Keisler
William H. Keller
Peter M. Kelley
Kenneth Brian Kelly
Dennis F. Keshishian
Horace Henry Keskitalo
Stephen R. Kessler
Richard L. Ketteman
James Neel Kettinger
Kalman J. Ketzlach
James H. Keyte
Patricia Ann Kiebach
Allan A. Kilkka
Catherine D. King
Gary Fredric King
Roger F. Kinnear
Louis A. Kircos
Mark Y. Kiuchi
John B. Kleiman
Steven C. Klein
Louis H. Knapp
James A. Knister
Lawrence H. Kohlenberg
Michael Anthony Konieczny
Henry D. Kopicko
Alan A. Kortesoja
Kenneth G. Koza
Robert A. Krause
Krause Enterprises Co.
Samuel M. Kriegman
Larry W. Kripke
Charles W. Kronbach
Bruce Edward Kropschot
Robert W. Ladner
George P. Lander
George D. Landmann
Arthur James Laskin
Robert S. Lawson
William E. Leavitt, Jr.
Wayne M. Leja
James H. Lemire
Brian L. Lenz
Jeanne Marie Leonard
Diana Chambers Leslie
James Crawford Leslie
Timothy D. Leuliette
John T. Levinson
Joseph H. Levitch
Damon M. Liever
John Linck
Wang J. Livingston
Michael Joseph Lobsinger
Andrew Lonyo
Karin E. Lorch
John P. Lord
James P. Loughran
Richard V. & Sandra L.
Louvett
James H. Lowe
Christer D. Lucander
John W. Lumm
Roger E. Lump II
Stephen P. Luongo
Glenn William Lysinger
William MacDonald
Robert D. MacLean
Edward C. MacRae, Jr.
Margaret A. Maher
Raymond J. Malos
Ernest K. Mann
James V. Manning
Manufacturers Hanover
Trust Company
Marathon Oil Foundation,
Inc.
Marine Midland Bank, N.A.
Mark IV Industries
Clarence W. Markham
J. Stephen Marshall
James Earl Martin
Marguerite V. Martin
W. Ross Martin
Victor Martinelli
R. Ross Mathews
Dean K. Matsuura
William Michael Matthews
Fred J. Mauren
Fredrick A. Maxson
Conrad Earl McAlpine
Gordon E. McDanold
Stephen R. McDowell
The McGraw-Hill
Foundation, Incorporated
James L. McInerney
Bruce A. McKinney
Shiela D. McKinnon
Pamela J. McLean
Archer McWhorter, Jr.
David C. McWilliams
Milton Shy Meeker
Steven P. Meeske
Edward Jay Meeuwesen
Charles F. Meier
Tyrus Meiss
Alfonso Mejia
Mellon Bank, N.A.
William C. Melvin
The Merck Company
Foundation
Peter C. Mertzt
Robert E. Meschke
Glen R. Metzker
The Michigan Association
of Certified Public
Accountants
Albert J. Mickus
David I. Miller
David S. Miller
Deborah L. Miller
Frederick C. Miller, Jr.
R. Lynn Miller, Jr.
Rufus W. Miller, Jr.
Lloyd J. Misteale
MMI Companies, Inc.
Richard L. Moehl
William H. Moeller
Seth D. Moldoff
Monsanto Fund
Carlos A. Montes
Lynn Elizabeth Moody
David C. Moorhead
Donald S. Morgan
Morgan Guaranty Trust
Company
Carol Susan Moss
Richard M. Moss
Cyrus K. Motlagh
James M. Mouchet
Patricia Jarvis Moyer
William R. Mueller
Donal L. Mulligan
Bruce U. Munger
Alphonsus C. Murphy
J. Lee Murphy
Kevin P. Mushine
The Nabisco Foundation
John M. Nannes
National Westminster Bank
U.S.A.
Bruce Thomas Neary
David W. Nelson
Leslie S. Nelson
Gordon Newman
K. Robert Newman
Dwight A. Newton
Harvey H. Nicholson
Vernon E. Nickel, Jr.
Randall W. Niemeyer
George B. Nixon
Douglas W. Nordstrom
John P. North III
Terry N. Nulf
John Nuveen & Company,
Inc.
Mr. & Mrs. Bruce E. Nyberg
Nancy G. & Joseph R.
O'Keefe
Shane K. O'Laughlin
E. Dale Olbrich
Francis A. Oldani
James Patrick O'Neill
Timothy J. Orians
Edward W. Ortnier
Monroe B. Osmun
Richard G. Osmun
Gerald B. Ouderkirk
Owens-Illinois Charities
Foundation
Gerald W. Padwe
Frederick H. Palmer
Michael N. Panhorst
Norman A. Pappas
Hervey C. Parke III
Parker, Wittus and
Company
James A. Parsons
James T. Parsons
Margaret M. Pedersen
Robert C. Perkins
James R. Petersen
Clifford R. Peterson
R. Dort Pettis
David E. Pfeffer
Randall W. Phelps
Joy L. Piccolo
Bruce J. Pierce
George Pilko
Lawrence J. Pilon
Carl R. Pingel
Piper, Jaffray & Hopwood,
Inc.
Donald David Pippel
Robert W. Plaskett
Brock E. Plumb
Steven R. Point
Pamela Elizabeth Polak
Jill Mills Polich
Debra Beth Pomerantz
Nathaniel G. Porter
Lawrence Portnow
Robert M. Potter
Robert E. Powers
Robert H. Price
Principal Mutual Life
Insurance Company
Alton L. Proctor
William A. Quan
Don Bradley Quinn
Dale A. Raaen
Glenn T. Rader, Jr.
Robert L. Randolph
John Marc Ranke
Daniel S. Rankin
William J. Rauwerdink
Lisa F. Rawlings
Donald J. Ray
Raymond F. Reed
Edmund W. Reisig, Jr.
Stanley & Marcia Reiter
Reliance Electric Company
Ramon V. Reyes
John Joseph Riccardo
D. Eugene Richard
Paul M. Rider
John J. Ridge, Jr.
Daniel W. Riley
Lee Rink
John Wallace Risk
George Daniel Ritcheske
Richard E. Roberson, Jr.
Donald R. Roberts
Charles F. Robertson
Alexander C. Robinson, Jr.
David J. Rocco
Lillian Rogatz
Daniel L. Rosekrans
Harry Edward Rosenberg
Roger L. Rosenberger
Carl G. Roth
Jean L. Rothbarth
Charles F. Rowe
Sally J. Rowland
Paul A. Rowley
Sonya C. Rush
Simon E. Rygell
Charles A. Saldarini
Stephen W. Sanger
Leonard M. Savoie
Frederick W. Schaeberle
Eugene Schafranek
Paul G. Schaible, Jr.
Schlusser, Lifton, Simon,
Rands, Kaufman, Galvin
& Jackier, P.C.
Stephen W. Schmid
John Otto Schueler
Michael Schwartzbard
Scott Paper Company
Foundation
Everett M. Scranton
Theone E. & B. W. Secord
Security Pacific Foundation
Arthur C. Sedestrom
Louisa A. Self
Stephen C. Sensoli
Gabriel L. Shaheen
Warren D. Sharp
Catherine M. Sheperd
Fred C. Sher
The Shiffman Foundation
Frank F. Shipp
Robert W. Shopoff
Clifford Alan Siegel
Dwight O. Siewert
Michael S. Silverstein
Kurt J. Simko
Eddison C. & Monica L.
Simpson
Michael Simpson
Richard R. Singleton
John S. Skubik
Thomas E. Slager
Philip W. Sloboda
Elvira Chavaria Smith
Kevin B. Smith
Michael J. Smith
Paul D. Smith
Philip M. Smith
Edward R. Snell
Martin B. Solomon
Herbert Sott Company
Holley B. Spencer
Larry N. Spencer
Leslie E. Sper
Larry J. Spilkin
Gregg S. Spitzer
John G. Sposito
John J. Spoutz
St. Clair Foundation
Robert P. Stando

This list includes all gifts, pledge payments and corporate matching funds received by the Business School from July 1, 1988 through June 30, 1989

Gordon H. Sterling
 Myles S. Stern
 Mark H. Steward
 Ronald W. Stier
 Susan T. Stillings
 William K. Stokel
 Jack C. Stone
 Orville W. Stone
 Robert F. Stoner
 Eugene F. Strews
 George J. & Mary V. H. Strong III
 Hendrik Struik
 Alan R. Stuart
 Edward W. Sturuss
 Richard Lee Sturuss
 Jerome P. Subar
 James R. Suits
 Sun Refining & Marketing Co.
 Verinder K. Syal
 Joseph P. Szafranski
 Michele T. Takei & Edward W. Unkart
 James R. Taylor
 Eric M. Tech
 George L. Terpenning
 Texas Instruments Foundation
 The Baxter Foundation
 Ann D. Theis
 E. Timothy & Janet S. Thieme
 Janet H. Thompson
 The Tigor Foundation
 Paul D. & Emily Cosner Tobias
 Lowell E. Tompkins
 The Toro Company
 Christina C. Torres
 Stephen I. & Kathleen L. Totaro
 Robert Totte
 James L. Townsend
 Transamerica Foundation
 Travelers Companies Foundation, Inc.
 Donald H. Treadwell, Jr.
 Henry Trefz
 Raymond Fidel Triana
 Robert F. Trimble
 Laura A. Trosino
 James W. Trunk
 Trustcorp Bank—Ann Arbor
 Andrea L. A. Turner
 Scott Allen Tuthill
 Timothy J. Twomey
 William Lloyd Upton
 John S. Vander Heide, Jr.
 Steven P. Varilone
 Warren A. Veltman
 Robert H. Vokac
 Stephen R. Wagman
 Lawrence W. Wagner
 Clark Greene Waite
 Kenneth A. Wakeen
 Donald D. Walker
 Dennis M. Walkowiak
 Richard V. Walkowski
 Stanley Edward Wallace
 Thomas R. Walsh
 Michael A. Wangen
 Martin R. Warshaw
 The Washington Post
 John B. Watkins
 Allen F. Weak
 Stanley D. Webley
 Timothy E. Weddle

Ted C. Wedepohl
 Joseph K. Wee
 Jeffrey D. S. Weedman
 Harry Weingartner
 Samuel Weinstock
 Mel & Elaine Weiser
 Catherine A. Weissenborn
 James W. Weitzel
 Lyman W. Welch
 Dianne E. Wells
 Wells Fargo Bank, N.A.
 Laurence E. Wexler
 James E. Wheeler
 Richard E. White
 Neil T. Wieland
 Richard John Wienckowski
 Frank C. Wilhelme
 Mark L. Wilkie
 Laban W. Williams
 Michael S. Williams
 The Williams Companies
 Bruce G. Williamson
 Karen Law Wiltsie
 John W. Wirtz
 Thomas C. Wise
 James B. Wolf, Jr.
 Daniel J. Woltjer
 Stephen J. Wonch
 Delman H. Wright
 James Robert Wright
 Mark D. Wyckoff
 John Scott Wynant
 James W. Yang
 Richard A. Yarmain
 Robert W. Yosaitis
 Warren I. Young
 Lowell L. Youngquist
 Rebecca S. Yount
 Edwin Yu
 Robert J. Zalupski
 Stephen A. Zeff
 Frederick J. Zehnder
 Herman F. Zerweck
 Jonathan F. Zeschin
 Herbert Carl Zinn
 William C. Zuellig
 Anthony G. Zulfer, Jr.

GIFT RANGE \$100-249

William L. Aamoth
 Mary Abbo
 Abbott Laboratories Fund
 Nina Dodge Abrams
 David P. Abramson
 Grace P. Achterhof
 Robert N. Acker
 Douglas M. Adair
 Alan S. Adams
 Christina M. & John G. Adams
 John K. Adams
 Richard N. Adams
 Dr. & Mrs. Robert W. Adams
 Leslie A. Adams-Kitto
 Mr. & Mrs. Stanley M. Adler
 Robert C. Adler
 Sandra S. Adler
 Stanley M. Adler
 A D P Foundation
 Advanced Information
 Colin P. K. Ahluwalia
 Barry S. Akin
 Richard A. Akwei
 Terri L. Albert
 Arthur Eugene Albin
 Paul F. Alcalá
 Alco Standard Foundation
 Ellen S. Alexander
 John J. Alf
 Ruth E. Allaben
 James C. Allan
 Gordon E. Allardyce
 Kent E. Allen
 Michael Duane Allie
 Robert F. Allison
 Edwin M. Allmendinger
 The Allstate Foundation
 Elizabeth M. Almquist
 Neville Alperstein
 Susan Ellen Altese
 Ralph Altman
 Lanny S. Altshuler
 Amax Foundation, Inc.
 Laura Rothwell Ambrose
 Keith L. Ambros
 William Henry Amdur
 American National Can Company
 Ameritech Foundation
 Ameritech Publishing, Inc.
 Ameritrust Company
 William Alban Amerman
 Amev Foundation
 James B. Amish
 Vincent Louis Ammann, Jr.
 W. L. Ammerman, Jr.
 Rolf R. Amsler
 Amsted Industries Foundation
 Gary L. Andersen
 Douglas J. Anderson
 Robert A. Anderson
 Loretta I. Anderson
 Paul K. Andonian
 Sara L. Andonian
 Carolyn Walton Andrews
 Richard Edward Andrews
 Richard W. Andrews
 Charles A. Androsky
 Thomas Anton
 Stephen J. Antonczak
 John & Janet Antos
 John M. Antos
 John C. Appel
 Frederick F. Arand
 Leo F. Arasim
 Edward R. Arbitter, Jr.
 Earl Maynard Aris
 Lisa E. Armas
 Melvin E. Armbruster
 Armstrong World Industries, Inc.
 Charitable Foundation
 Susan R. Arneson
 Jon W. Arno
 Henry C. F. Arnold
 David S. Aronow
 Annette W. Arrington
 Elvira M. Arteta
 Norman D. Ash
 Kenneth J. Ashley
 David C. Astrue
 Peter & Nathima Atchoo
 Mary Athans
 Roger M. Atherton, Jr.
 Arthur W. Atkinson
 Atlantic Richfield Foundation
 James J. Auchterlonie
 James M. August
 Robert F. Auld
 Barrie Austin
 Auto Body Supply Corporation
 Jay P. Auwerter, Jr.
 Mary E. Avery
 Kyle T. Axon
 Michelle B. Azimov
 Kazuhiko Azumi
 David J. Babiarz
 Dorrie G. Bachakes
 Bryan C. Baehr
 Charles T. Baglow
 William F. Bahl
 Robert A. Bailey
 Clarence H. Baker
 Donald E. Baker
 James T. Baker
 Robert D. Baker
 Robert E. Baker
 William L. Baker
 David V. Bakos
 Sherry S. Baldwin
 Louis M. Balus
 Jonathan M. Ball
 Stephen M. Ballengee
 James T. Balog
 Brad E. Balow
 Banc One Wisconsin
 Benjamin H. Bank
 Michael A. Bank
 Nancy Hoffman Bank
 Bank of Hawaii
 Bank of New England, N.A.
 Bankers Trust Company
 Michael J. Banks
 John H. Banzhaf, Sr.
 Glenn P. Barba
 Mark A. Bardolph
 Ailene M. Bardsley
 Michael S. Barish
 Leslie Barnes
 Walter J. Barnowski
 Susan E. Barr
 Thomas A. Barr
 John J. Barrett III
 John Paul Barrett
 Thomas C. Barrett
 Marcia Ann Barris
 Roger D. Barris
 Jerrold L. Barron
 David F. Bartage
 Glenn Arthur Barth
 Wendy Werley Barth
 Mark Robert Bartlett
 William J. Barton
 Joseph H. Bassett
 Robert T. Bassman
 Richmond S. Bates
 Terrence M. Bates
 Jo Yates Baughman
 Richard C. Bauman
 Gary J. Baumann
 Robert S. Baxter
 Sarkis P. Bayekian
 Joseph S. Baylis
 William D. Beach
 George P. Beamer
 Lisa C. Bean
 Willard F. Beard
 Daniel D. Beatty
 Esther Hawkins Beatty
 James R. Beatty
 Charles J. Beauvais, Jr.
 Bechtel Foundation
 Thomas S. Beck
 Edward Becker, Jr.
 James H. Becker
 Bruce E. Behrens
 Edward P. Belcher
 John E. Belda
 Robert F. Belden
 William M. Bell
 Bell Atlantic Corp.
 William D. Bell
 Nancy M. Bender
 Henry T. Benedetto
 Jan N. Beneker
 Katherine A. Benkovic
 Douglas W. Benner
 James W. Bentz
 Robert A. Berarducci
 James L. Berg
 Kevin J. Berger
 David T. Berghorst
 Milton R. Beringer
 Theodore Berkompas
 Donald A. Berkowitz
 David E. Berliner
 David Bern
 Kevin R. Bernard
 J. Bernardino & D. Shusda
 John F. Berrigan
 Bruce M. Berritt
 Richard G. Berry
 James G. Bertakis
 Andy Bessone
 Ronald E. Betzig
 Alok Bhatla
 Daniel P. Biggs
 Kenneth J. Binder
 Albert Koerts Birkbeck
 Michael E. Birke
 John Marino Bisaro
 Richard Bishop
 Robert W. Bishop
 Richard L. Bither
 Bruce B. Bjorseth
 Elizabeth D. Black
 Homer A. Black
 Lorne C. Black, Jr.
 James R. Blackwood
 John Edward Blanchard
 Orlando L. Blanco
 Robert J. Blanding
 Terry A. Blaney
 Michael Joseph Blasko
 Kenneth L. Block
 Chester F. Bloden, Jr.

This list includes all gifts, pledge payments and corporate matching funds received by the Business School from July 1, 1988 through June 30, 1989

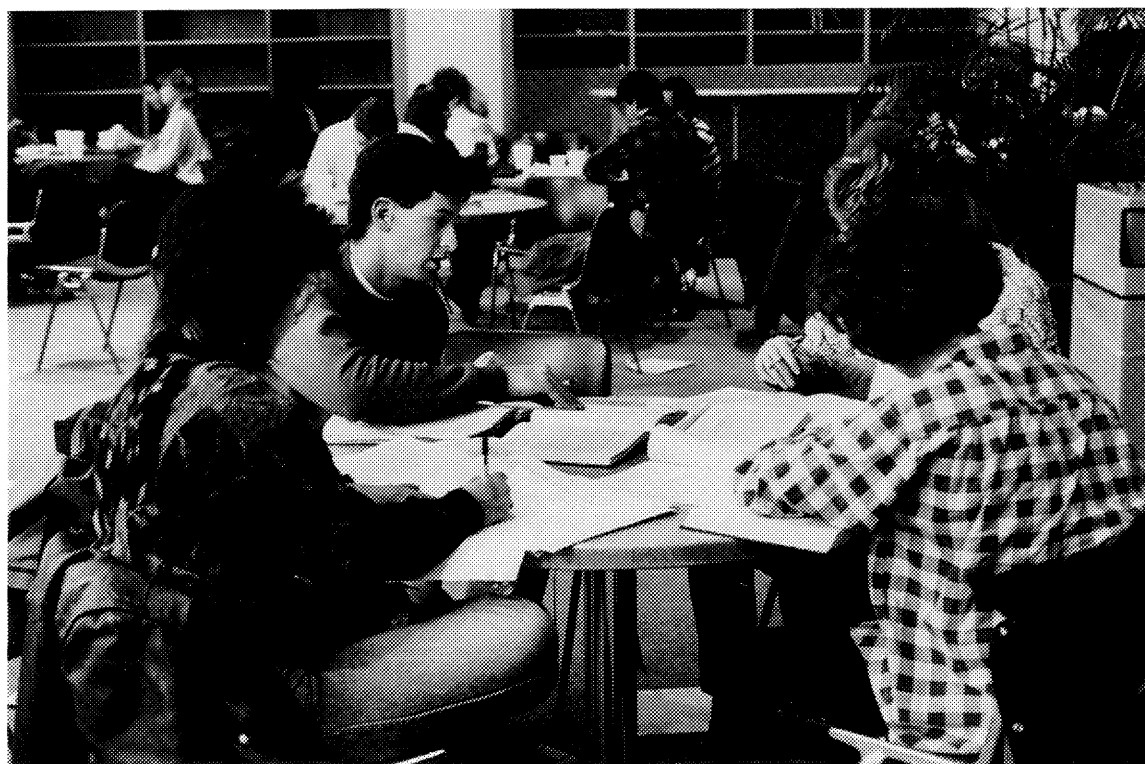
Brian L. Blonder
Steven C. Bloom
Rebecca A. & Arthur
Blossey
Janice Marie Bluhm
Wendy J. Blumberg
Daniel E. Bober
Ernest & Nancy Bock
David C. Bohnett
Robert J. Bojdak
Michael V. Boland
Gregory Martin Boll
Janet S. Boltz
A. Nelson Bone
Michael J. Bonk
Philip E. Bontrager
Thomas G. Boodt
Donald B. Booth, Jr.
Julio L. Borbely
Borg-Warner Foundation,
Inc.
Karen A. Boring
Julie A. Borman
Gregory Borod
Mark E. Borowski
Peter A. Bosse
Boston Safe Deposit and
Trust Company
Judith Botwick
Richard V. Boulger, Jr.
Mark N. Boundy
Larry A. Bourassa
James M. Bourg
Matthew C. Bousquette
Jonathan F. Bowdler
Jeffrey Lynn Bowers
William B. Bowers
Leslie C. Bowman
John P. Boyce
Richard G. Boyce
Donald Leigh Boyd
Warner D. Boyd
Kenneth H. Boynton
Lewis Edward Bozek
Samuel P. Bradley III

Willis K. Brandow
Barbara Brandt
Melvin W. Brandt
Jonathan D. Brateman
Karl Brenkert III
William P. Brennan
Annette L. Brenner
Wayne T. Breunig
Thomas Wyatt Brewer
Don P. Bridenstine
Margaret B. Briggs
Marvin L. Brilinski
Robert M. Brimacombe
Keith A. Brinks
Nance J. Brisbois
Robert M. Bristol
John D. Britten
Robert Stephen Brochu
Daniel W. Brodbeck
Mary C. Bromage
Frederick W. Brooke IV
Phillip A. Brooks
Bonnie J. Brown
Darren L. Brown
David I. Brown
Franklin D. Brown
James L. Brown
James W. Brown
Lawrence H. Brown
Linda J. Brown
Mr. & Mrs. Craig R. Brown
Richard T. Brown
John W. Brown
Edward G. Brownlee
Louis W. Bruneau
Steven Carl Bruni
Margaret H. Bruno
Brush Wellman, Inc.
Richard M. Bryant
Kathy M. Buczkowski
Frederick G. & Julia G.
Busser
William J. Bufe
George P. Bugbee
Joseph F. Bugeia

Sally A. Buhl
James D. Buhr
Gary J. Buhrow
Joan Rose Marie Bullock
Harold S. Bump
Suzanne Holsem Buning
John J. Buono
Jeffrey S. Burg
Mitchell C. Burgers
Lee Edgar Burgess
William W. Burke
William H. Burkhart
Merton E. Burkholder
Laird A. Burns
Robert Leo Burns
Robert L. Burns
Vincent Leo Burns II
Robert Burstein
James Harold Burton
John S. Burt
John Busch
Business Information
Techniques
Janine S. & David Buss
Arnold L. Buzzard
James P. Caie, Jr.
John M. Cain
Winifred A. Cain
Monita Callahan
Kathryn A. Calvert
James V. Camp
Charles B. Campbell
Claire B. Campbell
David Hugh Campbell
Denise A. Campbell
Neal S. Campbell
Donald C. Champion
Michael J. Camras
Paul J. Canchester
Michael J. Candela
Robert J. Canning
Sherrie E. Cantrell
Lucy A. Capone
F. William Capp
John Andrew Capuano

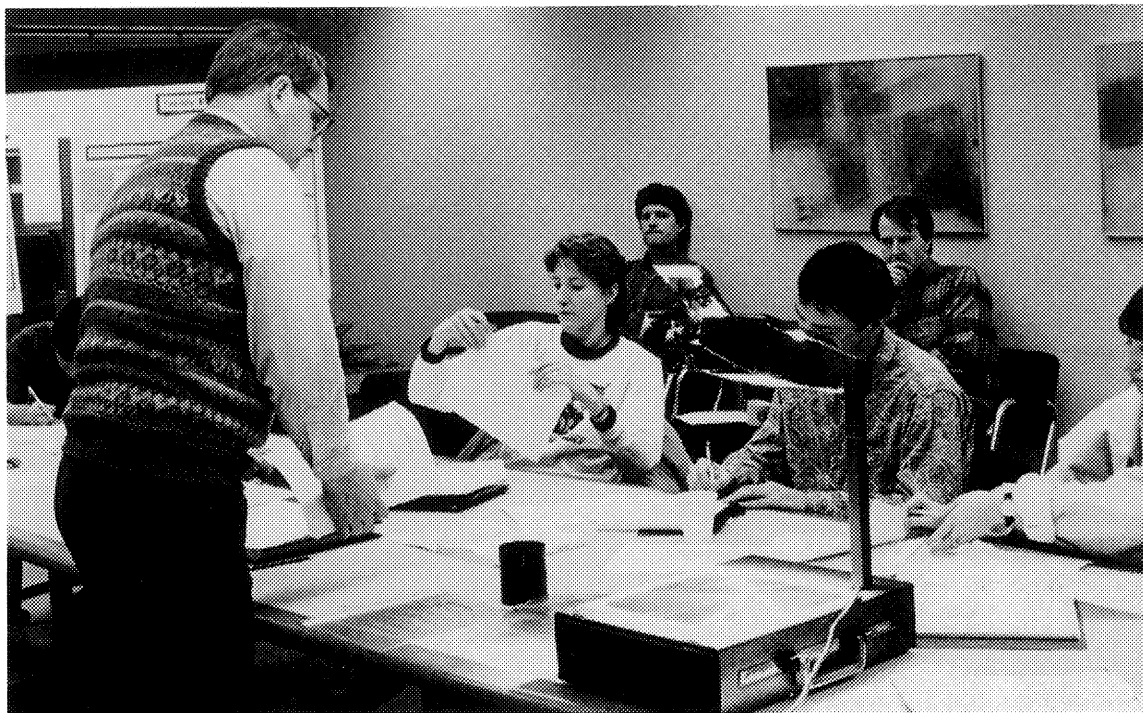
Barbara B. Caralis
Carolyn Leonard Cardoni
Philip D. Carey
Boyd A. Carlson
Glen A. Carlson, Jr.
Karleen J. Carlson
Alfred C. Carosi, Jr.
John R. Carpenter
John D. Carr
William L. Carr
Eugene Carreras
Marcia Lynn Carris
James M. Carroll
Larry L. Carroll
Philip Carroll, Jr.
Benjamin R. Carter
Dennis J. Carter
Frank M. Carter
John C. & Joanne S. Carter
Denise J. Carty
George C. Caruso
John C. Cary, Jr.
Nancy L. Casadevall
Brian H. Case
Case Western Reserve
University
Roger Cason
Steven A. Cassel
Patrick C. Cauley
John W. Caver
Stephen David Cenko
Robert A. Center
Nabil Chaaban
Arthur Dean Chadwick
William A. Chafetz
Lawrence H. Chaffee
Robert F. Chafitz
Albert E. Champney, Jr.
Elbert C. Chan
Janene M. Chan
Richard B. Chandler
Ann Chaney
Bong Sup Chang
William S. Chapin III
Alfred H. Chapman

Carlos A. Chapman, Jr.
Carroll W. Cheek
Robert Chen
Chesapeake Corporation
Robert E. Chesebro, Jr.
Dale J. Chesney
Noreen Y. Chiu
Mark E. Chmielewski
Saovani Chowchuvech
Peter J. Christ
Elizabeth H. Christen
Cleveland A. Christophe
Jane V. Chronis
Chubb & Son, Incorporated
John W. Chuchian
Douglas A. Church
Lisa Wehrum Churitch
Richard J. Ciaramitaro
Mary L. Ciranni
John E. Cisek
Citizens Bank
Amy L. Clark
Thomas L. Clark
John R. Clawson
Margaret N. Claxton
Gary Gene Claypool
Frank L. Cleary
S. Thomas Cleveland
Gertrude Knight Cleverdon
The Clorox Company
Foundation
Paul A. Cloutier
Frederick W. Coale
Thomas A. Coffield
Kenneth O. Cogger
Armand L. Cohen
Arthur Randall Cohen
Frederic H. Cohen
Herrick Cohen
Joel D. Cohen
Peter D. Cohen
Yehuda C. Cohen
Gerald S. Cohn
David W. Colbath
Glenn R. Cole
Carolyn Green Coleman
Diane M. Coleman
James E. Coleman
Robert J. Coleman
M. Reed Coleman
Anthony A. Coletta
Thomas D. Coll
Michael L. Collins
Gilles H. Collot
Marie F. Coluccio
Columbia Gas System
Service Corporation
Ralph B. Comfort
Robert Raymond Comment
Commonwealth Enterprises,
Inc.
David M. Commyn
Computer Marketing
Dynamics
Computer Systems
Management Company
David L. Flesher
Jonathan Richard Conklin
Thomas H. Conlon
Jane S. Conn
Larry S. Conn
John M. Connolly, Jr.
Edward J. Connors
Donald G. Conrad
Mario Consiglio
Consolidation Coal Company
Continental Bank
Foundation



This list includes all gifts, pledge payments and corporate matching funds received by the Business School from July 1, 1988 through June 30, 1989

Richard C. Contos
 Jerome Stephen Contro
 Stephen N. Controulis
 John A. Conway, Jr.
 Douglas J. Cook
 Paul W. Cook
 Lisa L. Cooley
 C. Ronald Cooper
 Christopher S. Cooper
 Winfield L. Cooper III
 Michael R. Corbett
 Paul E. Cornell
 Ralph S. Cornell, Jr.
 John J. Corrado
 C. David Correll
 Jeffery M. Costew
 Kelley M. Costigan
 Allan J. Coviello
 Hugh B. Cowan
 Malcolm H. Cox
 Thomas D. Craft
 Harry E. Craig
 Gary E. Crane
 Karin E. Crane
 Myron John Craver
 Dean Crawford
 William M. Crawford
 Andrew & Katherine
 Creighton
 Robert E. Crevier
 Robert A. Crim
 John D. Critchett
 Russell W. Crocker
 David J. Crook
 Lawrence A. Crosby
 Diane Lee Crowe
 Leonard B. Csiszar
 Peter A. Cullman
 William H. Culp
 Robert N. Culver, Jr.
 Brian C. Curley
 David L. Currin
 Bruce G. Curry
 Charles P. Curry
 Othel J. Curry
 Robert S. Curtiss
 Gregory L. Curtner
 Benjamin Czajka
 Dana A. Czmer
 Christopher M. D'Adamo
 Douglas D'Agostino
 Daimler Benz of North
 America
 Dain Bosworth/IFG
 Foundation
 Marilyn M. Dale
 John A. Damgaard, Jr.
 Albert Rolland Damm
 Barbara J. & John Dancu, Jr.
 James P. Dane
 Paul R. Daoust
 Michael P. Darger
 Theodore E. Darling
 Alfred J. Darold
 Toos N. Daruvala
 Datatel Minicomputer
 Company
 Norman B. Davey
 Richard G. David
 Gerald C. Davidson
 James M. Davidson
 Frederick L. Davies
 Richard Glyn Davies
 Clara L. Davis
 Edward Harlan Davis
 John G. Davis
 John H. Davis, Sr.
 Loretta E. & L. Craig Davis



Robert J. Davis
 Diane C. Davis-Yarbrough
 Diana H. Day
 Paul R. Day
 William E. Dean, Jr.
 Charles C. Deane
 Richard G. Deane
 Earl W. Deardorff, Jr.
 Wilson C. Deaver
 Robert & Barbara Ream
 Debrodt
 Thomas W. Decker
 Howard DeHaan
 Edward N. Dekker, Jr.
 Orrin Floyd DeLand
 Grant W. Delaney
 James A. Delaney
 Patrice M. Delaney-Davies
 Patrick J. Delaney
 Clifford A. DeLine
 Del Monte Corporation
 Keith E. DeMeritt
 Ned W. Deming
 Stuart H. Deming
 Jean L. Demmer
 Dennis R. Demps
 James K. Dempsey, Jr.
 David M. Demski
 Kevin F. Demsky
 Richard T. DeMuro
 Gerard J. Denhof
 Margaret A. Dennehy
 J. Craig DeNooyer
 Todd E. DeNooyer
 Richard J. Depetris
 Jeffrey S. Depew
 T. Francis Derro
 Nimish K. Desai
 Wendy S. Desmond
 Sarah G. Deson
 Marvin & Estelle Deutch
 Philip James Devendorf
 Donald D. DeVore
 Theodor J. DeVries
 Thomas C. Deward
 Dexter Management &
 Realty Corp.

Richard DeYoung
 Raymond B. Dhue
 Robert J. Dickensheets
 Elaine K. Didier
 Richard M. Dienesch
 Gary R. Diesing
 Thomas Merrill Dille
 John T. Dillon
 Allen J. Dines
 Sheldon L. Dinkes
 Robert A. Dintruff
 Tony F. DiPonio
 Roanne Disalvatore
 Jane Libcke Dittus
 James P. Dixon
 The DLJ Foundation
 David L. Dobbins
 Harlow Dodge
 Scott H. Dodge
 Stanley F. Dole, Jr.
 James K. Dolot
 Dominion Bankshared
 Charitable Trust II
 Dominion Resources, Inc.
 Lawrence R. Donaldson
 R. R. Donnelley & Sons
 Company
 David J. Donovan
 Carol Henry Dooley
 Donald Arthur Doran, Jr.
 Dale J. Dorjath
 James F. Dosh
 Maurice E. Dosier
 Glenn A. Dotson
 Guy J. Doty
 James K. Doty
 Howard R. Doud
 James Albert Downes
 Howard G. Downing, Jr.
 James Charles Doyle
 John F. Doyle
 Jim L. Drake
 Speros G. Drelles
 Drexel Burnham Lambert
 Mary Laird Duchi
 Ducker Research Company,
 Inc.

Jeffrey C. DuComb
 E. Samuel Dudley
 D. Kevin & Tamara Duff
 James H. Dunbar
 Victor E. Duncanson
 Eugene F. Dunham, Jr.
 David H. Dunn
 Douglas M. Dunn
 Robert C. Dunne, Jr.
 Donald C. Dunton
 Jane Skubik Duperrault
 Duracell, Inc.
 Timothy E. Durbin
 The Durham Group,
 Incorporated
 Dwight E. Durner
 Timothy Scott Dyk
 Dale Leroy Dykema
 Philip Stuart Dykewicz
 George C. Earl
 Eaton Charitable Fund
 Charles S. Eberly
 Afzal A. Ebrahim
 Jack Eckerd Corporation
 Foundation
 Jeffrey Keith Eckles
 Morris A. Edelman
 Charles C. Eden
 Jack D. Edick
 Elmer R. Edman III
 Samuel Hoyt Edson
 Alfred L. Edwards
 Dwight W. Edwards, Jr.
 Edgar W. Edwards
 Guy R. Edwards
 Richard A. Edwards
 Roger E. Ehle
 Roger Ehrenberg
 David B. Ehrlich
 David M. Ehrlich
 Virginia J. Ehrlicher
 Daniel S. Ehrman, Jr.
 Frederick B. Eilber
 Ronald D. Eischer
 Lawrence A. Eisel
 Larry D. Elliott
 Daniel F. Ellis

Robert L. Ellis
 Michael W. Ellmann
 Jane C. Emerson
 Emerson Charitable Trust
 Michael Jon Emery
 Emhart Corporation
 James W. Emison
 Robert W. Emke, Jr.
 Clifford J. Enderle
 John R. Engebretson
 Susan E. Engebretson
 Paul D. Engel
 W. Keith Engel
 Larry P. Engelhart
 William J. Engle, Jr.
 The Equitable Foundation
 John J. Eramo
 Frederick A. Erb
 Steven W. Erickson
 Herman E. Erke
 Arthur L. Esch
 John A. B. Espiritu
 Thomas A. Ethier
 Harold E. Evans
 Lynn R. Evans
 Richard L. Evans
 Thomas C. Evanson
 Robert L. Everett
 Michael Ewasyszyn
 Michael Ewing
 Peter D. Faber
 Gary B. Fabian
 David G. Falater
 William B. Falconer, Jr.
 Stephen G. Fallek
 Jeffrey T. Fancher
 Robert L. Fantini
 David R. Farkas
 Dale Reardon Farland
 Urban J. Farnsworth
 Glenn W. Farquhar
 William E. Farquhar
 Kenneth A. Farrar
 Eugene J. Farrug, Sr.
 Charles Andrew Fast
 Stephen H. Fast
 Mark T. Faucher

This list includes all gifts, pledge payments and corporate matching funds received by the Business School from July 1, 1988 through June 30, 1989

J. Daryl Favale
William Courtney Fay
Patrick S. Feely
Dennis J. Feeney
Steven P. Feeny
Terry S. Feetham
E. Michael Fehrman
Noel B. Feldman
Alfred R. Feldner
Charles F. Feledy, Jr.
Debra A. Felton
John Carson Fenner
James A. Fenton
Avril H. Fenwick
John J. Fick
Douglas W. Fiedler
Arden E. Field
Arthur R. Field
James F. Filgas
Scott C. Finerman
Michael Barry Fink
Peter Fink
Stuart M. Finkelstein
Larry L. Finley
Karen S. Fireman
Firestone Trust Fund
First Union Foundation
Dorothy E. Fischer
John Kent Fischer
Patrick C. Fischer
George S. Fischler
Eric M. Fisher
Robert C. Fisk
Craig M. Fitzgerald
Gerald D. Fitzgerald
Joseph J. Fitzsimmons, Jr.
James M. Flaggert
Eric G. Flamholtz
William W. Flanz
Jeffrey Bruce Fleischman
David L. Fleisher
David L. Flesher
Marilyn Marie Fletcher
Michael David Foley
Michael A. Follbaum
David Foltyn
Tuat-Yien Foo
Gregory H. Forbes
Ford New Holland, Inc.
Forensic Consulting
Associates
Thomas J. Forgacs
Brian Forman
Ilene Becker Forman
Edward Fornasar
George J. Forrest
Lewis Foster
Daniel James Foust
Jeffrey E. Foy
John G. Foy, Jr.
Carl Brian Frampton
Manuel Franco
Frank J. Franconi
Peter S. Frane
Louis J. Frango
Alexander C. Frank
Ernest F. Frank
John G. Frank
Charles Edward Frayer
John R. Frederick
Armand R. Fredette
John A. Fredrickson
Robert J. Fredrikson
Herbert H. Freedland
Richard L. Freeman
Robert L. Fregolle, Jr.
Richard H. Freiermuth
William A. Freihofer

Melissa J. Frey
Rick Frey
Charles H. Fridley
Donald R. Fried
Hillard L. Friedman
Jill E. Friedman
Karl M. Friedman
Sidney N. Friedman
Susan E. Friend
Max R. Frisinger
C. Stephen Fritsch
Jeffrey S. Frizzell
Susan Labes Fromm
Shinji Fukuyama
Floyd Lavon Fulford
Russell L. Fullerton
Robert E. Fulton, Jr.
Frank E. Furst
Janet M. Gabourie
Richard M. Gabrys
Elizabeth Grace Gadinsky
Lauren Margaret Gagnon
John F. Gajewski
Dr. & Mrs. C. F. Galang
Charles J. Gale
Barbara K. Galen
Timothy R. Gallagher
Richard E. Gallette
Lynne Gartley Galluzzi
Gannett Foundation, Inc.
John T. Ganzi
A. R. Garchow
Louis N. Garfield
Donald R. Garlit
Michael T. Garstecki
Frederick E. Garych
Wendell C. Gates II
William D. Gathmann
GATX Corporation
Ximena A. Gavino
Paul E. Geck
Alan Bruce Gelband
Richard A. Gelhaus
Richard E. Genthe
Lawrence H. George
Georgia-Pacific Corporation
Gladwin R. Gerou
Julie A. Gerschick
Aaron Gerstman & Jill Perry
James D. Gerwin
Burrill M. Getman, Jr.
George C. Getschman
Frederick W. Geuder
Charles W. Gibbs, Jr.
Timothy L. Gibbs
Sandra L. Gibson-Tindall
Donald A. Gieffers
Ruth S. Gierke
Stephen E. Giese
William D. Giese
Beate D. Giesen
Steven E. Gifford
Alvon P. Giguere
Charles D. Gilbert
Gary L. Gilbert
Marc H. Gilbert
Philip C. Gilbert
Debra A. Gilger
J. Martin Gillespie, Jr.
Brian M. Gillespie
Robert H. Gillow
Alan L. Gilman
Harry Gilman
Sandra A. Giudici
James D. Glaspie
Herbert N. Glass
Richard B. Glass
Carol J. Glassel

Glaxo, Inc.
Thomas L. Glaza
Jack R. Glezen
James J. Glickson
Francis E. Glorie
Donald L. Glossop, Jr.
Neal K. Godt
Mr. & Mrs. Robert W. Goedjen
Allan R. Goellner
William Langer Gokey
Gold Family Foundation
Robert Goldberg
Jeffrey Robert Goldsmith
David M. Goldstein
Michael L. Goldstein
Arthur M. Golumbia
Dawn R. Goodes-Knight
Mitchell A. Goodkin
Judith Ann Goodman
The B. F. Goodrich Company
Michael Uhrich Goodyear
Mrs. George A. Googasian
Albert B. Gordon, Jr.
Andrea L. Gordon
Mark A. Gordon
Marla S. Gordon
Gerald V. Gorecki
Henry F. Gorecki
Linda Lee Gorman
John Alan Goslin
Francine Danita Gottler
John Goulasarian
Eric J. Gould
Brad Heath Gouldthorpe
Laura E. Grace
Judith R. Grady
Garrett R. Graham
Michael H. Granof
G. Douglas Grant
Grant Thornton Foundation
James Swain Gray
John C. Gray
Robert F. Gray, Jr.
Kurt M. Green
Louis A. Green
Richard P. Green
Ellen J. Greendale
James B. Greene
Dorothy Greenwald
Ronald Irvin Gregg
Francis M. Griffin
Peter R. Griffin
Edward P. Grigg
Natalie M. Grinblatt
William W. Grisinger
Steven E. Grob
Michael S. Gross
Charles A. Grossman
David H. Grossman
Carl R. Groth
Bruce W. Grover
Michael D. Grover
Michael D. Growe
Robert H. Gruhl
Ronald L. Grzesiak
James G. Guerdon
Maryanne M. Guest
Robert & Betty Guettler
Armin Guggenheim
Bernard Guggenheim
Kenneth Paul Gutowski
G.V.V. Distributing, Inc.
David R. Gwinnell
Mr. & Mrs. Peter W. Haab
Donald W. Haapala
Haapaniemi Lumber Sales, Inc.

William H. Hackel III
Ted N. Haddad
Thomas S. Hagen
Katherine M. Hahn
Barbara Ann Bowen Hale
Ramli A. Halim
Kathryn L. Hall
Linda Lee Hall
Peter Tyler Hall
Sandra Kay Hall
Thomas R. Hall
Alan M. Hallene, Jr.
Jerome Y. Halperin
John E. Halpin
Mr. & Mrs. Robert E. Halsted
Augustus W. Hamilton
Laurie J. Hamilton
Robert L. Hamilton
Joan M. Hammack
James E. Hammond
Marilyn J. Hammond
Randy L. Hammond
Paul Andrew Hammonds
Edward G. Hamway, Jr.
Charles E. Hancock, Jr.
Charles E. Hancock
Joyce K. Hancock
John Hancock Charitable Trust
Jay H. Handelsman
Roger A. Hannay
Bradley T. Hanpeter
Louie C. Hansberger
Richard G. Hansen
Scott A. Hansen
Roger Allen Hard
Robert W. Harger
Geoffrey J. Harlow
Ronald Everett Harnisch
Carol J. Harold
Olaf Haroldson, Jr.
Martin R. Harper
Sherman B. Harrington
Barbara Lynn Harris
Laurel S. Harris
Susan S. Harris
Jack S. Harrison
Bonnie Dee Hart
Douglas E. Hart II
Eugene R. Hartley
David G. Hartmann
Pamela J. Hartmann
James B. Hartough
Richard L. Hassell
Louis W. Haughey
William J. Hauser
John G. Havighurst
William F. & Anne L. Hawkins
H. Michael Hayes
Karen D. Haynes
Robert G. Hayssen III
D. Keith Hayward
David J. Hazel
Elizabeth A. Heafield
John R. Heafield
Harry B. Hedison
Walter N. Hedrick
James T. Hegenbarth
Elmer R. Heidloff
Richard T. Hejduk
John Anthony Hejka
Helaine's, Inc.
Michael Thomas Held
Helene Curtis, Inc.
Richard Helleloid
Neil A. Heller

Robin R. Heller
Vicki Gail Heller
Jeffrey G. Helm
Judi L. Helm
Helen M. Heneveld
Frank M. Hennessey
Mr. & Mrs. Daniel J. Hennessy
Arthur C. Henrie
David A. Henwood
Donald J. Herman
Joel A. Herman
Laurence T. Herman, Jr.
Robert G. Herman
William C. Herrick
Michelle Herwald
William F. Herzer
Jerome M. Hesch
Carolyn C. Hetrick
Jeffrey D. Hibbard
Edward F. Hickey
Brian L. Hicks
Judith Van Denburgh Hicks
Kenneth E. Higgins
Carl S. Hilaski
Willard Ray Hildebrand
David L. Hilderley
Catherine G. Hilfinger
Steven H. Hilfinger
Barbara W. Hill
Michael Hill
Timothy L. Hill
S. Jack Hillman
Thomas J. Hindelang
Von J. Hippensteel
Richard D. Hitt, Jr.
Lawrence C. Hobart
Steven Young Hochberg
Robert J. Hodan
Maurice B. Hodges
Jeffrey Jos Hodgman
Thom J. Hodgson
Paul V. Hoef
Anna Rebecca Hoffman
Charles A. Hoffman
Herbert J. Hoffman, Jr.
John W. Hoffman
Robert R. Hoffman
Kathleen A. Hogg
Dawn G. Holcombe
Holiday Inns, Inc.
Donald B. Holliday
Thomas Ralph Hollowell
Susan Erb Holly
Daniel B. Holmes
David J. Holmes
James C. Holmes, Sr.
Stephen W. Holmes
Terry Robert Holmes
James D. Holst
Donald J. Holtz
Frederick J. Holtz, Jr.
Mark A. Holtzer
Dennis W. Hoornstra
Robert M. Hoover
Stephen J. Hopkins
Peter R. Hoppe
Kiyoto Frank Horiuchi
Dale W. & Karen J. Hornback
Mark D. Hornsby
Janet L. Horst
Kenneth A. Horton
Jack K. Horvath
Robert M. Horwitch
Houghton Mifflin Company
Charles A. Houy
Cheryl L. Howard

This list includes all gifts, pledge payments and corporate matching funds received by the Business School from July 1, 1988 through June 30, 1989

Kimberly Susan Howard
Margaret S. Howard
Ruth C. Howard
Thomas L. Howard, Jr.
Susan Alison Howcroft
J. Brian Hoyt
Chi-Chen Huang
Mary E. Hubbard
Todd Stanford Hubbard
Walter R. Hubbard
Robert C. Hughes
Robert D. Hughes
Stephen D. Hughes
Hughes Aircraft Company
Terese Warren Hunersen
David A. Hunt
Roger G. Hunter
Stephen K. Hunter
Barry I. Hurwitz
Richard E. Husty
Robert A. Hutchens, Jr.
Robert W. Hutchinson, Jr.
David P. Huttenlocher
Roland S. Hwang
Nelson C. Hyde III
William R. Hyde
Paul William Hylbert, Jr.
Marc L. Hyman
IBJ Schroder Bank & Trust
Co.
Kiyotaka Ichimaru
Christopher P. Ilitch
I.M. Systems, Inc.
Improvement Management
Systems
Ingersoll-Rand Company
Intel Corporation
International Paper
Company Foundation
Gordon H. W. Ip
Edward S. Irons
Irving One Wall Street
Foundation, Inc.
Paul R. Irwin
Michael A. Isaacs
Tsunetaka & Sumiko Isozaki
Laurene R. Jacob
Thomas R. Jacob
Lynn Ann Jacobs
Steven M. Jacobs
Mark M. Jaffe
Kenneth J. Jakubowski
Constance R. James
Stuart Woodward James
Robert Charles Jamo
Hugh Janes
Sally Stevens Jankowski
William Jas Janner
Nicholas Z. Janosi
Michael Bruce Jansen
Mary E. Jaye
Richard D. Jeffers
Thomas A. Jeffers
Kathryn Ann Jehle
John W. Jehle
George H. Jenkins
Stephen L. Jenkins
Nels Murray Jensen
Richard C. Jensen
Jennifer Landin Jerge
James F. Jessup
Lewis Joseph Jimines
Robert John Jodan
John Jodka
Clyde W. Johnson III
D. E. & J. H. Johnson
Enterprises
Gene Richard Johnson

Ralph E. Johnson
Ronald A. Johnson
Todd A. Johnson
The Johnson's Wax Fund,
Inc.
Alan D. Johnston
Ann Miller Jones
C. Thomas Jones
Daniel L. Jones, Jr.
Jeffrey S. Jones
Samuel B. Jones, Jr.
James B. Jordan
Randy M. Joseph
Eric Joss
John F. Jostrand
Raymond G. Jubitz III
Keith S. Judson
Deborah K. Jungquist
Amy R. Kabcenell
Linda Joyce Kaftan
Harvey Kahalas
Mark S. Kahn
Richard M. Kahn
Catherine Ann Kaiser
Robert O. Kaiser
Jeff J. Kaminski
Walter G. Kampas III
Bernhard Karl
Michelle M. Karl
Richard Patrick Karlewski
Michael S. Kaslik
David L. Kaufman
David M. Kaufmann
Kristopher M. Kauss
Christopher M. Keane
Jennifer Wight Keil
Christopher Dale Keillor
Noreen M. Keleshian
Mark E. Keller
William A. Keller
Joshua L. Kellman
James M. Kellogg
Ann Cecil Kelly
Hugh John Kelly
John Andrew Kelly, Jr.
Marvin C. Kelly
Steven D. Kelly
Barry Alan & Deborah A.
Kempa
Richard J. Kempthorn
Doris I. Kenaga
James D. Kendall
Donald Scott Kennedy
Edward T. Kennedy
James M. Kennedy
Jay A. Kennedy
Eric H. Kent
Herbert F. Kent
David J. Keosaian
Charles W. Kepler
Gary Alling Kepler
James W. Kerber
Randall W. Kern
Karen M. Kernosek
Deborah M. Kerstein
William C. Keskey
Thomas J. Kessel
William W. Kessel
Alan T. Kessler
David H. Kestel
Leonard David Kichler
Irene M. Kiefer
David K. Kilbury
Haikyong Kim
Andrew E. Kimball
Dale C. Kimmel
Daniel King
James B. King

Joseph A. King
Mary S. King
Roland I. King
Thomas Edward King
Mark Phillip Kinsler
John F. Kipps
Stewart W. Kirchner
J. Garth Kirkindall
David B. Kirshenbaum
Jennifer A. Klammer
Robert C. Klann
Kenneth E. Kleiman
Judy L. Klein
Mark F. Klein
Norman G. Klein
Peter D. Kleinpell
Fred G. Klett
Linda M. Kline
Jay E. Klompemaker
Ronald F. Kloska
F. Michael Kluiber
Kmart Corporation
Ronald J. Knaus
James W. Knoblock
George W. Knoll
Kwang-Joong Ko
Eric W. Kobosh
Edwin J. Kohl
Gerald P. Kolb
Marc Monroe Kole
William Robert Kole
Gary Joseph Konnie
Kathryn T. Konno
Basil P. Kononetz
Charles F. Koppelman
Robert P. Kornolje
Michael E. Korybalski
Harold J. Koss
Allen Jay Kovinsky
Frank J. Kozumplik, Jr.
Lee S. Kraft
John L. Kramer
Sandra S. Kramer
Thomas A. Kraska
Alan R. Kravets
Michael Dudley Krebs
Donald W. Kregel
Charles E. Kreidinger
Joseph James Krejci
William N. Krems
Rebecca A. Kress
Alexander A. Krezel
Charles Kriebel
Harley J. Kripke
Ralph T. Krolkowski
Lawrence B. Kron
Thomas E. Krouse
Robert J. Krueger, Jr.
Marvin J. Kruger
Robert N. Kruse
John L. Kuipers
John F. Kundtz
Keith Edward Kunkel
Kenneth J. Kunkel
Robert John Kunz
Thomas P. Kurlak
William Jay Kurtzer
John B. Kushner
Joseph S. Kutas
Milton H. Kuyers
Donald P. Kuzak
Douglas P. Kuziak
William D. LaBaw
Mark S. Laboe
Walter E. Ladley
James M. LaFleur
Debra J. LaFontaine
Sharron G. Lalik

Richard O. Lambarth
Roderick W. Lamm
Joshua C. Lampl
Land O'Lakes, Inc.
Lee E. Landes
Dorothy C. Landman
John T. Lane
Frank N. Langs
William L. Lans
Lee P. Lanselle
Lanny J. Laritz
Kenneth William Larsen
Michael R. Larsen
Larry R. Larson
Dennis E. LaTour
Rory P. Laughna
Larry L. Lavercombe
Bernard Lee Lavery
Michael N. Lavey
John W. Lawrie
Craig J. Lechowicz
Charles H. Leclair
Byung-Sun Lee
Edmund Lee
Henry T. Lee
Robert E. Lee
Leo A. Legatski
J. Eric Lehmann
Frank C. Leichter
John B. Leidy, Sr.
Eric William Leininger
Randy S. Leiser
David W. Lendt
Bruce T. Leonard
James Wai-Jing Leong
Erman E. Lepley, Jr.
Robert I. Lester
Laurin H. LeTart
Aaron Levin
Jacquelyn A. Levin
Alan E. Levine
Russell M. Levine
Steven L. Levine
John T. & Kathleen J.
Levinson
Joseph Levy
David D. Lewis
Donald S. Lewis
Robert E. Lewis
Dr. & Mrs. Li H. Li
Mr. & Mrs. Robert Libby
Mark L. Lifter
William C. Lighthall
Robert B. Likins
Hugh D. Lillie
Lesa Marie Chittenden Lim
Terry M. Linden
George W. Lindenberg
Jonathan B. Lindenberg
G. Douglas Lindgren
Annette M. Lindsay
Ted Tak-C Ling
Stephen C. Link
Bruce Lipka
Donald W. Lipka
Cheryl Haselhuhn Lippert
Joel T. Lipscher
Burton G. Lipsky
Andrew S. Liscow
Michele Catherine Lister
David K. Little
David G. Livingston
James A. Livingston, Jr.
Frank B. Lloyd
Leslie Laine Lochonic
Peter A. Loeffler
David R. Loheit
Marcus E. Lohela

John R. Lombardi
David E. & Margaret G.
Long
George A. Longeway
Frank J. Longo
Michael L. Loper
Juan J. Lopez
Michael R. Losey
Deborah Jeanne Love
Charles S. Low
John H. Lowry, Jr.
Paul Mark Lowy
Robert R. Lozen, Jr.
Donald Lee Lubben
Scott L. Lubliner
Gordon J. Lucasse
Mary Treckelo Lucchesi
Gary A. Ludema
Kenneth Ludvigsen
Robert A. Ludwig
Roy S. Lumsden
David K. Lundberg
Diane L. Luongo
Terry M. Lurtz
Gerald Lustig
Karen Wicklund Lutz
Christopher P. Lynch
Stephen E. Lyons
Robert J. Lyzenga
Douglas E. MacCarthy
Donald MacDonald
John H. MacDonald
Donald H. MacDougall
J. Terrence MacEwen
Arturo L. Mack
Robert A. Mackay
Gordon B. MacKenzie
Peter J. Mackersie
David Allen Mackey
Scott T. Macomber
Michael R. Maesch
Peter M. Maglocchi
Loretta & Edwin Magnowski
Benedict J. Maguire
Bruce J. Maguire III
John P. Maguire
Robert John Maher
Robert C. Mair
James J. Malatesta
Nathaniel D. Malcolm, Jr.
James M. Malin
Stephen J. Malkin
Hugh Mallick
Michael Newton Malony
Mark T. Malueg
Christopher P. Mammoser
John Joseph Mancini
Andrew John Mandell
Tony & Rick Manfredonia
J. Robert Mann
Timothy S. Manney
Eleanor Elaine Manning
Mervyn H. Manning
Gerald G. Mansour
Robert D. Manza
Jonathan K. Maples
Marathon Oil Company
John T. Marcusse
Joel S. Margenau
Robert M. Margolin
Edwin W. Marin
Glenn Paul Marino
Maritz, Incorporated
Market Measurement
Roger C. Markhus
Jerrold H. Marks
Richard E. Marks
Richard G. Marquardt

This list includes all gifts, pledge payments and corporate matching funds received by the Business School from July 1, 1988 through June 30, 1989

Edward H. Marsilje
James N. Marten
Mary Jacqueline Martin
Stephen A. Martin
Steven C. Martin
Laurence H. Marty
Stuart Edward Marvin
Frank H. Mason
Robert P. Mason
Edward A. Massura
James C. Masters
Mastertag, International
Prod. Corp.
George W. Mather
Tomas G. Mathews
Michele Ann Maticc
Keith T. Matsumoto
Chandler W. Matthews
Charles H. Matthews
Phillip D. Matthews
M. Raymond Matuza
Michael L. Maurer
Morris C. Maxson
Edward L. May
Mary J. May
Thornton A. May
Eileen M. May
Dennis A. Mayer
Richard D. Mayer
Joseph L. Mayfield, Jr.
Roosevelt Maynard, Jr.
John D. Mayne
Glenn M. Mazade
Joseph A. Mazur
MCA, Inc.
John Charles McAlpine
Daniel W. McAuliffe
Thomas P. McAuliffe
John S. McCabe
Hugh Richard McCaffrey
H. Bruce McCamey
Lawrence J. McCampbell
Joan T. McCarthy
John F. McCarthy
John G. McCarthy
Roch Xavier McClain
Gary H. McClimans
Gary L. McCormick
McCormick & Company, Inc.
James M. McCornock
Craig W. McCrackin
Ronald K. McCreight
Gary R. McDonald
Henry E. McDonnell, Jr.
McDonnell Douglas
Foundation
Robert T. McDonough
Thomas F. McElwee, Jr.
Daniel J. McEnroe
Robert E. McGhee
James M. McGraw
Richard A. McGuire
Terence L. McGuire
Terence J. McHugh, Jr.
Sherwood W. McIntire
Donald Byron McIntosh
Ronald E. McKaig
Paul Eugene McKelvey
Robert A. McKeough
Sean M. McKeown
Charles E. McKinney
Judith A. McLean
Michael B. McLelland
William McPherson V
Stephen J. McShane
Michael J. Mead
Mead Corporation
Foundation

Lawrence & Joan Medway
Robert G. Meece
Paul C. Meech
Janet L. Meenehan-Point
Charles R. Meetsma
Alicia Barbour Megowen
Mark G. Melendy
Gretchen W. Mellin
Alan A. Mendel
James C. Mendelson
Mercedes-Benz of North
America, Inc.
Diana Walton Mercer
Merchants Bank and Trust
Co.
David D. Merriman
William John Mertens
Richard B. Meschke
Josep Messa
Joseph K. Messerly
Michael P. Messner
Metropolitan Life
Foundation
Robert C. Metz
Anne M. Meyer
Fred L. Meyer
Robert L. Meyer
Mary Ellen Meyering
Cheri J. Meyers
Norma V. Meyers
Richard N. Meyers
Jeffery Vincent Micallef
Clifton E. Michael
Edward A. Michael
Kenneth W. Michael

Edgar W. Michaels
Raymond W. Michaelson
Dorris C. Michalske
Christopher Jorge
Micklatcher
Marian S. Middleton
Gretchen L. Mikelonis
Andrew T. Milia
Gerald G. Milkie
Donald R. Millage, Jr.
Douglas Haig Miller
Gerald Q. Miller
Jane A. Miller
Kenneth G. Miller
Leslie C. Miller
Robert R. Miller
Robin C. Miller
Rosanne H. Miller
Steven J. Miller
William P. Miller, Jr.
George B. Millush, Jr.
Steven Edward Minnick
The Mintz Family
Foundation
Sanjay H. Mirchandani
Karen E. Mishra
Shari L. Misner
Mobil Foundation, Inc.
Thomas C. Moceri
Ronald A. Modreski
Donna Marie Mog
Terry G. Mogil
Jurgen Mohl
Paul E. Mokdessi
John J. Molesphini

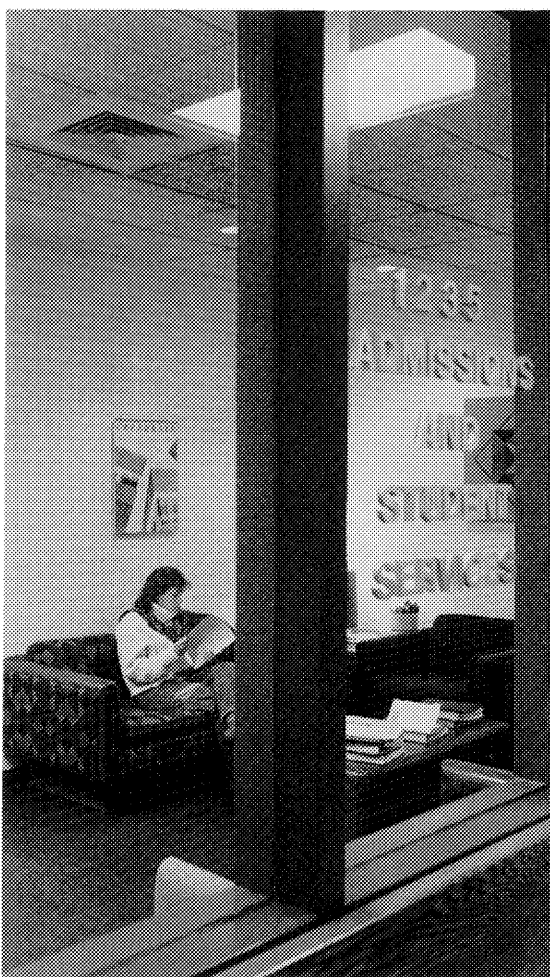
David C. Moll
Mitchell A. Mondry
William J. Mongon, Jr.
James H. Monnier
Monoky & Associates
Monroe Auto Equipment
Foundation
Van B. Monroe Associates,
Inc.
J. Roger Moody
J. D. Mooney
Sara Mooney
David H. Moored
Diane C. Morawa
S. J. Morcott
Waldemar M. Morics
Howard N. Morof
Ralph E. Morrison
Gary Alan Mosk
John Douglas Moss
Randall D. Moss
Motorola Foundation
Thomas J. Motschall
Harold V. Motsinger
Charles Stewart Mott
Foundation
Mary Emily Mottershead
James Edward Mountjoy
Michael Muchortow
Richard P. Mueller
Gregory John Mulawa
Kevin Anthony Mullane
Gary M. Mullet
John R. Mumford
William J. Munro
Yoshihiro Murayama
Daniel L. Murphy
Dennis M. Murphy
Devin Ignatius Murphy
Margaret L. Murphy
Paul A. Murphy
Peter B. Murphy
Carl E. Myers
Charles J. Myers
David Fredric Myers, Jr.
Derrick P. Myers
Hallie G. Myers
Joseph Thomas Myers II
Nancy F. Myers
Robert F. Myrick
Verlyn George Nachtrieb
John Timothy Nagle
George Nagy, Jr.
David J. Najar
Ryutaro Nambu
Vikram S. Nangia
Michael E. Nannes
Phillip D. Nathanson
National Intergroup, Inc.
National Steel Corporation
Ruediger Naumann-
Etienne
Patricia A. Nawrot
N.C.R. Corporation
Barry David Needham
Harold E. Nelson
James M. Nelson
Larry G. Nelson
Marianne L. Nelson
Randall R. Nelson
Thomas James Nelson
Barbara M. & David
Nemacheck
Richard V. Nepstad
Scott Quentin Nesbitt
John W. Neuenschwander
James C. Neuhauser
E. Richard Neumann

Charles L. Nevers
William John Newbold, Jr.
Arthur S. Newman, Jr.
Richard S. Newman
Tsun Wei Ng
John R. Nichols
Lydia Anne Nichols
Michael J. Nichols
George A. Nicholson, Jr.
James S. Nicholson
Mr. & Mrs. Thomas J.
Nickerson
Joseph E. Nida
Carlos J. Nido
Larry Paul & Mary Joe
Nieman
Todd M. Nierman
Kenneth J. Nisbet
Sven W. F. Nisser
Patrick J. Nitkiewicz
Robert H. Noble
James C. Noel
Arthur J. Noetzel
Terrence J. Noetzel
Jack M. Nolingberg
Roger P. Noorthoek
Lalander S. Norman
Evelyn Kurtz North
North American Philips
Corporation
Northern Telecom, Inc.
Lorne J. Norton
William H. Norton
Robert J. Norwick
Mark R. Noyd
Michael J. Nutt
Richard C. Nutter
Charles A. Nuzum
Marvin R. Nyren
Paul E. Oberman
John B. O'Brien
Patrick R. O'Brien
Jane Caplan Och
Timothy William O'Day
Sandra J. Odell
John J. Oelerich
John H. Ogden
Ellen B. O'Hara
H. Russell Ohlheiser, Jr.
Joseph & Nancy O'Keefe
Raymond N. Okonski
Chieko Okuda
Daniel E. O'Leary
Charles I. Olender
Olin Corporation Charitable
Trust
Gregory George Olsen
David N. Olson
Donald N. Olson
Keith N. Olson
Russell G. Oltman
Opinion Search-DBA
Robert J. Opiteck
Howard S. Oppenheimer
Thomas J. O'Rourke
Robert James Orr
Alva B. Oslin III
Patrick James O'Toole
Thomas H. Ottenjohn
Frederick A. Otto
Clay E. Ottoni
Edmund Outslay
Anneke Overseth
Owens-Illinois
Kevin M. Ozan
Steven J. Page
Robert M. Paisley
Forrest M. Palmer



This list includes all gifts, pledge payments and corporate matching funds received by the Business School from July 1, 1988 through June 30, 1989

Julie V. & J. Mark Panetta
 Anthony S. Panson
 Mark R. Panter
 John Alexander Papalas
 Niki T. Pappas
 Melvin Paradise
 John J. Park
 Edward M. Parks
 Marion Edith Parr
 Morris Harry Passer
 Robert Andrew Paterson, Jr.
 C. Lee Patnode
 Raymond C. Patryn
 Eugene B. Paul
 Lynette W. Paulsen
 William F. Pawlick
 Catherine Pawlik
 Nancy A. Pawlukiewicz
 Bruce R. Paxton
 Harold G. Paxton, Jr.
 Edwin George Payne
 Richard C. Payne
 Elaine C. Pearson
 Rafael A. Pearson
 Richard N. Pearson
 Wallace Gene Pearson
 Douglas Leland Peck
 Howard J. Peckham, Jr.
 Harry Peisach
 Mark J. Peiser
 Bernd E. Peitsch
 Alvin Hirsh Pelavin
 Donald A. Pelton
 Norman R. Pendell
 William W. Penoyar, Jr.
 Steven W. Percy
 Kenneth V. Perkins
 David M. Perlmutter
 Tom M. Perring
 David A. Perry
 Jill Perry & Aaron Gerstman
 Patricia A. Perry
 Perry Corporation
 Michael J. Perullo
 Jean M. Peters
 John C. Peters
 Leroy Peterson
 Randall J. Peterson
 George I. Peterson
 Louis W. Petro
 David W. Pett
 Robert A. Pfennig
 Jane K. Phifer
 Donald C. Phillips
 Phillips Petroleum
 Foundation, Inc.
 Mary Stewart Pickett
 Thomas L. Pickles
 Kathleen M. Pierson
 Barbara J. Pietroski
 Terrence P. Piket
 C. James & Jane E. Pilcher
 Robin E. Pipes
 Dennis W. Pipkorn
 Loy A. Pires
 John J. Pitcher
 Pittsburgh National
 Foundation
 Plante & Moran
 Harry Plonskier
 Elizabeth D. Plotnick
 Raymond T. Ploughman, Jr.
 Gregory L. Pochmara
 Jack H. Pohl
 Carol A. Poling
 Steven H. Pollack
 Herbert W. Pollock
 John T. Pollock



Malcolm M. Ponder
 Joseph H. Pool V
 Frederick J. Poole
 Richard & Marcia Poolman
 Joseph Porcari
 Richard K. Portman
 David & Lois Post
 Nistor Potcova, Jr.
 Grant E. Pothast
 Thomas R. Potter
 Susan Potter-Steckclair
 James C. Powell
 James S. Powell
 Harlow C. Powers
 Charles W. Powrie
 James J. Pozy
 Marine Prache
 Michael S. Pradko
 Nancy Gail Pred
 Nancy J. Preis
 Premark International, Inc.
 Charles G. Preseau
 Barbara A. Preston
 Gregory P. Preston
 Anne M. Price
 Nina Henry Price
 Russell E. Price
 Steven J. Price
 Jacqueline Ann Primeau
 John W. Prince
 Stacey J. Probst
 Eugene A. Procknow
 Ellen Louise Prokopow
 Bruce Milton Proper
 Frank John Provinzano
 Preston F. Prudente

Charles J. Prue
 Arthur Barnard Pryde
 P.S.U., Inc.
 Vladimir Pucik
 Leslie J. Pulver
 Kathleen Pustell
 William Putich
 Calvin K. Quan
 George D. Quelette
 Francis Reuel Quemada
 Steven J. Quinlan
 Thomas J. Quinlan
 Frederick K. Rabel
 John D. Radebaugh
 Mark A. Raffdal
 Kevin M. Rafferty
 Ralston Purina Company
 Lawrence J. Ramaekers
 Morgan Ramsay, Jr.
 Lewis S. Ramsdell
 Joseph L. Rand
 Ronald L. Rapaport
 Douglas J. & Andrea S.
 Rasmussen
 Richard H. Rasmussen
 Stuart A. Reading
 John W. Reams
 James M. Recker
 Gregory Redmond
 H. Edward Reeber
 Jeffrey P. Reece
 William S. Reed
 Thomas R. Reedy
 Anthony W. Rees
 Robert A. Reeves
 Susan L. Reichert

Floyd S. Reid
 Robert S. Reid
 Susan H. Reighard
 Paula A. Reik
 Deborah M. Reinhart
 James R. Reinsel
 Ronald Reisman
 Lawrence A. Reister
 Donald S. Remsen
 Jill A. Rench
 John W. Rennie
 Robert G. Resnick
 Kurt E. Retzler
 Karen L. Reum
 Jaime M. Reyes
 Angelo & Claudine Riberi
 Alan P. Richard
 Richard J. Richardson
 Charles G. Richmond
 Gail Levin Richmond
 David W. Riddell
 Eric Randolph Ridenour
 Craig H. Ridley
 Lawrence A. Rieger
 M. Jerome Rieger
 Carl C. Riemann
 Gary Glenn Rifenberg
 Karsten A. Rist
 Gerald L. Risto
 Margaret E. Ritari
 Charles A. Ritter
 Riviana Foods, Inc.
 The Rivkin Family
 Philanthropic Fund
 Ronald W. Rizza
 RLW Analytics
 George B. Roberts
 Hugh Owen Roberts
 Mary Lou Roberts
 W. John Roberts
 Richard W. Robertson
 Daryl McGregor Robicsek
 Harriett M. Robinson
 John Stewart Robson
 Stacy B. Rodman
 Ma. Rosario S. Rodolfo
 Donald L. Roe
 Alan C. Roeder
 Bruce F. Rogers
 Franklin M. Rogers
 Perry J. Rogers
 Terrie H. Rogers
 Rohm and Haas Company
 Matthew L. Rohr
 David N. Rohrback
 George Roley
 Lisa T. Romain
 James P. Romine
 Erich K. Romund
 Vernon C. Romzick
 Terrence Ronan
 Michael J. Roney
 William J. Roney
 Gerald R. Root
 Ben Z. Rose
 Daniel Hiram Rose
 Aarn D. Rosen
 Gary B. Rosen
 Frank A. Rosenbaum
 Alan W. Rosenbluth
 Kay C. Roshnow
 Carl Eugene Ross
 Elizabeth Black Ross
 Glenn A. Rossman
 Robert Duane Roush
 James B. Rowley
 Eric P. Roy
 William R. Roy

James M. Royce
 Richard Maxwell Royce
 Suzanne Latimer Royce
 James R. Rubenson
 Farrell Rubenstein
 George M. Rubenstein
 Charles H. Rubin
 David R. Rubin
 Leon A. Ruby
 Lisa J. Rudnick
 Harry Ruffalo
 Walter S. Rugland
 Robert Lee Rummel
 Linda D. Runson
 Steven A. Rusnak
 Eugene K. Russell
 Robert G. Rutishauser
 Christopher John Rutkowski
 William Frank Ruzicka
 Frank L. Ryan II
 Nancy Jack Ryan
 Patricia A. Ryan
 John H. Ryckman
 Ryder System Charitable
 Foundation, Inc.
 William H. Saban
 Stuart Erwin Sacks
 Michael B. Sadofsky
 Marty Safirstein
 Michael A. Sakkinen
 Harold Y. Sakoda
 Sharalyn S. Saks
 Raymond A. Saldonis
 Rebecca S. Saleh
 Sheri B. Salloway
 Roland F. Salmonson
 Todd A. Salo
 David M. Saltiel
 David P. Salvette
 San Diego Gas & Electric
 Gary J. Sanders
 Gerald L. Sandler
 Joseph R. Sandoval
 Sherry L. Sandoval
 Jeffrey L. Sarff
 Philip Max Sarnacke
 William R. Sarow
 William C. Sasso
 Elton E. Saulsberry
 Curt J. Saurer III
 Lawrence W. Savage
 Zachary E. Savas
 Adrienne E. Sawicki
 Richard J. Sawicki
 Alden Hart Sawyer, Jr.
 Carie Dale Sax
 Mary L. Saylor
 John M. Schacht
 Edward P. Schade
 Charles & Jane Schaefer
 Jill A. Schafer
 William Henry Schafer
 Robert K. Schaffer
 Harry Schagrin, Jr.
 Allen B. Schall
 Harvey E. Schatz
 Lori A. Schechter
 Christine H. Scheidt
 Barry J. Scheinholtz
 Leon Schekter
 Peggy S. Schelin
 Robert W. Schellenberg, Sr.
 Cynthia A. Schelske
 Schering-Plough
 Foundation, Inc.
 Arthur H. Schlenderer
 George F. Schlecht, Jr.
 Paul R. Schlesinger

This list includes all gifts, pledge payments and corporate matching funds received by the Business School from July 1, 1988 through June 30, 1989

Roger L. Schlukebir
 Allen T. Schmidly
 John D. Schmidt
 Neil A. Schmitt
 Lauren A. Schmitz
 Paula J. Schoenberg
 Robert H. Schofield
 Dan C. Schoonmaker
 Robert F. Schopps
 Catherine M. Schrand
 Paul L. Schreur
 Richard C. Schripsema
 David Will Schroeder
 Roland C. Schroeder
 Elizabeth Robinson
 Schubiner
 James C. Schuetz
 David L. Schultz
 Frank C. Schultz II
 Lillian L. Schultz
 Ronald E. Schultz
 Stephen T. Schulze
 Robert C. Schumann, Jr.
 Robert L. Schwab
 Carl H. Schwartz, Jr.
 William R. Schwartz
 Frederick B. Schwarze
 Katherine H. Schweikart
 Linda E. Schwelnus
 Robert L. Schwyn
 Ralph Scofield
 Alice M. Scott
 Karla J. Scott
 The Scott & Fetzer
 Foundation
 Dwight S. Seagren
 Seal Associates, Inc.
 Lee A. Sears
 Philip H. Sears, Jr.
 Albert C. Sebastian
 Stephen S. Sebastian
 Jeffrey Adams Secrest
 Stuart Alan Sedlacek
 William A. Seeburger
 Arnold Z. Segal
 R. Bryce Seidl
 Mark W. Seifer
 Eric B. Seifert
 Eileen Schor Seiger
 Mark Steven Seigle
 John C. Seitz
 Craig Whitman Selden
 Howard M. Selland
 Eleni V. Sengos
 Sentco Properties
 Steven G. Senz
 Aruydas Sepetys
 Caroline Serfass
 Narmeen A. Sesi
 Mark D. Seward
 Loren D. Sexauer, Jr.
 Andre Shafferman
 Gerald M. Shankel
 Richard Shankwiler
 Thomas E. Shannon
 Allan B. Shapiro
 Jeffrey M. Shapiro
 Myra N. Shapiro
 Robert L. Shapiro
 Diane Siegert Sharp
 James E. Shave
 Reginald E. Shave
 Joseph F. Shaw
 Lawrence M. Shaw
 Michael Shaw
 William E. Shaw
 James C. Shearon
 Edward T. Sheehan
 Laura Reehorst Sheets
 Paul R. Shefferly
 John L. Shehorn
 Clifford G. Sheldon
 Thomas Bradley Sheldon
 Shell Oil Company
 Foundation
 Donald F. Shelly, Jr.
 John C. Shelton
 Robert J. Shenkin
 Aaron H. Sherbin
 Lawrence C. & Lois H.
 Sherman
 Lawrence A. Sherr
 Larry Clinton Sherrell
 Peter K. Sherwood
 Kenneth I. Shevin
 Kathleen Ann Shick
 G. Jeffrey Shimp
 William R. Shiry, Jr.
 Rollin J. Shoemaker
 Joseph G. Shomsky
 Daniel G. Short
 Thomas C. Shreve
 Patricia H. Shuey
 Warren W. Shuey
 Edward R. Shulaker
 Stacey A. Shuman
 Kenneth E. Shumate
 Robert N. Shuster
 Pierre H. Sice
 Edward H. Sichler III
 Daniel Sideman
 Karl J. Siebert
 Michele A. Siegal
 George H. Siegel
 James C. Siegel
 Richard J. Siewers
 Craig Leroy Sigworth
 Michael W. Sikorski
 William J. Silk
 Jeffrey S. Silver
 Michael J. Simon
 Ted J. Simon
 Christopher S. Simpson
 Simpson Fund
 Mr. & Mrs. Arthur Singer
 Carol Alice Singer
 John M. Sirrine
 William F. Sisson II
 Edward Carl Skelly
 Harvey L. Slade
 Nancy Grau Slater
 Harold W. Slawsby
 Marilyn S. Sleder
 Cynthia A. Sloat
 Richard D. Slocum
 David R. Smail
 Edward C. Smart
 John Smartt, Jr.
 Ann U. Smith
 Cody L. Smith, Jr.
 Dawn C. Smith
 Frank M. Smith
 Harold H. Smith
 Hendrick S. Smith
 Jeffrey N. Smith
 Kendal R. Smith
 Kenneth A. Smith
 Kenneth G. Smith
 Lawrence R. Smith
 Robert W. Smith, Jr.
 Thomas Vincent Smith
 William F. Smith
 Smithkline Beckman
 Foundation
 Mark R. Smitter
 Mark P. Smolenski
 Jay M. Smolin
 Leonard D. Smorch
 Richard Dale Snyder
 Sanford F. Snyder
 Charles W. Snyder
 Society Management
 Company
 Kenneth L. Sojka
 John M. Solberg
 Alan H. Solomon
 John Virgil Solomon
 Robert B. Solomon
 Bruce L. Soltis
 William Storr Somers
 Earl L. Sommer
 Frank R. Sondeen
 Neil Ira Soskin
 Isaac Robert Souede
 Southeast Bank, N.A.
 Glen R. Southerton
 Arthur F. Southwick, Jr.
 Lisa A. Spahr
 Thomas C. Spalding, Jr.
 C. Gregory Spangler
 William C. Spann
 Judith D. Spector
 Robert M. Spence
 Robert S. Spence, Jr.
 Stephen E. Spiegel
 Lillian C. & Anthony
 Spinicchi
 Robert Y. Spitzley
 Paul Barrie Spooner
 John K. Springer
 Nancy R. Springgate
 Susan K. Springgate
 Michael Spritzer
 M. Lynn Spruill
 SPX Foundation
 Craig A. Stack
 Mary Alexandra Stacy
 John D. Staehle
 Richard Staelin
 Corinn Sue Staley
 Michael M. Stanton
 Mark W. Staples
 Martin J. Stark
 Paul F. Starkweather
 State Farm Companies
 Foundation
 H. Wayne Stavoe
 Donald & Nancy Stawowy
 Richard L. Sted
 Julian L. Steffenhagen, Jr.
 Charles D. Steffens
 Charles J. Stehouwer
 Jon D. Steimle
 Dale Murray Stein
 William J. Stein
 Samuel A. Steinhouse
 Linda Stem
 Samuel K. Stephens, Jr.
 Carl R. Stern
 J. Lee Stern
 Valerie L. Stern
 Peter Allan Stetsko
 Bobb M. Stevens
 Carl T. Stevens
 James D. Stevens III
 James L. Stevens
 Peter S. Stevens
 William B. Stevenson II
 Gathings Stewart
 James B. Stewart
 James M. Stewart
 John Thomas Stewart
 Kathryn Gavin Stewart
 William E. Stewart
 Lothar Stiefel
 Robert W. Stocker
 Paul F. Stocking
 A. Eugene Stoffel
 Joseph A. Stojak
 Deleon E. Stokes
 James B. Stokoe
 Paul H. Stoloff
 Allan Stone
 John Thomas Stone, Jr.
 Theodore B. Stone
 John D. Stong
 William A. Stong
 Jean L. Stonier
 Donald J. Storteboom
 Thomas H. Story
 Bruce Allen Stouffer
 Karine C. Stover
 St. Paul Fire & Marine
 Insurance Co.
 David Strack
 Thomas David Strang
 Thomas J. Streicher
 John O. Streck
 Ricardo J. Stribley
 Paul K. Strickland
 Richard Strickland
 Norman J. Stricof
 Steven R. Strom
 George J. Strong, Jr.
 Mary V. H. Strong
 John P. Strouss
 Mitchell A. Stuart
 Norton A. Stuart, Jr.
 David C. Stumbaugh
 William Smith Sturgis
 Suburbia Systems,
 Incorporated
 Young S. Suh
 Seth A. Surchin
 Michael E. Svinte
 Stephen M. Swad
 Robert E. Swaney, Jr.
 Warren L. Swaney
 Charles E. Swanson
 Richard M. Swanson, Jr.
 Steven Paul Swanson
 Daniel A. Swantko
 Michelle Swastek
 Scott D. Sweeder
 Sharon L. Sweet
 Steven W. Sweet
 Donald W. Swenson
 David Allen Swider
 D. Jeffrey Swinson
 Clyde R. Swoger III
 Gary Blake Sword
 Robert David Sykora
 Sysco Corporation
 Alex Szabo
 Kristina D. Szoke
 Lawrence W. Taepke
 Raymond R. Talaska
 F. Brian Talbot
 James L. Talen
 Jeffery Y. Tamura
 Robert E. Tapert
 Kenneth C. Tappe
 Brenda Royer Tate
 Gerald G. Taylor, Jr.
 James R. Taylor
 Steven M. Taylor
 Technology Sales
 William G. Tenhagen
 R. Steve Tennant
 Tenneco Management
 Company
 Glen A. Terbeek
 John R. Ternes
 Thomas D. Terpstra
 Vern Terpstra
 Michael G. Terry
 Katharine Q. Tessin
 Clare N. Thain
 Randall J. Tharp
 B. James Theodoroff
 Alan P. Thibault
 Paul Michael Thoen
 Ann E. Thomas
 Anne Robinson Thomas
 Christopher S. Thomas
 Gregory D. Thomas
 Frederick H. Thompson, Jr.
 Gail Ringham Thompson
 Kenneth D. Thompson
 Maria Ann Thompson
 Ronald L. Thompson
 Richard Thompson
 Norman Walter Thomsen
 Charles R. Thorne
 Albert A. Thorrez
 Donn A. Tice
 William R. Tighe
 Raymond V. Tiltins
 Barry W. Timm
 Ron Tinero
 Charles L. Tinkham
 Jack L. Tittle
 Charles D. Todd III
 Charles William Todd
 Thomas R. Tolar
 John L. Toot
 Jon C. Topp
 Cheryl Marie Torrance
 John B. Torrence
 Total Petroleum, Inc.
 Stephen I. Totaro
 Thomas L. Totte
 Russell & Mary Ann
 Townsend
 Toyota Motor Sales, U.S.A.,
 Inc.
 Harvey S. Traison
 Bruno Giovanni Trambusti
 David A. Treece
 Charles S. Trierweiler
 Teresa J. Trierweiler
 Thomas V. Trivison
 Norvell A. Trombley, Jr.
 Richard K. Trowbridge, Jr.
 Scott Trowbridge
 James K. Trowhill
 Frank L. Tsou
 Bunya Tsujita
 Brooke B. Tuck
 Stefan Tucker
 Sydney S. Tucker
 W. David Tull
 Susan E. Tuohy
 G. C. Turnauer
 Turner, Stayffer & Co.
 M. Stephen Twinney
 Michael Vincent Tyminski
 Eirik Uboe
 Jeanne M. Umholtz
 Susan G. Underberg
 Joel M. Ungar
 John H. Upton
 Suzanne O. Upton
 John P. Urich
 Robert B. Urish
 USX Foundation, Inc.
 Laurence D. Vadnais
 Mary B. Vallance
 Deborah L. Van Buhler
 Augustus J. R. Van Buren

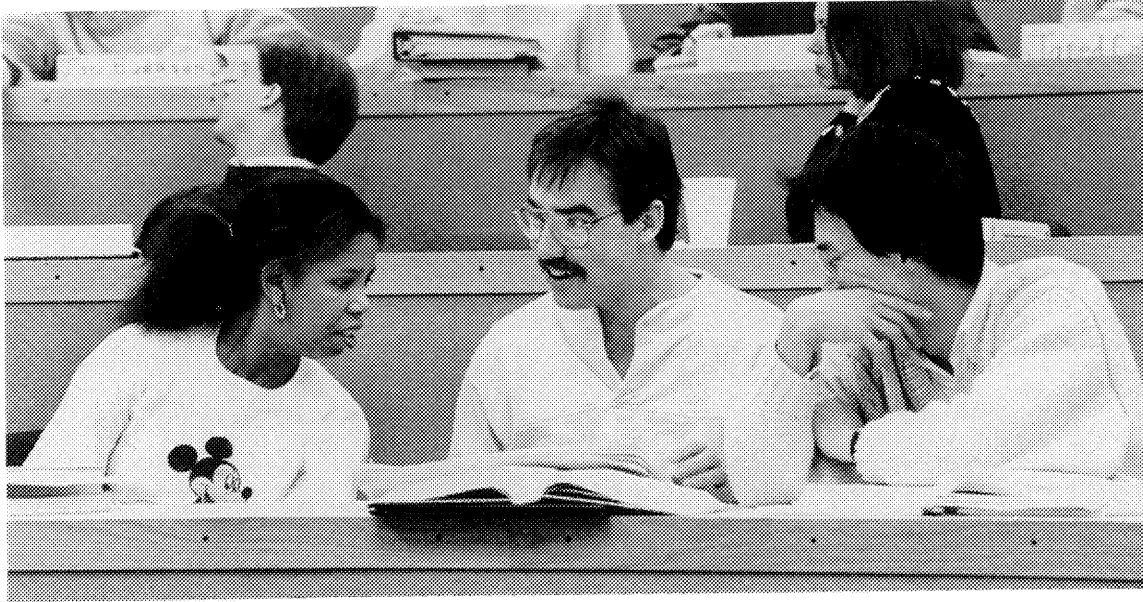
This list includes all gifts, pledge payments and corporate matching funds received by the Business School from July 1, 1988 through June 30, 1989

Ruth Ellen Warren
Elizabeth Anne
Warren-Katz
Albert Warshawsky
Susan D. Warshawsky
Nancy K. Washe
Timothy Joseph Wasielewski
Bradley A. Wasserman
Steven R. Wasserman
Hirotsuma Watanabe
James R. Watch
Margaret L. Waterman
Gerald M. Waters
John W. Watling III
D. James Watson, Jr.
Jeffrey A. Watts
Julie Waxman
William V. Weatherston
Peter A. Weatherwax
John Millard Webb
Willard I. Webb
David K. Weber
Douglas J. Weber
Joyce Muriel Weber
Lawrence J. Weber, Sr.
Richard P. Weber
Theodore I. Weber
Robert W. Webster
George A. Weemhoff
Edward A. Wehner
Albert L. Wehrheim III
Michael Joseph Weibel
James Stephen Weidenbach
Michael R. Weimar
Neil C. Weinberger
Russell D. Weinstein
Michael Joel Weisberg
Mr. & Mrs. Martin Weiss
Robert B. Weker
Cyrus R. Wellman
Richard C. Wells
Sylvia C. Wells
William P. Wells
Teresa Lynn Welsh
Thomas H. Wenkstern
John Henry Werring III
Kathleen M. Wesner
Leonard L. Westdale, Sr.
Westvaco Foundation
Michael J. Whalen
Mr. & Mrs. Thomas Whatley
Mary Anne Wheeler
Francis D. Whelan II
Andrew Richard White
Byron Huber White
David B. White
Deborah M. White
Ellen M. White
Frederick W. White
C. Phillips Whittemore, Jr.
Blair E. Wickman
Lincoln A. Wickmann
David W. Wiens
Mark A. Wiercinski
Don E. Wierenga
Michael Thomas Wierzbicki
John H. Wiest
Jerald M. Wigdortz
Deborah A. Wight
James M. Wilber
James T. Wilberding
Kenneth J. Wilchfort
Douglas M. Wilcox
Jay Douglas Wiley
Patrick James Wilkie
Rebecca Sue Wilkie
Allen R. Willard
David Wesley Willard

GIFT RANGE
\$50–99

Charles M. Barlow
Jerald L. Barnes
Lawrence A. Barnes
K. A. Barnes
Andrew H. Barr
Frederick G. Barrett
Susan Rose Barron
BASF Corporation
Richard A. Batchelder
Brian D. Bates
William R. Bates, Jr.
Fred D. Baumgartner
William H. Baumgartner
Lawrence E. Baur, Jr.
Leslie C. Bean
Mark Beck
Johanna B. Becker
Joe & Wilma Beckley
Paul M. Bedell III
James E. Bedenko
Frederick G. Begle
Thomas R. Behm
Dennis Carlton Behrendsen
John G. Belcher, Jr.
Brian W. Bell
Gary A. Bellowe
Alan C. Benden
J. Dennis Bender
Peter T. Benedetto
Carol Ann Benjamin
Georgia B. & Homer M.
Bentley
William M. Berg
Joan Berger
Thomas S. Berkey
Andrew E. Berlinberg
Kenneth L. Bernhardt
Charles F. Berry, Jr.
Dennis L. Berry
Phillip H. C. Berry
Robert Hunt Berry
John D. Bertuzzi
Mark J. Bevington
Brian E. Bezrutch
Jonathan J. Bhushan
Charles L. Biddinger
Elmer C. Binford II
John A. Birchler
Margaret C. Birchler
Black & Decker, Inc.
John S. Blakely
James T. Blann
Gary P. Blitz
Richard I. Bloch
James Gardner Blodgett
James E. Blossfeld
Richard L. Blumenthal
The BOC Group, Inc.
Bruce K. Bockstanz
Donald J. Boden
Norbert A. Boes
Karen Sue Bollinger
Professor & Mrs. Jay A. Bolt
David R. Bone
James B. Bonner
Diarmuid F. Boran
Philip P. Borchard
Alyn L. Borchers
Charles E. Bosler
Timothy E. Bosscher
Jane K. Botting
Robert J. Boutin
Edward Philip Bovich
Ann C. Bowers
Richard M. Bowman
Boyne Valley Farms
William M. Bracken
Steven K. Bradley

74



Russell M. Braga
Donald August Brandt
Stephen C. Brandt
Steven R. Brant
Anne Schreiner Bresnahan
Linda Anderson Briggs
Dennis M. Brink
Gregory Broad
Robert C. Brockway
Charles G. Broming
Laurence R. Bronska
Margaret G. Brooks
Douglas B. Brown
John W. Brown
Marilyn T. Brown
Mark Joseph Brown
Richard E. Brown
Richard W. Brown
Thomas A. Brown
Joseph G. Bruce
William Arend Bruinsma
Richard J. Brunner
Rollin N. Bubert
Brian P. Buersmeyer
Julia Guest Buesser
Henry W. Buick
Francois Buisson
Robert P. Burch
Roy H. Burgess
Peter R. Burgum
Leo Burnett Company, Inc.
Jeffery J. Burns
Robert S. Burnstine
Alice A. Burylo
David L. Busch
Melvin H. Buser
Gregory A. Buss
Lucille M. Butler
Patricia A. Butler
Roland J. Bydlon
David G. Byker
Jay M. Bylsma
John P. Byrne
John A. Cable
Vincent J. Caiola
Alan T. Caldwell
Suzanne B. Calkins
Melissa M. Callahan
John T. Callaway
William M. Calvert
St. Clair J. Cameron
Cameron Elastomer

Morris H. Caminer
Jack Caminker
Dale C. Campbell
Robert W. & Judith N.
Campbell
John Campo
Irving L. Cannon
Robert A. Cannon
Archie D. Canterbury
Kevin B. Cantor
Stanley L. Caplan
Gerald T. Cargo
Mark S. Carley
Arthur E. Carlisle
James R. Carlsen
Felix Carlson
Robert W. Carpenter
James W. Carter
David E. Cary
David M. Cassard
Richard E. Cassard
Keith A. Caunter
CBI Foundation
Michael J. Chadwick
Richard G. Champe
James F. Champion
Samuel B. K. Chang
Susan Ong Chang
Nicholas P. Chapekis
Vanessa Lynn Chapla
Colby A. Chapman
Jerome S. Chapnick
Dwight M. Cheever
J. H. Chesure
George M. Chism
Jason Yutai Chiu
Dean R. Chmiel
Marlene K. & James M.
Chopp
John E. Christensen
Timothy A. Christensen
Jack D. Christenson
Richard A. Chubb
Lawrence F. O. Chun
John J. Cichon
Edwin J. Clark
Fraser Spence Clark
Jack L. Clark
Sharon E. Clark
Ronald L. Clayton
Larry G. Clemons
Kelly D. Clevenger

Thomas E. Clickner
Michael H. Cliff
J. H. Clippard, Jr.
James P. Coates
Vicky M. Coccoluto
Barry H. Cohn
Jerry Cole
John P. Cole
Michael A. Colella
William B. Coleman
Richard A. Colletta
John P. Comer
Philip Edward Conaty
Greg Conboy
Mary P. Conen
John E. Conlin
Connecticut National Bank
Carole Connell
Judith R. Connor
Brian G. Connors
Gregory Contrucci
Harold B. Cook
Henry G. Cook
Howard R. Cooper
Rebecca Borthwick Cooper
Noel H. Cooperberg
Debra R. Cooperstock
Robert S. Coors
William H. Cordes
Neil A. Cords
Alberto F. Cosio
Harry H. Cotterill, Jr.
L. Douglas Coventry
Joseph M. Cox
Jeffrey D. Coyle
Francis J. Coyne
John F. Coyne
Esque Wayne Crawford
John W. Crawford
William K. Creelman
William A. Crooks, Jr.
Douglas S. Cross
Thomas W. Cross
John J. Crowley
Kirkland A. Cruikshank
John P. & Theresa A.
Cuddeback
Eric J. Cumming
Douglas A. Cummings
Keith S. Cunningham
Ursula T. Cunningham
Karen M. Curry

Rex Edward Curtis
Connie M. Cushing
William H. Cutrer, Jr.
Edward P. Dagnes, Jr.
Tracey A. Dale
Mark S. Daniels
James H. Darling
Joseph Dascola
Michael J. David
Bruce D. Davis, Jr.
Carlisle R. Davis, Jr.
Cindy E. Davis
Duane H. Davis
Heather R. Davis
Jacqueline A. Davis
Virginia Margarita Davis
Richard G. Daw
DDB Needham Worldwide
David R. Dean
John H. Decker
Nestor Eduardo De Jesus
John P. Delaney
David R. DeLeeuw
David P. DeMaagd
Roderick D. Demaso
Peter DeMayo
Howard M. Denen
Conni J. Derifield
Susan M. Detwiler
Mrs. Arthur F. DeVaux, Jr.
David S. Dewey
Joseph V. DiCarlo
Lucien E. Dick
Rebecca K. Dickson
Difco Laboratories
James F. Diffley
Charles C. R. Dillon
Susan E. Dimattia
Andrew C. Dippolito
John W. Doerer
Brian D. Doerner
Michael J. Doherty
Robert W. Doherty
Kevin Matthew Dolan
Kevin P. Dolan
Kimberly A. Dolan
Richard R. Doll
Marangal I. Domingo, Jr.
James T. Domke
Edward E. Donaldson
Michael J. Donaldson
Michael S. Donigan

Karen M. Doren
Alan M. Dornfeld
Robert K. Doty
Frank Downing
Lori A. Doyle
Mary Anne & Carl Drew
David W. Drews
Jerome J. Drobny
John A. Droste
Richard H. Duchaine
Charles W. DuChene
F. Joseph Dueweke
Harry G. Duffield
Christine M. Dufner
Richard G. DuFour
Craig A. Dukes
Richard J. Duncan
Daniel P. Dunlap, Jr.
George T. Dunn
Karen E. J. Dunn
Donald F. Dunnabeck
Herbert G. Dunphy, Jr.
Linda A. Dupere
David A. Duthler
Mark A. Dziewit
David G. Eames
Creighton Kim Early
Mark E. Easton
Dennis J. Eaton
Janice M. Eberhardt-Thew
James R. Eckenrode
Alan M. Edelson
Steven E. Eder
Kenneth W. Edge
David N. Edwards
EG&G Foundation
Ralph Eggleston III
K. W. Eike, Jr.
William T. Eilola
Hilly Einbinder
David A. Einbinder
Peter C. Eisemann
Ronald C. Eisenhart
Loyal A. Eldridge
Clarence C. Elebash
Edmond T. Elliott
George S. Ellis
Michael H. P. Elwood
Jimmie D. Emerson
Emery Worldwide
Ross D. Emmerman
Linda K. Enberg
Enron Foundation—Omaha
Equitable Real Estate
Equity Services of Florida,
Inc.
John A. Ernster
Edward J. Erwin III
Thomas A. Escott
Alvaro Estandia
Douglas M. Etkin
John E. Etlie
Bruce D. Evans
Robert C. Everett
Paul E. Ewing
Claudia F. Fabela
Peter C. Fackler
Akram Fahmi
J. Clark Farmer
Philip S. Fast
David C. Faul
John L. Faulkner
Mr. & Mrs. Michael S.
Faultersack
William Michael Fausone
Federal-Mogul Corporation
Charitable Trust Fund
Paul Donovan

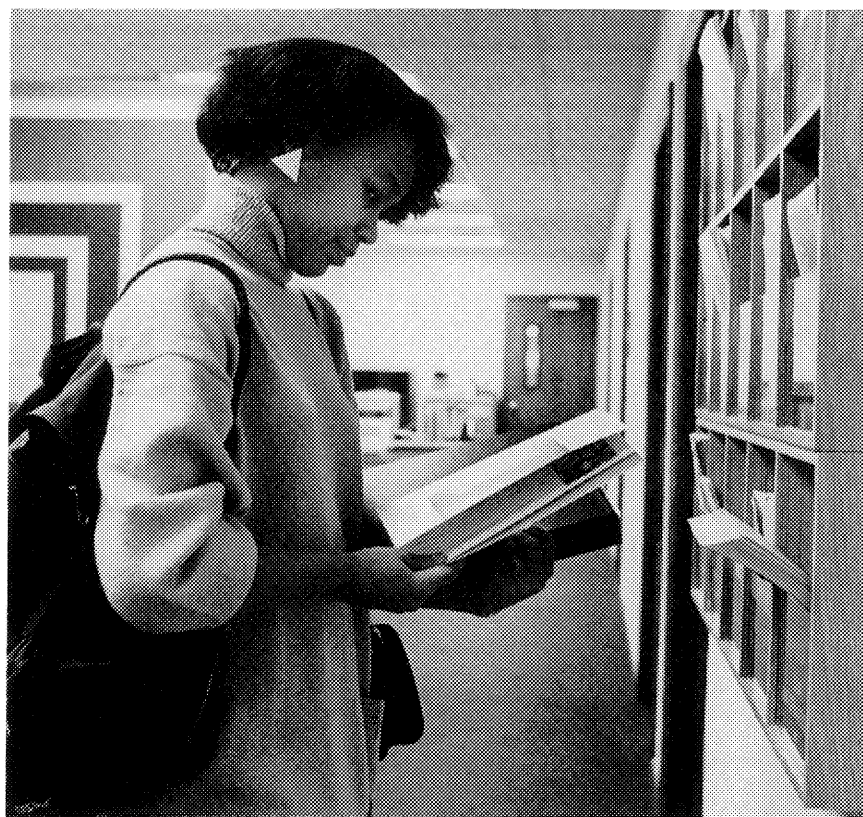
Avram I. Feldman
 Marc D. Feldman
 Jerry E. Felkel
 Lyle Felsenthal
 Jacques B. Ferber
 Paul E. Fertig
 Fidelity Foundation
 James H. Field
 Marguerite J. Fielding
 Joyce M. Fields
 James B. Finegan
 Charles W. Finger III
 John Fink
 Darwin O. Finkbeiner
 Douglas C. Finn
 First Interstate Bancorp
 First Options of Chicago, Inc.
 Robert K. Fischer
 Peter J. Fisher
 Elise A. Fisher-Hayes
 Melvin S. Fishman
 Mr. & Mrs. Stephen N. Fishman
 Bruce L. Fishstein
 Diane E. Fishstein
 Perry Peck Flanagan
 James E. Flaum
 Richard K. Fletcher
 Michael L. Flory
 Jerry M. Flower
 Barry D. Floyd
 Russell Fogler
 Cindy L. Fojtik
 Keith Randall Foley
 David V. Foos
 David E. Foraker, Jr.
 Glenda S. Ford
 Diane Janet Forgione
 James C. Forrest
 Bernard J. Forster
 Mark L. Fossee
 David P. Foster
 Dean B. Foussianes
 Eric R. Fox
 Suzanne F. Fox
 Philip M. France
 Michael H. Franken
 Hilary Lynn Franklin
 Kenneth G. Frantz
 Diane & Eric Freeburg
 Jeffrey C. Freeburg
 Lori A. Freedland
 David Freeman
 Sarah J. Freeman
 Katherine A. French
 Fried and Levitt
 Mark A. Friedman
 Norma L. Friedman
 Paula Litner Friedman
 Rae Louise Friedman
 Robert H. Friedman
 Martha A. Friedrich
 Carolyn S. Frith
 Roger J. Frock
 Nancy & Douglas Fryer
 David Allan Fryk
 Louis J. Furlo, Jr.
 Gary P. Galleberg
 Charles C. Gallmeyer
 Gerald J. Galus
 Giora J. Garay
 Andrew H. Garber
 Carolina G. Garcia
 Claudio M. Garcia
 Mrs. John E. Gardner
 Karen M. Gardner
 Robert K. Garner

Richard A. Garzaniti
 Michael A. Gaskin
 Alice Marie Gaynor
 Perry & Barbara Gehring
 Joseph M. George
 Williamson H. George
 The Gerber Companies Foundation
 George F. Gerbstadt
 Lynn M. Gerstner
 Cindy Gertz
 Barry Alan Gesserman
 William S. Gianino
 John E. Gibbs
 Thelma Y. Gies
 Mark J. Gilbert
 Michael A. Gilbert
 Robert J. Gilfillan
 Don Gill
 Madeline T. Gilligan
 Eric L. Gillispie
 Gordon I. Ginsberg
 Harold A. Ginsberg
 James Allen Gioia
 Philip H. Giroux
 Ann S. & Thomas N. Gladwin
 Andrew M. Glassberg
 James M. Glazer
 Dean N. Glossop
 Jeffrey C. Glover
 Ronald C. Glowzinski
 Michael Gluckstein
 Nancy Wortman Goble
 Marjorie B. Godin
 Keith Harry Gohlke
 Jonathan M. Goldberg
 Steven L. Goldberg
 Stuart S. Goldberg
 Stuart Jeffrey Goldring
 Jane E. Goldstein
 Brian W. Goodell
 Edward H. Goodman
 Brian M. Goray
 Brian A. Gorman
 Suzanne M. Gorte
 Bettina Gould
 Leigh A. Grabovez
 Nancy O. Grace
 The Graco Foundation
 Edmund A. Grant
 John James Grant
 Robert M. Granum II
 Joseph J. Grasinski
 Frederick D. Greal
 Laura L. Grech
 David K. Green
 Douglas H. Green
 Suzanne Heinlen Green
 William S. Green
 Bruce Craig Greening
 Ralph E. Gregg
 Peter A. Gregory Associates Inc.
 Nancy N. Grekin
 Bertrand J. Greve
 James J. Gribble
 Roger K. Gribi
 Cathryn L. Gries
 George E. Grobar, Jr.
 Kevin M. Gromley
 Geoffrey F. Grossman
 James F. Grossman
 Seth A. Grossman
 Stuart A. Grossman
 Vicki V. Grover
 Grumman Corporation
 Fred S. Grunewald

David R. Guest
 John E. Guidan
 Kevin R. Guldi
 Dean Alexander Gulis
 Roy Wayne Gunther
 Mark T. Gunthner
 John C. Gurche
 Ellen Shapera Gussin
 Connie L. & Ronald R. Gutowski
 Rick Allan Haan
 Mark W. Habel
 Lawrence D. Hadley
 James B. Haefner
 John Harpst Haessler
 A. Thomas Hahn, Jr.
 Larry J. Hahn
 Joshua M. Haims
 Carl L. Haldy
 John V. Halso
 Theodore M. Hamady
 Wayne Carl Hamann
 William H. B. Hamill
 Roger H. Hammer
 Thomas R. Hammer
 Iskandar S. Hamwi
 Gail L. Hanson
 Erica J. Hanss
 Hardee's Food Systems, Inc.
 John Charles Harder
 Michelle L. Harlton
 Herbert E. Harper, Jr.
 Sharon Elee Harpootlian
 Joseph L. Harris
 David L. Hartman
 Barbara K. Belfore Hartman
 Kathryn M. Hartrick
 Michael Tom Hashimoto
 Ahmos S. Hassan
 Deborah G. & Dennis Haupt
 Janice E. Hausman

Frank C. Hayer III
 Mark Dawson Hayes
 Steven M. Hayes
 Jeffery Norman Haynes
 Samuel H. Hazleton IV
 The HCA Foundation
 Andrea M. Hearsch
 David L. Hegeman
 Joseph C. Heffernan
 Thomas F. Heger
 Henry C. Heil, Jr.
 Kenneth J. Heintz
 Norma Gail Heller
 Heller Financial, Inc.
 Marcus E. Helman
 Irvin P. & Helen Jane Helme
 L. Walter Helmreich, Jr.
 L. Walter Helmreich III
 Edward G. Henneke, Jr.
 Heidi Joy Herman
 Lisa J. Herrick
 David W. Herrington
 Gary S. Herzog
 Myron E. Herzog, Jr.
 Mark Alan Heshner
 Ann Williamson Hibbard
 Harry Q. Higbie
 Hugh R. Higgins
 Kevin G. Higgins
 Philip R. Hildner
 Gerald John Hill
 Harry Edward Hill III
 Hill Street Investment Co.
 Bruce A. Hillman
 Kurt J. Hilzinger
 Roger E. Hinderer
 Donald J. Hineman
 Allan Eugene Hinkle
 Richard G. Hinspeter
 Thomas D. Hitchman
 Betsy Hoad
 Steven I. Hoch

William A. Hockenberger
 S. Michael Hodorek
 Brian W. Hoeksema
 Kempf Hogan
 Martin T. Hogan
 George H. Hogg
 Daniel W. Holbert
 David C. Holcomb
 Henry T. Holland
 Mrs. Joseph Holman
 Mark J. Holtzman
 Kent Ferris Holwadel
 Michael T. Homant
 Honeywell Incorporated
 E. Paul Hoop III
 Sadique A. Hoosein
 James C. Horsch
 Robert Edward Horton, Jr.
 K. C. Hortop
 Gerald J. Hoskins, Sr.
 Masanao Hosoya
 Judd M. Hostetler
 G. Knight Houghton
 Donald C. House, Jr.
 Jeanne E. Houseman
 Randal F. Housner
 Gregg W. Howard
 Howard Packaging Sales, Inc.
 Thomas Mekeel Howell
 Guy W. Hower
 David E. Huck
 David J. Huff
 David W. Huiskens
 Zachary Allan Hummel
 John G. Hungerford
 Diane E. Hunsinger
 Nancy E. Hunt
 Edwin O. Hunting
 Henry C. Huntington
 Kevin J. Hurley
 Leonard E. Hurst III
 Rosemary Phalen Hyman



This list includes all gifts, pledge payments and corporate matching funds received by the Business School from July 1, 1988 through June 30, 1989

Randal D. Ice
Charles H. Ihling
Donald D. Illig
IMC Fertilizer, Inc.
Laura J. Ingrassia
Intelligent Controls, Inc.
Joseph Daniel Irrer
Thomas C. Irwin
John J. Iseman
Harold D. Israel
Joseph D. Jaap
Robert J. Jachim
Richard H. Jackson
Cheri L. Jacobs
Paul Gordon Jacobs
Don C. Jacobson
Osman F. Jacobson
William J. Jagrowski
Gregory A. Jakes
Fred S. James Co., Inc.
David C. Jaqua
Daniel J. Jason
Edwin P. Jatkowski
John W. Jay
Gennell A. Jefferson
Michael T. Jenkins
Michelle L. Jenkins
Richard E. Jensen
Arlene F. Jensen
Jerry J. Jerome, Jr.
William E. Jetter
JMF Associates
Angela M. Johnson
Charles L. Johnson III
Craig E. Johnson
Daniel P. Johnson
Keith A. Johnson
Raymond L. Johnson, Jr.
Robert R. Johnson
Royce W. Johnson
Thomas H. Johnson
Thomas R. Johnson
Wray E. Johnson
Leslie S. Johnston
Larry Jerome Jones
Mr. & Mrs. Lee B. Jones
Ronald H. Jones
William A. Jordan
Steven M. Joshowitz
Gerald Edward Joyce
Robert Keith Julian
Michael P. Jurgensen
James L. Jurries
Karen E. Kaczmar
Palani-Rajan Kadapakkam
Barbara T. Kahan
Patricia Lynn
Kamaneck-Byrne
Takasuke Kaneko
John Peter Kanters
Karla Ann Kantrow
Kim Kaprielian
Donald G. Karcher
Maria R. Karibian
Aneel G. Karnani
Brian G. Karrip
Steven D. Kasiske
Robert E. Kaska
Richard John Katterman
David M. Katz
Howard C. Katz
Laura B. Katz
Lois Kaufman
Julian Daniel Kaufmann
John T. Kavanaugh
Hossein B. Kazemi
John Francis Keating
Albert John Keegan, Jr.

William C. Keith
James H. Keller
Robert J. Keller
Debora Ann Kellogg
Helen Shaw Kellogg
William J. Kempf
James Daniel Kennedy
Mark B. Kennedy
Virginia Horne Kent
James F. Keough
Leon Bert Kercher
Gerald R. Kerr
James S. Kerr
John E. Kerr
Kerr-McGee Corporation
George S. Kerridge
Mahesh C. Khubchandani
Heather A. Kiessling
Lois Ann & Allan A. Kilka
Robert J. Kimbrough
Thomas W. Kimen, Jr.
Robert David Kimsal
Mary D. Kincaid
J. Robert Kipper
John R. Kirk
Leslie A. Kirschner
Michael A. Kisel
Ricardo A. Kisner
Robert P. Kittredge
Mr. & Mrs. Harvey L. Kleiman
Alan L. Klein
Cary H. Klein
Rodney D. Klein
Carolyn Andrea Kley
Debra L. Kloote
Kenneth E. Kluska
Christopher D. Knaggs
John Walter Knapp
Robert Knott
Hideo Kobayashi
David Lee Kochalko
Clark Crawford Kogen
John T. Kohlmann
Harry George Kokkinakis
Alison Muir Kolb
B. Barrett Koller
Scott J. Konieczny
Glen A. Konkle
Lawrence W. Konopka
Richard B. Kopp
Susan Dawn Kornberg
Glen K. Kosaka
Robert J. Kosobucki
Winnie H. Kosolcharoen
Robert D. Koss
William J. Kostyshak
Leslie Dale Kotman
Douglas Kourtjian
Richard Alan Krakowski
Martin Krasner
Keith Howard Kreb
Donald Peter Kredel
Scott D. Kremers
Kathleen T. Kress
Donald L. Krieger, Jr.
Michael J. Kron
Irene Kropa
Lynn Marie Krueger
Therese Jane Krupp
C. Michael Kruse
Scott M. Kudialis
Timothy Jon Kumbier
William J. Kumm
Kim Marie Kuras
Robert A. Kurkechian
Katherine E. Kurtzman
Alan M. Kurzman

John S. Kushman
Louis C. Lachance
Marjorie S. Laird
Donald H. Lake
Ronald J. LaMange
R. Gilbert Lambert, Jr.
David A. LaMoreaux
Donald E. Landis
John K. Lane
Conni L. Langejans
John F. Langhans
Charles F. Langley
Paula C. LaPointe
Ronald W. Larson
Jack LaRue
Joseph P. Lavelle
Clarence B. Lawrence
Jordan J. Layer
Thomas A. Layher
William B. Lazarus
Joseph Barry Learner
Gilbert Lee, Jr.
Katherine M. Lefanowicz
Gordon H. Lefevre
Ray B. Lefton
Robert D. Leidig
Valdean C. Lembke
Elizabeth Tartre Lemire
Elizabeth A. Lenders
Robert G. Lenhard
Steven R. Lennex
Nancy K. Lentini
Douglas Paul Leu
Marc N. Levin
James L. Levine
Ronald M. Levinson
Janice P. Levy
Susan L. Levy
Carol & William
Lewandowski
Rebecca Grisso Lewis
Mark E. Lewry
Diana A. Li
John A. Libbe
Beverly J. Lichty
Myron R. Lichty
Donald E. Liebers
James Kenneth Lieblich
James Wagner Lieske
Urban Sven Erik Lilja
Leonard Hill Lillard IV
Sandra A. Lin
Barry S. Lindquist
David A. Lindsley
Robert A. Line, Jr.
Gerald T. Lins
Alexander Farnum
Lippitt, Jr.
Sharon N. Liss
Timothy F. List
Roy Y. Liu
Peter J. Liupakka
David O. Livingston
Roland R. Liwag
David R. Llewellyn
Gardner R. Lloyd
Jill M. Loesberg
Jill P. Lohr
Richard R. Lohr
Adolph K. Lohwasser
Janice E. Loichle
Todd Scott Londa
Timothy J. Long
John T. Longmoore
Brian H. Lonnerstater
Lotus Development
Corporation
Leonard H. Louik

C. William Lovejoy
James Thomas Low
Mr. & Mrs. Steven J. Lowden
Alfred H. Lowe, Jr.
Donald Richard Luciani
Joann Luecke
Roberto A. Lumpri
Jon P. Lunderberg
John W. Lungerhausen
Marshall H. Lykins
Carol R. Lynch
Holly A. Lynch
Edward P. Lyons
Kathleen L. Lyons
Paul V. Lyons
Stephen F. Lyons
Maccabees Mutual Life Insurance Co.
William S. MacMartin
Henry G. MacMorran
Jon L. Madill
Andrew Hovgard
Madsen III
Daniel C. Maher
Katherine Joyce Majeske
J. Parke Malcolm
Paul A. Malefyt
Mikhail I. Malkin
Alexander W. Mann
Nicholas A. Mans
James W. Mansfield
Allen S. Marcus
Jeffrey S. Marcus
Robert Marcus
David B. Margolis
Joseph L. Marion
Cynthia A. Mariotti
Katena A. Markus
Barbara A. Marod
Cindy L. Marsland
Jean C. Marten
Philip R. Martens
Edward B. Martin
Jaisy Ann Mead Martin
Kenneth G. Martin
Matthew G. Martin
Wendy L. Martin
The Maryland National Foundation, Inc.
Howard L. Mason
Michael J. Mason
Robert Masone
Massachusetts Mutual Charitable Trust
Matthew H. Massie
Thomas Dean Mathern
Jane E. Mathews
Larry F. Mathews
Burton N. Matross
Robert J. Matsura
Lawrence B. Matta
Peter C. Matthes
Jacob F. May, Jr.
Michele D. May
H. M. May Building Account
Timothy M. Mayleben
Joseph A. Mazzara
Machelle A. McAdory
Douglas J. McAlpine
John & Mary Ann McBrearty
Timothy P. McCaffrey
John B. McCarty
Gladys McClary
Mark L. McClure
Paul D. McCollom

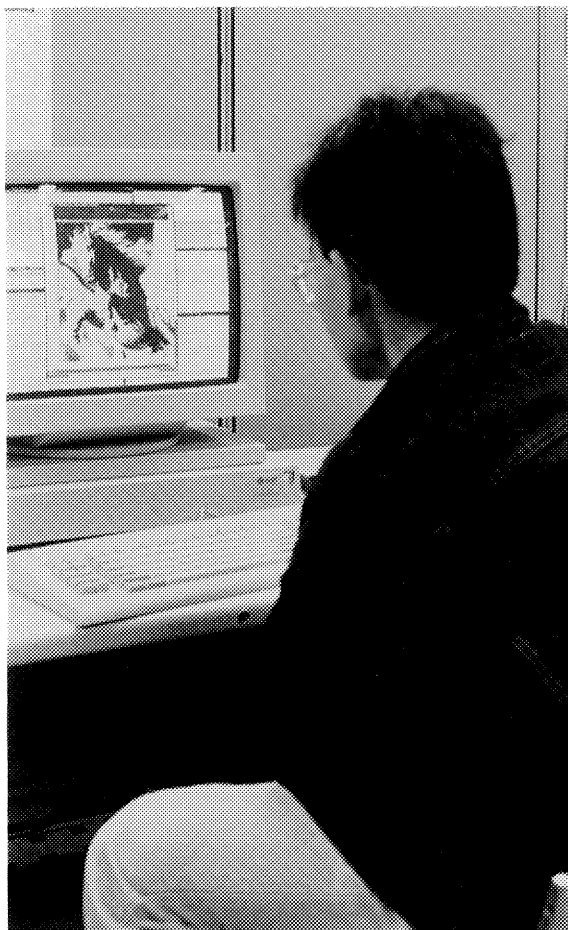
Wendy L. McCollom
Gary B. McCombs
Thomas Michael McCort
Susan O. McDaniel
William S. McDowell, Jr.
Ronald K. McElhaney
Patrick McEvoy
John C. McFall
R. Joseph McGrath
Patrick M. McGuire
Poppy L. McLeod
Thomas S. McLoughlin
Margaret C. McMickle
Lisa H. McNeilly
Kenneth C. McPhail, Jr.
Bruce D. McRitchie
Daniel T. Mehall
Carl F. Mehlhop
Bradley R. Meier
Constance L. Meisel
J. Franklin Mellema
William F. Mellin
Glenn E. Mencer
Danny Mendelson
Anthony A. Merchell
John Meredith
James L. Meretta
Theodore C. Merlo, Jr.
Patrick William Merman
Jennifer Tuttle Merrill
Ralph H. Mertz, Jr.
Francis M. Messner
Shelley M. Metz
David W. Metzger
Meuse, Rinker, Chapman, Endres & Brooks Fund
Dawn M. Meyer
James F. Meyer
David E. Miazgowiec
Charles L. Michael, Jr.
Lawrence Harry Michalak
Roger B. Midura
Allen Lee Miller
David K. Miller
Donald W. Miller
James C. Miller
James I. Miller II
John P. Miller
Michael J. Miller
Reed P. Miller
William F. Miller
Paul James Milley
Thomas W. Million
Robert B. Minster
Mirror Lake Pro Shop
Anand N. Misra
Daniel Joseph Mitrano
Richard E. Moellering
Edward D. Moise, Jr.
Donald H. Molewyk
Loretta Molk
Mr. & Mrs. Michael P. Molk
John Robert Montrose
Dale E. Moon, Jr.
Mr. & Mrs. Franklin G. Moore
Steven L. Moore
William E. Moran
Margaret M. Mordarski
Barry L. Morris
David M. Morris
John C. Morris
Michael Kevin Morrissey
Richard B. Mosteller
David B. Moyer
Matthew Van Zandt Moyer
David W. Mueller
Scott K. Muir

This list includes all gifts, pledge payments and corporate matching funds received by the Business School from July 1, 1988 through June 30, 1989

Jayant S. & Revati J. Mujumdar	Owens Strategy Group, Inc.	Edward J. Pynnonen	Deborah Leah & R. S. Russell	Lawrence B. Silver
Wayne T. Muller	Oyster Bay Pump Works, Inc.	Terry W. Ragazzini	Keith O. Russell	Mr. & Mrs. Robert M. Silver
Philip M. Mulvihill	George A. Pace	Gwendolyn J. Rains	Thomas Davidson Russell	Elizabeth A. Simermyer
Pamela J. Munger	Donald L. Packard	Jorge M. Ramos	Donald A. Rutishauser	Mark G. Simmons
Kenneth A. Munsch	John M. Palffy	J. Russell Ray, Jr.	Melissa Spring Rutishauser	Howard Bennett Simms
Henry V. Munson	Harry T. Pall	Ray Construction	Terrence M. Ryan	Barbara Simon
Heather H. Murphy	Mr. & Mrs. Edmund L. Palmer	Lynn T. Rayle, Jr.	Timothy F. Ryan	Michael G. Simon
Scott Theodore Murphy	Robert F. Palmerton	Leon L. Raymond	Christine A. Rydzewski	Morton Simpson II
Charles G. Murray	Soodratai Pantumasen	Raytheon Company	Kristine A. Saathoff	Paul A. Simpson
Jonathan P. Murray	Marian Pappas	Myron N. Re	Karen Sachse	Christof P. Singer
William E. Murray, Jr.	James T. Paquette	Timothy J. Reardon	Eric A. Safran	Gary N. Sivick
Benjamin W. Murray	James Pardikes	Charles Reaves	Donald L. Sage	Rodger N. Sjolund
Jack A. Myers	Margo Garcia Pardini	Lee Reichman III	Torcome G. Sahakian	Karen A. Skinner-Twomey
Karin G. Myers	Vijay C. Parikh	Michael J. Reilly	Donald T. Sakai	Norman M. Skytta
Allison M. Myrin	Yong-Jin Park	Fred H. Reinhart, Jr.	Mark G. Saliman	Larry D. Slabotsky
Terry L. Naffziger	George E. Parker	Charles E. Reiser	William R. Salow	Susan R. Slabotsky
Bernard H. Nagengast	Carter H. Parry	James C. Reiser	Thomas Sammon	Ronald L. Sladky
Samuel M. Nakagawa	Sally F. Parsons	Hadas J. Reiter	Brian A. Sampson	Robert Slager
Margot J. Narens	Harry A. Pascal	Jefferson J. Reiter	Richard L. Sanderson	Mr. & Mrs. John S. Slavens
Ahmed Narvil	Patrick Michael Patton	Perry W. Remaklus	Alan Mark Sandy	Timothy J. Sloan
Susan B. Nash	Ernest J. Pavlock	Sara Jane Render	John S. Savage	Andrew D. Small
Sarita Nayyar	Gary A. Peare	Dean A. Rennell	Leonard J. Savoie	Annette Kay Smith
NCNB Corporation	Stewart & Barbara Pearlman	Lucy J. Reuben	William E. Schachat	David J. Smith
Charities	Jerome Lee Pearsons	David J. Riberi	Anne Marie Schaible	David L. Smith
John B. Neese	William H. Peet, Jr.	Clarence Al Rice	Jeffrey E. Schaller	Donna L. Smith
Dean W. Nelson	Charlotte Pelliccia	Stewart L. Rice	Francis M. Schauer, Jr.	Edward W. Smith
Richard Alan Nelson	John M. Penberthy	Howard Deen Richards	Deborah Scheimer	Elizabeth Broughton Smith
Kenneth N. Nemerovski	Carlos M. Perdomo	Robert K. Richards, Jr.	Thomas E. Schichtel	Gail Rita Smith
Gordon A. Nethercut	Jerome Joseph Perez	Stephen B. Richey	Don A. Schiemann	Jonathan L. Smith
Alfred E. Netter	Robert W. Perreault	Richler & Tabac	Jill D. Schildkraut	Linda C. Smith
The New England Insurance Company	Douglas John Perry	Kenneth M. Richmond	David John Schimmel	Timothy Michael Smith
Donald W. Newell	Thomas Petermann	Cecil H. Richter	Kenneth C. Schindler, Jr.	Walter G. Smith, Jr.
William A. Newman	Kathryn R. Peterson	George D. Ridger	George Schippers	Jeffrey R. Smudski
Darnell Carr Newsum	John D. Pfeil	Steven M. Ritter	Robert C. Schleh	Edward A. Snyder
Lee A. Nickerson	Allan F. Pfitzenmaier	Steven Mark Rivkin	Charles Schlesinger	Robert M. Snyder
Patrick C. Nicosia	Pfizer, Incorporated	Thomas S. Roberts Associates	Lisa J. Schlinger	Marilyn Sobczak
Edward H. Niemyjski	Paul V. Phelan, Jr.	Dennis B. Robertson	James Taylor Schmid	Jane R. Sobieraj
Robert F. Nissly, Jr.	J. F. Pickett & Associates	Ron F. Robine	Charles R. Schmidt	William I. Sohl, Jr.
John A. Nitschke	Charles H. Pietsch	Lori E. Robins	Jerrold K. Schmidt	Carl W. Solenberger
Pamela A. Nolan	Joseph N. Pittenger	Mark L. Robinson	Roland E. Schneider	Amy B. Solomon
Jennifer E. Nolte	Wanda J. & H. Fred Plagens	Sheri L. Robinson	Craig Franklin Schreiber	Daniel I. Solomon
Leslie H. Nord	Sandra L. Plette	Thomas V. Robinson	Herbert L. Schuette	David L. Solomon
John W. Norris III	Gary Plotkin	Christine Ruonavaara	Jean Coulter Schultz	Edward J. Solomon
Michael Norton	Steven L. Plotnick	Roby	Michael I. Schuman	Gerald A. Solomon
Norwest Foundation	Pneumo Abex Corporation	Melinda L. Rock	Mark David Schutes	Richard M. Soltis
Michael E. Novak	Thomas A. Podgorski	Eugene P. Rodgers	Gregory J. Schwartz	Martin J. Somelofske
Novak & Associates	Howard R. Poe	Michael S. Rodocker	Joann M. Schwartz	Robert R. Sommer
Patricia A. Nowak	Jeffrey Wade Poling	Jeffrey T. Roe	Jack J. Schwem	The Sonat Foundation, Inc.
Stephanie L. Nowak	Charles F. Pollard	Clifford M. Rogers	Elizabeth A. Scobie	Edward C. Sonk
J. H. Nunn Associates	Mr. & Mrs. Donald Pollard	Cynthia J. Rogers	Kathryn Marie Scott	Michael H. Sonnabend
Peter Harvey Oas	Robert A. Pollice	Donald B. Rogers	Joseph E. Seagram & Sons, Inc.	Holly V. Sorscher
Judith M. Oberg	Bradford A. Pollock	Sheila M. Rollinger	Jen M. Seddon-Handy	Southern Bell Telephone & Telegraph Company
Otto Heinrich Obrist	Craig A. Pollock	Susan Romain	Sheryl T. Selby	Patricia Wessels Spaulding
Robert T. Ochtel	Beth G. Pomerantz	Robert A. Romanoff	Lori A. Seleno	Mr. & Mrs. Harvey Spaunburg, Jr.
Donald A. Ocker	Audry L. Pomerening	Diane Marie Ron	John H. Self	Steven Howard Spewak
Michael S. P. O'Connor	Ramon Pont	John Bradley Ronan	Marjorie M. Sell	David A. Spinweber
Edward J. Odachowski, Jr.	Mark Smith Potter	Valencia X. Roner	Richard J. Selmeier	Tom Spitzig
Joseph C. Oddo	Evelyn P. Powell	M. Robert Roofner	Margaret L. Seo	Stephen J. Spoelhof
Robert K. Oddy	Franklin I. Powers	Phillip David Roos	Seven Seas Mercantile Transport, Inc.	Stephen B. Spolar
David J. Ogden	William C. Powney	Anne M. Rosenberg	James S. Sexsmith	Squibb Corporation
Jeffrey C. O'Hara	Alfred & Lin Poy	Robert O. Rosenman	Leila S. Shames	Paul C. Staake, Jr.
Mr. & Mrs. Robert J. Ohlheiser	Jayelene D. Pozza	Eric J. Rosenstock	Raymond & Eva E. Shapiro	Michael Jon Stamer
Cynthia R. Okin	M. Scott Praven	Louis J. Rosenthal	David E. Sharp	Morgan Stanley & Company, Inc.
George W. Oliphant	Robert N. Prentiss, Jr.	Richard A. Rosenthal	David R. Shawaker	Liane P. Stark
William John Oliver	Primerica Foundation	Valerie C. Rosner	Brooke Sheble	George B. Stealy
Billy Paul Oliverio	Richard Stephen Proctor	Paul G. Rosowski	Stuart M. Sheiman	Cindy S. Stebbins
Janet M. Olszewski	Michael J. Prokopow	John Paul Ross	Peter S. Sheldon	Grace G. Steele
Kenneth E. Olthoff	Provident Mutual	Robert A. Rossier	Robert D. Sheppard, Jr.	Shelley J. Steele
Kristen A. O'Neill	Philippe Prufer	M. K. Roth	James E. & Sharron F. Sheridan	F. William Steere
Shirley O'Neill	Dirk J. Pruis	James M. Rovelstad	Cindy S. Shevrin	Eugene Q. Steffes
Allan Chas Orr	Donald E. Pruis	Richard C. Roy	Richard A. Shupe	Frederick M. Steiner
Jeffrey B. Otero	Peter S. Puccia	Javier Rubio	David J. Sibbold	Tanya F. Stephens
V. Lois Ottery	Richard J. Puhkek	Gail A. Ruden	Carl E. Siebers	Mark L. Stept
David G. Owens	Richard J. Puhkek	Ruben Rudy	Ellen B. Silk	James A. Sterling, Jr.
Donald S. Owens	Judy B. Puidokas	James Cotter Ruh		
	Jack S. Putnam	Cordy M. Russell		

This list includes all gifts, pledge payments and corporate matching funds received by the Business School from July 1, 1988 through June 30, 1989

Rodney M. Stewart
 Laird C. Stiefvater
 Michael A. Stieglitz
 H. Thompson Stock
 Michael Alan Stocker
 Carl M. & Gail D. Stohler
 Ann M. Stone
 Howard Alan Stone
 Robert L. Stone
 Craig Lloyd Stormer
 Kenneth A. Straup
 Michael & Judith Strauss
 Levi Strauss Foundation
 Robert Henry Street
 Charles F. Strickland
 Mr. & Mrs. H. Scott
 Strickland
 Otto F. Strobel
 Theodore F. Struck II
 Manfred & Barbara Stryk
 William J. Stuart
 Charles L. Studelska
 Linda S. Stueber
 Thomas M. Stulberg
 Kevin D. Stulp
 Phyllis A. Sturman
 Doris C. Suarez
 Hiromi Sugiyama
 John Stephen Sullivan
 K. Marc Suri
 Russell F. Surmanek
 Mary K. Sussex
 Michael Samuel Sussman
 Edward D. Suttles
 Ronald L. Sutton
 Larry J. Svoboda
 Earl G. Swain
 Louise T. Swan
 Mary K. Swaney
 James T. Swanson
 Robert Michael Swiller
 J. V. Syring
 Steven M. Szabo
 Craig A. Szeman
 Mr. & Mrs. Kalman C. Szoke
 Samir A. Tabet
 Jeanie J. Tabor
 Eric John Taborek
 Christopher J. Tague
 Susan Lang Tague
 James Parker Talcott
 David J. Talen
 Alvin & Jenny Tamura
 James P. Tann
 Sharon A. Taugher
 Christopher Taylor
 Kevin G. Taylor
 Earl W. Taylor
 TDF Associates
 Mr. & Mrs. Thomas M. Tear
 John Barrett Teets
 David M. Tehle
 Joseph F. Tencza
 Carlos Rene Teran
 Steven L. Terry
 Ronald F. Tesarik
 Charles E. Teske
 Bradley P. Tessler
 Sharon Tessler
 Texaco Philanthropic
 Foundation, Inc.
 William H. Theidel
 Michelle M. Theis
 Barbara A. Theisen
 Robert L. Thibodeau, Jr.
 Mary Lou Thiessen
 Walter E. Thill II
 Alex W. Thomas



Blair H. Thompson
 David Alan Thompson
 James K. Thompson, Jr.
 John Edward Thompson
 William R. Thompson
 Carl A. Thomsen
 Daniel J. Thomson
 Alexander Douglas Thorne
 Robert L. Thornton
 Michael J. Thorsen
 Kenneth John Timko
 Robert E. Tipping
 Laurence S. Tisdale
 Amy Lee Tobenkin
 Richard T. Togstad
 Joseph P. Tomasik
 Robert Frank Tomlinson
 James Franklin Tompkins
 The Torrington Company
 Shirley E. Toussaint
 Debra G. Tracy
 Robert S. Travis
 John P. Treska
 Christopher A. Tressler
 Eric T. Trierweiler
 Diane F. Tritschler
 James S. Trouba
 Leslie N. Trubow
 Kevin D. Tucker
 Michael H. Tunkelrott
 James L. Turco
 Barbara G. Turk
 Joel E. Turner
 Michael R. Turoff
 Twentieth Century-Fox Film
 Corporation
 Michael Anthony Tyll
 Robert P. Ulrich

Jacob W. Ulvila
 Union Camp Charitable
 Trust
 Union Tank Car Company
 United Engineers and
 Constructors, Inc.
 Walter J. Unti
 Karen Upson
 US West Foundation
 Paul Andrew Valacak
 Douglas C. S. Van
 Judy L. Van Ark
 Charles F. Vandegrift
 Douglas A. Vanderark
 Linso S. Van Der Burg
 Donald D. Van Der Zwaag
 Edward A. Van Dyke
 Louis Van Ess
 John M. Van Gelder III
 Kenneth D. Vankleeck
 Carl James Vannatter
 Don Vanoverloop
 A. Van Seventer
 Peter E. Vant Slot
 James Alan Varilek
 Malcolm E. Vaughan
 Howard B. Veltman
 Trudy G. Verser
 Eric W. Vetter
 Craig F. Vidal
 Kurt D. Viekehr
 Joseph D. Vinso
 Michael R. & Sharon Virga
 David A. Voight
 Anthony B. Volin
 Tania N. Volis
 David W. Vranicar
 Peter & Evelyn Vroegop

B. Craig Vrooman
 Richard H. Wacławek
 Robert G. Waddell
 Kiran N. Wadhwa
 Peter W. Waer
 Charles S. Waggoner II
 William C. Wagner
 William L. Waldner
 David C. Walker
 George J. Walker
 Mr. & Mrs. Thomas J. Walko
 Thomas G. Wallace
 Terry D. Wallenbrock
 Sandra M. & Joseph G.
 Walls
 Brian Walshe
 Duane & Glenda Walters
 Joanne Wanstreet
 Dana L. Warehime
 Arthur D. Warga
 Marilyn Elaine Warner
 Mr. & Mrs. Willard W.
 Watterson
 David L. Watza
 John M. Wayman
 Jeffrey D. Weaver
 Robert B. Weaver
 James R. Webb
 Thomas Jones Webb
 Charles L. Weddell
 Douglas P. Wefer
 James M. Weidenbaum
 Mark D. Weinberg
 Stanley P. Weiner
 Robert Paul Weingart
 Robert H. Weinman
 Marci L. Weinstein
 Robert P. Weisberger
 Frederick A. & Sandra M.
 Welch
 John H. Welch
 David M. Weller
 Kenneth J. Weller
 Paul A. Weller
 Craig W. Wells
 Robert L. Welo
 Gale Swan Welter
 John H. Wendelboe
 Richard Q. Wendt
 Ernest P. D. Werlin
 Amy West
 Edgar A. Westenbroek
 Jay W. Westendorf
 Rowland L. Westervelt
 Robert G. Westphal
 Kurt R. Wetzel
 Judith M. Wexler
 Mark Whatley
 James Davidson Wheat, Jr.
 Wayne L. Wheeler
 Susan Lynn Whitaker
 David W. White
 Joyce Marie White
 Philip F. White
 Alan J. Whitfield
 Russell L. Whitfield
 Charles H. Whitman
 Terri Alexander Whitman
 Arthur O. Wiberg
 Winfield E. Wight, Jr.
 Loren D. Wilder
 Gary W. Wilds
 Ralph V. Wilhelm, Jr.
 Joni P. Wilkinson
 Karen E. Wilkinson
 Allen G. & Martha Williams
 Douglas W. Williams, Jr.
 Halton Wilbur Williams, Jr.

Robert J. Williams
 Roger L. Williams, Jr.
 Valerie M. Williams
 Frederick R. Willmer
 Mary S. Wilner
 Betty Comstock Wilson
 Kathleen E. Wilson
 Mary M. Wilson
 Robert S. Wilson, Jr.
 Thomas J. Wilson
 Daryl N. Winn
 Lesley J. Winograd
 Walter E. Winter
 Jason J. Winters
 Sally M. Wise
 William B. Wise
 Lawrence E. Witkowski
 James A. Wiviott
 Douglas Robert Woikey
 Deborah Joyce Wolenberg
 Martin Douglas Wolf
 Willis R. Wolf
 Dana C. Wood
 Mary Norris Wood
 Russell T. Woodburne
 Ross A. Woodhams
 Cheryl A. Woods
 Patrick H. Woods
 Fred Allen Woolsey
 Worldwide Fabrics, Inc.
 Ilona Levay Wozniak
 Allan R. Wright
 David W. Wright
 Harry Wright
 George E. Wyman
 William N. Yaeger
 Craig A. Yahnke
 Lawrence B. Yeager III
 David Yodkovik
 Leila C. Yodkovik
 Edward James Yopek
 Barbara Youtz Young
 George Edward Young
 Jeffrey L. Young
 John O. Young
 Robert W. Youngberg
 Richard L. Zahn
 Frank A. Zarimba
 Jennifer J. Zeisloft
 Constance Marie Zelmanski
 Gary Patrick Zembala
 Michael B. Zenn
 Jeffrey A. Ziegler
 Daniel D. Zielke
 Clifford T. Zinner
 Lawrence H. Zuckerman
 Thomas Edward Zurek
 Delle J. Zur Schmiede

GIFT RANGE \$1-49

Bruce C. Abbott
ABC Realty
Ellen Ruth Forman
Abramson
Arnold S. Adams
Eugene G. Adams
John Paul Adams
Bryce R. Adie
Winfield Ernst Akeley
Randall L. Albert
Christine E. Alexander
Dennis J. Allingham
Paul E. Altherr
Richard M. Amend
Daniel Aminoff
Nannette Andrews Amish
Amstar Sugar Corporation
Analog Devices, Inc.
Arthur Leo Anderson
Charles F. Anderson
Gerard M. Anderson
Harold W. Anderson
John F. Anderson
Kenneth J. Anderson
Richard H. Anderson
Susan A. Andros
Diane Angell
Martin E. Appel
Appleton Papers Inc.
APS Foundation, Inc.
Arbor Scientific
M. Raquel Arevalo
Jeffrey Arnold
Peter M. & Cheri L.
Aronson
Richard W. Arzberger
John C. Ashby
Sandra S. Ashner
Amador G. Astudillo
Albert Wadi Atallah
Michael J. Atwell
Kristen M. Auchter
Mary Jill Ault
Theresa A. Austerberry
Daniel Fraser Austin
Kathleen M. Avery
Bruce Walter Avis
Albert L. Bacon
Jessica Irene Bacsanyi
Robert E. Baer
Stanley L. Bahler
Maryanne Bailhe
Ellwyn M. Bails
William W. Baird
Roger W. Baker
Paul J. Banion
Dale R. Banks
Marco Barbaro
John T. Barbour
Gladys S. Barera
Vincent L. Barker
Carole Barnett
Donald J. Barnett
Donald L. Barnett
Barnett Banks of Florida,
Inc.
John C. Barry
Michael J. Barry
Ralph J. Basile
Ronald D. Bassey
Ruth K. Bateman
Darlene L. Bates
Morris K. Batter
Bruce I. Bauer

Michele M. Bauman
Ronald & Donna Bauman
Sandra J. Baumchen
Shirley D. Bayne
Vernon Clark Beaird
Henry M. Bear
Beazer Materials and
Services, Inc.
Craig A. & Bety A. Beck
Kristan Beck
Robert J. Beckman
Robert H. Becksfort
Kenneth C. Bell
Lawrence D. Bell
Lisa A. Bell
Bell Communications Res.,
Inc.
Leonard M. Bellia
Karlene K. Boyes Belyea
David G. Bemis
Matthew Ben-Zeev
Robert A. Bence
George T. Bennett
Joseph D. Bennett, Jr.
Janet R. Berghorst
Todd M. Bergmann
John D. Berkaw
Lee H. Berke
John Berkhof
Elyse A. Berman
Laurie R. Berman
Lawrence Falk Berman
Lori Rosen Berman
Karen L. Berndt
William S. Berno
Marc L. Betman
Ronald S. Betman
Mr. & Mrs. John F. Beyer
Marvin L. Billow
Thomas H. Birchall
Mrs. Jon A. Bird
R. William Bird
Barbara A. Birkett
William J. Birkhead
Leland S. Bisbee III
Stanley E. Bissey
Mrs. Harold C. Blakeslee
Robin N. Blanc
Kenneth R. Bloom
Martha Bloom
Amy E. Blossfeld
Mark J. Bodnar
John Bodnaruk
Robert J. Bohnenkamp
Michael B. Boisvenu
Mrs. Donald W. Bolling
Wanzer D. Bosworth
Robert Earl Botimer
Timothy J. & Nancy J. Bott
Sharon R. Botti
Jama M. Toppin
Benjamin R. Boutell
David C. Bowers
Donald F. Bowman
Arthur H. Boylan, Jr.
Judith Ann Boyle
Christopher L. Boys
E. James Brady
Fred W. Braga
Sheryl M. Brand
Mr. & Mrs. Elmer E. Braun
Breetz & Thorne
John S. Briggs
David L. Brinkman
Jeffrey L. Brodsky
John N. Brodson
DeForrest Brooke
Barbara Hansen Brown

Randall L. Brown
Richard A. Brown
Robert L. Brown
Scott Nelson Brown
John J. Bruce
Robert C. Bruns
Daniel A. Bublick
William T. Buchanan
Jason O. Buck
Thomas G. Buck
Gary M. Buckland
Thomas James Buckley
Robert C. Buhl
William C. Buhl
Thuy T. Bui
Mary Grace Bull
William F. Burbach
Margaret M. Burke
Byron D. Burns
James R. Burns
Robert W. Burns
Amy S. Burt
David T. Bussard
Jeffrey A. Bussell
Paul M. Butler
Jane L. Butt
Thomas F. Byrne
Jorge R. Calderon-Rossell
Charles T. Callahan
John W. Callahan
Gordon J. Callam
Frank T. Camp
Cynthia Jean Campbell
David L. Campbell
Herbert R. Campbell, Sr.
Jill E. Campbell
Jeremy W. Capell
Cardiac Pacemakers, Inc.
William R. Carey
Charles H. Carlson
Douglas M. Carlson
Edmund S. Carney
Martin S. Carney
Carolina Power & Light
Company
Carrier Corporation
David M. Carroll
Clayton W. Carson
James S. Cartwright
Gerard F. Carvalho
David B. Carver
Marcelo J. H. Casas
Robert I. Case
Kenneth K. Cassell
John S. Catlin
C. Michael Cederberg
Evelyn Chan
David E. Chapin
Beth A. Chapman
Michelle M. Chapman
Stephen N. Chapman
Gregory A. Charleston
William Kevin Chase
David M. Cheger
Thomas H. Chetrick
Jeffrey J. Chiesa
Katy Mussar Chinn
Chwen-Jy Chiu
Harold S. Chizewer
Mok Choe
Prakash M. Chonkar
Robert A. Christensen
Steven Anthony Chrypinski
Terri B. Cigelnik
Francis A. Ciminelli
Michael Cleodore Cipicchio
Stephen L. Cito
Lawrence G. Clare

Christopher Clark
Robert J. Clarke
Joan Conroy Cleveland
John C. Cline
Dana M. Cluckey
Robert Burkle Cobie
Gary Richard Coblitz
Marie & Jack Cochrane
Peter S. Cody
Andrew Coetzee
R. Riddell Coffin, Jr.
Gail M. Cohen
Harris I. Cohen
Jeffrey M. Cohen
Jason E. Colbath
Garry Stephen Cole
Julie E. Cole
Thomas B. Coles, Jr.
James F. Colgan
Michael R. Collins
Jonathan M. Colman
Lori J. Colman
Combur Corporation
Kathy J. Commee
John C. Conroy
Thomas J. Conzelmann
James E. Cook
Elliot Isaac Cooper
Cooper Industries
Foundation
William J. Cope
Edward A. Coppola
Michael B. Corber
Anthony J. Cote
Susan German Cothern
Robert D. Coven
Jill M. Cowen
John M. Cox
Terry L. Cox
Arthur O. Cravets
Robert B. Creal
Todd H. Cresci
Katy L. Criner
Sally J. Fox Cronin
Ralf A. Crookston, Jr.
William F. Culman
Carolyn Rundell Culotta
John C. Culver
Julian O. Cumberland
Barbara A. Cumming
William A. Cunningham
Melinda A. Curry
Susan C. Cwynar
James C. Czirr
Edward A. Dahl
Kathryn Mary Daly
John Peter Dames, Jr.
James A. Damm
William A. Damson
Elizabeth A. Danilek
Kenneth Stanley
Daniszewski
Leon F. Darga
T. R. Dark
Domenic Dascola
James R. Datsko
Thomas P. David
James P. Davidson
Edward Steven Davis
Donald H. Dawson
David J. DeBoer
Edward W. DeBoom
Jack I. Decaprio
John Robert Defriece
Brian T. Degen
Sean J. Degen
George B. DeHuff III
Michael J. Delaney

Marc F. Delzer
John P. Demorest
Lori A. Demski
William F. Derman, Jr.
Chirag R. Deshpande
Paul Harrison Devereux
Mariela Devoto
Henry DeWit
Fred M. Diamond
Allison F. Dickerson
Frank M. Diedrichs
Patricia A. Dill
Denise M. Dixon
John G. Dixon
Frederick I. Dobson, Jr.
Robert J. Donald
Beatrice M. Douglas
William E. Dove
Marie E. Dowd
Donald & Phyllis Doyle
Frank T. Drabek
Charles F. Drake
Lawrence C. Drake
Jay S. Dreifus
Jennifer B. Drinan
Mrs. James F. Drumm
Charles E. Duchene
Christopher K. Duff
Roger P. Duggan
Anthony N. Duminski
Brian J. Dundon
James Edward Dunlap
William E. Dunston
Dempsey M. Dupree
James Robert Duprey
Carol F. Durkee
John Joseph Dyle
Stephen C. Eaker
Richard A. Earle
Gregory M. Ebbeling
William J. Ebel
Steven J. Eberbach
Scott S. Eccker
Garry M. Eckard
Thomas C. Eckhardt
Brian T. Eden
Raymond W. Edwards
Joshua D. Eichenhorn
Walter J. Eichhorn
Melissa Einhorn
Robert C. Eisemann
W. Mark Eisenbach
David F. Eisenlord
Dean S. Eiteman
Robert D. Eklund
Charles S. & S. A. Hawley
Elder
Alice M. Elgass
George A. Elgass, Jr.
Robert S. Elieff
Robert Michael Elliott
James C. Ellis
Mark H. Elowsky
Fred S. Elrod, Jr.
James Francis Else
Margery J. Enberg
John F. Engel
Bruce F. Englehart
Donald Epstein
Eileen M. Erichsen
Marie Louise Ernst
Gerald P. Esmer
Eugene C. Estes
Jim Euphrat
Frederick J. Evans
Stephen G. Evseeff
Burt Fainman
Bruce A. Falbaum

This list includes all gifts, pledge payments and corporate matching funds received by the Business School from July 1, 1988 through June 30, 1989

Karen L. Falk	Roger Forbes Getz	Mr. & Mrs. Gary L. Hahn	Janet Rose Holm	Howard E. Kaplan
Kathleen B. Fandale	James Edward Gibson	Gary M. Hahn	Christine E. Holmes	Myril L. Kaplan
H. Roger & Susan Farber	Donald E. Giles	William McVey Hahn	William P. Holmes	Michael Joseph Karaman
Timothy S. Feemster	Helen Rungwerth Giles	G. Scott Haislet	John S. Homeister	Kenneth L. Kardon
Deborah Lipson Feldman	Steven R. Gilmer	Buel Vernon Hall	Marie T. Honmyo	Mr. & Mrs. James F. Kasting
Michael S. Feldman	Richard L. Giroux	Randall K. Hall	Jeffrey Bruce Hoover	Robert W. Kaufman
Rubin Feldman	Daniel J. Gitre	Samuel M. Hall	Frederick S. Hopkins, Jr.	Debra E. Kaul
Charles J. Feldschau	Francis Lee Giuliani	Hallmark Corporate	Charles R. Hoppe	Mark Stephen Kavasch
Donald Feldstein	Robert Giza	Foundation	Jane M. Horberg	Stephen W. Kay
Leon W. Fell	Bradley S. Glass	Sarah L. Hallstedt	Raymond N. Horner, Jr.	Susan Kay
Raymond J. Ferguson, Jr.	George F. Glattes	Jeffrey W. Hammerstrom	Howard James Horvitz	Duane A. Keahl
Laurel F. Ferry	Linda G. Glauber	James P. Hammond	Robert J. Houck	Keebler Company
Fidelity and Deposit	Luther William Glenn, Jr.	Mr. & Mrs. Steven A.	Elmer M. Houghten	Foundation
Company	William T. Glenn	Handlos	Cindee J. Howard	Michael J. Keegan
John N. Fiegen	Frederick W. Glomb	Christine M. Handt	Marlin G. Howard	James E. Keenan
Randall H. Field	Elizabeth A. Goch	Herbert F. Hanselmann	David E. Hoxie, Jr.	Daniel C. Keifer
Arthur M. Fierce	Lisa A. Goebel	Ann E. Hansen	Thomas M. Hresko	Paul Lorne Kelly
Paul A. Fink	Mark C. Goebel	Gregory Phillip Hanson	Cheryl M. Hromek	Philip B. Kelly
Russell A. Fink	Tom Goettsche & Associates	Paul W. Hanson	Felix F. Hsu	Rita Peterson Kelly
Howard F. Finkbeiner	Franklyn G. Gokey	Harry W. Harding Trust	Roswell Brian Hubbard	John Lufkin Kelsey
Davida A. Finkle	Joseph Golov	Clifton B. Hardy	John Potter Huckins	A. G. Kennedy
Phillip H. Fisher	Judith L. Goode Zachar	Michael Wayne Hardy	Charles K. Huebner	Frank R. & Patricia Kennedy
Harry Fishman	Harold W. Goodman	Thomas H. Hardy	Terry S. Hunsaker	Dennis D. Kern
Laura R. Fitch	Steven H. Goodman	Mary Haroian	Richelle L. Hunt	Paul E. Kerns
J. Patrick Fitzgerald	Daniel T. Goodnow	Howard H. Harpst	Hunt Manufacturing Co.	Lynn L. Kessler
Walter D. Fitzgerald	John B. Goodsell	Alden Harris	Foundation	Michael D. Ketcham
Fivenson Food Equipment,	Ralph C. Goodwin, Jr.	James B. Harris	Robert Carl Hunter	Thomas E. Kiehl
Inc.	Michael B. Goran	Mark Leonard Harris	Cynthia S. Hunting	Theodore C. Kildegaard
James R. Flink	Harvey Gordenker	Priscilla H. Harris	Richard O. Hurt	Robert L. Kiple
Devon B. Flynn	Jerome W. Gordon	Thomas A. Harris	James G. Husband	Mr. & Mrs. Bruce J.
Iris Pumroy Flynn	Sandra K. Gosse	John B. Harrison	Judith A. Hutchinson	Kirchenbaum
Teresa E. Flynn	Daniel L. Gotthilf	Robert K. Harrison	J. George Ingber	F. Douglas Kirchoff
Marc A. Fooksman	G. E. Gould	Jennifer Lynn Hart	David R. Inman	Linda Susan Kirschbaum
William C. Fork	Jonathon Paul Gould	Christine A. Hartman	Intel Foundation	Mindy H. Kirschner
Richard E. Forrestel, Jr.	Joanne E. Goza	Sharon A. Hartmus	Walter L. Ioset	Louis B. Klam
Debra A. Foster	Sandra A. Grabczynski	Jack Hasper	Wendy S. Jablow	Ronald I. Klang
Duane Edward Foster	James S. Grace	Dana K. Hatate	Kevin G. Jach	Leslie A. Kleiman
Nancy Benish Foster	Elizabeth R. Graf	Edward Calvin Hathaway	Jerry L. Jackson	Thomas V. Kleimeyer
Phillip David Fowler	James E. Graf	Rodney C. Hathaway	Laurie Meadows Jackson	Alan L. Klein
Ronald A. Foxman	Lewis E. Graf	Charles M. Hawkins	Danny Edward Jacobs	Ralph R. Kleinedler
Kimbra A. Fracalossi	Stan W. Graff	Candy Hawley	Kenneth W. Jacobson, Jr.	E. Alrick Klemett
Diane K. Francisco	William W. Grafton	Francis G. Hayes	Edward A. Jacques	Robert R. Kley
Joseph A. Frank, Jr.	John Paul Grattan	Randall B. Hayes	Lewis Robert Jaffe	Frederick T. Klingbeil
Marc L. Frankel	James C. Graw	Robert L. Hayward	Stephen G. Jaffe	Keith D. Klucvev
Edward A. Franz	James W. Grebe	Mark Anthony Haywood	Frederick T. Jaffin	Elmer K. Klumpp
David J. Frear	Cindy Greenberg	Stanley S. Hazan	James M. Jakary	Matthew J. Knight
Timothy L. Freeman	Terry L. Greenleaf	Daniel O. Head III	Henry M. Jakucewicz	Knight-Ridder Newspapers,
Bruce M. Friedman	Robert J. Greenough	Roger W. Heins	Merrily L. James	Inc.
D. Harding Friedman	Douglas J. Greenwold	Peter W. Helt	Doris J. Jamron	Kenneth A. Knudson
Joel Barry Friedman	Marc A. Gregg	Raymond C. Helwig	Jeffrey E. Jarrett	B. Leslie Koch
Kathryn A. Friess	Gordon F. Gregory	Robert P. Henderson	Charles E. Jarvi	Stuart J. Kohn
Michael H. Fritz	Stephen L. Gregory	Richard D. Hendricks	Martin M. Javornisky	Gerald E. Kolar
Jeffrey Norman Frost	Robert C. Greulich	William H. Hendrix	Olin R. Jennings	Michael G. Konstant
Paul C. Fujawa	B. Grezegorzewski	Herbert M. Herauf	Cathy A. Jensen	Peggy Jean Kopmeyer
William L. Fuller	Alvin M. Griffin	Gary C. Herbst	Peter T. Jessup	Stephen E. Korpi
W. Bruce Gabbittas	Donald T. Griner	M. Richard Herman	Lyman M. Johnson	Wallace A. Korzon
Glenn P. Gabel	Royce A. Gross	J. Downs & Sondra Herold	Margaret Lothrop Johnson	Thomas H. Kosik
Jodi Dimick Gable	Joel R. Gruber	Donald T. Herrick	Robert E. Johnson	Scott A. Koslow
Christopher J. Gage	Michael E. Gruber	Charles M. Hess	Roger C. Johnson	Jeffrey E. Kottemann
Thomas A. Gamm	John S. Guenther	Sarah J. Hibler	James W. Johnston	Bonnie Iczkovitz Kowalsky
Robert Henry Gardner	Richard J. Guenther	Ross Anthony Hickman	Philip Muir Johnston	Marianne Kramarz
Joseph M. Garrison	Robert E. Guenzel	S. Patrick High	Gaylor W. Jones	John C. Kramer
David A. Garstecki	Kenneth J. Guerrini	Laure A. Hillebrand	Matthew C. Jones	Ronald M. Krassin
Maurice F. Gartner, Jr.	Robin M. Gugick	Matthew F. Hilzinger	Michael John Jones	Lawrence B. Kraus
Hugh P. Gaston	John Lashalle Gulish	Russell W. Hinkle	Paul W. Jones	Richard F. Kraus, Jr.
Robert T. Gates	Robert H. Gunderson	David D. Hinman	Thomas B. Jones, Jr.	Lenore Loeber Krause
Robin A. Gaubis	George Axel Gustafson	Werner O. Hintzen	Olaf R. Jordan	David C. Krawec
Morton H. Gavens	Allen D. Gutches, Jr.	Jason A. Hinz	Louis Mark Joseph	Lisa S. Kretz
Gary A. Gavioli	Kenneth Arthur Gutowski	Sarah J. Hirschey	Nancy A. Joslin	Karol Helen Krohn
Thomas G. Geiger	Robert Guzikowski	Joseph L. Hirschfield	Eugene Michael Juergens	Michele F. Krolicki
Peter H. Geis	Morley Gwartzman	Betty & Edward Hoag	Sarah B. Jury	Gerald A. Krueger
Gen Corp Foundation, Inc.	Peter W. Haab	James G. Hobbs	David W. Kachel	Lloyd H. Krueger Agency,
General Insurance Agency	Brent Chas Haase	Wilbur Neal Hobbs	Robert B. Kahn	Inc.
Jeffrey M. Genshaft	Thomas G. Hackett	Catherine A. Hochstein	Louis Andrew Kall	Susan J. Krump
Diane Angielczyk Gerard	Marcia L. Haddox	Susan E. Hoffman	William J. Kaman	Marion E. Krzyminski
Glenn C. Gerhard	Elizabeth & Kurt W.	Lynn Gunkler Hoffmann	Helen Nicole Kaminski	Barbara Kuckhoff
Michael B. Gersten	Hagemeister	Christine Thomas Hogan	Eun C. Kang	Liane M. Kufchock
Eric R. Gettel	James C. Hagen	Michael S. Hokin	Cynthia Louise Kangas	Arthur T. Kuiper

This list includes all gifts, pledge payments and corporate matching funds received by the Business School from July 1, 1988 through June 30, 1989

Joseph V. Kulhanek	Gary A. MacDonald	Janet Meyer-Koella	Joseph M. Nowicki	Alex S. Pomnichowski
James F. Kumpf	Susan Haddad MacPhail	Richard D. Meyers	Pauline V. Noyes	Russell C. Poole
Julie Kupersmith	Daniel P. Magazu	Sandra J. Meyers	Nutrasweet Company	Norbert Poppe
Raymond S. Kuramoto	Don Pat Mahoney	Arnold Mikon	Charitable Trust	Dawn E. & David J. Portelli
Linda M. Kusch	Jane Marie Mahoney	Bruce H. Miller	Valerie J. Oben	Karen S. Porter
Raymond Kusisto	Gerald M. Major	Craig J. Miller	Frank M. O'Brien, Jr.	Nancy A. Portwood
Michael A. Ladd	Thomas T. Makielski	David John Miller	Thomas A. Ochs	Christopher H. Potter
Edward S. Ladd	Lauri Tapio Makkonen	Eugene Elden Miller	Gerard F. Odenweller	William M. Potter
Stuart L. Laing	Kathleen M. Malec	James E. Miller	James C. O'Donnell	James N. Powers
Edward A. Laisy	Frank H. Mallen	Joanne L. Miller	Catherine A. O'Grady	Howard Henry Prager
Frederick C. Lake	John William Mallory, Jr.	Michael I. Miller	Edward R. O'Hara	Nicholas J. Preketes
Beth A. Lambert	Mrs. Orlando Mancini	Richard A. Miller	Ohio Edison Company	Kathleen G. Preston
Lisa B. Lampert	Kathryn Giselle Manett	Thomas F. Miller	Daniel E. O'Leary	Carol Price
LeRoy Lancaster	Kris A. Manlove	Gregory D. Mills	Nancy Stewart Oliphant	Jeanne M. Price
Ray & Carolyn Lane	Robert N. Mann	Michael O. Mizanin, Sr.	Robert & Janet Olsen	Vince A. Price
Vivian J. Lange	Terrance J. Manning	Rasjida D. Mizerak	Dennis M. O'Malley	Richard Priester
Carol M. Lankfer	Carol S. Mantey	Phyllis M. Mobley	Maria E. O'Neill	Thomas W. Proctor
Eric I. Lark	Anthony V. Maranto, Jr.	Gail P. Molesta	Oscar Y. Ong	Laura B. Pryor
Daniel J. Larson	Julie M. Marcus	Elliot Ira Molk	Richard S. Orlov	Millard H. Pryor, Sr.
Lizabeth Larson	Richard W. Marion	William G. Moller, Jr.	Janet L. Osborn	PSFS Trustee Under
La Salle National Bank	Steven B. Marks	Mr. & Mrs. Edward C.	William C. Owens, Jr.	Charitable Trust
Thomas C. Laurell	John A. Markus	Monahan	Paccar Foundation	Agreement
Mr. & Mrs. Roy Ellis Lave, Jr.	Mark A. Marone	Robert D. Monk	Pacific Telesis Foundation	Harold F. Puff
Leslie Broderick Lavender	Louis F. Marr	Kimberly L. Monstvil	Bradley D. Page	Edward F. Punch
Dena A. Lea	Susan Michele Marsch	Pamela J. Montgomery	Thomas Greg Page	Delbert C. Purdy
Dick A. Leabo	Richard A. Martin	Gregory L. Moore	Ronald R. Pagoto	Martha Gordon
Laurence J. LeBlanc	Robert A. Martin, Jr.	Robert Bradley Moore	Bonnie P. Paine	Quackenbush
John Edward Lectra	William Robert Martin	Russell J. Moore	Paul S. Pak	Gregory L. Quimby
Julie T. Lee	Wendy A. Marx	James R. Moreen	Robert W. Palmer	Audrey R. Quinn
Wayne Leengran	Chris Masselink	William F. Morgan	Daniel S. Palomaki	L. David Rabinowitz
Mary A. Lehmann	Gwen Matheys	Benjamin A. Morris	Panhandle Eastern Pipe	Sherwood H. Raden
Mark Alan Leitner	Sanjay Mathur	Dr. & Mrs. Joe D. Morris	Al Bayle Parker	Stephen A. Rados
Francis P. Lemery, Jr.	Kelli B. Matthew	Scott Allen Morris	James F. Parker	Rainbow Lab
Robert W. Leonard	David M. Matuszewski	Wesley J. Morris	Jeffrey W. Parker	Thomas M. Ramsey
K. Thomas Lester	Martha A. Maugh	Alan W. Morton	Douglas L. Parks	Judith Weigel Raub
James F. LeTart	Robert C. Maulbetsch	Charles F. Morton	Janice G. Partyka	Richard Ray
Douglas J. Leupen	Ralph Eugene Maxson	Cruise W. & Virginia Ann	Mr. & Mrs. Sanford Pastroff	Jeffrey L. Reade
E. Henry Levering	Seymour Maxwell	Moss	Susan F. Pastroff	Marjorie Lewis Ready
Mark A. Levin	Martin S. Mayer	Anthony T. Mott	Keith Alden Patterson	Milton D. Redick
Robert G. Levin	Kenneth R. Mayne	Douglas D. Mott	James D. Payton	Daniel A. Redstone
Kurt S. Lewandowski	Barry G. McCabe	Bruce Shore Moyer	Chester E. Pearson	Ronald R. Reed
Mark B. Lewis	George M. McCabe	Joni G. Mudgett	Sigfred W. Peck	Michelle D. Reichmann
Mary E. Lewis	Claude A. McCann	Nick Jacob Muhlbach	R. Thomas Pedersen	Helen E. Reifel
Stuart C. Lewis	Madelyn Austin McCarthy	Thomas Jeffrey Muise	Robert H. Peiffer	J. Jeffery Reinke
Diane Lynn Liberman	Edward C. McCliment	Michael A. Mulcahy	John F. Pendexter	Philip A. Rem
Roberta Licht	Charles G. McClure	Dennis Multack	Kraig A. Pendleton	Robert M. Rennie
Jane L. Lieberthal	Sarah H. McClure	Maree R. Mulvoy	Mr. & Mrs. Stephen S.	Daniel T. Renshaw
Dok Soo & Sun He Lim	Douglas H. McDonald	Michael T. Muncie	Penley	Phyllis A. Resnick
Richard P. Limburg	Nora S. McDonald	Mr. & Mrs. Patrick Murphy	Joan D. Penner-Hahn	Robert J. Retsema
Robert Henry Limburg, Jr.	John Michael McDonnell	W. Richard Murphy	Eugene J. Peplinski	Charles L. Rettich
James B. Lindberg	Carole L. McFee	Michelle L. Musleh	Andrew D. Perlman	David A. Rice
Diane E. Lindwall	William C. McIntosh	Regina Myer	James Perlman	William L. Rice
Stephen Alan Linker	Randolph A. McKean	Gordon S. Myers	Stephen R. Perrault	Robert Cannon Rich
Michael P. Linkevich	Frederick N. McKee	Scott C. Myers	Ellis Edward Perrault	Stephen T. Richards
Cheryl L. Lipan	Christopher McKinney	James J. Narens	Donna J. Perry	Vicki A. Richards
Ronald W. Lipowski	Mr. & Mrs. Rowland H.	Alice Anne Navin	James M. Personius	Ann T. Richhard
Goodwin G. Littig	McLaughlin	David S. Nedza	Arthur S. Pesner	James W. Richhart
Marc J. Littman	Karin M. McMahon	Cleland K. Nelson	Stanley Peterfreund	Robert M. Ries
Theresa C. & U. S. Liu	Curtis B. McMillin	Thomas W. Nelson	Donald C. Peterson	Sherry L. Riley
Wade S. Lnenicka	W. J. McNabb Company	Glenon Edward	Daniel J. Petrocella	Timothy John Rinaldi
Thomas P. Loftis	Thomas C. McNall	Nenninger, Jr.	Lisa M. Petrocella	Dale E. Ritter
Mark G. Lohr	James Michael McPharlin	Alfred Nevins	William S. Pettit	Julio Cesar Rivas
Robert Strother Loomis	Blair J. McRae	The New York Times	Frederick H. Phail	Charles M. Roame
Christine Lorenz	Robert D. McTaggart	Company	Chester Stephen Phillips	James B. Roberts
William J. Lorne	Clarence Medema, Jr.	Jeffrey A. Newfield	Peter Edward Phillips III	Alicia R. Robinette
Robert N. Lotzer	Arthur C. Meiners, Jr.	Victor R. Ney	Donald L. Pietz	Steven R. Robins
Wesley M. Lower	James K. Meinershagen	Mr. & Mrs. Marvin L.	Betty B. Pinkos	Donald C. Robinson
Paul M. Lowrey	John Knisely & Anne M.	Niehuss	Henry M. Platt	Marc E. Robinson
Yung-Tsu Lu	Mell	William K. Niemann, Jr.	Bruce A. Plaut	Elliot M. Rogers
John Joseph Lucas	Michelle B. Mendelson	Phillip B. Niffenegger	Thomas J. Plenkenpol	Russ R. Romm
Roger S. Lucas	Mariano Jorge	William A. Nighbor	Calvin C. Plummer	Nancy J. Roodberg
Steven W. Lucas	Mendez Canas	Nancy M. Nishiyama	John Edward Pohndorff	Nancy T. Rooney
James D. Ludwig	James Meola	Emma G. Nogales	Kathryn A. Polak	Rosealba Rosario
Michael S. Lustbader	Jacqueline A. Meredith	Richard C. Nolan	Kenneth A. Polansky	Gary H. Rose
Oakley S. Lutes	Glennys D. Merritt	William C. Norwalk	Albert B. Polen	Michelle Ann Rosen
Shari L. Lutz	William E. Merritt, Jr.	Frederic E. Nott	David E. Politziner	Christine M. Rosiak
M/A-COM Government	William H. Merritt	Guillermo Novo	Cyril M. Pombier	Ross Services Group
Systems Inc.	Gene Irving Mesh	Herman C. Nowack	T. Lee Pomeroy II	Rochelle B. Roth

This list includes all gifts, pledge payments and corporate matching funds received by the Business School from July 1, 1988 through June 30, 1989

Wayne Ernest Roth
Philip W. Rowberg, Jr.
Susan Griffith Royer
Anne K. Rubin
Martin L. Rubin
Arthur G. Rudd
Joan R. Ruhela
Gregory John Ruselowski
Lori A. Russell
Barbara E. Russell
Irene B. Ruzicka
Michael J. Ryan
Edward J. Rymarczuk
Scott David Saari
Eleanor K. Sachs
Robert H. Sack
Frank M. Safran
Kathleen M. Sage
William E. L. Saint
James T. Sakai
Enrique Salgado
Nancy Ellen Salter
William Andrew Salter
Rocco Salvatoriello
Berthold Salz
Judith E. Salzberg
Cecilia Sampaio
Robert W. Sanders
Thomas E. Sanko
Olindo O. Santopietro
A. Michael Santoski
Angela R. Sarafa
Ray R. Sareeram
Alfred B. Sauer
Janine M. Savoie
Charles H. & Katharine C. Sawyer
H. Clay Saylor III
Christie A. Scarnecchia
Sybrant J. Schaafsma
Lisa M. Schaap
Joseph H. Schaffer
Nancy Schleicher
Sandra A. Schluge
John Herbert Schmale
James E. Schmalzriedt
Mark J. Schmerge
Robert L. Schmidt
Robert M. Schmidt
Charles G. Schneider
Daniel B. Schneider
Richard W. Schneider
Leroy E. Schober
Gerald Arthur Schoen
Joseph J. Schoen, Jr.
Eugene & Mary D. Schoeneich
Charles R. Schrimper
Gilbert H. Schubert
Thomas Jay Schuler
Marlene Anne Schulhauser
Allison M. Schultz
Caren Tracy Schumacher
Karl H. Schumacher
William P. Schuman
Jackson L. Schutte
Arnold W. Schwartz
Peter L. Schwartz
Brian T. Schweitzer
H. Paul Schwitzgebel
John A. Scochin
Jocelyn Scott
James Hobson Season
Mark Henry Sebell
James Lowell Sebern
Suzanne M. Seichter
Jonathan W. Seidman
Leon Duane Serowoky

Frances K. Shadley
Jane Ellen Shaffer
Joseph P. Shaffer
Larry S. Shaffer
Terri Jill Shaffer
Tulip Shah
Wilfred A. Shale
Kathryn S. Shanks
George F. Shatzel
Scott W. Shawaker
Sherex Chemical Company, Inc.
Julie C. Shersmith
Jennifer Dawn Shevin
James R. Shiffrin
Richard A. Shinaberry
William C. Shineman
Olen T. Shirel, Jr.
Douglas L. Short
Ricki J. Shoss
William & Peggy Shubert
Douglas G. Shufelt
Carol Elizabeth Shulman
Ronald Mark Shuster
Robert Lawrence Shwalb
Joseph Anthony Siciliano
Martha Siefman
B. Miller Siegel
Richard C. Sievert
David A. Silberg
Kenneth S. Silver
Edith Silverstein
Charles E. Simmons, Jr.
Linda P. Simmons
Sherry C. Simmons
Joseph W. Simon
Seymore Simon
Richard R. Simonds
Richard H. Simonian
Michael K. Simonte
Simpson Industries Fund
Richard P. Sinutko
Ronald A. Sistrunk
Ellen Kaufman Sklar
Lloyd Dwain Slaght
Jane Nulty Sloan
V. Mark Slywinsky
Daniel G. Smedley
Arthur R. Smith III
Carl M. Smith, Jr.
David P. Smith, Jr.
Gregory Earl Smith
Jeffrey D. Smith
Kevin F. Smith
Leidy B. Smith
Louise K. Smith
Richard H. Smith
Katherine A. Smock
Cheryl A. Sobczak
John A. Sommer III
Cheryl L. Soper
Ralph Soucie
Douglas S. Spadaro
Arthur C. Spalding
Allen T. Spann
Rex Taylor Spencer
Robert W. Spencer
Harvey J. Spevak
John R. Spielberger
Andrea I. Spyros
David Mark Squires
Suzanne M. Stadlman
Charles R. Staebler
Robert A. Stanger
Clifford I. Stanton
Christine A. Stawowy
James G. Stebbins
Judith R. Stein

Raleigh F. Steinhauer
Joan M. Steltmann
Eric Sternberg
Gordon M. Stetz, Jr.
David J. Stevens
Richard A. Stevens
Thomas D. Stevens
James F. Stewart
Karen L. Stewart
Michael Arthur Stock
William D. Stockard
William Sanford Stoddard, Jr.
Jill Jessica Stone
Leo M. Storey III
Marie H. Storey
Talayah G. Stovall
Jennifer Stratman
Albert E. Stratz
Maria Petrulis Strickland
Christopher J. Striedter
Leland E. Strohm
Kenneth G. Stuart
Susan J. Stuit
Keith M. Stults
Edward H. Stump
William D. Stumpfing
Dennis Lynn Sullivan
Thomas W. Sumner
Walden A. Sundell
Margaret S. Sutton
Jeremiah J. Sweeney
Samuel D. Swisher
Wiley Sword
Chester C. Szemborski, Jr.
Paul J. Szych
Richard William Talarico
Kent P. Talcott
Hirokuni Tamura
Kathy T. Tamura
Marc T. Tanenberg
David E. Tatman
Robert L. Tau
Don R. Taylor
John J. Taylor, Jr.
John Ripley Taylor
William R. Taylor
Peter Wilson Teitelman
Mark S. Telling
Joseph A. Tenenbaum
Lee Tenenbaum
Thomas G. Tepas
Cristina Tesoriero
Nancy J. Thelen
Teresa A. Thomas
Bailey E. Thompson, Jr.
Carl E. Thorsberg
The Times Mirror Company
Forrest Wade Tippen
Jan Black Tompkins
Fredrick Howard Toppel
Tracy Time Systems
David L. Treadwell
Walter E. Trittipio, Jr.
Julie Bosch Truax
Gerald N. & Marlene L. Tuch
Terrence E. Tweedie
Franklin B. Udvare
Valnessa E. Ulrich
Gerald J. Underwood
Theodore A. Urban
Julie A. Urbonas
Bradley M. Urlaub
Craig D. Utley
Carol A. Vadnais
Paul Martin Van Beek
Charles J. Vandenberg

Garrett C. Van De Riet
David A. Vander Kooy
Paul W. Vander Voort
James G. Vanderwall
William J. Vander Wall
Herman Van Faasen, Jr.
Tom L. Van Heyningen
Christopher J. Van Hoeck
John Visger Vaningen
John E. Vanlopik
Jerome Beeler Van Orman, Jr.
Dalton A. Vanvalkenburg
Mr. & Mrs. Gerald M. Varcak
Miguel L. Vargas
David T. Vass
Craig A. Vaughan
Theodore A. Veenstra
Henry G. Velker
Elinore Clark Vendemelio
David Alan Verhoef
Curtis C. Verschoor
Mr. & Mrs. Ferdinand Vetter
Tammy L. Vetter
M. F. Xavier Villero
Michael Robert Vine
Joseph Vintze
Thomas B. Visser
Jeffrey M. Vittert
Dawn M. Vroegop
Richard D. Wachter
Jeffrey R. Wadler
Herbert P. Wagner, Jr.
John L. Wagner
Edward Hugo Wahl
Larry J. Waisanen
John W. Waite
Joel Wald
Brian K. Walker
Elizabeth A. Walker
Sally A. Walker
John L. Walper
Michael E. Walsh
Susan L. Walter
Jeffrey A. Walters
Kenneth W. Walters
Larry Alan Walz
Martheen A. Wanty
Frederick D. Warner
Gregory A. Warson
Ronald L. Waterloo
Jane M. Waterman
Harry Casper Waters
Charles R. Watson
Price J. Watts
James R. Watzke, Sr.
Mark E. Weaver
Harry D. Weber
Gerald D. Wedell
Horst H. Weigl
Marion Gordon Willis Weiler
Allan J. Weiner
Jodi A. Weiss
Robert E. Wendling
Greta E. Werelius
Robert A. Westbrook
Richard L. Wetherhold
John T. White III
Leonard H. White
Eric A. Whitman
David L. Widmann
Steven M. Wiczorek
Gary Wieneke
Sharon D. Wilcox
George A. Wild, Jr.
Rowena M. Wilhelm

Andrew P. Wilkinson
Calvin E. Will
Daniel C. Willhoft
Frederick Williams
J. Larry Williams
Donn Wilson
John C. Wilson
Brian J. Windecker
Peter Winokur III
Ellen J. Wiskind
Robert R. Wisner
William Robert Witler, Jr.
Gary J. Wlosinski
Milton M. Wohl
Robert J. Wojcik
George B. Wolf
Mark S. Wolok
William H. Wolpert
Caryn Lee Woodson Hipp
Robert M. Work
Josephine Frosh Wormser
Andrew C. Wright
Archibald V. Wright
Charles S. Wright
Douglas H. Wright
Mrs. L. Hart Wright
Richard C. Wright, Jr.
Elizabeth C. Wurster
Donald G. Yates
Raymond Chal York Yee
Roger B. Yepsen
Jeffrey J. Yesionowski
Bruce F. Young
David W. Young
Stanley A. Young
Mark C. Yuhn
Steven K. Zacher
Elizabeth Zakarin
Anthony W. Zambelli
Dennis M. Zaslavsky
Michael J. Zdrodowski
Edward R. Zeilstra
Beth G. Zelony
Dennis K. Zimmerman
Mark Richard Zingle
Michael L. Zion
Suzanne K. Zoss
Peter A. Zucker
Marshall E. Zweig

This list includes all gifts, pledge payments and corporate matching funds received by the Business School from July 1, 1988 through June 30, 1989

MATCHING GIFT CORPORATION DONORS

Abbott Laboratories Fund
ADP Foundation
Aetna Life & Casualty
Foundation, Inc.
Air Products & Chemicals,
Inc.
Alco Standard Foundation
Alcoa Foundation
Allendale Insurance
Foundation
Allied-Signal Foundation
The Allstate Foundation
AMAX Foundation, Inc.
AMR/American Airlines
Foundation
American Cyanamid
Company
American Express
Foundation
American Express
Minnesota Foundation
American National Can
Company
Amerisure Companies
Ameritech Applied
Technologies
Incorporated
Ameritech Foundation
Ameritech Publishing, Inc.
Ameritrust Company
AMEV Foundation
Amoco Foundation, Inc.
Ampex Corporation
Amstar Sugar Corporation
Amsted Industries
Foundation
Analog Devices, Inc.
Arthur Andersen & Co.
Foundation
Anheuser-Busch Foundation
Apache Corporation
Appleton Papers Inc.

APS Foundation, Inc.
Armstrong World
Industries, Inc.
Charitable Foundation
AT&T Foundation
Atlantic Richfield
Foundation
Avery International
Avon Products Foundation,
Inc.
Banc One Wisconsin
Foundation, Inc.
Bank of Hawaii
Bank of New England
Corporation Foundation,
Inc.
Bank of New England, N.A.
The Bank of New York
Bankers Trust Company
Barclays Bank PLC
Barnett Banks of Florida,
Inc.
BASF Corporation
The Baxter Foundation
Beazer Materials and
Services, Inc./Koppers
Bechtel Foundation
Bell & Howell Foundation
Bell Atlantic Corporation
Bell Communications Res.,
Inc.
Bellsouth Corporation
L. M. Berry and Company
Black & Decker, Inc.
The BOC Group, Inc.
The Boeing Company
Boise Cascade Corporation
Borg-Warner Foundation,
Inc.
Boston Safe Deposit and
Trust Company
BP America, Inc.

The Bristol-Myers Fund,
Inc.
The Brunswick Foundation,
Inc.
BT Foundation
Leo Burnett Company, Inc.
Cabot Corporation
Foundation, Inc.
Campbell Soup Company
Cardiac Pacemakers, Inc.
Carolina Power & Light
Company
Carrier Corporation
CBI Foundation
Centel Corporation
Champion International
Corporation
The Chase Manhattan Bank
Chemical Bank
Chesapeake Corporation
Foundation
Chevron U.S.A., Inc.
Chicago Pacific Charitable
Fund
Chrysler Corporation Fund
Chubb & Son, Incorporated
Cigna Foundation
Citgo Petroleum
Corporation
Citibank (Delaware)
Citicorp
The Citizens and Southern
Fund
Citizens Commercial &
Savings Bank
The Clorox Company
Foundation
Colgate-Palmolive Company
Columbia Gas System
Service Corporation
Comerica, Incorporated
Connecticut National Bank
Consolidated Papers
Foundation, Inc.
Consolidation Coal Co., Inc.
Consumers Power Company
Contel Corporation
Continental Bank
Foundation
Continental Illinois
Foundation
Cooper Industries
Foundation
Coopers & Lybrand
Foundation
Crum & Forster
Corporation
Cummins Engine
Foundation
Daimler Benz of North
America Holding
Company Inc.
Dana Corporation
Foundation
Dean Witter Reynolds, Inc.
Del Monte Corporation
Deloitte Haskins & Sells
Deluxe Corporation
Foundation
The Detroit Edison
Foundation
Difco Laboratories
Digital Equipment
Corporation
The DLJ Foundation
Dominion Bankshared
Charitable Trust II
Dominion Resources, Inc.



This list includes all gifts, pledge payments and corporate matching funds received by the Business School from July 1, 1988 through June 30, 1989

R. R. Donnelly & Sons Company	Hewlett-Packard Company	MCA, Inc.	Peat Marwick Foundation	Sherex Chemical Company, Inc.
Dow Chemical U.S.A.	Holiday Inns, Inc.	McCormick & Company, Inc.	People's Bank-Bridgeport	Simpson Fund
Dow Corning Corporation	Honeywell Incorporated	McDonnell-Douglas Foundation	Pepsico Foundation, Inc.	Simpson Industries Fund
Dresser Foundation, Inc.	Houghton Mifflin Company	The McGraw-Hill Foundation, Inc.	Peterson & Co. Charitable Foundation	SmithKline Beckman Foundation
Drexel Burnham Lambert Dun & Bradstreet	Household Finance Corporation	Mead Corporation Foundation	Pfizer, Incorporated	The Sonat Foundation, Inc.
Duracell, Inc.	Hudson-Webber Foundation	Mellon Bank, N.A.	Phillips Petroleum Foundation, Inc.	Southern Bell Telephone and Telegraph Company
Eaton Charitable Fund	The Huffy Foundation, Inc.	Mercedes-Benz of North America, Inc.	Phoenix Mutual Life Insurance Co.	Sovran Foundation, Inc.
Jack Eckerd Corporation	Hughes Aircraft Company	Merchants Bank and Trust Co.	The Pillsbury Company Foundation	SPX Foundation
Ecolab Foundation	Hunt Manufacturing Co. Foundation	The Merck Company Foundation	Piper, Jaffray & Hopwood, Inc.	Squibb Corporation
EG&G Foundation	IBJ Schroder Bank & Trust Co.	Merrill Lynch & Company, Inc.	Pittsburgh National Foundation	State Farm Companies Foundation
Emerson Charitable Trust	International Business Machines Corporation	Metropolitan Life Foundation	Plante & Moran	St. Paul Fire & Marine Insurance Co.
Emery Worldwide	IC Industries, Inc.	Michigan Bell Telephone Co.	Pneumo Abex Corp.	Levi Strauss Foundation
Emhart Corporation	IMC Fertilizer, Inc.	Minnesota Mining and Manufacturing Foundation, Inc.	PPG Industries Foundation	Sun Refining & Marketing Co.
Enron Foundation	Ingersoll-Rand Company	MMI Companies, Inc.	Premark International, Inc.	Sysco Corporation
The Equitable Foundation	Intel Corporation	Mobil Foundation, Inc.	Price Waterhouse Foundation	Tenneco Management Company
Ernst & Whinney Foundation	Intel Foundation	Monroe Auto Equipment Foundation	Primerica Foundation	Texaco Incorporated
Exxon Education Foundation	Intelligent Controls, Inc.	Monsanto Fund	Principal Mutual Life Insurance Company	Texas Instruments Foundation
Federal National Mortgage Association	International Paper Co. Foundation	Morgan Guaranty Trust Company of New York	The Procter & Gamble Fund	The Ticon Foundation
Federal-Mogul Corporation	Irving One Wall Street Foundation, Inc.	Morgan Stanley & Co., Inc.	Provident Mutual	Time, Incorporated
Ferro Corporation	ITT Corporation	Motorola Foundation	The Prudential Foundation	The Times Mirror Company
Firestone Trust Fund	Fred S. James & Co., Inc.	The Nabisco Foundation	The Quaker Oats Foundation	The Toro Company
First Bank System Foundation	Johnson & Higgins	National Bank of Detroit	Ralston Purina Company	Total Petroleum, Inc.
First Boston Foundation Trust	Johnson Controls Foundation	National City Bank	Raytheon Company	TPF&C, a Towers Perrin Company
First Interstate Bancorp	The Johnson's Wax Fund, Inc.	National Intergroup, Inc.	Reliance Electric Company	Toyota Motor Sales, U.S.A., Inc.
First National Bank of Boston	JSJ Corporation	National Steel Corporation	R. J. Reynolds Tobacco Company	Transamerica Foundation
First National Bank of Chicago	Keebler Company Foundation	National Westminster Bank USA	James River Corporation	Travelers Companies Foundation, Inc.
First Union Foundation	Kellogg Company	NCNB Corporation Charities	Riviana Foods, Inc.	Tribune Company
FMC Foundation	Kerr-McGee Corporation	N.C.R. Corporation	RJR Nabisco	TRINOVA Corporation
Ford Motor Company Fund	The Kidder Peabody Foundation	The N.C.R. Foundation	Rockwell International Corporation Trust	TRW Foundation
Ford New Holland, Inc.	Kirkland and Ellis Foundation	New England Mutual Life Insurance Company	Rohm and Haas Company	Twentieth Century-Fox Film Corporation
Fruehauf Corporation	Kmart Corporation	North American Philips Corp.	The Rubbermaid Foundation	Union Camp Charitable Trust
Gannett Foundation, Inc.	KPMG Peat Marwick	Northern Telecom Inc.	Ryder System Charitable Foundation, Inc.	Union Tank Car Company
GATX Corporation	Kraft Foundation	The Northern Trust Company Charitable Trust	Salomon Inc.	Unisys Corporation
Gen Corp Foundation, Inc.	Land O'Lakes, Inc.	Norwest Foundation	San Diego Gas & Electric	United Engineers and Constructors, Inc.
General Dynamics	Sara Lee Foundation	Occidental Petroleum Charitable Foundation, Inc.	Warner-Lambert Company	United Technologies Corp.
General Electric Foundation	Libbey-Owens-Ford Company	Ohio Edison Company	The Washington Post	UNUM Charitable Foundation
The General Foods Fund, Inc.	Eli Lilly & Company Foundation	Olin Corporation Charitable Trust	Wells Fargo Bank, N.A.	The Upjohn Company
General Mills Foundation	Eli Lilly & Company Lincoln National Life Insurance Company	Outboard Marine Corporation	Westinghouse Educational Foundation	US West Foundation
General Signal Corporation	Lintas:Campbell-Ewald	Owens-Corning Fiberglas Corp.	Whirlpool Foundation	USX Foundation, Inc.
Georgia-Pacific Corporation	M/A-COM Government Systems Inc.	Owens-Illinois Charities Foundation	The Williams Companies	Varian Associates
The Gerber Companies Foundation	Maccabees Mutual Life Insurance Co.	Paccar Foundation	Wisconsin Gas Company	
Glaxo, Inc.	Manufacturers Hanover Foundation	Pacific Telesis Foundation	Wisconsin Telephone Company	
Goldman Sachs Fund	Manufacturers Hanover Trust Co.	Panhandle Eastern Pipe Line Company	The Xerox Foundation	
The B.F. Goodrich Company	Manufacturers National Bank of Detroit	Parker-Hannifin Foundation	The Young & Rubicam Foundation	
The Goodyear Tire & Rubber Company	Marathon Oil Company		The Arthur Young Foundation	
Gould Inc. Foundation	Marathon Oil Foundation, Inc.		The Zurich-American Foundation	
Grace Foundation, Inc.	Marine Midland Bank, N.A.		Schering-Plough Foundation, Inc.	
The Graco Foundation	Maritz, Incorporated		Scientific Brake & Equipment Company	
Grant Thornton Foundation	Mark IV Industries Foundation, Inc.		The Scott & Fetzer Foundation	
Grumman Corporation	Martin Marietta Corp.		Joseph E. Seagram & Sons, Inc.	
GTE Foundation	The Maryland National Foundation, Inc.		Security Pacific Foundation	
GTE Service Corporation	Massachusetts Mutual Charitable Trust		Shearson Lehman Hutton Inc.	
Gulf + Western Foundation	The May Stores Foundation, Inc.		Shell Oil Company Foundation	
Hallmark Corporate Foundation				
John Hancock Charitable Trust				
Hardee's Food Systems, Inc.				
Harris Bank Foundation				
Hartford Fire Insurance Co.				
The HCA Foundation				
Helene Curtis, Inc.				
Heller Financial, Inc.				
Hershey Foods Corporation				
Heublein Foundation, Inc.				

This list includes all gifts, pledge payments and corporate matching funds received by the Business School from July 1, 1988 through June 30, 1989

THE UNIVERSITY OF MICHIGAN PRESIDENTIAL SOCIETIES

Listed below are Business School alumni and friends who are members of the University of Michigan Presidential Societies by virtue of their cumulative gifts and pledges to the University as of July 1, 1989.

JAMES B. ANGELL SOCIETY

(Gifts totaling \$1,000,000 and above)

Everett E. Berg
Frederick Brodsky
Mr. & Mrs. Norman Freehling
J. Ira and Nicki Harris Foundation
Herrick Foundation
John S. & Suzanne C. Munn
Mr. & Mrs. Eugene B. Power
Mr. & Mrs. Richard H. Rogel
Stephen M. Ross
Donald R. Shepherd
A. Alfred Taubman
Dr. & Mrs. Harry A. Towsley
The Harry A. and Margaret D. Towsley Foundation
Bruce Zenkel

ALEXANDER G. RUTHVEN SOCIETY

(Gifts totaling \$500,000 and above)

Mr. & Mrs. Robert M. Brown
William Davidson
Richard Earhart
George S. Fischler
Mr. & Mrs. Samuel R. Rosenthal
Ronald & Eileen Weiser
Edmund J. & Mary Alice Whiting

HARRY B. HUTCHINS SOCIETY

(Gifts totaling \$100,000 and above)

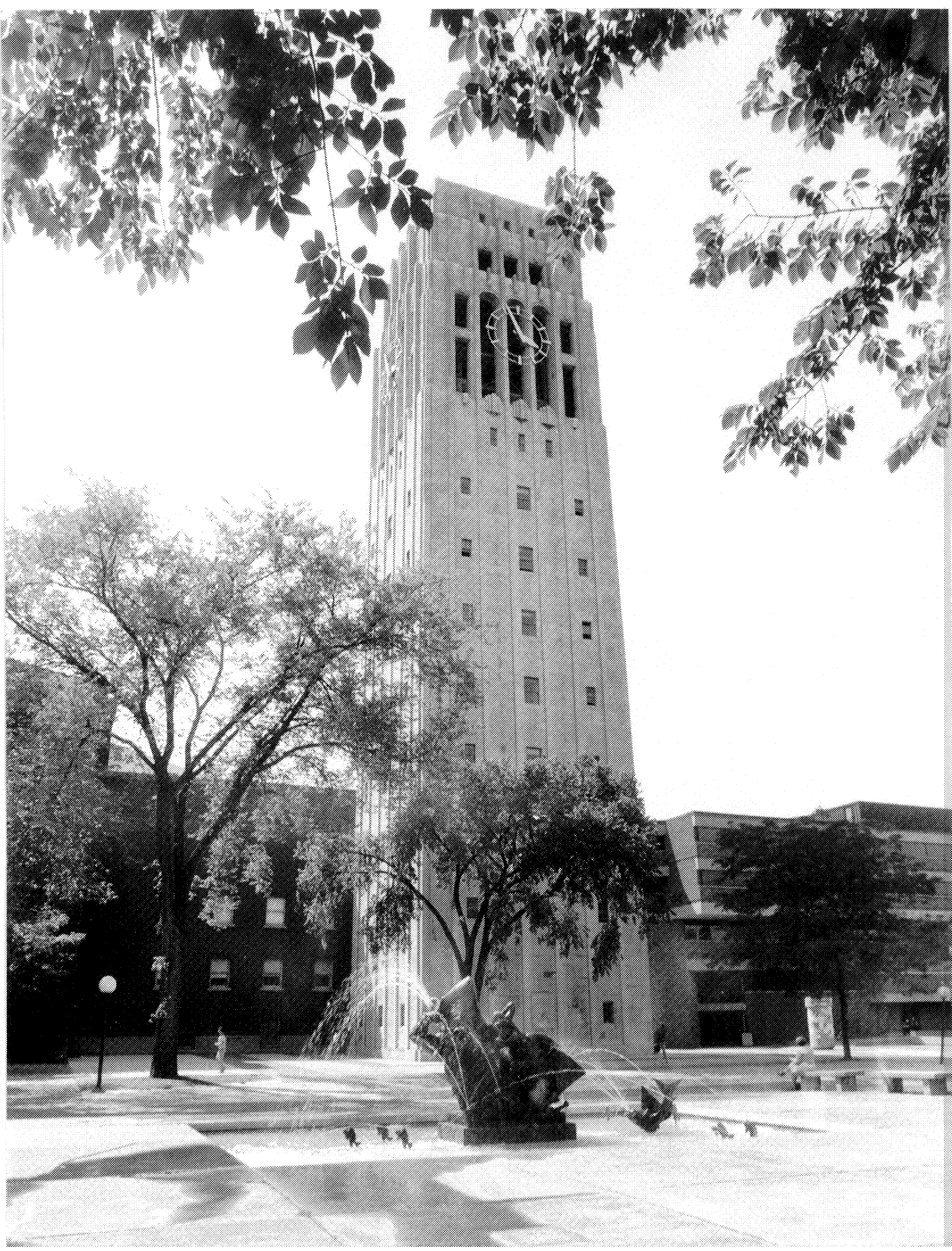
Mary S. Abens
Terry Barr
David W. Belin
Mr. & Mrs. H. Glenn Bixby
John D. & Janet G. Boyles
Mr. & Mrs. Carl A. Brauer, Jr.
Robert P. Briggs
Ann Catherine Brown
Wilbert H. Budd
Mr. & Mrs. Will M. Caldwell
Mr. & Mrs. Carl P. Clare
Mr. & Mrs. Dale S. Coenen
Mr. & Mrs. Ralph G. Conger, Jr.
Mr. & Mrs. Donald O. Cook
Louis B. Cushman
Mr. & Mrs. Peter C. Dendrinios
William T. & Mary Hunter Dobson
John R. & Betty B. Edman
Scott M. Elrod
Mr. & Mrs. Oscar Henry Feldman
Mrs. Robert Eli Frane
Donald N. Frey
Richard C. Gerstenberg
Genevieve Gilmore
Doreen & David B. Hermelin
Mr. & Mrs. Howard S. Holmes
Mr. & Mrs. Robert L. Hooker
Charles S. & Ann S. Hutchins
J. W. & Ida M. Jameson Foundation
Mr. & Mrs. Keith D. Jensen
Hugh C. Johnson
Mr. & Mrs. Leland J. Kalmbach
Mrs. Howard J. Lacy II
Dick & Artis Vande Voort Leabo
Fred & Mary Leydorf
Warren & Catherine Lindeman
Dorothy Shipman Lundahl
Oscar A. Lundin
Robert Harris Lurie
Tom & Jo Ann Maentz
Mr. & Mrs. Donald H. Malloure
Konrad & Gay Matthaei

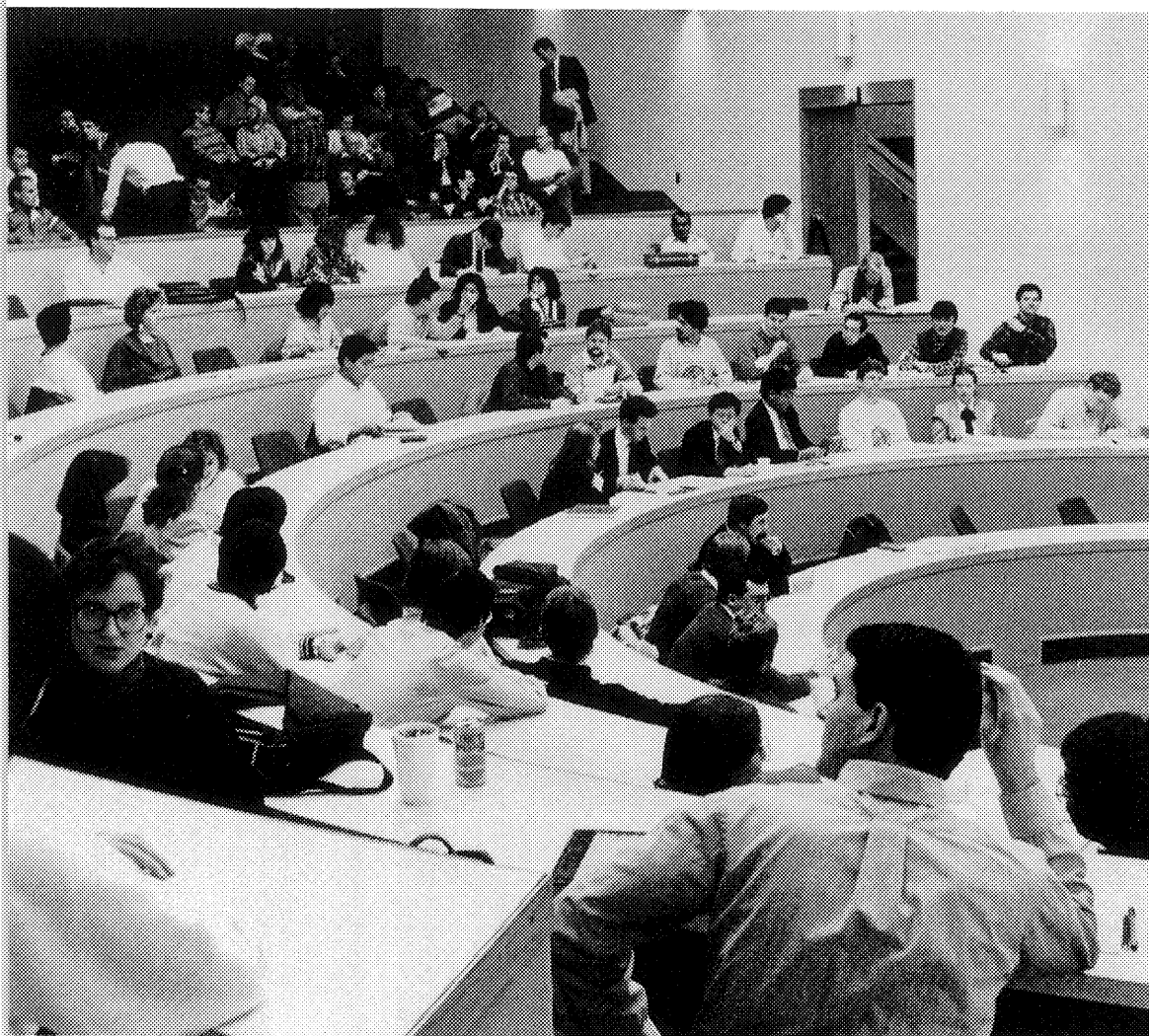
Prof. & Mrs. Paul W. McCracken
Mr. & Mrs. Vincent R. McLean
Thomas S. & Marjorie Monaghan
Mr. & Mrs. John C. Morley
Cruse W. & Virginia Ann Moss
Mr. & Mrs. Ray T. Parfet, Jr.
Robert E. Pell
Millard H. & Mary S. Pryor
Mr. & Mrs. Sanford R. Robertson
Mr. & Mrs. Robert G. Rogers
Mr. & Mrs. Robert V. Roosa
Mr. & Mrs. Donald H. Runck
Mr. & Mrs. Richard N. Sarns
Mr. & Mrs. Adrian W. Schmidhauser
Goff Smith
William G. Svetlich
Mr. & Mrs. Lynn A. Townsend
Dr. & Mrs. Paul W. Wang
Mr. & Mrs. Stanley J. Winkelman
Samuel Zell

HENRY P. TAPPAN SOCIETY

(Gifts totaling \$50,000 and above)

Mr. & Mrs. William J. Adams
Mr. & Mrs. Bruce B. Allen
Mr. & Mrs. Ned S. Arbury
Robert Hunt Berry
Robert & Helen Morton Bradley
Mr. & Mrs. Michael J. Callahan
Mr. & Mrs. Robert M. Campbell
Don & Betty Chisholm
Mr. & Mrs. L. Thomas Conlin
Mr. & Mrs. Samuel Frankel
Alan Bruce Gelband
Charles H. & Susanne T. Gessner
Robert & Renee Gilson
Barnett C. Helzberg, Jr.
William N. Hubbard, Jr.
Mr. & Mrs. David D. Hunting, Jr.
Milton Kendrick
Raymond E. Knape





Maxwell S. Benoliel
Mr. & Mrs. Richard H. Benson
Allan M. & Beverly A. Bercaw
Thomas E. Berger
Mr. & Mrs. Philip C. Berry
Dr. & Mrs. Robert E. L. Berry
Mr. & Mrs. Gregory F. Bevis
Russell S. Bishop III
Herbert & Christine Black, Jr.
Lorne & E. Patricia Black
Thomas P. Blake
John H. Blight
Thomas E. Bliska, Jr.
Stephen & Nancy Bloom
Mr. & Mrs. Harry N. Blum
Mr. & Mrs. Robert P. Boardman, Jr.
Mr. & Mrs. Max D. Boersma
Floyd A. Bond
Mr. & Mrs. William C. Bond
Herbert & Barbara Boothroyd
Walter R. & Dorothy D. Boris
Walter W. Borland
Carey A. and G. Jean Boukai
Mr. & Mrs. James F. Bourquin
Albert W. & W. Joyce Bouw
Mr. & Mrs. Gene E. Bowles
Dr. & Mrs. Joseph A. Boyd
Rebecca Boylan & Thomas Sidlik
Mr. & Mrs. Ed Brady, Jr.
Mr. & Mrs. George F. Braidwood
Paul & Marilyn Brentlinger
Mr. & Mrs. Alan P. Bresnick
Peter A. Briggs
Mr. & Mrs. James F. Brinkerhoff
Ramon M. & Deanna R. Brinkman
John W. Broad
Norman I. Brock
Mr. & Mrs. John N. Brodson
Robert Brody
Bernard H. Brown
Bob & Eileen Brown
Mr. & Mrs. Richard T. Brown
Thomas H. Brown
William N. Brown
William & Barbara Brunger

Dr. & Mrs. Frank A. Lamberson
Mr. & Mrs. J. A. Livingston
Mr. & Mrs. Donald R. Mandich
Meijer, Incorporated
Mr. & Mrs. Brownson Murray
Mr. & Mrs. Theodore Papes, Jr.
Robert Burns Richardson
Will & Barbara D. Scott
Mr. & Mrs. L. William Seidman
Mr. & Mrs. Philip L. Smith
Harold K. Sperlich
Mr. & Mrs. Christopher J. Steffen
Joel David Tauber
Mr. & Mrs. W. Bruce Thomas
Robert P. Thome
A. Paul & Ellen G. Victor
Mr. & Mrs. Frank T. Westover
Gilbert R. & Ruth T. Whitaker
Fred & Judith Wilpon
Stanley Zax

THE PRESIDENTS CLUB

(Gifts totaling \$15,000 or more)

Mr. & Mrs. Byrle M. Abbin
Mr. & Mrs. James C. Achtenberg
William B. & Marylou Acker
Mr. & Mrs. Arthur W. Ackerman, Jr.
Mr. & Mrs. Clark R. Acton
Mr. & Mrs. Randolph J. Agley
Mr. & Mrs. John A. Aigler
Mr. & Mrs. Keith E. Alessi
Mr. & Mrs. Louis G. Allen
Peter T. & Sarah H. Allen
Charles M. & Marian L. Allmand
Gary L. Andersen
James R. & Lois K. Anderson
John F. & Mary Beth Anderson
Mr. & Mrs. James H. Andrews
Richard & Beverly Areen
Robert D. & Patricia Arno
George H. Ashley
Sidney A. Atkins
Richard P. Atlas
Mr. & Mrs. P. Thomas Austin
Robert C. & Marjorie N. Austin
Mr. & Mrs. Louis Avner
Mr. & Mrs. John G. Baab
Mr. & Mrs. Bruce H. Bacon
Mr. & Mrs. Ralph M. Bahna
Gary E. Baker
Robert E. & Anne M. Baker
Henry W. Balgooyen
Mr. & Mrs. Louis M. Balias
Mr. & Mrs. John E. Barnds
Andrew P. Barowsky
Mr. & Mrs. A. P. Bartholomew, Jr.
Mr. & Mrs. B. A. Bates, Jr.
Peter & Jeann Head-Bauer
Linda Du Ross & Charles Becher
Frederick W. Beck
Bryan A. Becker
Robert A. Beckman

William J. Bufe
Mr. & Mrs. John D.
Bunbury
David V. Burchfield
Kenneth J. Burke
Mr. & Mrs. Thomas N.
Burnham
Mr. & Mrs. Ralph J.
Burrell
David & Mary Ann
Busfield
Gary L. & Judith G.
Calhoun
Jerry D. & Roxanne K.
Campbell
Paul A. Campbell
Paul B. Campbell
Campus Rentals, Ltd.
Mr. & Mrs. Keith A.
Carabell
Steven J. Carnevale
Mr. & Mrs. Edmund M.
Carpenter
David E. A. Carson
John & Barbara Carton
Mr. & Mrs. James A. Carty
Casa Dominicks
Mr. & Mrs. Cass T. Casucci
Cheng-Yang & Shirley
Chang
George S. & Georgia Ann
Clark
Mr. & Mrs. Charles F.
Clippert
Mr. & Mrs. Darryl R.
Cochrane
Mr. & Mrs. Francis E.
Cogsdill
Arthur Irwin Cohen
Mr. & Mrs. Richard S.
Cohen
Howard Cohodas
Gary D. Cole
Robert E. & Mary Louise
Cole
Bruce F. & Diane M.
Coleman
Graham H. Conger
James Patrick Conley
Mr. & Mrs. Joseph G.
Conway
Mr. & Mrs. Robert A.
Cooch
Bruce & Jacqueline Cook
Mr. & Mrs. Howard J.
Cooper
William B. Corlis
Mr. & Mrs. Clayton P.
Cormier
Mr. & Mrs. F. M. Cornwell
Mr. & Mrs. William J.
Cowlin
Patrick A. Coyne
Rodkey Craighead
Mr. & Mrs. George H.
Cress

Mr. & Mrs. John J. Cross
Mr. & Mrs. Allen R.
Crossman
Mr. & Mrs. R. Malcolm
Cunning
Frederick B. Curtenius
Robert & Christine Dailey
Mr. & Mrs. John F. Daly
Mr. & Mrs. Thomas R.
D'Arcambal
Richard E. D'Arcy
William T. & Kirsten J.
Darnton
James E. & Wendy P.
Daverman
Mr. & Mrs. Robert W.
Davis
Steven & Merri Davis
David & Deborah Deal
Penny Dean
William Earl & Gloria
Dean
Mr. & Mrs. Richard C.
DeCook
Mr. & Mrs. Robert W.
Denner
Peter & Paula De Vaux
Gerald F. & Lucille H.
Dewhirst
Grant A. Dibert
Gary R. Diesing
David C. Dimendberg
Mr. & Mrs. J. Kenneth
Dixner
Mr. & Mrs. John S. Dobson
Mr. & Mrs. Stephen B.
Dobson
Mr. & Mrs. Michael G.
Dodgson
Mr. & Mrs. Dixon R. Doll
Robert E. Dorr
Mr. & Mrs. Donald B.
Doubleday
David F. Dougherty
Stuart & Therese Dow
Joseph & Vera Dresner
Gunter Dufey
Mr. & Mrs. Lindsay A.
Duff
Mr. & Mrs. Lawrence S.
Dunham
Mr. & Mrs. Harry S. Dunn
Mr. & Mrs. David K.
Easlick
David K. & Susan Easlick
Scott S. Eccker
Thomas David Eckert
Mr. & Mrs. Stephen T.
Economy
George Jackson Eder
Jim & Mary Edwards
Mr. & Mrs. Joseph W.
Edwards
Mr. & Mrs. Martin H.
Edwards
John E. Eisenhower, Jr.

Marvin J. Elenbaas
Mr. & Mrs. John F. Elert
Edward W. & Betty F.
Elliott, Jr.
Mr. & Mrs. Paul Elvidge
Mr. & Mrs. Robert C.
Emde
Mr. & Mrs. W. Keith Engel
David E. & Lynn H.
Engelbert
Le Roy A. Engelhardt
Russell L. Epker
Mr. & Mrs. Frederick A.
Erb
E. James & Mary
Longmaid Erwin
Mr. & Mrs. Lynn R. Evans
Mr. & Mrs. Peter D. Faber
Mr. & Mrs. Richard L.
Fairchild
James F. Filgas
Brian Earle Fingerle
E. Ann Finlayson & Hugo
P. Verdegaaal
Mr. & Mrs. Robert M.
Finlayson
Roderick John Finlayson
Mr. & Mrs. Carl F. Fischer
Robert L. Fischer
Mr. & Mrs. James B.
Fitzpatrick
Mr. & Mrs. Michael J.
Fitzpatrick
Mickey & Ellen Fivenson
Mr. & Mrs. Fred J. Flom
David Foltyn
Earl R. Forsyth
John & Rita Forsyth
Theodore D. Fosdick
Bruce & Dale Frankel
Stanley Frankel
Rona L. & Herbert H.
Freedland
Charles & Susan Freeland
John M. Freud
Cedric V. & Bonnie Rae
Fricke
Mr. & Mrs. Arthur H.
Friedman
Arthur M. Friedman
Mr. & Mrs. C. Edward
Frisinger
Charles D. & Barbara J.
Fritz
Michael J. & Linda A.
Froelich
Mr. & Mrs. John T. Frost
Mr. & Mrs. Harvey C.
Fruehauf, Jr.
David & Susan Fulcher
Mr. & Mrs. James E. Fuller
E. Ann Gabriel
Ralph & Sue Garlick
James E. & Elizabeth M.
Garpow
K. William Gedris

Paul Keith Geiger
Mr. & Mrs. John W. Gelder
George F. Gerbstadt
Mr. & Mrs. Bert A. Getz
Ralph & Rose Gibson
Robert J. Gilfillan
Mr. & Mrs. Gwain H.
Gillespie
Allan D. Gilmour
Mr. & Mrs. Gary R.
Glotzhofer
Lynda & Joel Goldscheim
Mr. & Mrs. Michael E.
Good
Mr. & Mrs. Sanders A.
Goodstein
George A. & Phyllis
Googasian
Frederick & Marsha
Gordon
Mr. & Mrs. Harvey A.
Gordon
Mr. & Mrs. John D. Gould
Elizabeth Needham
Graham
Mr. & Mrs. N. Douglas
Graham
Lawrence J. Grajewski
H. James Gram, Jr.
Christopher S. & Joady A.
Grant
Mr. & Mrs. Gordon E.
Grant
Wallace D. Grant
Mr. & Mrs. Thomas H.
Green
David W. Greenberg
Julie H. & James K.
Greiner
Robert C. Greulich
Carleton H. & Mary Lou
Griffin
David H. Grossman
Mr. & Mrs. Stanley W.
Guinn
Mr. & Mrs. E. Charles
Gulash
Glenn E. Guthrie
Lester H. & Nancy
Haapaniemi
Mr. & Mrs. Jonathan F.
Haber
Mr. & Mrs. Richard A.
Hadler
Mr. & Mrs. Robert W.
Haessler
James W. & M. Jean
Haischer
Mr. & Mrs. George N. Hall
Mr. & Mrs. Richard D.
Hall
Mr. & Mrs. William K.
Hall
Harry L. & Mary L.
Hallock
Mr. & Mrs. Jerome Y.

Halperin	Mr. & Mrs. R. P. Huttenlocher	Mr. & Mrs. George W. Keros	Mr. & Mrs. Lawrence W. Littig
Mr. & Mrs. George L. Hammond	Mr. & Mrs. Richard N. Hykes	Mr. & Mrs. James E. Keskeny	Mr. & Mrs. David B. Littleton
Mr. & Mrs. David O. Harbert	Charles H. Ihling	Mr. & Mrs. Thomas C. Kinnear	Mr. & Mrs. Kenneth M. Lochner, Jr.
Mr. & Mrs. G. Robert Harrington	Mr. & Mrs. John L. Ingersoll	Robert John Kippert, Jr.	William K. & Ruth M. Lomason
Mr. & Mrs. John A. Harris	James R. & Millie Irwin	Mr. & Mrs. Bruce J. Kirchenbaum	Mr. & Mrs. Charles S. Low
E. Jan Hartmann	George A. Isaac III	John T. Kirkby	Mr. & Mrs. John Duer
Robert & Helene Hartwell	Mr. & Mrs. Verne G. Istock	Nancy P. & Peter D. Kleinpell	Ludlow
Richard T. Hartzell	Gretchen & John E. Jackson	Lincoln M. Knorr	Mr. & Mrs. John H. Lunden
Mr. & Mrs. Firman H. Hass	John E. & Carolyn A. Jacobs	Karen L. Knowles	Earl H. Lundin, Jr.
James Haugh	Mr. & Mrs. Mark M. Jaffe	Mr. & Mrs. Albert J. Koegel	John H. MacDonald
Mr. & Mrs. T. Stephen Hauser	Mr. & Mrs. Michael Jandernoa	R. Paul Kors	J. Terrence MacEwen
T. Kenneth & Marion L. Haven	Mr. & Mrs. Edward R. Jarchow	Michael E. Korybalski	Mr. & Mrs. Andrew C. MacKinnon
Mr. & Mrs. John G. Havighurst	Charles & Dianne Jaskolski	Mr. & Mrs. Joseph F. Kosik	Mr. & Mrs. Robert D. MacLean
Mr. & Mrs. Donald C. Hayden	John & Alicent Jasperse	C. Andrew & Kay L. Kostrevagh	Mr. & Mrs. J. D. MacNaughton, Jr.
Mark & Ann Marie Hayes	Mr. & Mrs. R. Paul Jasperse	Mr. & Mrs. Jack A. Krause	Norma & William MacRitchie
John A. Heald	John J. & Doris Jefferies	Mr. & Mrs. Charles F. Kriser	Mr. & Mrs. John W. Madigan
Walter & Lois Hedrick	Patricia L. & Thomas H. Jeffs II	Mr. & Mrs. Michael J. Kryston	Mr. & Mrs. A. H. Magnus, Jr.
Mr. & Mrs. John S. Heil, Jr.	John M. Jenks	George E. & Mary H. Kuehn	Robert E. Malitz
Mr. & Mrs. Warner Heineman	Mr. & Mrs. Charles F. Johnson, Jr.	Mr. & Mrs. Leonard J. Kujawa	Prof. & Mrs. William F. Maloney
Mr. & Mrs. Paul A. Heinen	Mr. & Mrs. James W. Johnson	Raymond E. & Delores A. Kurtz	William A. Mamrack
Omar & Joan Helferich	Mr. & Mrs. John W. Johnson, Jr.	Colen & Susan La Fave	Mr. & Mrs. William J. Marcoux
Mr. & Mrs. Frank M. Hennessey	Mr. & Mrs. Kirk L. Johnson	Russell & Marion La Fave	Allen S. & Barbara P. Marcus
Carolyn C. & C. David Hetrick	Frank N. Johnston	John R. & Margaret L. Laird	Wilbur J. Markstrom
Edwin A. Hibbard	Mr. & Mrs. Harry H. Jones	Paula C. Lapointe	Mr. & Mrs. John C. Marsh
Herb & Dee Hildebrandt	Mr. & Mrs. Richard A. Jones	Joyce A. & John J. Laverty	Edward H. & Diana H. Marsilje
Mr. & Mrs. Jerry L. Hill	Robert A. & Shirley J. Jones	Andrew F. & Linda Lawlor	James A. Martens
Mr. & Mrs. John G. Hill	Mr. & Mrs. Thomas F. Jones	Mr. & Mrs. John W. Lawrence	Mr. & Mrs. Charles R. Martin
Gale Hitchcock	Mr. & Mrs. Michael R. Julien	R. Timothy & Lynn A. Leedy	Richard A. Martin
Mr. & Mrs. Gideon Hoffer	Elizabeth N. Jung	R. Lawrence Leigh	Mr. & Mrs. William C. Martin
Mr. & Mrs. Charles A. Hoffman	Mr. & Mrs. Roger W. Kallock	Harvey E. Lemmen	Mr. & Mrs. R. Gordon Mathews
Mr. & Mrs. Robert R. Hoffman	Dohn L. Kalmbach	Kathryn & Richard Lenter	Mr. & Mrs. Harlan H. Maurer
Paul S. Hoge	Mr. & Mrs. Harvey Kapnick	Edward H. Lerchen	Mr. & Mrs. Larry J. Mawhinney
Mr. & Mrs. William E. Hoglund	Mr. & Mrs. Thomas R. Kasdorf	James C. & Deborah L. Leslie	Mr. & Mrs. James M. May
Mr. & Mrs. Daniel W. Holbert	M. Jane Kay	Mr. & Mrs. Norman J. Leven	Daniel P. McCaigue
Mr. & Mrs. Harry Holiday, Jr.	Richard M. Kaye	Prof. & Mrs. Harold M. Levinson	John F. McCarthy
David S. Hooker	Mr. & Mrs. Douglas L. Keahl	Larry & Cathy Lewis	Mr. & Mrs. J. Ramon McCarus
Arthur G. Horner, Jr.	Charles P. Keeling	Richard B. Lierle	Douglas & Janet McClintock
LaRue Tone Hosmer	John E. Keilly	D. Ligotti & L. Foster-Ligotti	Mr. & Mrs. Stuart D. McCotter
W. B. Hufferd	Robert Kenneth Keim	Mr. & Mrs. Murray Lilly	Donald J. McCubbrey
Ray & Yvette Hulce	Professor & Mrs. Walter G. Kell	Marilyn & S. Martin	Mr. & Mrs. J. Gordon McDonald
David N. Hull	Mr. & Mrs. Richard J. Kempthorn	Lindenauer	Mr. & Mrs. Henry McDonnell, Jr.
Charles & Nancy Humphrey, Jr.	Jay A. Kennedy	David C. & Lynn Tar Linnen	

Chris & Linda McKenney
Mr. & Mrs. Don T.
McKone
Mr. & Mrs. Arthur B.
McWood, Jr.
Mr. & Mrs. Richard L.
Measelle
Janet K. Baum & Erik W.
Melander
John L. Menson II
Alan & Sally Merten
Robert & Bettie Metcalf
Mr. & Mrs. Calvin C.
Meury, Jr.
Dr. & Mrs. Robert Meyers
Bruce H. Miller
Mr. & Mrs. Harold J.
Miller
Mr. & Mrs. M. Ross Miller
Mr. & Mrs. John A. Mintz
Mr. & Mrs. James B.
Mitchell, Sr.
Kathryn A. & William H.
Moeller
Mr. & Mrs. Charles J.
Monroe
W. Scott & Janice T.
Montross
Mr. & Mrs. Richard C.
Moore
Roy A. More
Mr. & Mrs. Claude J.
Morehouse
Donald S. Morgan
Mr. & Mrs. William F.
Morgan
Carl H. Morgenstern
Mr. & Mrs. Robert F. Mull
Mr. & Mrs. Theodore L.
Mullett
Mr. & Mrs. Alphonsus C.
Murphy
J. Lee & Susan B. Murphy
George J. Mutter
Ted & Yvonne Nagle
Mr. & Mrs. John M.
Nannes
Mr. & Mrs. Robert D.
Neary
Mr. & Mrs. Fred R.
Nederlander
Joan & Herbert Neil
Ray E. Newton, Jr.
Mr. & Mrs. George J.
Nichols, Jr.
Robert Grant Nichols
Mr. & Mrs. George
Nicholson III
Lynn J. Nicols
Peter & Mary Noll
Mr. & Mrs. L. S. Norman
Mr. & Mrs. Drew E. Novak
Mr. & Mrs. Gerald S.
Office, Jr.
Mr. & Mrs. Edwin G.
Olsen

Mr. & Mrs. Peter S.
Ordway
William J. Orley
Julius A. & Sharon L.
Otten
Mr. & Mrs. Jack L. Otto
Mr. & Mrs. Gerald W.
Padwe
Mr. & Mrs. Robert J. Paley
Mr. & Mrs. H. Bruce
Palmer
Norman & Susan Pappas
Ann V. & Donald R. Parfet
David J. & Carolyn J. Parks
Randolph C. Paschke
Jacque H. Passino, Jr.
William A. Paton, Sr.
Linda B. & Peter A.
Patterson
Mr. & Mrs. John D. Paul
George & Rebecca
Peapples
D. Ann Pearson
Mr. & Mrs. Raymond T.
Perring
Don V. W. Person
Alan & Mildred Peterson
Mr. & Mrs. D. Maynard
Phelps
Joseph A. Pick
Mr. & Mrs. Frederick R.
Pickard
Mr. & Mrs. James W.
Pierpont

Mr. & Mrs. Wilbur K.
Pierpont
Mr. & Mrs. Sidney L.
Pilson
Mr. & Mrs. D. David
Pippel
Mr. & Mrs. James J. Podell
Mr. & Mrs. Nathaniel G.
Porter
Tom & Judy Porter
Mr. & Mrs. Earl J. Potter
Mr. & Mrs. Peter R. Powell
Mr. & Mrs. Roger C.
Power
J. Robert Prince
Tom & Mary Prining
John Stevens & Bonnie
Proctor
Mr. & Mrs. Millard H.
Pryor, Jr.
Bill & Peggy Putich
Mr. & Mrs. Graham R.
Putnam
Gary & Amy Raffel
Morgan Ramsay, Jr.
Mr. & Mrs. Robert L.
Randolph
Douglas J. & Andrea S.
Rasmussen
Walter & Janeth Ream
Mr. & Mrs. Robert D.
Redies
James & Bonnie Reece
Robert M. Rennie

Erland Reuter
Mr. & Mrs. Walter R.
Reynolds
Mr. & Mrs. John J.
Riccardo
Mr. & Mrs. Charles R.
Richards
James W. & Helen M.
Richards
Mr. & Mrs. John F.
Richards
Mr. & Mrs. Dean E.
Richardson
Charles G. & Sandra L.
Richmond
Mr. & Mrs. William F.
Richmond
Mr. & Mrs. Wallace D.
Riley
Mr. & Mrs. John W. Risk
M. Joe Roberson
Mr. & Mrs. Ronald
Roberts
Howard T. K. Rogers
Lawrence B. Rogers
Peter J. & Theta M.
Rosewig
Mr. & Mrs. Francis E. Ross
Harold F. Rossen
Elsie L. & Glenn A.
Rossman
Charles H. & Anne K.
Rubin





Mr. & Mrs. Jerome S. Rydell	Sue A. & Gary D. Sikkema	Robert W. & Judith D. Thomson	Mr. & Mrs. James R. Waterston
Jonathan P. & Lisa Peterson Rye	Adolph & Gloria Silverstein	Mr. & Mrs. A. John Todd III	Mr. & Mrs. Warren D. Watts
Mr. & Mrs. Jerome M. Salle	Mr. & Mrs. Arthur Silverstein	Mr. & Mrs. Lowell E. Tompkins	Mr. & Mrs. Byron B. Webb, Jr.
Mr. & Mrs. Charles A. Salotti	Donald H. Skadden	Joel L. Tonkin	Howard C. Webber, Jr.
Rudy A. Salvette	George A. Skestos	Mr. & Mrs. John L. Toot	Raymond W. Weber
Robert A. Samuelson	Mr. & Mrs. Eugene T. Skladany	Mr. & Mrs. Frank H. Tranzow	Mr. & Mrs. Thomas W. Weber
Ronald & Donna Santo	Gary W. Slater	Henry Trefz	Mr. & Mrs. John P. Weidenbach
Hyman Sapakie	Jackson W. Smart, Jr.	Sheila & Larry Trepeck	Mr. & Mrs. Leonard H. Weiner
Mr. & Mrs. John H. Savage, Jr.	Cece Smith	Angelene & Michael Tsou	Mrs. Howard A. Welch, Jr.
Mr. & Mrs. Richard Schacht	Mr. & Mrs. Jerome M. Smith	Donald F. & Sara J. Tucker	Mr. & Mrs. Roger D. Wellington
Berenice B. Schankerman	Susan Meredith Smith	George H. Tucker	Bert F. Wertman
Mr. & Mrs. Robert W. Scharff	John L. & Suzanne Smucker	Stefan & Marilyn Tucker	Mr. & Mrs. Frank M. Wheeler
Robert & Bluma Schechter	Edward H. Soderstrom	Charles F. Turner	Joe & Mary White
Mr. & Mrs. William E. Schiller	Mark A. Sokoloff	Frank J. & Harriett Turner	Mr. & Mrs. John G. White, Jr.
Mr. & Mrs. Robert C. Schleh	Herbert Sott	Mr. & Mrs. Mark Turpen	Mr. & Mrs. Robert C. White
Mr. & Mrs. Neill R. Schmeichel	Mr. & Mrs. Jack D. Sparks	James H. Tyson	Frank & Judith Wilhelme
Marvin N. Schoenhals	Gerard & Martha Spencer	Mr. & Mrs. Herbert H. Upton, Jr.	Ann & Clayton Wilhite
Morton & Diane Scholnick	Mr. & Mrs. John G. Sposito	Mr. & Mrs. Stephen E. Upton	William R. Wilkinson
Edward M. Schreck	Mr. & Mrs. Sheridan W. Springer	Robert S. Ura	Jean & Harvey Willens
Paul L. & Margaret L. Schreur	Mr. & Mrs. Stephen H. Staelin	Mr. & Mrs. Kenneth P. Urban	Mr. & Mrs. Robert L. Wilson, Jr.
Prof. & Mrs. Thomas J. Schriber	Thomas G. & Ruth M. Stafford	Mr. & Mrs. Peter J. Van Boven, Jr.	Morley & Roberta Winograd
Richard C. Schripsema	Mr. & Mrs. Michael J. Stark	Mr. & Mrs. Peter J. Van Boven, Sr.	Bud & Marilyn Wittus
James & Candice Schwark	Mr. & Mrs. Robert R. Stead	Edward L. & Victoria Vandenberg	Mr. & Mrs. Gerald M. Wolberg
Mr. & Mrs. John L. Schwendener	Mr. & Mrs. John C. Stegeman	Mr. & Mrs. Richard E. Van House	Fred & Flora Wolf
Mr. & Mrs. Robert L. Schwyn	Ilene & Marc Steglitz	Mr. & Mrs. Peter C. Van Hull	Wolverine Sign Works
John A. Scott	Paul L. Stein	Mr. & Mrs. John N. Van Otterloo	Mr. & Mrs. William A. Wood
Mr. & Mrs. Lawrence R. Seder	Edward B. Stephens	Mr. & Mrs. James S. Van Pelt, Jr.	Mr. & Mrs. William S. Wood
Martha R. Seger	Thomas P. & Elizabeth A. Stevens	Van Pelt, Jr.	Mr. & Mrs. C. E. Woodcock
Mr. & Mrs. Marvin Selin	Mr. & Mrs. Charles E. Stilec	Douglas E. & Mary Coan	William J. Wroblewski
Richard & Gail Selvala	Mr. & Mrs. C. F. Stimpson III	Van Scoy	Fred & Katherine Yaffe
Prof. & Mrs. Dennis G. Severance	Mr. & Mrs. George W. Stover II	Arnold & Gail M. Van Zanten	John J. Yeager
Mr. & Mrs. John J. Sharemet	Mr. & Mrs. George W. Stover II	E. Ann Finlayson & Hugo P. Verdegaaal	Paul A. & Elizabeth O. Yhouse
Mr. & Mrs. William R. Shaw	John B. Strang	Ronald R. & Roxane M. Ver Planck	Nick & Evelyn Yoanides
Mr. & Mrs. David T. Shelby	Mr. & Mrs. George T. Strassburger	Burton J. Vincent	Jerry L. Yohey
Mr. & Mrs. Chester P. Shelly	Mr. & Mrs. Robert E. Swaney, Jr.	Mr. & Mrs. John L. Vitale	Murray Yolles
George V. Sherman, Jr.	Daniel B. Swartz	Mr. & Mrs. Merle R. Voss	Mr. & Mrs. James P. Young
B. P. & Marilyn W. Sherwood	Mr. & Mrs. Maxwell G. Sweet	Mr. & Mrs. Walter J. Voss	Mr. & Mrs. Richard W. Young
B. P. Sherwood, Jr.	R. J. & Barbara Swistock	Mr. & Mrs. Edward H. Wahtera	Mr. & Mrs. Norman A. Zilber
Mr. & Mrs. Joseph G. Shomsky	Marian Iaquina Taylor	Gary T. Walther	Helen & Tom Zurschmiede, Jr.
Rebecca Boylan & Thomas Sidlik	Gordon & Dolores Teska	Mr. & Mrs. Hugh M. Wanty	
Dr. & Mrs. Milton Jay Siegel	Mr. & Mrs. Bruce E. Thal	Mr. & Mrs. Woodward A. Warrick, Jr.	
Alyce K. Sigler	E. Dexter & Linda Q. Thede	Prof. & Mrs. Martin R. Warshaw	
	Mr. & Mrs. B. James Theodoroff	Mr. & Mrs. Duane L. Wasmuth	
	Mr. & Mrs. David C. Thomas	Margaret E. Waterman	

CORPORATE DONORS FISCAL YEAR 1988-89

Air Products & Chemicals, Inc.
*Consortium for Graduate Study in
Management*

Alexander & Alexander of Michigan
Risk Management Professorship

Alexander Hamilton Life Insurance
Information Systems Executive Forum

Allen Bradley Corporation
Manufacturing Forum

Allied-Signal Foundation
MBA Fellowships

American Cyanamid Company
Corporate Associates

American Electric Power Service
Corporation
Cook Professorship

Arthur Andersen & Co. Foundation
*Arthur Andersen Minority Scholarship,
Arthur Andersen Chair in CIS,
Arthur Andersen Chair in Accounting,
Student Financial Aid, Paton
Endowment, Cognitive Science &
Machine Intelligence Laboratory,
Information Systems Executive Forum*

Anjoy Marketing Consultants
Phelps Fund

Apple Computer
Faculty Instructional Support & Research

AT&T Bell Laboratories
Information Systems Executive Forum

Avon Products, Incorporated
Information Systems Executive Forum

BDO Seidman
Business School Fund

BP America
Corporate Associates

Bar Processing Corporation
Business School Fund

Batten, Barton, Durstine & Osborn
Building Campaign

Beecham Group PLC Headquarters
Global Leadership

Bell & Howell Foundation
Kresge Library

Bell Northern Research
Information Systems Executive Forum

Bozell, Jacobs, Kenyon and Eckardt
Building Campaign

Brauer Investment Company
*Carl & Isabelle Brauer Business Ethics
Fund*

Bristol-Myers Fund, Inc.
*Corporate Associates, Minority
Scholarships*

The Buffalo News
Pilcher Scholarship

Leo Burnett Foundation
Leo Burnett Scholars

The Chase Manhattan Bank
Building Campaign

Chrysler Corporation Fund
*Corporate Associates, Building
Campaign, Conference on Tax Reform,
Information Systems Executive Forum*

Citicorp/Citibank
*Corporate Associates, Harris Center
Affiliates, Harris Center Research,
Conference on Tax Reform, Business
School Fund, Faculty Research &
Development*

The Clorox Company
Clorox Fellowship

Comau Productivity Systems Inc.
Building Campaign

Comerica, Incorporated
Corporate Associates

Commonwealth Edison Company
Harris Center

Comshare, Inc.
Organizational Studies Lab

Howard Cooper, Inc.
Business School Fund

Cooper Tire & Rubber Co.
Information Systems Executive Forum

Coopers & Lybrand
Business School Fund

Corcap Inc.
Pilcher Scholarship

Cray Research, Inc.
Frank Halpern Memorial

Cummins Engine Company, Inc.
*Corporate Associates, Information Systems
Executive Forum*

Deloitte Haskins & Sells Foundation
Building Campaign

Dobson-McOmber Agency, Inc.
Risk Management Professorship

Donnelly Corporation
Manufacturing Forum

Domino's Pizza
Information Systems Executive Forum

The Dow Chemical Company
Foundation
*McCracken Professorship in Business
Economics, Student Financial Aid*

Dow Chemical U.S.A.
*Corporate Associates, Manufacturing
Forum, Student Financial Aid,
Information Systems Executive Forum*

E. I. du Pont de Nemours & Co.
Corporate Associates, Phelps Fund

Eastman Kodak Company
Global Leadership

Electronic Data Systems
Information Systems Executive Forum

Ernst & Whinney Foundation
*Ernst & Whinney Scholarship, Paton
Endowment, Information Systems
Executive Forum*

Ervin Industries, Inc.
Corporate Associates, Student Loan Fund

Exxon Chemical Company
Global Leadership

Exxon Education Foundation
*Accounting Department, Business
Administration—Unrestricted, Exxon
MBA Fellowship*

Federal Screw Works Foundation, Inc.
Building Campaign

Federal-Mogul Corporation
Information Systems Executive Forum

Federal Signal Corporation
Corporate Associates

Fiat S.P.A.
Global Leadership

Figgie International
Building Campaign

First Bank System, Inc.
Corporate Associates

Firestone Tire & Rubber
Information Systems Executive Forum

Ford Motor Company
Manufacturing Forum

Ford Motor Company Fund
*Corporate Associates, Building
Campaign, Minority MBA Fellowship,
Conference on Tax Reform*

Fruehauf Corporation
Building Campaign

Fruehauf Foundation
Business School Fund

Genentech, Inc.
Conference on Tax Reform

General Electric Company
Manufacturing Forum, Global Leadership

General Mills, Inc.
Corporate Associates

General Motors Foundation, Inc.
Corporate Associates, Building Campaign

Goldman Sachs Money Markets
Corporate Associates

GTE Foundation
*MBA Minority Scholarship,
GTE Foundation Fellowship*



Gulf + Western Foundation
Harris Center Affiliates

Hallmark Cards, Incorporated
Conference on Tax Reform

Hewlett-Packard Company
Conference on Tax Reform

Hitachi, Limited
Global Leadership

Honda Motor Co., Limited
Global Leadership

Howell Industries, Inc.
Business Administration Endowment

International Business Machines
Conference on Tax Reform

International Consulting
Business Administration Endowment

ITT Corporation
Building Campaign

J.P. Industries, Inc.
Harris Center Affiliates

Jacobson Stores Realty Company
Corporate Associates

Johnson Controls Foundation
*Harris Center Affiliates, Growth Fund,
McCracken Professorship*

Kelly Services
*Pilcher Scholarship, Information Systems
Executive Forum*

Knappe & Vogt Manufacturing Co.
Manufacturing Forum

KPMG Peat Marwick
Peat Marwick Mitchell Professorship

Kraft Foundation
Faculty Research, Harris Center Affiliates

F. R. LePage Bakery, Inc.
*Business Administration Endowment,
Business School Fund*

Eli Lilly & Company
Corporate Associates

Lintas:Campbell-Ewald
Building Campaign

Marsh & McLennan Companies Inc.
Risk Management Professorship

Martin Marietta Energy
Manufacturing Forum

The May Stores Foundation, Inc.
Student Financial Aid

McGraw Foundation
Corporate Associates

McKinley Properties
Building Campaign

McMaster-Carr
Business School Fund

Meijer, Incorporated
Building Campaign

- Merck & Company, Inc.
Human Resources, Conference on Tax Reform
- Merrill, Lynch, Pierce, Fenner & Smith, Inc.
Harris Center Affiliates
- Michigan Consolidated Gas
Building Campaign, Information Systems Executive Forum
- Minnesota Mining and Manufacturing
3M Scholarship, Global Leadership
- Molmec, Inc.
Building Campaign
- National City Bank (Cleveland)
National City Bank Fellowship
- National Bank of Detroit
Building Campaign
- National Bank of Detroit—Ann Arbor
Building Campaign
- NEC Corporation
Global Leadership
- NI Industries, Inc.
Information Systems Executive Forum
- Samuel I. Newhouse Foundation, Inc.
Ross Professorship
- Nippon Life Insurance Company
Global Leadership
- Northern Telecom, Inc.
Corporate Associates
- Northern Trust
Business School Fund
- Owens-Corning Fiberglas Corp.
Building Campaign, Information Systems Executive Forum
- Packaging Corporation of America
Business School Fund
- Parker-Hannifin Foundation
Building Campaign
- Peat, Marwick Foundation
Peat, Marwick Professorship, Peat, Marwick Research Fellowship, Paton Endowment
- Pepsico, Inc.
Conference on Tax Reform
- Perry Drug Stores
Ross Wilhelm Scholarship
- Persoft, Inc.
Organizational Studies Lab
- Peterson & Co. Charitable Foundation
Corporate Associates
- The Pillsbury Company
Accounting and Marketing Departments
- PPG Industries Foundation
Corporate Associates, Manufacturing Forum
- Price Waterhouse
Paton Endowment, Price Waterhouse Professorship
- The Procter & Gamble Fund
Marketing and Finance Departments, BBA Minority Scholarship, Information Systems Executive Forum
- The Quaker Oats Company
Harris Center Affiliates, Business Administration Endowment, Building Campaign
- Edward F. Redies Foundation, Inc.
Pierpont Scholarship
- Roadway Express
Information Systems Executive Forum
- Russell Reynolds Associates
Business School Fund
- Sara Lee Corporation
McCracken Scholarship
- Security Bank & Trust
Hayes Scholarship
- Seiko Instrument
Global Leadership
- Sony Corporation
Global Leadership
- SPX Corporation
Manufacturing Forum
- Morgan Stanley & Co., Inc.
Harris Center, Business School Fund
- Steelcase, Incorporated
Manufacturing Forum
- The Stroh Brewery Company
Building Campaign
- Stryker Corporation
Building Campaign
- TRW, Inc.
Corporate Associates, Information Systems Executive Forum, Manufacturing Forum
- Touche Ross & Company
Accounting Department, Paton Endowment, Manufacturing Forum
- Trinova Corporation
Information Systems Executive Forum
- Union Pacific Corporation
Conference on Tax Reform
- Union Pump Company
Manufacturing Forum
- Unisys Corporation
Burroughs Curriculum Project, Unisys Doctoral Fellowship, Unisys MBA Scholarship, Unisys Minority Scholarship
- United Technologies Corp.
Corporate Associates
- The Upjohn Company
Corporate Associates, Information Systems Executive Forum, Manufacturing Forum
- USX Corporation
Corporate Associates
- Westinghouse Educational Foundation
International Faculty Development Fund
- Westinghouse Furniture Systems Corporation
Organizational Studies Lab
- Whirlpool Corporation
Information Systems Executive Forum, Manufacturing Forum
- Whirlpool Foundation
Sparks Whirlpool Research Professorship
- Whitman Corporation Foundation
Westover Scholarship
- WKBN Broadcasting Corp.
Foundation Business School Fund
- Xerox Corporation
Corporate Associates, Conference on Tax Reform
- Zenith Electronics
Harris Affiliates

The University of Michigan, as an Equal Opportunity/Affirmative Action employer complies with applicable federal and state laws prohibiting discrimination, including Title IX of the Education Amendments of 1972 and Section 504 of the Rehabilitation Act of 1973. It is the policy of The University of Michigan that no person, on the basis of race, sex, color, religion, national origin or ancestry, age, marital status, handicap, or Vietnam-era veteran status, shall be discriminated against in employment, educational programs and activities, or admissions. Inquiries or complaints may be addressed to the University's Director of Affirmative Action, Title IX and Section 504 Compliance, 2012 Fleming Administration Building, Ann Arbor, Michigan 48109-1340, (313) 763-0235.

The Michigan Business School
The University of Michigan
Ann Arbor, Michigan 48109-1234

Address Correction Requested

The Regents of the University
Deane Baker
Paul W. Brown
Neal D. Nielsen
Philip H. Power
Thomas A. Roach
Veronica Latta Smith
Nellie M. Varner
James L. Waters
James J. Duderstadt (ex officio)

NON-PROFIT
ORGANIZATION
U.S. POSTAGE

PAID

ANN ARBOR, MICH.
PERMIT NO. 144
