Study Abroad Experience—Uruguay
By Sophia Shahverdian, Baltimore 3rd Year

In March, I, along with eight other Smith MBA students traveled to Montevideo, Uruguay for 10 days with Professor Rafael Corredoira and the Center for International Business Education and Research (CIBER) at UMD to engage in a pilot consulting project. Along with students from Universidad de Montevideo and ORT University, three teams of six MBAs were formed - three from UMD and three from the partner schools. As the only part-time Smith MBA among the group, this was a fantastic opportunity to gain real-world experience in consulting and project management, as well as expand my network to include full-time colleagues. Along with the hard work and many hours put into this project, we were able to enjoy discovering the cities of Montevideo and Punta del Este. Perhaps most enjoyable was the delicious food – we ate more meat (Uruguay’s main export) than the American Heart Association would ever recommend and washed it down with yerba mate (a tea-like drink popular in South America) and dulce de leche.

My team’s project is centered around the Chamber of Free Trade Zones of Uruguay. We have continued to work together throughout the past two semesters, using tools like Skype, Dropbox and GoogleDocs to stay connected. As the Summer draws to a close, so does our project. We will submit our final report and provide a presentation to our client and professors at the end of this month. It has been a lot of work, but the experience was worth it all!
Dingman Center for Entrepreneurship:
Building Companies From the Back of the Napkin to the First $1,000,000 in Financing
By Alla Corey, DC 2nd Year

Back in the 1980s when entrepreneurship wasn’t considered to be worthy of an academic discipline, then Dean Rudy Lamone had the foresight to establish the Dingman Center for Entrepreneurship, one of the first in the country (and one of the many reasons Rudy Lamone is known as the Godfather of Entrepreneurship). The Dingman Center is continuously pushing the boundaries of teaching and learning with its focus on practical entrepreneurship, global innovation and international experiences. The Center offers opportunities providing resources to start-up businesses from an idea stage all the way to raising venture capital.

“We are increasing our focus on Part-Time MBA students. These students have great experience and valuable industry insights, which helps them identify entrepreneurial opportunities. Additionally most companies are looking for intrapreneurial leadership and our Part-Time students can gain valuable skills for further career advancement.”
—Asher Epstein, Managing Director of the Dingman Center

Although the Center is located at the College Park campus, Part-time MBA students have many opportunities to take advantage of the Center’s offerings:

♦ Pitch Dingman in Person or via Skype
Pitch Dingman is a risk-free opportunity to pitch a business idea to one of the Dingman Center’s experienced Entrepreneurs-in-Residence. Sessions are held one-on-one behind closed doors. No need to prepare presentations or business plans. Just be ready to explain what your idea is in 3-4 minutes. Twice a semester students compete for $2,750 in start-up funding. The latest competition was held at the Ronald Reagan Building featuring 5 PT MBA student teams. David Croushore, 1st year DC Weekend student won the competition.

When: Every Friday, 11-1 pm
Where: Walk-in to 2518 Van Munching Hall or request your Skype session via pitchdingman@rhsmith.umd.edu

♦ Dingman Center Angels Investor Network: Swim with the Sharks
A network of active angel investors looking for regional deals. The program accepts applicants from Mid-Atlantic startups who are carefully screened/coached by staff and Entrepreneurs-in-Residence. Over $4,000,000 has been invested in startups since the network’s inception in 2005 and 50 qualified angel investors and venture capitalists currently comprise our network. MBA students are invited to attend screening and coaching sessions (think Shark Tank). Space is limited, please register in advance with Elana Fine at efine@rhsmith.umd.edu

♦ China Business Plan Competition
Experience China, one of the world's fastest growing economies with fellow students, Smith School faculty and Dingman Center Entrepreneurs-in-Residence. Compete for $10,000 in cash prizes at the 7th Annual China Business Plan Competition in January 2012 held in Beijing. Compete against MBA students from top Chinese business schools. More information: [http://www.rhsmith.umd.edu/dingman/programs/china.aspx](http://www.rhsmith.umd.edu/dingman/programs/china.aspx)

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♦ **UMD Entrepreneurship Invitational**
   Do you already own a business? Apply to participate in the UMD Business Competition: Cupid’s Cup, judged and sponsored by Kevin Plank ’96, founder and CEO of Under Armour, awarding $25,000 in prize money to top student and alumni companies. The day also features the BB&T Business Invitational, an exhibition of UMD companies, regional startups and university and regional entrepreneurship resources.

♦ **UMD Entrepreneurship Connector**
   Request to join this Facebook group to interact virtually with entrepreneurial students, alumni, faculty and staff at UMD.

♦ **Dingman Jumpstart: Global Entrepreneurship Bootcamp**
   Dingman Jumpstart is an intensive program designed to give students an opportunity to get their entrepreneurial juices flowing by experiencing venture creation process with lectures and workshops taught by successful business executives, entrepreneurs, venture capital and angel investors. Dingman Jumpstart offers UMD students a unique international experience without the travel costs: MBA students from Peking University, China, travel to Maryland to take part in the program. This allows US-based students a unique opportunity to build working relationships with students from one of the top universities in China. Dingman Jumpstart is held every August. More information: dingman@rhsmith.umd.edu

Please like the Dingman Center on Facebook to stay updated on the many upcoming events and opportunities. Also follow us on Twitter: UMD_Dingman

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**Upcoming Events:**

♦ **Incoming New Student Orientations in College Park:** Aug 20 and 27th

♦ **Start of Fall Term:** Sat, August 27th

♦ **Sunset Cruise:** Thurs, August 25th @ 7:30pm, Capital Yacht Charters

♦ **9/11 National Day of Service and Remembrance:** Sat, Sept 10th in DC

♦ **Life After Smith Alumni Panel:** Fri, Sept 16th, DC Campus

♦ **Towson vs. UMD, Tailgate & Football Game:** Oct 1st

♦ **Boston College vs. UMD Tailgate & Football Game:** Oct 29th

♦ **Fall Ball at the Renaissance Hotel Downtown DC:** Sat, November 5th

♦ **Notre Dame vs. UMD Tailgate & Football Game:** Nov 12th at FedEx
Meet the Part-Time Smith Community!  Student Profiles:

Name: Sam Bishop  
Home Campus/Expected Graduation: DC 2011

Favorite MBA class and why?  
Entrepreneurship. I had just started a small cleaning business before this class started and it really opened my eyes to all sorts of other ideas and the process of turning ideas into products or services. The barrier to entry to try things seemed small after those 7 weeks. Since then I’ve gotten involved with a few other small projects, including my latest, dinodecks, a dinosaur card game.

Why I chose Smith?  
I chose Smith because I worked within the hallowed halls of the Ronald Reagan Building and I thought the commute would be nice =) and felt I needed to differentiate from people in my office to get growth opportunities. Since I started the MBA I got two promotions, a new job, an an office instead of a cube. So far my differentiation strategy is working.

My future career goals?  
I am torn between the comfort and security of a government job (assuming political winds don’t threaten my office) and the risk and excitement of full time entrepreneurship. I would hope that some of these side things could supplant my full time income and I would likely go full time inventor/ideator/creator.

Name: Matt Gerhardt  
Home Campus/Expected Graduation: Shady Grove, May 2012  
Profession: Engineer

Favorite MBA class and why?  
During my first year, I decided to take a global study course in France and Germany on energy infrastructure domestically and internationally. This was one of the most enlightening classes that I’ve taken, since we were able to get real-world experience and see first-hand how France and Germany deal with the same energy issues that the United States has. This could have been taught in a classroom, but having the opportunity to see it in person made it much more applicable and interesting.

MBA class that you have utilized the most in your current position?  
The Negotiations class has had extremely useful cross-cutting usefulness both in my career and in my personal life. It has been invaluable in encouraging me to ask questions, develop strategies, and be able to understand how best to develop a solution that works best for all parties involved. This will be a class I will be referring back to throughout my career.

Favorite MBA professor and why?  
Charley Olson. His economics classes in the first year were incredibly engaging, and helped reshape how I view business issues. I would take a one-credit class every week that was just him and students discussing the Wall Street Journal for an hour.

Name: Nicole Richardson  
Home Campus/Expected Graduation: Baltimore, Spring 2012  
Profession: Engineer  
Favorite MBA professor?  
Russ Wermers

MBA class that you have utilized the most in your current position?  
Operations Management

Favorite MBA class and why?  
It was one of the top rated Universities and I liked how the curriculum was structured with core classes where you got to bond with a cohort for 2 years. It also offered a dual degree program, which I am pursuing.

My favorite Smith experience?  
My favorite Smith experiences are the after school activities such as DC United game, Baltimore brunch, and the various happy hours with my fellow classmates. It has made getting through the MBA more enjoyable and I have forged what I consider to be life long friends.
Name: Jake Emerson
Campus/Class: DC 2012
Accomplishment: On June 11th Kim and I got married! Our ceremony and reception took place at Washington, DC's Mandarin Oriental Hotel. The band was fantastic and the guests spent the majority of the night on the dance floor! In attendance were DC Campus T/Th classmates who enjoyed Kimipolitans and Jack & Gingers. For our honeymoon, Kim and I spent 10 days in Singapore and Bali. (In the picture left to right, Rich Strayer, Kevin Nee, Jake Emerson, and Seth Kaplan).

Name: Jeff Wright
Campus/Class: DC 2012
Accomplishment: Jeff and Laura Wright are pleased to announce the birth of their daughter, Kaitlyn Ann, born July 7, 2011 at 11:01 AM, measuring 20 1/2 inches long and weighing 6 pounds 8 ounces. They’d like to thank all of their Smith MBA friends for their love and support!

To be included in next month’s newsletter with your recent accomplishments, please email us at ptmbaa@rhsmith.umd.edu and tell us about your milestone event!

Smith Life Events Highlights:

PTMBAA News: Did You Know???
The Smith PTMBA Newsletter is completely student driven by people like you! If you have a story or anything you would like to share with your PT Smith Community peers, please send it in to ptmbaa@rhsmith.umd.edu to be featured in the September Newsletter!

PTMBAA Student Blog:  http://blogs.rhsmith.umd.edu/ptmbaaevents/
Request to join the PTMBAA Smith School of Business Facebook Group!
Contact us: ptmbaa@rhsmith.umd.edu