



**SAM International Office:**  
Society for Advancement of Management  
University of Illinois Springfield  
One University Plaza, UHB 4000  
Springfield, IL 62703-5407  
Tel: (217) 206-6534; Fax: (217) 206-7541  
E-mail: [sam@samnational.org](mailto:sam@samnational.org)  
Web site: [www.samnational.org](http://www.samnational.org)

To: SAM Faculty Advisors / SAM Campus Chapter President  
From: \_\_\_\_\_, SAM Chairman & CEO  
Date: August 17, 2017  
Subject: 2017/2018 Campus Chapter Operations

Best wishes for the 2017/2018 academic year on behalf of the Society for Advancement of Management. We would like to help you get ready for another productive and successful year.

**Please complete and return the enclosed forms** to update our records. The following information is provided to answer some of the frequently asked questions and to keep you informed of important scheduled events. Please note that all forms are available on SAM Web site at: [www.samnational.org](http://www.samnational.org)

**Please provide us with the following:**

1. Advisor's name and address: Please provide complete information that allows us to contact you easily (you may use the enclosed advisor's form).
2. The material order form to help us get you the needed applications and supplies. The fastest way to serve you is to fax your request to (\_\_\_\_\_) \_\_\_\_\_ or e-mail it to: [sam@samnational.org](mailto:sam@samnational.org). Always include the college's name, your name, telephone number, mailing address, and fax number to enable us to contact you if we have questions or if the fax is not readable.
3. Your chapter's Web address to link it to the international SAM Web page. The SAM Web site is: [www.samnational.org](http://www.samnational.org)
4. A list of current chapter officers. Please print or type the names. Each time you have a change in leadership, send us an updated list of the chapter officers and the faculty advisor. Include your chapter information and the name, mailing address, telephone and fax numbers, and e-mail address of a contact person.

**Questions or Information**

If you need supplies, would like to check on membership status, or have any other questions, contact us at the address listed above or by e-mail. We also have a toll-free number, (888) 827-6077, to better serve you. ***SAM is exempt from Federal Income Taxes under section 501(c) (3) of the IRS Code. SAM FEDERAL ID #13-3179394.***

**2017/2018 Application Form and Dues**

The new application form is identified as 2017/2018. **The national dues are \$30.00 for the year (2017/2018 academic year).** Student dues have remained the same for many years. Membership is effective for one year following receipt of paid applications by the national office. So, if you collect the dues and do not send them to the SAM Headquarters, you are missing out on the benefits of your membership. Please make sure member names and mailing addresses are typed or clearly printed to avoid misspelled names on ID cards and certificates. We are enclosing a white application master form to enable you to duplicate it. All forms are also available on the SAM Web site at: [www.samnational.org](http://www.samnational.org).

**Mailings, publications, eligibility to receive awards, and participate in any SAM activities start after we receive the paid applications. Therefore, it is important that you send the applications to us as soon as you receive them. Please do not hold them. We receive many calls from employers to verify membership for applicants. If we do not have the names in our records, we will be unable to respond.**

E-mail: <a href="mailto:sam@samnational.org">sam@samnational.org</a> Web site: <a href="http://www.samnational.org">www.samnational.org</a>
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## Campus Chapter Vice Presidents

The following members of SAM International Board of Directors may be contacted for advice when needed:

Name and Affiliation	SAM Position	Telephone	Fax and E-mail
Dr. Sara B. Kiser Alabama State University	Director; VP-Campus Division - Student Awards, CCPP, and Annual Case Competition	(334) 546-1136 cell	<a href="mailto:skiser@alasu.edu">skiser@alasu.edu</a>
Dr. Allen W. Frazier Dean, Harding University	Co-Director; Annual Case Competition	(501) 279-5207	<a href="mailto:afrazier@harding.edu">afrazier@harding.edu</a>
Ms. Paula Holanchock Flagler College – St. Augustine	Director; Campus Advisor	(904) 819-6233	<a href="mailto:pholanchock@flagler.edu">pholanchock@flagler.edu</a>

### Annual Conference and Student Case Competition

Information regarding the SAM International Business Conference is enclosed. At the Conference, a student orientation program will be held on the evening of the First Day of the Conference. The Student Case Competition will be held on the Second Day of the Conference. Take advantage of early registration discounts. Enclosed is a separate announcement that specifies the rules for the Case Competition. The actual case will be mailed in January to active chapters who request it.

**Dress code:** Business attire for Case Competition, Reception, Lunch, and Banquet. Business casual attire for other sessions.

### Outstanding Regional/National/Mervat Abdelsamad Outstanding Student Awards and Faculty Advisor Awards

SAM campus members may be recognized as “Outstanding Regional Students,” “Outstanding National Students” or the “Mervat Abdelsamad Outstanding Student.” Nomination by a SAM faculty advisor is required. SAM faculty advisors may be nominated by the students for recognition as “Outstanding SAM Faculty Advisor.” Refer to the specific announcement for details.

### Campus Chapter Performance Program (CCPP)

Campus Chapters may participate in the Campus Chapter Performance Program (CCPP), which recognizes the best campus chapters. This is an opportunity that your chapter should not miss. Refer to the specific announcement for details.

### Eligibility

To be eligible to participate in the Case Competition and the Awards programs, a chapter must have a minimum of 15 paid members by January 31<sup>st</sup> prior to the annual conference.

### SAM Facebook

Your news is important to us. We encourage all SAM members to post what’s happening with their campus chapter on our Facebook page. Send or e-mail [sam@samnational.org](mailto:sam@samnational.org) any information or ideas you may wish to share with other members to SAM Headquarters.

### Membership Benefits

Campus members receive many benefits. Please see separate list of Benefits.

### Gift Items

Selected items with SAM logo are available for sale. Check the SAM website for details.

**We look forward to working with you and your SAM Campus Chapter this year. We wish you all a very productive year. We look forward to seeing you all at the SAM International Business Conference.**



# Campus Chapter Codes

(Please write the code for your college on all applications and correspondence.)

273 Alabama A&M Univ.	*117 East Carolina University	360 Lake-Sumter State Coll	213 Rockford College	334 Univ. of Dubai
*125 Alabama State Univ.	102 Eastern College	098 La Salle University	336 Roger Williams University	255 Univ. of Hawaii
247 Aquinas College	002 Eastern Illinois Univ.	148 LeTourneau University	*143 Rowan University-NJ	182 Univ. of La Verne
127 Atlanta University	081 Eastern Kentucky Univ.	185 Long Island University	318 Rust College	071 Univ. of Lowell
074 Auburn Univ. Montgomery	092 Eastern Michigan Univ.	023 Longwood College	267 Salem-Teikyo Intl Univ.	284 Univ. of Memphis
*043 Auburn University	268 Eastfield State College	*233 Louisiana College	243 Salem College	073 Univ. of Minnesota
082 Averett College	031 Eckerd College	009 Loyola University Chicago	265 Salem St. College-MA	261 Univ. of Mississippi
040 Avila College	244 Edison State Comm. Coll.	151 Lynchburg College	059 San Diego State Univ.	*337 Univ. of Missouri-Columbia
091 Babson College	*269 El Centro Comm College	152 Manhattan College	001 San Francisco State Univ.	218 Univ. of NC - Asheville
323 Baltimore International C	053 Elizabethtown College	041 Mary Washington College	299 San Jose State Univ.	250 Univ. of NC - Charlotte
108 Ball State	288 Embry Riddle Aero.	257 Maryville College	157 Sangamon State Univ.	239 Univ. of NC - Wilmington
128 Barry University	140 Fairleigh-Dickinson	153 Medgar Evers College	*305 Savannah State Univ.	203 Univ. of Northern Colorado
051 Bentley University	217 Fairmont State Univ.	060 Memphis State College	225 Shawnee State	184 Univ. of N. Iowa
309 Berea College	*013 Fayetteville State Univ.	065 Mercer University	266 Shippensburg Univ.	121 Univ. of Nebraska
*316 Bloomsburg University of Pennsylvania	099 Ferris St. Univ.	028 Merrimack College	049 Siena College	248 Univ. of North Dakota
	093 Fitchburg State College	019 Miami University	*341 Slippery Rock Univ.	295 Univ. of Notre Dame
*129 Bradley University	*024 Flagler College --St. Augustine	*026 Millersville University	067 South Carolina State Un.	246 Univ. of Ozarks
086 Brenua College		072 Milwaukee Sch. of Eng.	249 Southeastern LA Univ.	118 Univ. of Richmond
331 Bridgewater College	*329 Flagler College --Tallahassee	254 Miss. St. Univ. - Meridian	227 Southeastern Mass. Univ.	045 Univ. of San Francisco
260 Brookhaven College		194 Mississippi State Univ.	112 Southeast MO State Univ.	*333 Univ. of SC Aiken
130 Bryant University	294 Florida Inst. of Tech.	264 Missouri Southern St. Coll.	307 Southern College	312 Univ. of Sharjah
*317 Bryant & Stratton College	234 Florida International Univ.	003 Molloy College	160 Southern Conn. St. Univ.	100 Univ. of Southern Miss.
332 Cal State Univ.-Chico	320 FL St Univ.-Panama City	095 Monmouth College	104 Southern IL Univ.-Carbon	231 Univ. of SW Louisiana
*263 Cal State Univ.-Fullerton	*339 Fort Valley State Univ.	297 Montclair State Univ.-NJ	161 Southwest MO State	*195 Univ. of Tenn.-Chattanooga
134 Cal St Univ.-Sacramento	*210 Francis Marion University	*232 Mount Union College	196 Spring Hill College	029 Univ. of Tennessee
064 Cal Poly St Univ.-San Luis	115 Freed-Hardeman Univ.	278 Mount St Mary's College	238 St. Augustine's College-Raleigh	296 Univ. of TX-San Antonio
132 Cal St Poly Univ.-Pomona	*015 Frostburg State Univ.	110 Muhlenburg College	271 St. Augustine's College	286 Univ. of Washington
079 California Lutheran Col.	142 George Mason Univ.	280 Murray State Univ.	*078 St. Cloud State Univ.	054 Univ. of Wis.-Eau Claire
*052 Cal St Univ.-Long Beach	062 George Washington Univ.	116 Nassau Comm. College	*096 St. John's University-St. Benedict/Collegeville	039 Univ. of Wis.-Green Bay
135 California Univ. of PA	229 Georgia College & St U	*036 NC A&T St. Univ.	*188 St. Johns River State College	032 Univ. of Wis.-Platteville
230 Campbell University	226 Golden Gate University	251 NC Central University	080 St. John's University-Staten Island	303 Univ. of Wis.-Stout
061 Case Western Res. Univ.	220 Governors State Univ.	199 New Jersey City Univ.	189 St. John's University-Jamaica	035 Univ. of Wis.-Whitewater
037 Central State University	*340 Grambling State Univ.	027 New Jersey Inst. of Tech.	328 St. Joseph's University	240 Univ. of Wyoming
183 Central Michigan Univ.	*253 Grand Valley State Univ.	274 Nicholls St. Univ.	109 St. Peter's College	175 Valdosta State College
046 Central Missouri State	321 Hampton University	272 Nichols College	*270 Stephen F. Austin St U.	191 Villanova Univ.
197 Cincinnati Technical Coll.	119 Hamlin University	221 Norfolk St. Univ.	245 Stetson University	*004 VA Commonwealth Univ.
*350 Claflin University	*085 Harding University	*087 Northern IL Univ.	042 Stockton State College	224 Virginia State University
*215 Clarion Univ. of PA	*020 Hofstra University	008 Northern Kentucky Univ.	319 SUNY-College at Buffalo	325 Virginia Wesleyan College
120 Clemson University	066 Howard University	174 Northwestern College	058 SUNY - Farmingdale	201 Washington State Univ.
*304 Clayton State University	038 Illinois State Univ.	025 Northwestern State Univ.	308 SUNY - Geneseo	258 Washington University
302 Coastal Carolina Univ.	006 Immaculate College	313 Notre Dame Univ.-Lebanon	005 SUNY - Plattsburgh	014 West Chester University
209 College of Boca Raton	*022 Indiana Univ. of PA	034 Ohio University	282 SUNY Old Westbury	047 West Liberty State College
076 College of Mt. St. Joseph	311 Indiana U Purdue IUPUI	*327 Ohio Northern University	164 Temple Univ.	044 West Virginia University
057 College of New Jersey	276 Indiana Voc. Tech. Coll.	298 Oklahoma State Univ.	223 Temple Univ.-Ambler	176 Western NM Univ.
293 Coll. of Notre Dame-MD	016 Jackson St. Univ.	222 Oregon Inst. of Tech.	*114 Tennessee Tech. Univ.	212 Westmoreland CCC
068 College of St. Rose	069 Jacksonville State-AL	089 Pepperdine Univ.	*290 Texas A&M Univ.-CC	012 Widener University
097 College of St. Thomas	228 Jacksonville Univ.	113 Philadelphia University	322 Texas A&M Univ.-K-SA	315 Wilkes University
063 Concord College-W VA	111 Jefferson Comm College	*306 Pitt Community College	187 Texas Tech University	*330 William Carey University
*205 Concordia Univ.-Wis.	211 John Carroll University	103 Plymouth State College	200 Tiffin University	075 Winona State University
279 Concordia College NY	*235 Johnson & Wales Univ.	219 Point Park College	241 Troy State University	216 Wright State University
090 Coppin State College	326 Johnson & Wales Miami	*262 Quinnipiac Univ.	167 Tuskegee University	018 York College
137 Creighton University	048 Kansas St. Univ.	*021 Radford University	237 Univ. of Central Florida	310 United Arab Emirates Univ.
214 CW Post College	146 Kean College of NJ	*324 Randolph-Macon College	242 Univ. of Dayton	500 Miscellaneous
*338 Duquesne University	147 Keene St. College	186 Rivier College	173 Univ. of Detroit	
138 Dean Junior College	*017 Kingsborough Com. Coll.	292 Roanoke College		
236 Delta St. Univ.	207 Knoxville College	*077 Robert Morris University		
192 DeVry Institute of Tech	056 Kutztown University	*314 Rochester Inst of Tech		

(\* Active)



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## APPLICATION SUMMARY FORM CAMPUS DIVISION

Please complete this form and send with applications and National Dues to the address listed above.

\*\*\*THE CHECK(S) AMOUNT MUST MATCH THE TOTAL OF THIS SHEET\*\*\*

Date: \_\_\_\_\_ Chapter Code (see back): \_\_\_\_\_

College/University: \_\_\_\_\_

Enclosed are (How many?): \_\_\_\_\_ Applications.

<u>MEMBERSHIP</u>	<u>APPLICATIONS</u>	<u>TOTAL</u>
❖ Membership Dues \$30.00 (U.S. Mailing)	X _____	= _____
❖ International Dues \$40.00 (International Mailing)	X _____	= _____

- ❖ National dues are \$30.00 for one year for mailing in the U.S. (valid until August 31, 2018).
- ❖ International dues are \$40.00 for one year for mailing outside the U.S. (valid until August 31, 2018).

E-mail: [sam@samnational.org](mailto:sam@samnational.org)

Web: [www.samnational.org](http://www.samnational.org)

**SUBMITTED BY:**  
(Please print or type)

**FACULTY ADVISOR**  
(Please print or type)

Name: \_\_\_\_\_

Name: \_\_\_\_\_

Address: \_\_\_\_\_

Address: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Phone: \_\_\_\_\_

Phone: \_\_\_\_\_

Fax: \_\_\_\_\_

Fax: \_\_\_\_\_

E-mail: \_\_\_\_\_

E-mail: \_\_\_\_\_

### **IMPORTANT:**

**PLEASE NOTE:** JOURNALS AND OTHER PUBLICATIONS ARE MAILED DIRECTLY TO INDIVIDUAL MEMBERS USING THE ADDRESSES FROM THE APPLICATIONS. PLEASE BE SURE ALL APPLICATIONS ARE COMPLETE, INCLUDING MAILING ADDRESS AND SUMMER ADDRESS. PLEASE TYPE OR PRINT LEGIBLY.





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## Faculty Advisor Directory Information

### 2017/2018 Academic Year

To help us update our records, please complete this form and return it in the enclosed envelope.  
(Please type or print)

Campus Name: \_\_\_\_\_ Chapter Code (see back): \_\_\_\_\_

Advisor Name: \_\_\_\_\_

Position Title: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

\_\_\_\_\_

City	State	Zip	Country
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Office Phone: (\_\_\_\_) \_\_\_\_\_ Home Phone: (\_\_\_\_) \_\_\_\_\_

Fax: (\_\_\_\_) \_\_\_\_\_ E-mail: \_\_\_\_\_

*Helping the students and guiding them to be successful is greatly appreciated.  
Thank you for your contributions.*

**Chapter Status as of:** (please insert date) \_\_\_\_\_

\_\_\_\_\_ We have an active chapter, I expect about \_\_\_\_ members this year.

\_\_\_\_\_ Our chapter was inactive, but we plan to activate it this year.

\_\_\_\_\_ We plan to send (best guess) \_\_\_\_\_ members to the SAM International Management Conference

\_\_\_\_\_ I plan to attend. \_\_\_\_\_ I will be unable to attend.

\_\_\_\_\_ We plan to participate in the Case Competition: \_\_\_\_\_ Yes \_\_\_\_\_ No.

\_\_\_\_\_ I would like to serve as a discussant/chair of a session at the annual conference.

\_\_\_\_\_ I would like to serve on the *SAM Advanced Management Journal* Editorial Board.

(A copy of my resume is attached).

\_\_\_\_\_ My College would be interested in: \_\_\_\_\_ co-sponsoring the conference, \_\_\_\_\_ advertising in the Conference Program book, please send me additional information.

\_\_\_\_\_ We do not have a campus chapter, but I would like to continue my membership (at the special academic rate of \$55.00 per year).

\_\_\_\_\_ A check is enclosed.

\_\_\_\_\_ Charge my: \_\_\_\_\_ VISA \_\_\_\_\_ Master Card

Credit Card No.: \_\_\_\_\_ Expiration Date: \_\_\_\_\_

Card Holder Signature: \_\_\_\_\_ Code: \_\_\_\_\_

We welcome your comments or suggestions.

E-mail: [sam@samnational.org](mailto:sam@samnational.org)

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## WHAT IS SAM ALL ABOUT?

### Mission

“To provide an opportunity for the members to increase management skills and expertise through participation in programs and services designed to improve the professional quality of their knowledge, performance, and leadership ability.”

These goals are achieved by:

- Involvement in national programs and activities.
- Communication and interaction with other management professionals.
- Peer-reviewed publications on the most effective managerial practices and theory.
- Personal commitment to advancing the art and science of management as an individual responsibility.

Our strategy is:

*Participate - Communicate - Educate - Dedicate*

### What is SAM?

- The world's oldest professional management society established in 1912 by the associates of Frederick Taylor, the father of scientific management.
- Has members from all over the globe.
- Has a campus division with thousands of student members and many chapters at U.S. colleges and universities.
- Organization for the general manager. It emphasizes the conceptual viewpoint of the practicing general manager who needs to oversee the overall picture.
- A “think tank” of outstanding management experience among its members .
- An inexpensive self-development tool.
- Not-for-profit organization; all international officers and board members are volunteers.
- Exempt from Federal Income Taxes as a 501(c)(3) corporation (Federal Tax ID # 13-3179394).

- Membership is not restricted to the management specialty. Entrepreneurs, professionals, academicians, and students from all fields can benefit from the information and development of general management skills.
- Provides a subscription to *SAM Advanced Management Journal* written for those interested in general management.
- Holds an annual international management conference addressing current management issues.
- Has an awards program that recognizes management excellence. Past award recipients include many prominent business, academic, and government leaders.

### Benefits Often Cited by Members

#### The Opportunity To:

- Receive an award winning publication
- Network and make valuable contacts
- Attend the annual conference at a discounted rate
- Compete with other SAM campus chapters in the Annual Management Case Competition and other awards programs
- Develop professionally
- Serve in leadership positions at the local and national level and participate in chapter management
- Discuss business problems with other members and associates
- Learn and perfect the management theory basics and practice
- Help student members and other associates
- Enhance your resume by becoming a member of a professional management society with 100 years of management excellence.

## A Guide to Commonly Asked Questions About SAM

### Q: What is the philosophy of SAM?

A: We believe that good management is needed everywhere. Excellence in management is a basic goal — in all organizations, of every size, at all levels, in both for profit and not-for-profit organizations of all types.

We believe that excellence in management is an ongoing and an all-encompassing challenge and pursuit. The changing world and business environment mean that management has been, is, and will continue to be, evolutionary—always changing and always a challenge. SAM provides the means for its members to be on the vanguard of these changes.

SAM focuses on opportunities for life-long learning, education, training, and growth through actual experiences at the local, regional, and national levels with emphasis on opportunities and accomplishments.

### Q: Why do members join SAM?

A: There are a variety of reasons for joining SAM. Some of the more popular ones are development of managerial skills, professional development, aid to other members in self-development, exchange of ideas among members, continuation of management education, professional contacts, and continuation of activities following campus membership.

### Q: How does SAM differ from any other professional organization?

A: SAM is a professional management organization for the general manager. It is not a purely academic organization. It is designed with the working manager in mind. Therefore, every individual, regardless of the field, should belong to SAM if he/she has an interest in management.

### Q: What type of membership does SAM provide?

A: SAM has five types of membership: Professional, Academic, Student, Associate, and Graduate student. Professional membership consists of members currently working in a management capacity for small, medium, or large corporations. SAM has members in many parts of the U.S. and internationally. The Campus Division has many

chapters with membership in universities and colleges throughout the U.S. SAM also provides Academic membership to the college professors in two and four-year colleges and universities. For two years after graduation, you may join SAM as an associate member, you will receive all the privileges of Professional Membership for a special price.

### Q: What is the key ingredient in the success of any SAM chapter?

A: The involvement of its members.

### Q: What benefits do members receive from SAM Membership?

A: All members receive a subscription to our acclaimed quarterly journal, *SAM Advanced Management Journal*, which offers practical information on issues relevant to management. SAM also provides an opportunity for members to publish articles in our publication.

### Q: How can I benefit from attending the annual SAM International Management Conference?

A: The annual SAM International Management Conference provides an excellent opportunity to meet other SAM members and business executives from around the world. The conference program consists of special seminars and workshops, academic paper presentations, and speakers. Each year, SAM selects a leading-edge management topic as a theme for the conference. Academic papers and speaker presentations provide an extensive discussion of the selected topic.

### Q: What do we get from SAM International Office?

A: SAM tries to provide an environment conducive to the effective accomplishment of members' professional goals. The SAM International Office provides the underlying support for the whole organization. Many volunteers who donate their time run SAM. Day-to-day operation is accomplished through a small staff. SAM International Office serves as a source of expertise and assistance, a clearinghouse, an aid to continuity, a keeper of the books, conference organizer, and a publisher.





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Web site: [www.samnational.org](http://www.samnational.org)

## SAM CAMPUS MEMBERSHIP BENEFITS

- Membership in the oldest professional management association in the world dedicated to the general manager; SAM was established in 1912
- Subscription to the *SAM Advanced Management Journal*
- Discount on the annual SAM International Management Conference registration fee
- Opportunity to compete with other SAM Campus Chapters in the **Case Competition** at the annual SAM International Conference
- Opportunity to present a paper at the annual International Management Conference
- Membership ID card and membership certificate
- Opportunity to participate in chapter activities and practice leadership at the local chapter level
- Opportunity to meet with others on the college campus with an interest in business and management
- Opportunity to meet and talk with business professionals and executives in your geographic area to discuss career choices and opportunities
- Opportunity to compete in the SAM **Outstanding Student Award** program – a positive resume item
- Opportunity to compete with other SAM Chapters in the **SAM Campus Chapter Performance Program**
- “No Risk” opportunity to learn and perfect the latest in management theory and practice and organizational communication skills
- Enhance your resume

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### Sample of SAM Campus Chapters (2010-2017)

Alabama State University  
Bloomsburg University  
Bryant & Stratton College  
Cal State Univ.- Long Beach  
Claflin University  
Clarion University of PA  
Clayton State University  
Duquesne University  
East Carolina University  
Flagler College-St. Augustine  
Flagler College-Tallahassee

Fort Valley State University  
Harding University  
Kingsborough Comm. College  
Louisiana College  
Millersville University  
Mount Union College  
NC A&T State Univ.  
Northern Illinois University  
Ohio Northern University  
Robert Morris University

Slippery Rock University  
St. John's University-College of  
St. Benedict  
Stephen F. Austin State Univ.  
Tennessee Tech University  
Texas A&M-Corpus Christi  
University of Dubai  
William Carey University







# SOCIETY FOR ADVANCEMENT OF MANAGEMENT

PROUDLY ANNOUNCES

THE THIRTY-FOURTH ANNUAL

STUDENT MANAGEMENT CASE COMPETITION

MARCH 22 – MARCH 25, 2018  
KEY BRIDGE MARRIOTT HOTEL  
ARLINGTON, VIRGINIA



Established 1912

**SOCIETY FOR ADVANCEMENT OF MANAGEMENT, INC.**

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## SAM PROUDLY ANNOUNCES

2018

# SAM MANAGEMENT CASE COMPETITION

The Society for Advancement of Management (SAM) is pleased to provide the opportunity to showcase students' management knowledge and skills in our annual Management Case Competition.

The Management Case Competition:

- Has two divisions – Open and Undergraduate
- Is open to all SAM Campus Chapters
- Provides the opportunity to compete with other students nationwide
- Provides feedback to the competing teams
- Provides certificates of participation to all team members
- Gives recognition in *SAM Advanced Management Journal* to the winning teams and universities

Location of the 2018 SAM Management Case Competition – The Thirty-Fourth Annual SAM Management Case Competition will be held on Friday, March 23, 2018, at the Key Bridge Marriott Hotel, Arlington, Virginia, at the SAM International Business Conference.

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**CASE COMPETITION RULES:** Violating any of the following rules will disqualify the team.

1. Each SAM Campus Chapter is eligible to enter one team of two to five members in each division. Division definitions follow.  
**Undergraduate Division:** Students pursuing a bachelor's degree or any lower degree if all other eligibility requirements are met.  
**Open Division:** Students pursuing a master's degree or any lower degree if all other eligibility requirements are met.
2. Each team member must be on record with the International Headquarters of SAM as a paid member.
3. Each team member must register for the entire conference and pay the fees outlined in the conference material. **BECAUSE WE RECOGNIZE THAT EMERGENCIES ARISE, SUBSTITUTION WILL BE PERMITTED IF THE SAM HEADQUARTERS AND CASE COMPETITION DIRECTOR ARE NOTIFIED AS SOON AS THE SUBSTITUTION IS MADE AND THE SUBSTITUTE MEETS ALL OTHER ELIGIBILITY REQUIREMENTS.**
4. At least five teams must be entered in a division in order for SAM to certify competition and award prizes in that division.
5. Student teams agree that they will not seek outside help from any source after receiving the case. It is not acceptable to ask specific or general questions related to the case of anyone, or to have anyone read, listen to, watch, or provide feedback on the presentation. The presenting team is charged with doing its own work on the case with no assistance from anyone not on the team. It is NOT permissible to contact the case authors.
6. All deadlines below must be met.
7. Chapters wishing to receive case materials should contact the Conference Chair no later than February 1:  
Dr. Ronald D. McNeil, Dean  
SAM Chairman & CEO  
Society for Advancement of Management  
University of Illinois Springfield  
College of Business and Management  
One University Plaza, UHB 4000  
Springfield, IL 62703-5407  
Tel: (217) 206-6534; Fax: (217) 206-7541  
E-mail: [sam@samnational.org](mailto:sam@samnational.org)
8. Case materials will be mailed in January to each campus chapter that has reported a minimum of 15 paid members.
9. After receiving their materials, chapters should review them to determine if they wish to compete. A Response Form will be included in the materials and must be returned to Dr. McNeil with a copy to Dr. Kiser no later than February 15. Later entrants may not be permitted to compete.
10. The presentation and question session will last up to 25 minutes. Presentations will be limited to fifteen minutes. Judges will have the remaining time (typically 10 minutes) to ask questions.
11. Teams should provide a lead-in graphic that clearly identifies the school and participants' names.
12. Each team may select the media it feels will most effectively deliver its message. However, two caveats apply. First, SAM will provide only the following support equipment: tables, chairs, and a lectern, an LCD projector and screen. Teams must provide their own computers, extension cords, etc. Second, it will NOT be acceptable for teams to record (audio, movie, etc.) their presentation and show it to the judges. Teams should have other plans if an LCD projector does not work. Advisors and Coaches are not team members. **Those using Apple computers need to bring appropriate connectors. Those with IBM compatible computers need to also provide appropriate connectors (USB if there is no pin connector slot).**
13. Presentations will be closed to the public. Each team may, at their discretion, have two designated "listeners" attend their presentation. The designated listeners will not be permitted to ask questions, make comments, or provide direction of any kind to the team. That may result in disqualifying the team. Teams may audio or videotape their presentation so long as doing so does not interfere with SAM's videotaping the competition.

With a copy to: Dr. Sara Kiser  
SAM Management Case Competition Director  
Alabama State University  
College of Business Administration  
915 S. Jackson Street  
Montgomery, AL 36104  
TEL: (334) 229-5057  
E-mail: [skiser@alasu.edu](mailto:skiser@alasu.edu)

14. Each team and its faculty sponsor/advisor must certify that all work on the case and presentation was completed by those presenting the case and no others. A certification form will be provided with the case materials and must be submitted to the case competition director (or his/her representative) at the presentation.
15. By agreeing to participate in the Management Case Competition, each team is also agreeing to have its presentation videotaped. Upon request, each team will receive, as available, a videotape of the winning team in its division.



**SAM International Office:**  
Society for Advancement of Management  
University of Illinois Springfield  
One University Plaza, UHB 4000  
Springfield, IL 62703-5407  
Tel: (217) 206-6534; Fax: (217) 206-7541  
E-mail: [sam@samnational.org](mailto:sam@samnational.org)  
Web site: [www.samnational.org](http://www.samnational.org)

## **SAM Campus Chapter Performance Program (CCPP)**

### **What is CCPP?**

The Campus Chapter Performance Program is a program designed to reward chapters for practicing good management skills. To be eligible to participate, a chapter must have a minimum of 15 paid members.

### **How Does CCPP Work?**

No later than **30 days** prior to the first day of the annual international conference, each chapter can submit an annual report of why the chapter should be considered among the three most outstanding SAM chapters in their division. Postmarks and fax times will determine whether a chapter has met the cutoff deadline. Submissions received after the cutoff date will not be considered. The report should be typed (word-processed), double-spaced on 8 ½ x 11 white paper, and submitted to:

Dr. Ronald D. McNeil, Dean  
SAM Chairman & CEO  
Society for Advancement of Management  
University of Illinois Springfield  
One University Plaza, UHB 4000  
Springfield, IL 62703-5407  
Tel: (217) 206-6534; Fax: (217) 206-7541  
E-mail: [sam@samnational.org](mailto:sam@samnational.org)

With a copy to:  
Dr. Sara B. Kiser  
SAM VP-Campus Division  
Alabama State University  
915 S. Jackson Street  
Montgomery, AL 36104  
Phone: 334-229-5057  
E-mail: [skiser@alasu.edu](mailto:skiser@alasu.edu)

The report itself should not exceed 10 pages. Exhibits and/or appendices can be added to substantiate the year's accomplishments and it should be referenced in the report. **The entire report should not exceed 15 pages.**

Once reports are submitted, the VP-Campus Division will send copies of the reports to the SAM Board Committee. These individuals will review the reports and determine the winners in each category. There are awards for first, second, and third place winners in each category. Awards will be presented at the international conference. The categories are as follows:

- ❑ Large Chapter
- ❑ Medium Chapter
- ❑ Small Chapter

Note: Chapter classification will be determined after reports are submitted.

The reports must include: chapter name, address, phone number, and chapter advisor's name. The Advisor(s) and President of the chapter must sign-off on the annual report, certifying that the information is correct.

The following are some examples of information you can include in your report, but are not limited to them (order does not convey priority):

1. Number of paid members and promptness in sending the dues (SAM office will verify the data)
2. Fundraisers
3. Speakers and topics
4. Frequency of chapter meetings
5. Community projects undertaken and results
6. Chapter newsletters published
7. Helping to organize a new SAM chapter (business or campus)
8. Plans for the rest of the year
9. Number of paid members attending the international conference (will be verified by the international office)
10. Field trips
11. Conferences held
12. Past awards from SAM
13. Chapter financial statements (treasurer's reports, income statement, and balance sheet)

The above information is all that is needed to enter the CCPP and to be eligible for SAM awards. It is recommended that each chapter appoint one individual to keep track of what was accomplished during the academic year within each category. A chapter officer might be assigned this task. Make sure you submit your professional annual report at least 30 days prior to the first day of the annual conference. Best wishes to all chapters this year.





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Web site: [www.samnational.org](http://www.samnational.org)

## **SAM Outstanding Faculty Advisor Award**

If you think your SAM College Chapter Advisor has done an outstanding job as your advisor, you may nominate her/him to be recognized as an Outstanding Faculty Advisor at the SAM International Management Conference.

Send a one-page letter explaining why your advisor should receive this recognized. Provide examples of how your advisor was helpful or instrumental to the success of the SAM chapter or its members.

These letters must be submitted by February 15.

Submissions for SAM Outstanding Faculty Advisor Awards / Outstanding Student Awards should be sent to:

Dr. Ronald D. McNeil  
SAM Chairman & CEO  
University of Illinois Springfield  
One University Plaza, UHB 4000  
Springfield, IL 62703-5407  
Tel: (217) 206-6534  
Fax: (217) 206-7541

**With a copy to:**

Dr. Sara B. Kiser  
SAM VP – Campus Division  
Alabama State University  
915 S. Jackson Street  
Montgomery, AL 36104  
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Web site: [www.samnational.org](http://www.samnational.org)

## Nomination Regional Award SAM Outstanding Student

<b>NAME:</b> <b><u>(As it would appear on the award)</u></b>	<b>GPA</b> <b><u>(4.0 Scale)</u></b>	<b>Yrs. Membership</b> <b><u>(AY or Sem./Term-Yr.)</u></b>
1)		
<hr/>		
Date of Graduation: _____		
2)		
<hr/>		
Date of Graduation: _____		
3)		
<hr/>		
Date of Graduation _____		

Faculty Advisor: \_\_\_\_\_ Phone: \_\_\_\_\_ (Day)  
College Name: \_\_\_\_\_ (Evening)  
Advisor's Address: \_\_\_\_\_ Fax: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Advisor's Signature: \_\_\_\_\_

Nominees have been ranked by Advisor: \_\_\_\_\_ YES \_\_\_\_\_ NO

Please provide the following information for notification:

Name and Mailing address: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

College / University Chancellor / President: \_\_\_\_\_

College / Division Dean: \_\_\_\_\_

Public Relations / News Release Official: \_\_\_\_\_

**\*Note: Physical address is necessary to insure delivery (No P.O. Box)**







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University of Illinois Springfield  
One University Plaza, UHB 4000  
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E-mail: [sam@samnational.org](mailto:sam@samnational.org)  
Web site: [www.samnational.org](http://www.samnational.org)

## **SAM Regional OUTSTANDING STUDENT Awards**

Each Campus Faculty Advisor may nominate a maximum of three qualified students for Regional Outstanding students. Nominations should be made on the nomination form and be received by the SAM International Office no later than February 1. The Advisor will notify the students of their nomination and the requirement to submit properly formatted biographies to the SAM International Office. A chapter must have a minimum of 15 paid members to be eligible to participate.

Each nominated student is required to submit a vita to be received by the SAM International Office (no later than February 15). The vita will be two pages as follows:

- Page 1: Academic, college (extracurricular, and professional (work, other professional/service organization) achievements
- Page 2: Participation and service in SAM

## **SAM National OUTSTANDING STUDENT Awards**

The Board of Directors will select up to 15 undergraduate SAM student chapter members to receive honors as National Outstanding Students of SAM. The national award recipients will be selected from Regional Outstanding Student recipients and announced at the SAM Conference.

The Awards are designed to recognize the outstanding academic, extracurricular, and professional achievements of SAM students. These students have demonstrated a commitment to management excellence through practice and personal merit. Their accomplishments demonstrate the precepts of the Society and the general character of the student chapter members.

### **ELIGIBILITY:**

A chapter must have a minimum of 15 paid members to be eligible to participate. The student must meet the following criteria:

- 1) SAM member by January 31<sup>st</sup> prior to the annual conference and within one year of graduation

- 2) Member in good standing of an active SAM Campus Chapter
- 3) Minimum of 2.5 (on a 4.0 scale) G.P.A.
- 4) Demonstrate commitment to professional management excellence
- 5) Service to the Society for Advancement of Management
- 6) Nomination as Regional Outstanding Student by SAM Campus Chapter Faculty Advisor.

Submission for SAM Outstanding Faculty Advisor Awards / Outstanding Student Awards should be sent to:

Dr. Ronald D. McNeil  
SAM Chairman & CEO  
University of Illinois Springfield  
One University Plaza, UHB 4000  
Springfield, IL 62703-5407  
Tel: (217) 206-6534; Fax: (217) 206-7541

**With a copy to:**

Dr. Sara B. Kiser  
SAM VP – Campus Division  
Alabama State University  
915 S. Jackson Street  
Phone: (334) 229-5057



06/23/2016



**Right now, while you're in college you can:**

- ❖ gain management experience
- ❖ make valuable business contacts
- ❖ strengthen your résumé with a well respected professional credential
- ❖ meet with students and professionals who share similar interests

It can all happen to you when you join your local campus chapter of SAM.

**For more information about membership, please contact:**



SOCIETY  
FOR ADVANCEMENT  
OF MANAGEMENT

**sam**®

**PRESENTS:**

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**DATE:** \_\_\_\_\_

**TIME:** \_\_\_\_\_

**PLACE:** \_\_\_\_\_

**ENTRANCE FEE:** \_\_\_\_\_

(PLEASE TYPE OR PRINT)

NAME \_\_\_\_\_

COMPLETE MAILING ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_

(AREA CODE) TELEPHONE NUMBER \_\_\_\_\_

EXPECTED MONTH & YEAR OF GRADUATION \_\_\_\_\_

SUMMER ADDRESS (IF DIFFERENT FROM ABOVE) \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_

(AREA CODE) TELEPHONE NUMBER \_\_\_\_\_

COLLEGE/UNIVERSITY \_\_\_\_\_

E-MAIL \_\_\_\_\_ DATE \_\_\_\_\_

**YES, I WANT TO GET A HEAD START  
ON MY CAREER!**

Please accept my application for  
SAM Campus Chapter membership.  
**(Rates Are Valid Until August 31, 2018)**

	NATIONAL/ DUES	LOCAL/ DUES	TOTAL PAID
<input type="checkbox"/> STUDENT* (U.S. Mailing)	\$30.00	_____	_____
<input type="checkbox"/> STUDENT* (International Mailing)	\$40.00	_____	_____
<input type="checkbox"/> SAM Executive in Residence	\$50.00	_____	_____

- \* Student dues are \$30 (\$40 International) for one year.
- \* Applications must be forwarded to SAM Headquarters within one week of receipt by chapter. Please do not delay. Membership benefits do not start until application is received by SAM Headquarters.
- \* Give to your campus representative to process. If you do not have an active campus chapter, mail application directly to the SAM Headquarters address on this form.

**SAM** – Society for Advancement of Management, Inc.  
University of Illinois Springfield  
One University Plaza, UHB 4000  
Springfield, IL 62703-5407

# Make Your Smartest Business Move Now



Established 1912

Society for Advancement of Management, Inc.

## Campus Division

### Student Application Form (2017 – 2018)

**sam**® International Headquarters:  
Society for Advancement of Management, Inc.  
University of Illinois Springfield  
One University Plaza, UHB 4000  
Springfield, IL 62703-5407  
Tel: (217) 206-6534; Fax: (217) 206-7541  
E-mail: [sam@samnational.org](mailto:sam@samnational.org)  
Web site: [www.samnational.org](http://www.samnational.org)



# Start Your Management Training Today!

Your SAM campus chapter is a working model of a real business organization, and you'll get hands-on experience making it work!

Your regular chapter activities will help you develop a wide array of managerial and leadership skills such as: goal setting, planning, organizing, controlling, project management, scheduling, prioritizing, budgeting, advertising, marketing, public relations, selling, fund-raising, and running productive meetings.

Why Wait Until You Graduate?  
Join SAM Now!

## The Society:

**Gives** you a personal introduction to the practicing managers in your local community

**Exposes** you to the most successful management techniques in current use

**Transforms** textbook theories into practical applications

**Eases** the transition from college to career

**Introduces** you to other students who share your interests, concerns, and career objectives

**Strengthens** your resume with a professional credential

**Moves** your career on a faster track

*“Through the interaction of students, faculty, and practicing managers, to assist in communicating the practice of professional management.”*

## SAM Campus Mission

In 1912, the followers of Frederick W. Taylor, the father of “Scientific Management,” together with a group of colleagues, founded SAM—the Society for Advancement of Management.

SAM's early professional managers recognized the need to develop future managers. The year 1932 witnessed the birth of the first SAM campus chapter.

## As A SAM Member, You Will Have The Opportunity To:

- ❖ Receive our award winning journal
- ❖ Network and make valuable contacts
- ❖ Attend the annual conference at a discounted rate
- ❖ Compete with other SAM campus chapters in the Annual Management Case Competition and other awards programs
- ❖ Develop professionally
- ❖ Serve in leadership positions at the local and national levels, and participate in chapter management
- ❖ Discuss business problems with other members and associates
- ❖ Learn and perfect the management theory basics and practice
- ❖ Become a member of the world's oldest professional management society

# The Competitive Edge

SAM's Campus Chapter activities provide valuable forums for students in communities across the country. Get a realistic overview of the business world...valuable tips on resumes, interviewing, and more!

**SAM** travels with you throughout your professional career.

**Campus Membership** gives you a head start in management training while you're still in college.

**Associate Membership** helps you make the transition from campus to career after you graduate. For two years after graduation you may get all the privileges of Professional Membership for a special price. (This is a great way to keep up with the contacts you've made.)

**Professional Membership** enables you to continue your membership as a Professional Member.

To find out more about SAM, call or write to the International Office:

**Dr. Ronald D. McNeil**  
**SAM Chairman & CEO**

E-mail: [sam@samnational.org](mailto:sam@samnational.org)  
Web site: [www.samnational.org](http://www.samnational.org)

# Campus Chapter Codes

(Please write the code for your college on all applications and correspondence.)

001	San Francisco State Univ.	067	South Carolina State Un.	147	Keene St. College	245	Stetson University	Buffalo	
002	Eastern Illinois Univ.	069	Jacksonville State-AL	151	Lynchburg College	246	Univ. of Ozarks	FL St Univ.-Panama	
003	Molloy College	071	Univ. of Lowell	153	Medgar Evers College	247	Aquinas College	320	City
*004	VA Commonwealth Univ.	072	Milwaukee Sch. of Eng.	157	Sangamon State Univ.	248	Univ. of North Dakota	321	Hampton University
005	SUNY - Plattsburgh	073	Univ. of Minnesota	160	Southern Conn. St. Univ.	249	Southeastern LA Univ.	322	Texas A&M Univ.-K-SA
006	Immaculate College	074	Auburn Univ.	161	Southwest MO State	250	Univ. of NC - Charlotte	323	Baltimore International C
008	Northern Kentucky Univ.	075	Winona State University	164	Temple Univ.	251	NC Central University	*324	Randolph-Macon College
009	Loyola University Chicago	076	College of Mt. St. Joseph	167	Tuskegee University	*253	Grand Valley State Univ.	325	Virginia Wesleyan College
012	Widener University	077	Robert Morris University	173	Univ. of Detroit	254	Miss. St. Univ. - Meridian	326	Johnson & Wales
*013	Fayetteville State Univ. West Chester	*078	St. Cloud State Univ.	174	Northwestern College	255	Univ. of Hawaii	*327	Ohio Northern University
014	University	079	California Lutheran Col.	175	Valdosta State College	257	Maryville College	328	St. Joseph's University
*015	Frostburg State Univ.	080	St. John's University-Staten Island	176	Western NM Univ.	258	Washington University	*329	Flagler College—Tallahassee
016	Jackson St. Univ.	081	Eastern Kentucky Univ.	182	Univ. of La Verne	260	Brookhaven College	330	William Carey Univ
*017	Kingsborough Com. Coll.	082	Averett College	183	Central Michigan Univ.	261	Univ. of Mississippi	331	Bridgewater College
018	York College	083	Coppin State College	184	Univ. of N. Iowa	262	Quinnipiac Univ.	332	Cal State Univ.-Chico
019	Miami University	084	Babson College	185	Long Island University	263	Cal State Univ.-Fullerton	333	Univ. of SC Aiken
*020	Hofstra University	085	Harding University	186	Rivier College	264	Missouri Southern St. Coll.	334	Univ. of Dubai
*021	Radford University	086	Brenua College	187	Texas Tech University	264	Salem St. College-MA	*336	Roger Williams University
022	Indiana Univ. of PA	*087	Northern IL Univ.	188	St. Johns River State College	265	Salem St. College-MA	*337	Univ. of Missouri-Columbia
023	Longwood College	088	Pepperdine Univ.	189	St. John's University-Jamaica	266	Shippensburg Univ.	338	Duquesne University
*024	Flagler College --St. Augustine	089	Coppin State College	191	Villanova Univ.	267	Salem-Teikyo Intl Univ.	*339	Fort Valley State Univ.
025	Northwestern State Univ.	090	Babson College	192	DeVry Institute of Tech	268	Eastfield State College	*340	Grambling State Univ.
*026	Millersville University	091	Eastern Michigan Univ.	194	Mississippi State Univ.	269	El Centro Comm College	*341	Slippery Rock Univ.
027	New Jersey Inst. of Tech.	092	Fitchburg State College	*195	Univ. of Tenn.-Chattanooga	*269	Stephen F. Austin St U.	350	Clafin University
028	Merrimack College	093	Monmouth College	196	Spring Hill College	*270	St. Augustine's College	360	Lake-Sumter State Coll
029	Univ. of Tennessee	094	St. John's University-St.	197	Cincinnati Technical Coll.	271	Nichols College	500	Miscellaneous
031	Eckerd College	095	Benedict/Collegeville College of St. Thomas	200	New Jersey City Univ.	272	Alabama A&M Univ.		
032	Univ. of Wis.-Platteville	096	La Salle University	201	Tiffin University	273	Nicholls St. Univ.		
034	Ohio University	097	Ferris St. Univ.	203	Washington State Univ.	274	Indiana Voc. Tech. Coll.		
035	Univ. of Wis.-Whitewater	098	Univ. of Southern Miss.	205	Univ. of Northern Colorado	276	Mount St Mary's College		
036	NC A&T St. Univ. Central State	099	Eastern College	*205	Colorado	278	Concordia College NY		
037	University	100	Plymouth State College	207	Concordia Univ.-Wis.	279	Murray State Univ.		
038	Illinois State Univ.	101	Southern IL Univ.-Carbon	209	Knoxville College	280	SUNY Old Westbury		
039	Univ. of Wis.-Green Bay	102	Ball State	*210	College of Boca Raton	*282	Univ. of Memphis		
040	Avila College	103	St. Peter's College	211	Francis Marion University	284	Univ. of Washington		
041	Mary Washington College	104	Muhlenburg College	212	John Carroll University	286	Embry Riddle Aero.		
042	Stockton State College	105	Jefferson Comm College	213	Westmoreland CCC	288	Texas A&M Univ.-CC		
043	Auburn University	106	Southeast MO State Univ.	214	Rockford College	*290	Roanoke College		
044	West Virginia University	107	Philadelphia University	*215	CW Post College	292	Coll. of Notre Dame-MD		
045	Univ. of San Francisco	108	Tennessee Tech. Univ.	216	Clarion Univ. of PA	293	Florida Inst. of Tech.		
046	Central Missouri State	109	Freed-Hardeman Univ.	217	Wright State University	*294	Univ. of Notre Dame		
047	West Liberty State College	110	Nassau Comm. College	218	Fairmont State Univ.	295	Univ. of TX-San Antonio		
048	Kansas St. Univ.	111	East Carolina University	219	Univ. of NC - Asheville	296	Montclair State Univ.-NJ		
049	Siena College	112	Univ. of Richmond	220	Point Park College	297	Oklahoma State Univ.		
051	Bentley University	113	Hamlin University	221	Governors State Univ.	298	San Jose State Univ.		
*052	Cal St Univ.-Long Beach	114	Clemson University	222	Norfolk St. Univ.	299	Coastal Carolina Univ.		
053	Elizabethtown College	115	Univ. of Nebraska	223	Oregon Inst. of Tech.	302	Univ. of Wis.-Stout		
054	Univ. of Wis.-Eau Claire	116	Alabama State Univ.	224	Temple Univ.-Ambler	303	Clayton State University		
056	Kutztown University	117	Atlanta University	225	Virginia State University	*304	Savannah State Univ.		
057	College of New Jersey	118	Barry University	226	Shawnee State University	*305	Pitt Community College		
058	SUNY - Farmingdale	119	Bradley University	227	Golden Gate University	*306	Southern College		
059	San Diego State Univ.	120	Bryant University	228	Southeastern Mass. Univ.	307	SUNY - Geneseo		
060	Memphis State College	121	Cal St Poly Univ.-Pomona	229	Univ.	308	Berea College		
061	Case Western Res. Univ.	122	Cal St Univ.-Sacramento	230	Jacksonville Univ.	309	United Arab Emirates Univ.		
062	George Washington Univ.	123	California Univ. of PA	*232	Georgia College & St U	310	Indiana U Purdue IUPUI		
063	Concord College-W VA	124	Creighton University	233	Mount Union College	311	Univ. of Sharjah		
064	Cal Poly St Univ.-San Luis	125	Dean Junior College	234	Louisiana College	312	Notre Dame Univ.-Lebanon		
065	Mercer University	126	Fairleigh-Dickinson College	*235	Florida International Univ.	313	Rochester Inst of Tech		
066	Howard University	127	George Mason Univ.	236	Johnson & Wales Univ.	*314	Wilkes University		
		128	Rowan University-NJ	237	Delta St. Univ.	315	Bloomsburg University of Pennsylvania		
		129	Kean College of NJ	238	Univ. of Central Florida	*316	Bryant & Stratton College		
		130		239	St. Augustine's College- Raleigh	*317	SUNY-College at		
		131		240	Univ. of NC - Wilmington				
		132		241	Univ. of Wyoming				
		133			Troy State University				

(\* Active)

## **Campus Starter Packets**

(Rev. 05/30/2017)

1. Campus New Year Letter
2. Campus Chapter Codes
3. Campus Application Summary Form
4. Campus Application (20 copies on colored paper, one copy on white paper for reproduction)
5. Faculty Advisor Directory Information
6. What is SAM All About? / Guide to Commonly Asked Questions (double-sided)
7. Membership Benefits
8. Materials Order Form
9. Case Competition Cover Page and Rules (double-sided)
10. Campus Chapter Performance Program (CCPP)
11. Faculty Award
12. Student Award
13. SAM Outstanding Student Nomination Regional Award (form)
14. SAM membership poster (11 x 17 – 3 copies)
15. SAM event poster (11 x 17 – 3 copies)