

[Advisory Council Meeting](#)

[Director of Development Appointed](#)

[Faculty Achievements](#)

[Faculty Publications](#)

[Manhattan City Commissioner Teaches Class](#)

[International Marketing Class Studies Abroad](#)

[Benchmark Financial Establishes Scholarship](#)

[Outstanding Senior Award](#)

[Student Wins Udall Scholarship](#)

[NMFN-Brase Scholarship Winners](#)

[Lehman's Students Win National Agri-Marketing Competition](#)

[MBA Students Travel to China](#)

[December 2007 Marketing Graduates](#)

# Department of Marketing

KANSAS STATE UNIVERSITY

ISSUE 2

FEBRUARY 2008

## Fall 2008 Advisory Council Meeting Date Set

The fall 2008 Department of Marketing Advisory Council meeting will be on Friday, September 26. This will be during the same week as the All-University Career Fair which will occur on Tuesday and Wednesday, September 23 and 24. We will have our annual golf tournament on Friday, September 26 and our annual football tailgate party on September 27 when K-State plays against the University of North Texas.

## KSU Foundation Appoints New Director of Development for the College of Business Administration

The KSU Foundation appointed Tim Grant of Salina, KS as director of development for the CBA in October. Grant is responsible for the organization and implementation of a comprehensive development program for raising private gifts to the KSU Foundation in support of the CBA at K-State.

Prior to joining the foundation staff, Grant held a variety of positions at Alltel, where he worked since 2001. He most recently served as the sales manager for the retail division, managing more than half of the company's Kansas retail operations. During his time at Alltel, Grant worked hand in hand with the K-State Athletics Department as part of the company's sports sponsorship program.



Grant was previously employed with Family Heritage Life Insurance Company Inc., Physicians Computer Management Inc., Capitol American Life Insurance Company Inc. and the U.S. Army and National Guard. Grant, a native of Miltonvale, KS, is a graduate of Tabor College in Hillsboro, KS with bachelor's degrees in psychology and sociology. He resides in Salina with his wife Annette and five children: Gabriel, 16; Elias, 14; Noah, 12; Ahla, 8; and Alexandria, 7.

[Click to Continue](#)

## Faculty Achievements

**Dr. Janis Crow** was selected as the fall 2007 recipient of the Kansas State Bank Teaching Excellence Award. The selection committee was impressed by the added value she contributes to the field as well as how her teaching enhances the educational experiences of students. Her passion for teaching is obvious in the consistent and methodical manner in which she reviews her courses and texts. Further, she consistently receives outstanding student evaluations. Currently, Dr. Crow is on sabbatical and is completing a Post Doctoral Fellowship in Behavioral Decision Making at Ohio State University.

**Dr. Richard McFarland** was chosen as the recipient of the 2007 CBA Outstanding Contribution in Research Award. Dr. McFarland was selected based on the quality of his recent publication record including the publication of two articles in the *Journal of Marketing (JM)*. *JM* is the most cited marketing journal and has the highest impact factor among all Social Sciences Citation Index business and economics journals. Further, he is a member of the editorial review board of the *Journal of Marketing* and the *Journal of Personal Selling & Sales Management*. Serving on these editorial boards serves to demonstrate the recognition for his research that Dr. McFarland has earned in his discipline.

Presently, Dr. McFarland is using his sabbatical to teach at Yonsei University in Seoul, South Korea. As a visiting professor, Dr. McFarland is doing research with some of the faculty, and teaching at the undergraduate, MBA, and Ph.D. levels.

**Dr. Jaebeom Suh's** research was featured in the August 26, 2007 issue of the Washington Post. The article, titled *Spending More for a Little Solace*, explored the reason that people are willing to spend more to have high-tech features on the item they are purchasing. Dr. Suh's research found that people buy unnecessary features because of two cognitive errors—they overestimate the risk that a product without such features will become obsolete and they overestimate the likelihood that they will learn to use the new features.

The Marketing Department is proud to announce that Jaebeom Suh has been promoted to associate professor and has been granted tenure.

[Advisory Council Meeting](#)

[Director of Development Appointed](#)

[Faculty Achievements](#)

[Faculty Publications](#)

[Manhattan City Commissioner Teaches Class](#)

[International Marketing Class Studies Abroad](#)

[Benchmark Financial Establishes Scholarship](#)

[Outstanding Senior Award](#)

[Student Wins Udall Scholarship](#)

[NMFN-Brase Scholarship Winners](#)

[Lehman's Students Win National Agri-Marketing Competition](#)

[MBA Students Travel to China](#)

[December 2007 Marketing Graduates](#)

[Previous](#)

[Next](#)

## 2007 List of Publications/Conference Presentations

- [Advisory Council Meeting](#)
- Richard G. McFarland**  
 “Perceiving Emotion in the Buyer-Seller Interchange: The Moderated Impact on Performance,” *Journal of Personal Selling & Sales Management*
- [Director of Development Appointed](#)
- “Supply Chain Contagion,” *Journal of Marketing*
- [Faculty Achievements](#)
- Jaebom Suh**  
 “Benevolence in the Importer-Exporter Relationship: Moderating Role of Value Similarity and Cultural Familiarity,” *International Marketing Review*
- [Faculty Publications](#)
- “Influencing Factors in High vs. Low Share Brand Choice,” *International Journal of Management Science*
- [Manhattan City Commissioner Teaches Class](#)
- “Satisfaction Guaranteed: Positive Biases in Customer Satisfaction Measures,” Paper presented at the Services Marketing Association Conference
- [International Marketing Class Studies Abroad](#)
- “Differential Effects of Preferential Treatment Levels on Relational Outcomes,” *Journal of Service Research*
- “Satisfaction Guaranteed: Positive Biases in Customer Satisfaction Measures,” Paper presented at the Korean Service Marketing Conference
- [Benchmark Financial Establishes Scholarship](#)
- Esther Swilley**  
 “The Role of Involvement and Experience with Electronic Commerce in Shaping Attitudes and Intentions Toward Mobile Commerce,” *International Journal of Electronic Marketing & Retailing*
- [Outstanding Senior Award](#)
- Janis Crow**  
 “Examining Cognitive Processes of Unstructured Decisions,” Paper presented at the Edwards Bayesian Research Conference
- [Student Wins Udall Scholarship](#)
- “Exploring Unstructured Decisions,” Research presentation at the Oklahoma/Kansas Judgment & Decision Making Conference
- [NMFN-Brase Scholarship Winners](#)
- Swinder Janda**  
 “Clustering College Students based on Motivations, Attitudes and Preferences Related to Studying Abroad,” Presented at the 5<sup>th</sup> International Athens Institute for Education and Research Conference in Business
- [Lehman’s Students Win National Agri-Marketing Competition](#)
- Kyoungmi Lee**  
 “Can McDonald’s Food Ever Be Seen as Healthy? Metacognitive Experiences Affect the Perceived Understanding of a Brand,” *Journal of Marketing Research*
- [MBA Students Travel to China](#)
- [December 2007 Marketing Graduates](#)
- [Continued on page 4](#)

## 2007 List of Publications/Conference Presentations (continued from page 3)

[Advisory  
Council  
Meeting](#)

### Kevin Gwinner and David Andrus

“Unique Educational Methods to Improve the Veterinary Employment Selection Process for Rural Mixed-Animal Practices,” *Journal of Veterinary Medical Education*

[Director of  
Development  
Appointed](#)

“The Future Demand and Likely Shortages of Food Supply Veterinarians”;  
“Maintaining an Adequate Supply of Food Supply Veterinarians: Strategic Choices for the Future”; “Patterns of Food Supply Veterinary Medicine Career Selection and Commitment and Underlying Causes,” Presented at the North American Veterinary Conference

[Faculty  
Achievements](#)

### Kevin Gwinner

“Spectator Response in Sport Sponsorship: Attitude toward Sports Commercialization and Fit of Sponsorship as Predictors of Attitude toward Sponsoring Companies,” *Journal of International Business Discipline*

[Faculty  
Publications](#)

“What Students Value in a Job Description,” Presented at the Veterinary Career Opportunities Workshop

[Manhattan City  
Commissioner  
Teaches Class](#)

### Dawne Martin

“Recruitment of Hispanic Students into MIS Curricula,” *Journal of College Teaching and Learning*

[International  
Marketing Class  
Studies Abroad](#)

## Experienced Business Leader and City Council Member Bob Strawn Provides Real World Education to Marketing Students

[Benchmark  
Financial  
Establishes  
Scholarship](#)

In fall of 2007, Mr. Strawn taught Business Marketing to 41 senior students. It was the first college course he had instructed and it was very highly rated by the students. **“For those who worry about the future of our state and nation, I suggest they teach a class at K-State. The students gave me great confidence that our values and intellectual capacity are well positioned for the future,”** commented Bob Strawn, Manhattan City Commissioner and Business Advisor for Cryotech. Below are his reflections on college teaching:

[Outstanding  
Senior Award](#)

[Student Wins  
Udall  
Scholarship](#)

1. It’s surely easier to work with motivated seniors than incoming freshmen. I can’t imagine trying to keep the latter group fully engaged in the process.
2. I’ve generally found in life that the first time around is special and unmatched. I suspect that’s the case for being a college instructor as well.
3. CBA students learn unique perspectives from business world adjuncts that supplements but in no way replaces what comes from professional instruction.
4. Outside speakers bring insight to often opaque lecture topics like ethics and pricing.
5. Stories – be they from instructor or student - are an effective method for learning but only when they are reflections of personal experience.
6. Grading papers - although tedious work - is often helpful to students and instructor but only when accompanied by specific personal comments.
7. It was easy to connect with students even though my classroom process was quite different than they had experienced before.
8. CBA students should be educated as well as trained including a course in the Classics as well as business writing.
9. This was a wonderful experience - one of my lifetime ‘black holes’ now filled.

[NMFN-Brase  
Scholarship  
Winners](#)

[Lehman’s  
Students Win  
National  
Agri-Marketing  
Competition](#)

[MBA Students  
Travel to China](#)

[December 2007  
Marketing  
Graduates](#)

[Advisory  
Council  
Meeting](#)

[Director of  
Development  
Appointed](#)

[Faculty  
Achievements](#)

[Faculty  
Publications](#)

[Manhattan City  
Commissioner  
Teaches Class](#)

[International  
Marketing Class  
Studies Abroad](#)

[Benchmark  
Financial  
Establishes  
Scholarship](#)

[Outstanding  
Senior Award](#)

[Student Wins  
Udall  
Scholarship](#)

[NMFN-Brase  
Scholarship  
Winners](#)

[Lehman's  
Students Win  
National  
Agri-Marketing  
Competition](#)

[MBA Students  
Travel to China](#)

[December 2007  
Marketing  
Graduates](#)

## Study Abroad Course Exposes Students to Aspects of Global Marketing

Swinder Janda, professor of marketing, did not just teach Kansas State University students about international marketing from the classroom, Janda took his students abroad to show them firsthand what the industry is all about. Janda developed an experiential international marketing course for K-State students in the College of Business Administration. He used an integrative approach to blend theory and practice related to international marketing. During the first nine weeks of the 2007 spring semester, students learned about key international marketing and international business topics through classroom lectures on the K-State campus.



Dr. Swinder Janda with students at the Ogilvy Advertising Agency in London

During the spring break, Janda accompanied his 21 students to three countries in Europe to expose them to a broad range of international marketing components. The students traveled to England, Belgium and Germany over nine days. They visited Ogilvy Advertising Agency in London, where they were given an inside look at the global marketing campaign for Unilever Corporation's Dove brand from the professionals who developed it. Students then toured the European Commission in Brussels, Belgium, where they were provided an overview of the European Union, its history and current U.S.-European trade relations. The last stop for the K-Staters was the BMW Corporation headquarters in Munich, Germany. Students toured the manufacturing plant, learning about the major steps in the manufacturing process and were given an overview of the evolution of the BMW brand.

Fifty-eight College of Business Administration students, a record high for the college, studied abroad during the spring 2007 semester. Janda will teach this marketing course and escort another group of students abroad during spring break in 2008.

## Benchmark Financial Commits \$60,000 in Scholarship Money to Marketing Students Over Next 5 Years

Recognizing the importance of planning for a business career, Mr. Gary Raetz and Mr. Jason Paetzold of Benchmark Financial headquartered in Overland Park, KS have established the Benchmark Financial Marketing Competition Award. Each semester the top six students in the Capstone Marketing Management course will receive a \$1,000 scholarship. Determination of the top students is based largely on their performance in the creation of a marketing plan as part of fulfilling the requirements for the course. Dr. David Andrus is administering the contest for the first time this spring semester in two sections of his Marketing Management course. "This provides valuable incentive to the students as they engage in the creation of a real world marketing plan", said Dr. Andrus. Mr. Raetz and Mr. Paetzold have found that the most successful people in their industry are those that can develop and implement a plan and they hope to foster a greater appreciation for this activity with their gift.



[Advisory  
Council  
Meeting](#)

## The Outstanding Senior in Business Award

The outstanding graduating senior in business is selected by a committee comprised of student leaders serving as presidents of various student organizations of the college. For the fall 2007 semester, they selected Leisha Harrison as the Outstanding Senior in Business. Leisha is a graduating senior majoring in marketing with a French minor. She is the daughter of Roy and Brenda Harrison of **Leawood** and a graduate of Blue Valley West High School.

[Director of  
Development  
Appointed](#)

[Faculty  
Achievements](#)

Leisha has been an outstanding student during her undergraduate career. As an undergraduate, she has been actively involved in a number of student organizations which include serving as an officer in the Marketing Club; Pi Delta Phi, the French Honor Society; Alpha Phi Omega service fraternity, and as a member of the entrepreneurship club and Chi Omega. She has also been a leader among our study abroad advocates.

[Faculty  
Publications](#)

[Manhattan City  
Commissioner  
Teaches Class](#)

In addition to being an excellent student, Leisha was the winner of the prestigious Northwestern Mutual Sales Competition in the fall of 2006. She managed to achieve all these accomplishments while working as the marketing and guest services coordinator at a local business to help pay for her education.

[International  
Marketing Class  
Studies Abroad](#)

Following graduation, Leisha will begin her career as a sales associate with Siemens in their Business Technologies Division in Minneapolis, Minnesota. Her initial contact with Siemens was made through the K-State Career Fair.

[Benchmark  
Financial  
Establishes  
Scholarship](#)

[Outstanding  
Senior Award](#)

## K-State Marketing Student Wins Udall Scholarship

Ella Todd, junior in marketing, **Manhattan**, was one of among 80 students nationwide to receive a \$5,000 Morris K. Udall Scholarship, a congressional scholarship honoring the former Arizona congressman for his legacy of public service. The scholars were selected from 434 candidates nominated by 221 colleges and universities.

[Student Wins  
Udall  
Scholarship](#)

[NMFN-Brase  
Scholarship  
Winners](#)

Todd, who also is working on a minor in leadership studies, is president of the Ambassadors for Leadership Studies and Programs and a member of the National Society of Collegiate Scholars. At K-State, she was inducted into Mortar Board. She has been a Relay for Life team captain, a class leader for Introduction to Leadership Concepts and a campaign volunteer for K-State Proud. She has received a College of Business Administration scholarship, a Payless ShoeSource scholarship and a Medallion scholarship.

[Lehman's  
Students Win  
National  
Agri-Marketing  
Competition](#)

[MBA Students  
Travel to China](#)

A marketing assistant at Manhattan's Sunset Zoo, Todd presented at the International ChimpanZoo Conference in 2006. Her presentation was a prototype for Primateopedia, a book about primates aimed at children, ages 9-13, for which she designed the layout and was co-editor. Her career goal is to work as a marketing director for non-profit organizations dedicated to environmental and wildlife conservation. She is a 2004 graduate of Manhattan High School and the daughter of Mark and Susan Todd.

[December 2007  
Marketing  
Graduates](#)

## **K-State Marketing Students Use Persuasion Skills to Earn Scholarships in Sales Competition**

The Brase Financial Group of the Northwestern Mutual Financial Network has awarded scholarships to six marketing students in Kansas State University's College of Business Administration as part of a sales scholarship competition. In the competition, students participated in sales role-playing scenarios with the professionals. More than 120 K-State students developed seven- to 10-minute sales presentations. Students were videotaped giving their presentations, and the top students presented their sales presentation to a group of sales professionals from NMFN. Winners were selected based their presentation.

For the spring 2007 semester, the first-place winner, Claire Chapman, senior in marketing, **Wichita**, received a \$1,000 scholarship. Erin Vonfeldt, a senior in management, **Manhattan**, was awarded second place and a \$600 scholarship. The third-place winner was Megan Hopkins, senior in marketing, **Iola**, who earned a \$400 scholarship.

For the fall 2007 competition, the first-place winner, William Overly, senior in horticulture, **Louisburg**, received a \$1,000 scholarship. Patricia Rodriguez, senior in agribusiness, **Liberal**, was awarded second place and a \$600 scholarship. The third-place winner was Roberto Armesto, sophomore in business, **St. Marys**, who earned a \$400 scholarship.

The Brase Financial Group, Kansas City, MO, sponsors the sales scholarship competition in coordination with Dawne Martin's and David Lehman's Professional Selling and Sales Management classes. Northwestern Mutual Financial Network, the marketing name for the sales and distribution arm of the Northwestern Mutual Life Insurance Company, is made up of 7,900 representatives with more than 350 offices worldwide.

## **K-State Agri-Marketing Team Wins National Competition**

The Kansas State University National Agri-Marketing Association student team won the 2007 National Agri-Marketing Competition, finishing first for the second straight year. The competition, at the National Agri-Marketing Association's annual conference and trade show, was April 10-12 in Dallas, Texas.

For the competition, students chose a product and developed a plan to successfully bring their product to the marketplace. David Lehman, K-State instructor of marketing and team coach for the competition, said the K-State team developed a marketing plan for a new text messaging service for feedlot owners and managers. The service would provide actionable, timely and accurate market information to aid in marketing decisions when selling cattle.

"We believed in our product and the plan we presented and that showed in our presentation throughout the competition," said Stacy Mayo, senior in agricultural communications and journalism, **Garden City**, and a team member. "It was great to come out on top in the end. Many people told us that we couldn't win two years in a row. We knew if anybody could, this team would."

Teams from 31 universities participated in the competition, including three teams from Canada. K-State competed against the University of Florida, Sam Houston University, Ohio State University, University of Wisconsin-Platteville and the University of Guelph in the finals.

[Continued on page 8](#)

[Advisory Council Meeting](#)

[Director of Development Appointed](#)

[Faculty Achievements](#)

[Faculty Publications](#)

[Manhattan City Commissioner Teaches Class](#)

[International Marketing Class Studies Abroad](#)

[Benchmark Financial Establishes Scholarship](#)

[Outstanding Senior Award](#)

[Student Wins Udall Scholarship](#)

[NMFN-Brase Scholarship Winners](#)

[Lehman's Students Win National Agri-Marketing Competition](#)

[MBA Students Travel to China](#)

[December 2007 Marketing Graduates](#)

[Previous](#)

[Next](#)

Continued from page 7

[Advisory  
Council  
Meeting](#)

In addition to winning the marketing competition, the K-State team won the "Best Product" award. Two K-State students also were chosen for scholarships awarded at the conference.

[Director of  
Development  
Appointed](#)

Along with Mayo, K-State participants included: Katie Morris, senior in agribusiness, **Arkansas City**; Jeff Pio, junior in agribusiness, **Edgerton**. From **Franklin**: Vincent Hofer, junior in agribusiness, \$2,500 National Agri-Marketing Association scholarship recipient, and David Widmar, junior in agricultural economics, \$1,000 National Agri-Marketing Association scholarship recipient. Sarah Coover, senior in agribusiness, **Galesburg**; Annie Whitehill, senior in agricultural communications and journalism, **Latham**; and Sam Selee, senior in agribusiness, **Manhattan**. From out-of-state: Chelsea Good, senior in agricultural communications and journalism, **Parker, CO**; and Jen Albrecht, junior in agricultural economics, **North Platte, NE**.

[Faculty  
Achievements](#)

[Faculty  
Publications](#)

[Manhattan City  
Commissioner  
Teaches Class](#)

The National Agri-Marketing Association was formed in 1957 and serves the food and fiber industry, focusing on members' professional development by providing access to solutions and opportunities in agribusiness.

[International  
Marketing Class  
Studies Abroad](#)

## MBA Students Travel to China to Study Business Practices

As chair of the CBA International Council, Swinder Janda is continuously looking for innovative ways to give K-State students a global business perspective. During the winter break, Janda took 11 MBA students to five different cities in China. This was the first faculty led study abroad trip for MBA students in the College of Business.



“With globalization, business success is largely dependent upon being able to capitalize on opportunities wherever those may be present worldwide. Recent economic growth trends in China and the resultant market opportunities make China a compelling market for U.S. businesses to focus on. By gaining an exposure to the Chinese culture and business environment, today’s business students can begin to develop a firsthand appreciation of the available business opportunities in that part of the world and can thus be better prepared for success upon graduation,” said Janda.

This hands-on study abroad experience focused on visiting businesses in Beijing, Xi’an, Shanghai, Shenzhen and Hong Kong. The group toured several local companies including Shanghai Volkswagen, Beijing Yanjing Brewery, System Sensor Corporation and Daya Bay Nuclear Power Plant.

Over the December 2008-January 2009 intercession, Janda plans to take students to India and in subsequent years to other emerging business markets like Brazil and Russia.

[Benchmark  
Financial  
Establishes  
Scholarship](#)

[Outstanding  
Senior Award](#)

[Student Wins  
Udall  
Scholarship](#)

[NMFN-Brase  
Scholarship  
Winners](#)

[Lehman’s  
Students Win  
National  
Agri-Marketing  
Competition](#)

[MBA Students  
Travel to China](#)

[December 2007  
Marketing  
Graduates](#)



[Advisory  
Council  
Meeting](#)



## Congratulations to our December 2007 Graduates!



[Director of  
Development  
Appointed](#)

[Faculty  
Achievements](#)

[Faculty  
Publications](#)

[Manhattan City  
Commissioner  
Teaches Class](#)

[International  
Marketing Class  
Studies Abroad](#)

[Benchmark  
Financial  
Establishes  
Scholarship](#)

[Outstanding  
Senior Award](#)

[Student Wins  
Udall  
Scholarship](#)

[NMFN-Brase  
Scholarship  
Winners](#)

[Lehman's  
Students Win  
National  
Agri-Marketing  
Competition](#)

[MBA Students  
Travel to China](#)

[December 2007  
Marketing  
Graduates](#)

### Marketing

Drew Charles Bartlett, Valley Falls  
 Karen Marie Baumann, St. Louis, MO  
 Stephanie Robin Bell, Overland Park  
 Chad Andrew Bertelsmeier, Overland Park  
 Emily Anne Besler, Evergreen, CO (CI)  
 Brett Alan Beurskens, Independence, KS  
 Sara Boardman, McPherson  
 David T. Boger, Coppell, TX  
 Mallory Jeanine Britton, Arlington, KS  
 Breeanna Nicole Calvin, Winfield  
 Danielle Nichole Campa, Hesston  
 Curtis Allan Corcoran, Overland Park  
 Scott Thomas Cullins, Wichita  
 Sabrina Linda Day, Augusta  
 Lauren Marie Doughty, Manhattan  
 Briena Marie Engelken, Seneca  
 William Bradley English, Prairie Village  
 Kimberly Nicole Ernst, Leawood  
 Andrea Megan Geist, Plevna (Sci)  
 Daniel L. Gibbons, Wichita  
 Christopher P. Harris, Overland Park  
 Leisha Harrison, Leawood  
 Ashley Marie Hermesch, Seneca  
 Kenley Kyle Hickman, Council Grove  
 Tamer B. Hijleh, Manhattan  
 Tsubasa Hiramoto, Mie, Japan (CI)  
 Kelly Michael Huerter, Silver Lake  
 Christopher Martin Hunter, Humboldt  
 Adam David Isern, Olathe  
 Joel David Koehler, Olathe  
 Eric Harlan Kutter, Wichita  
 Travis Cole Mayer, Alta Vista  
 Dana McCarthy, Olathe (Mcl)  
 Chancy K. Montera, Eaton, CO  
 John Park, Overland Park  
 Corinne Elizabeth Potts, Topeka  
 Adam R. Powell, Overland Park  
 Rachel Lynn Pyeatt, South Haven

Marisa Ramirez, Great Bend  
 Alison Renee Reynolds, Fairview  
 Lucas Michael Robertson, Wichita  
 Andrew J. Rush, Prairie Village  
 Scarlett Ann Schmitt, Glenwood, IA  
 Patrick Charles Sirridge, Prairie Village  
 Clinton D. Smith, Shawnee  
 Ryan A. Spillers, Torrance, CA  
 Meghan Stanislaus, Overland Park  
 Samuel A. Stevens, Dodge City  
 Crystal Rachelle Strauss, Leonardville  
 Brennan James Stuber, Wichita  
 H. Thomas Sullivan, Hutchinson  
 Matt Thompson, Leawood  
 Jamie L. Torgerson, Wichita  
 Katherine R. Wallace, Mission  
 Richard Loyd Webb, Topeka  
 Andrew Grant West, Overland Park  
 Jorge Wheelhouse, Derby  
 Lindsey Nicole Zogleman, Cheney

### Certificate in International Business

William Andrew Blake, Overland Park  
 Breeanna Nicole Calvin, Winfield  
 Khalil F. Charkas, Wichita  
 Leisha Harrison, Leawood  
 Richard Jensen, Leawood  
 Dana McCarthy, Olathe (Mcl)  
 Keith Anderson Oxler, Wichita  
 Corinne Elizabeth Potts, Topeka  
 Monica Michelle Rendulic, Lenexa  
 Scarlett Ann Schmitt, Glenwood, IA

(CI) **Cum laude**  
 (Mcl) **Magna cum laude**  
 (Sci) **Summa cum laude**

[Previous](#)

[Home](#)