

Biz Buzz

SBA Undergraduate Student Newsletter

Vol. 2, No. 4



Event Calendar

April 1: Employer in the Foyer, Target, 12—1pm *

April 2: Jobs for Economics Majors, OH 227, 12:15-1pm*

April 15: Jobs for Business Management Majors, OH 226, 12:15-1pm *

April 21: Business Etiquette for Everyone, OH 226, 12:15-1pm *

April 22: Job Search Resources for the Non-Profit Sector, OH 226, 12:15-1pm *

April 23: SBA Undergraduate Leadership Luncheon (invitation only), 12:15-1:30pm *

April 28: Accounting Society/Beta Alpha Psi Etiquette Lunch, OH 229, 12:15pm *

April 30: Student Business Expo presented by The Marketing Group, UC, 12:15-2:00pm

* Passport Approved Event

A Team that Works for You

As the new guy in the Undergraduate Programs Office, I was expecting a few surprises. The biggest surprise of all, though, was to find a great team in place that had already built a first rate operation.

This is a team that works for you. If you don't think so, take a look at the recent *BusinessWeek* rankings that placed the USD business school as one of top 30 programs in the country. Think what that does to the value of your USD degree! A top reputation translates into more career opportunities and a brighter future – and that's a benefit that will follow you for the rest of your life!

Also, take a look at the array of events and programs available for USD business students each week – all designed to make you smarter, more skilled, and more marketable. From career services to academic counseling, the Undergraduate Programs Office is on your side, ready to help you get where you need to go. Please, take advantage of this team. Go to our career services events. If you have questions about graduation requirements or the Passport program, ask someone in the advising office. If you have a problem, let us help you figure out a solution.

I'm proud to join this team. We have a great program now – and everyone is working hard to make it even better!

Tom Dalton
Professor of Accounting and Taxation
Director of Undergraduate Programs

Thinking of Summer? Think STUDY ABROAD!

It's not too late to sign up to go abroad this summer. You can earn up to six business units abroad in either Paris, France or Guadalajara, Mexico. Additionally, there are exciting opportunities to fulfill core curriculum requirements in Ireland, Jamaica, England, Austria, and Italy. Units are 100% transferrable to your USD degree and tuition is offered at a greatly discounted rate. Scholarships are available for both merit and need based financial aid.

Paris, France: European Business Tour

MGMT 303: Interpersonal Relationships

MKTG 305: International Marketing

Philosophy, Art, French and Communications courses are also offered in Paris.

Guadalajara, Mexico

ITMG 100: Information Systems

MGMT 300: Organizational Behavior

MKTG 300: Fundamentals of Marketing

Over 30 other non-business courses are offered as well

For more information, visit the USD International Center, Serra Hall 315
Applications are available on-line via the International Center web site: <http://gointernational.sandiego.edu>
Application due date: April 15, 2009



SBA Undergraduate
Career Services Hours
Olin Hall 114

Monday—Friday
9:30 am—1:00 pm

619.260.4186

Career Services Hours
Hughes 110

Monday—Friday
8:30 am—5:00 pm
Wednesday until 6 pm

619.260.4654

Burnham-Moores Center for
Real Estate
Undergraduate Advising

Wednesday
1:30 pm—3:30 pm

Olin Hall 114

Services in Focus

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Academic Calendar

April 3: Last day to withdraw from classes

April 6: Class reservations begin for Fall 2009

April 9—13: Easter Break (no classes)

May 12: Last day of classes

May 15-21: Final Exams

June 1: First day of first session of summer classes

August 21: Last day of last session of summer classes

SBA Undergraduate Advising Office By Brooke Harrington

Fall 2009 Registration is almost here!

To know when to register, look at your DARS to see your completed number of units. This does not include your current classes, still in progress.

All declared Business students will automatically have their advisor holds lifted. Please double check MySanDiego prior to the registration window to see if there are any other holds on your account. If so, you will need to contact One Stop services.

If a Business course is closed when you register, please come into the Advising Office, OH 115, to add your name to the waiting list. Professors will NOT sign you into their classes. This will only be done by an SBA Advisor. If you have questions regarding classes outside the Business School, please contact those professors directly.

We only have walk-in hours during the first week of Registration. Please drop by!

SBA Career Services By Christy Bergheim

SBA Career Services is hosting a number of workshops and events to help you get ready for your internship and job search. For those of you in the Passport Program, be sure to regularly check the calendar of events, located on the Passport web site. By now you should have completed at least a few of the requirements. Please stop by if you want to discuss your own internship or job search. Following are some of the career events for April. All events are Passport approved, and everyone is welcome and encouraged to attend!

- **Wednesday, April 1st, 12-1pm: Employer in the Foyer with Target.** Discussing their Executive Team Leader and Store Executive Internship Programs
- **Thursday, April 2nd, 12:15-1pm: Jobs for Economics Majors.** OH 227. Hosted by The Econ Council
- **Wednesday, April 15th, 12:15-1pm: Jobs for Business Management Majors.** OH 226. Hosted by Alpha Kappa Psi
- **Tuesday, April 21st, 12:15-1pm: Business Etiquette for Everyone.** OH 226. Hosted by Alpha Kappa Psi
- **Wednesday, April 22nd, 12:15-1pm: Job Search Resources for the Non-Profit Sector.** OH 226

Undergraduate Programs Office

Mondays—Fridays

10:30 am—12:00 pm

Olin Hall 120

**SBAug@SanDiego.edu
619.260.8832**

Undergraduate Advising Center

Mondays—Fridays

8:00 am—4:30 pm

Olin Hall 115

**SBA.Advising@SanDiego.edu
619.260.4839**

People in Focus

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THE \$1 BILLION MAN

By: Meghan Bokath

Communications Coordinator, Burnham-Moores Center for Real Estate

When Alvin Mansour (BBA 2003) was 17 years old, he started as a freshman at USD. At 20, he graduated college, completing his undergraduate degree at a break-neck speed of less than three years. Now, as senior director at Marcus & Millichap — almost veteran status in the industry — he is the \$1 billion dollar man, having completed investment transactions valued in excess of \$1 billion across the United States. All of this is impressive, considering Mansour is currently the ripe old age of 25.

After only five years in the industry, Mansour has amassed accolades and honors almost unheard of for someone so new to the industry. In 2006, by his third year on the job, he was already a Top 10 Broker for Marcus & Millichap nationwide. He won the honor in his fourth year as well, and garnered the award for No. 1 multi-tenant broker in the National Retail Group. In 2008, Southern California Real Estate ranked him in its top "30 under 30" real estate professionals, as well as in its top "40 under 40." He currently oversees a staff of 10 at the Mansour Group of Marcus & Millichap, including other senior-level employees. With retail as his specialty, at any one time he manages the sale of between 50 and 75 retail properties. Mansour will tell you achieving such success isn't as easy as he makes it look. After his first few weeks on the job, he hated it, and even considered quitting. He felt like he was drowning in an industry filled with "sharks," he says. He lacked guidance. He had no mentor. He was struggling.

But he hung in there, focused on working hard and developed thick skin. By the end of his first year on the job, he won Marcus & Millichap's Rookie of the Year award for the entire company, and captured most of the sales records for first-year employees.

Mansour also credits his success to the fact that he lives and breathes his work. He loves it, and tends to find himself restless when not wheeling and dealing.

"Most of my life is work," he says. "But it really doesn't even count as work to me. It's just something where if I am not working, it's almost boring for me. A large portion of my life is the business, but it's also my hobby."

Taking into account Mansour's calculating, workhorse mentality ("I want to build a real estate empire," he says), how he broke into the industry is serendipitous. An undergraduate student studying Business Administration with an emphasis in real estate, Mansour attended the Burnham-Moores Center's Annual Real Estate Career Expo. He had no intention of going to the career fair, but attended because he knew he could get extra credit in class if he went.

At the career fair, Mansour met Kent Williams from Marcus & Millichap. Two interviews later he was hired. "It all happened because of a career fair that I had no intention of going to," Mansour says laughing.

Reprinted with permission. Article originally appeared in "Pipeline", the Burnham-Moores Center for Real Estate newsletter.

SBA Student Organizations

Accounting Society

Alpha Kappa Psi

Alpha Sigma Gamma

Beta Alpha Psi

Delta Sigma Pi

E-Club

Economics Club

Finance Club

Marketing Club

Net Impact Undergrad

Omicron Delta Epsilon

Real Estate Society

Student International Business Council

Supply Chain Management Association

Contact the Undergraduate Programs Office for student organization contact information.

Student Business Expo

The Business School's marketing club, The Marketing Group, will be hosting its First Annual Student Business Expo. The Expo will provide a chance for all USD students with an entrepreneurial spirit to show off their businesses to the rest of the USD community and turn a little profit in the process. Whether you've made a web site, make jewelry, or play in a band, the Student Business Expo is an opportunity to increase awareness about your business. To get more information or to reserve a spot, email Scott Novak at snovak-09@sandiego.edu.

Date: April 30, 2009

Time: 12:15-2:00pm

Where: University Center

Just for Fun

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Top 10 reasons to participate in the USD study abroad program

10. You get to use your passport.
9. You get to meet the cool people in the International Studies Abroad Office.
8. You experience a new culture.
7. You make friends abroad and can visit them the next time you go abroad.
6. You get to speak a second language extensively.
5. You are able to visit places you only read about.
4. You become a leader by inspiring all of your friends to also study abroad.
3. You get academic credit.
2. You learn more about yourself and what you can accomplish.
1. Impress employers and potential employers with your global experience.

Upcoming Events you may want to know about off campus! Get out and do something new!

Trivia for Fun Sunday, April 5, 2009 @ 8:00 p.m. Trivial fun returns with "mini-games, comedy, and 'will it float?'" Winning team takes all "or come play for free if you just want to see and be seen by highly educated drunks." 619-294-4848. 740 13th Street, Studio 503, San Diego, CA 92101. Cost: \$3 per person.

Billy Currington Thursday, April 9, 2009 @ 8:00 p.m.
Viejas Casino DreamCatcher Show Room - Alpine. Admission: \$35 - \$40

Year-Round Waterskiing Sunday, April 12, 2009 @ 8:00 a.m.
Convair Waterski Club provides ski boats for waterskiing. Group meets at south end of Crown Point Beach. 858-863-4755. Admission: \$8 - \$15

Candlelight Yoga Friday, April 17, 2009 @ 8:00 p.m.
Enjoy slow-flow vinyasa classes by candlelight "offered as an alternative to the usual Friday night scene." All levels. 619-379-2201. Yoga Loft, 740 13th Street, Studio 503. Donation.

India.Arie Saturday, April 18, 2009 @ 8:00 p.m.
Soul/blues/folk. House of Blues - Downtown. Admission: \$25 - \$57.50

Rain Sunday, April 26, 2009 @ 6:00 p.m.
A tribute to the Beatles. Balboa Theatre - Downtown. Admission: \$12.50 - \$74.50

Open-Mike Wednesday, May 6, 2009 @ 7:00 p.m. All types of music comedy, poetry, "whatever." Drum friendly. Sign-ups start at 6:30 p.m. No cover. 619-447-5665. Thornton's Irish Pub and Grill - El Cajon. Free Admission

Mechanical Bull Riding Tuesday, May 12, 2009. Slip into your chaps and giddy up on the mechanical bull at U31, 3112 University Ave., San Diego. 619-584-4188

Gunther von Hagens' BODY WORLDS exhibition
The exhibition offers visitors an in-depth view of the intricately designed human body, comparative anatomy showing wellness and disease, and the e-brain. San Diego Natural Museum

Congratulations!



The University of San Diego now ranks 29th in the nation on *BusinessWeek's* 2009 list of the top 50 undergraduate business programs.



Special thanks go to you, the students of the School of Business Administration, for your strong support and response to the *BusinessWeek* senior survey.