



BRYANT'S BUSINESS

Monday, March 4, 1985

Bryant College, Smithfield, RI

Volume 3, Number 4

SBDC opens new satellite in Newport

Newport, we're here!

That is the message the Small Business Development Center at Bryant is shouting this month in Newport, where it opens a fourth satellite office and holds two programs: a special conference for women, and a workshop for entrepreneurs and small business owners.

The new satellite office—fifth overall—is in the Newport Tech Center. It opens March 18 as part of the grand opening of Admiral's Gate, an office complex and development housing the Tech Center.

Considered a cornerstone of the Tech Center, the SBDC office will be staffed initially by consultants from the other four locations. Office hours at the outset will be held three mornings a week, with plans eventually calling for full-time staffing when client caseload permits.

Douglas Jobling, SBDC director, said the office is being opened to serve a growing number of Newport and Middletown area clients. Those clients currently are counseled primarily by the satellite office at the University of Rhode Island.

The grand opening begins at 11 a.m., with representatives from Bryant, the SBDC, and the developer speaking and participating in a ribbon-cutting ceremony. An open house follows.

The two March programs are being coordinated by the downtown Providence office of the SBDC, and will be held at the Sheraton Islander, Goat Island. The women's conference is March 15; the workshop is on Thursday.

Titled "The Responsible Woman," the day-long conference is for all women, whether they are in business or a profession, looking for a career, or simply want to "network" with other women. It features the authors of "Our Bodies, Ourselves," an internationally acclaimed book for women, who will be the keynote speakers.

To run from 8:30 a.m. to 4:30 p.m., the conference is being billed as "for women of all ages and backgrounds who have questions about where they are in life, what they are doing, why they are where they are, and how they came to be doing what they're doing—in both their business and personal lives." A variety of sessions will wrap around a luncheon address by authors Norma Swenson and Judy Norsigian. Session topics include such things as skills for success, balancing work and family, stages of female adult development, job satisfaction, sexuality, succeeding in management, and communicating

through clothing. The Newport Training Institute is a co-sponsor.

How to develop a business plan is the focus of the half-day workshop on Thursday, which is being co-sponsored by the Rhode Island Bankers Association and Sansiveri, Ryan, Sullivan & Company, a Providence accounting firm. It runs from 8:30 a.m. to 1:30 p.m., including lunch.

Developing a business plan will be addressed in terms of the steps involved, using an accountant's viewpoint; and through an overview of financing, particularly within the context of a loan request. A business-plan outline, a bibliography of business-plan resources, and information on financial sources and types of loans will be provided.

SBDC consultants also will be on hand to meet with participants, as they will meet with clients at the Newport office in the future.

Love at first byte



Faculty and staff prepared their own computer-generated valentines and played pilot with special software packages at the "open house" of the new Computer Resource Center on Valentine's Day. See story on page 3.



First "mate" Rayner returns home

Bryant's first "mate" is gone. But he's left behind a lot of friends, and he's carrying with him a pouch full of memories.

An Australian exchange student from Kuring-gai College, Alex Rayner is on his way back to Sydney after spending the fall semester at Bryant. He was the first Kuring-gai student to study at Bryant through the exclusive exchange program with that college.

Rayner isn't heading straight back home, however. Far from it. First, he is taking advantage of an airline package that allows him to travel anywhere in the U.S. over 30 days for only \$300. Then he will travel to England, France, Switzerland, the Middle East, China, Hong Kong and a host of other countries he wants to see, at least briefly, before returning to southeast Australia. Or as he said: "I'm going to travel as far and as much as my money will take me, or my credit card."

Rayner, 21, arrived at the start of the fall semester, after traveling through the Southwest for a bit and to Washington, D.C. in late August and early September.

Travel was one of the primary reasons he decided to come to America to study. He had traveled in this country previously with his parents, and wanted to see more of the U.S.

Of course, he said, "I wanted to experience the American way of life, and to live on a campus to do it."

Kuring-gai is a commuter college with no resident students. This prevented him from getting first-hand campus experiences, he said.

What does he think of the "American way of life"?

"You work much too hard, he said. "You live to work; we work to live."

Rayner said he really didn't expect us to be so wrapped up in our jobs, our careers.

"I thought you'd be a lot more relaxed," he said. "You're much more stringent, much less flexible than I thought."

Echoing the comments of the French student, Francois Lemonnier, who worked in the SBDC for several months last semester, Rayner said, we also tend to have "surface relationships," we tend to be very "superficial" with people.

This commentary doesn't mean he disliked his stay here, however. On the contrary.

"I enjoyed it very much," he said. "It (his semester here) went much too quickly. I really liked having everything on campus, in one spot. It's like one big family."

Rayner roomed with the Kappa Delta Rho fraternity, which he said likes to have a good time. Still, he said, students at Bryant "party much less than in Australia."

"If you can reach the bar in Australia, you can drink," Rayner said, talking a bit about drinking



Alex Rayner

back home. "But you don't drive if you drink. No way."

He explained that Australia is much less tolerant with drinking drivers. If you are nabbed with too much to drink, he said, it's an almost automatic license suspension—and for up to a year.

Speaking of driving, Rayner said, "I was shocked at first by cars driving on the right side of the road. It took some getting used to."

He recalls a particular night early in his stay here when he dozed off as a passenger while on a sightseeing trip. When he awoke, he saw himself on what he considered the wrong side of the road and almost panicked – and he wasn't even the driver.

There were a lot of other "little things" that took some getting used to, such as light switches. In Australia, the on-off positions are reversed. Rayner said he had some difficulty, also, with American slang and with the weather.

"It's much colder here than in Sydney," he said, which is in a subtropical climate. Temperatures there rarely dip below the low 50's.

Perhaps the thing Rayner was most impressed with about Bryant is the caliber of the faculty and staff.

"Your qualifications are fantastic," he said, "much higher than I anticipated, and I knew Bryant had a very good reputation."

Rayner's father and mother both are architects and town planners in New South Wales. But he has chosen accounting and finance as his career field. And he is considering returning to the U.S. to work here for a few years after he graduates from Kuring-gai.

"I'd like to see the seasons change," he said. Bryant's first mate just might be back.

Computer Resource Center unveiled

Computer-generated valentines may never replace the store-bought variety. But they were a big hit at the "open house" that officially unveiled Bryant's new Computer Resource Center on Valentine's Day.

Joseph Guay, director of academic computing, provided the software that produced the blue-and-red expressions of love for faculty and staff attending the opening. It included demonstrations of the equipment now available, a drawing for a flight-simulator program, and refreshments.

Located near the photocopy rooms on the second floor of the Unistructure, the resource center contains IBM PC's, a Data General terminal, IBM XT computers with high-capacity fixed drives, PC jr. computers with high-resolution color displays and "mouse" software, high-quality printers, an optical scanner, and slide production facilities.

According to Guay, the center provides faculty

and staff with the capability to obtain professional printouts, grade papers and keep a gradebook, create presentation aids, and transfer files.

New software available includes Wordperfect 4.0, a word-processing program; PC/TaxCut, a comprehensive tax preparation and planning program that can help you do your 1984 taxes; and STOCK PAK II, with information on 1,500 companies listed on the New York, American, and OTC stock exchanges, and the ability to let you analyze stock, select stocks with prescribed ratios or multiples, or make graphical comparisons. Also, several new programming languages and compilers: IBM BASIC, Microsoft BASIC Compiler, Microsoft C Compiler, and muLISP; Harvard Business School case studies; and AccountingPLUS, an accounting system with modules for general ledger, accounts receivable and payable, purchase and sales orders, and inventory control.

Alumni director appointed

Computing seminar set for March 15

Bryant hosts on March 15 one of the New England Regional Computing Program (NERComP) conferences for 1984-85.

Titled "The Evaluation and Use of Integrated Productivity Packages," the conference is being chaired by Joseph Guay, director of academic computing at Bryant. It runs from 9 a.m. to 5 p.m. in the Management Resource Complex lecture hall.

The conference is designed to demonstrate how teachers and administrators can make effective use of integrated productivity packages, which are currently being introduced into computer, accounting, economics, finance, English, and statistics courses.

Seven speakers will discuss philosophy and styles of integration, compare popular integrated software packages, and share ideas for the use of integrated productivity packages on campuses. Among the specific topics to be discussed are: departmental planning using LISA 7/7; the philosophy behind FRAMEWORK, and its ease of use and power; how do FRAMEWORK and SYMPHONY compare to some newer products; use of integrated software for an applied statistics course; and fitting a package to an application, with future trends.

Conference participants will receive a report with detailed evaluations of 15 packages. There also will be an opportunity for some hands-on sessions with a variety of software.

For additional information, contact Guay. Or register by phone: (617) 848-6494.



Karen J. Randazzo

The Alumni House has a new occupant.

Karen J. Randazzo moved into the house on February 25 as Bryant's new director of alumni relations. She was named to the post by James N. Drawbridge, Jr., vice-president for institutional advancement.

Randazzo comes to Bryant from the University of Connecticut, where she has been assistant to the director of the alumni association since her graduation from UConn in 1980. At Storrs, she also was student assistant to the dean of business students for three semesters as an undergraduate.

Randazzo holds a degree in English literature, with a minor in business administration and communications. She also has completed graduate-level courses in marketing, design, and resource management.

As alumni relations director, Randazzo is responsible for creating and implementing programs designed to heighten alumni awareness of and interest in Bryant. She will serve on the Alumni Association Executive Board, and help to produce the alumni journal, *Bryant Review*.

QUICKLY...

...**Douglas Jobling**, director of the Small Business Development Center, discussed the counseling services offered by the SBDC at the February meeting of the Purchasing Management Association of Rhode Island. It was held at the Ramada Inn, Seekonk, Mass...

...**Clarissa Patterson**, professor of business administration, spoke to the Rhode Island chapter of the Special Libraries Association in February. She discussed "Images: Theory P." at a dinner meeting at the Rhode Island Inn...

...**Women's Issues** will be examined by Joan Marsella, professor of social sciences, at a special session at the Providence VA Medical Center on Thursday. Her presentation is being sponsored by the Federal Women's Program...

...**President William O'Hara** and **Provost George Petrello** attended the Quality in American Higher Education Conference in Boston in late February...

...**Robert Giacalone**, assistant professor of management, has completed reviews of two scholarly manuscripts for Jossey-Bass Publishing and a text for Harper & Row. The manuscripts focused on corporate cultures, power, and general organizational behavior...

...**Earl Briden**, assistant professor of English and business communication program coordinator, attended a seminar, "New Direction for Business Communication," in Florida in January. Sponsored by the American Assembly of Collegiate Schools of Business, the seminar discussed recent developments in the pedagogy and technology of the field...

...**Judy Litoff**, associate professor of history, presented a paper, "An Enduring Tradition: American Midwives in the Twentieth Century," at a conference at the University of Arizona in mid-February. Titled "A Century of Women's Health," the conference honored the centennial anniversary of the university's founding...

...**William Angell**, superintendent of housekeeping, has been appointed to a five-year term as a Woonsocket Housing Authority commissioner. The mayoral appointment makes him responsible for all federally-subsidized public housing in the city...

CALENDAR

TUESDAY, MARCH 5

Mass

12:05 p.m.

MRC Lecture Hall

WEDNESDAY, MARCH 6

Mass

12:05 p.m.

MRC Lecture Hall

THURSDAY, MARCH 7

Mass

12:05 p.m.

MRC Lecture Hall

FRIDAY, MARCH 8

Mass

12:05 p.m.

MRC Lecture Hall

Spring Break Begins

Halls close at 4 p.m.

SATURDAY, MARCH 9 to

SATURDAY, MARCH 16

SPRING BREAK

FRIDAY, MARCH 15

**New England Regional Computing
Program Conference**

"Integrated Packages"

9 a.m. - 5 p.m.

MRC Lecture Hall

SUNDAY, MARCH 17

St. Patrick's Day

Spring Break Ends

Halls open at noon

MONDAY, MARCH 18

Mass

12:05 p.m.

MRC Lecture Hall

Duffy, Brown new additions to coaching staff

By John Gillooly
Sports Information Director

George Patrick Duffy and Ira Brown, two well-known figures on the Rhode Island sports scene, are the newest members of the Bryant coaching staff.

Duffy, former manager of the Local 57 Engineers, has been named interim women's softball coach. Brown, long-time Woonsocket High track coach, has been named men's track coach.

Duffy takes over for Lorraine Hudak, who is on a maternity leave this spring. Duffy coached Local 57 for several years during the 60's when the Engineers were one of the top fast-pitch softball teams in the country. In addition to being commissioner of the Atlantic Seaboard softball league, he also was publicity director for Ed Feigner and his famed King and His Court four-man softball team.

Brown has been boys track and cross country coach at Woonsocket High since 1972. During his tenure as head coach, the Villa Novans won 18 divisional track and cross country championships. In 1979, he was voted Rhode Island's top schoolboy cross country coach by the state's track coaches association.

Brown takes over for Fred Reinhardt, who has been Bryant's head cross country and track coach for 18 years. Reinhardt remains the Indians head men's cross country coach.

Basketball alumni return to the court

There were some extra inches on most of their waist lines, and their hair was a bit thinner. But the skills that once made them Bryant basketball stars were still evident in late February when 25 former players got together for the third annual alumni game.

"We didn't embarrass ourselves so we will be back again next year," offered John Barba '52 and John McVeigh '68, two of the elder participants in the 48-minute alumni contest.

Barba and McVeigh put on a sensational outside shooting exhibition in the first half, when their "Over the Hill Gang" jumped out to a lead it never relinquished en route to a 111-109 triumph over the "Has Beens."

"This was our largest turnout since we initiated the game and we hope each year gets bigger," said varsity coach Leon Drury. "Next year we hope some more of the old fans will make a point of coming up for the game."

New disability program begins in April

A new long-term disability insurance plan is being implemented at Bryant by the Office of Human Resources on April 1. It looks like this:

—The monthly income benefit will increase to 60 percent of salary to a maximum of \$3,000 per month. (The current plan has been 60 percent of the first \$1,500 per month salary and 40 percent of the remaining monthly salary to a maximum of \$1,500 per month.)

—Rhode Island Temporary Disability Insurance will be used as an offset for the fourth through sixth months of disability to eliminate duplication of income replacement between the state and the Bryant plan.

—Current employees who are fully vested will continue to be fully vested under the new plan. For all other current and future employees, contributions by Bryant will be on a shared basis (50-50) for the duration of the plan, i.e. the duration of employment.

—For employees who are not fully vested but who are on the pension plan, rates will change from \$9.84 to \$10.42 per month. This includes a pension premium waiver.

—For eligible employees who are not fully vested and who are not on the pension plan, rates will decrease from \$9.84 to \$8.42 per month with no pension premium waiver.

Jan Lewis, director of human resources, said the new plan is an effort to recognize the effects of inflation, acknowledge the lower value of the dollar, yet keep the cost of the insurance to a minimum for employees and Bryant.

Your coverage will be continued unless you notify the human resources office in writing to discontinue the coverage. Call Jan Lewis or Shirley Plante if you have any questions.

Governor DiPrete to address SNEAC members

Rhode Island Gov. Edward D. DiPrete is the guest speaker at the Wednesday luncheon of Bryant's Southeastern New England Alumni Chapter (SNEAC).

Topic of the Governor's address was not determined in late February, but it is to relate to business or education in the state. He will join alumni and guests in the Garden Room at the Biltmore Plaza Hotel in Providence at noon.

Reservations for the luncheon are needed, at a cost of \$12.50. For additional information, contact the Office of Alumni Relations (ext. 6040).