

Scholarship Opportunities

Isenberg School of
Management

Spring 2007



Apply on-line:

**[www.isenberg.umass.edu/
undergrad](http://www.isenberg.umass.edu/undergrad)**

Deadline:

**February 21, 2007
5:00 p.m.**

Isenberg School of Management

Applying for Scholarships

Nearly \$120,000 in scholarship money is awarded to deserving undergraduate and graduate students in the Isenberg School of Management each year. These scholarships are intended to recognize the hard work and academic success of our students, as well as assist them with the expense of their education.

What You Need to Know:

- All eligible students enrolled in the Isenberg School of Management are encouraged to apply. This includes Isenberg School of Management students on exchange or on field experience at the time of their application.
- Each scholarship has specific requirements such as demonstrated financial need, academic achievement or leadership. Some are designated for specific populations, majors, graduation year, etc.
- You may apply for as many scholarships for which you fit the criteria. Make sure that your essay addresses the specific requirements of each scholarship.
- The benefit of an Isenberg scholarship is not only financial; receiving an Isenberg award or scholarship is an honor.
- If you receive an Isenberg School scholarship it is mandatory that you attend the Isenberg School's scholarship banquet held the evening of May 10, 2007.

How to Apply:

- Apply on-line at: **www.isenberg.umass.edu/undergrad**
- And submit a personal essay to the Undergraduate Programs Office, SOM 206 by the deadline.
- Applications are due by **February 21, 2007 at 5:00 p.m.**

Joan E. Barr Memorial Scholarship – This scholarship was established by the Barr, Milkovich, and Pokorak families in memory of Joan E. Barr whose love of sports and value of education have been passed on to her children and grandchildren. The award is given to a Sport Management student based on merit (academic standing), financial need, and involvement in extra-curricular activities. **Eligibility: Sport Management students.**

SPORT MANAGEMENT DEPARTMENT AWARDS AND SCHOLARSHIPS

The following awards are given to Sport Management students nominated and selected by the Sport Management Department faculty.

Eastern League Internship Scholarship -The President of The Eastern League for Minor League Baseball, Joseph McEacharn, BS '95 endowed this scholarship in May 2000 to award undergraduate Sport Management Majors enrolled in the Sport Management Internship track and have an pending internship in minor league baseball. **Eligibility: Financial Need, Academic Excellence – must be a Junior or Senior Undergraduate SM Major, Must have a contracted internship with a minor league baseball team.**

Erik K. M. Kjeldsen Scholarship Fund—Dr. Erik K.M. Kjeldsen was a Sport Management Faculty member for 20 years. He taught Graduate and Undergraduate courses in Sport Sociology, History of Sport and Leadership in Sport and served as the Chief Undergraduate Advisor for 10 years The award is endowed by Dr. Kjeldsen for undergraduate Sport Management who show exceptional leadership with their peers. **Eligibility: Sport Management Junior, Financial Need, Academic Excellence and proven Leadership Skills.**

Glenn Wong Sport Law Scholarship—Glenn M. Wong is a Professor in the Sport Management Department in the Isenberg School of Management at the University of Massachusetts Amherst. He has been a faculty member at the University of Massachusetts since 1979. He served as Department Head of the Sport Management Program from 1986 to 1997. He is a member of the Massachusetts Bar and the American Bar Association, where he is a member of the Labor Arbitration Panel. He has served as an arbitrator for Major League Baseball Salary arbitration cases. Professor Wong endowed this award in 2006 for undergraduate Sport Management Majors interested in Sports Law and intend on applying to Law School. **Eligibility: Completed Application, Financial Need, Leadership skills, Academic Excellence.**

Isenberg School of Management Scholarship Descriptions

Harry Allan Memorial Scholarship – A \$1,000 scholarship in the name of Harry Allan, former Dean of the School of Management, to be awarded on the basis of financial need to recognize a student who has made significant sacrifice to complete his or her education. **Eligibility: All undergraduate students.**

Educational Society for Resources Management (formerly American Production and Inventory Control Society (APICS)) Scholarship for Operations Management – A \$1,000 scholarship to be awarded to a deserving Operations Management student. **Eligibility: Operations Management students and APICS members only. Recipients are nominated and selected by the APICS committee.**

Bridge to Business Scholarships – Channing L. Bete Co. will award \$500 - 1,000 scholarships to students who have completed an associates degree at Holyoke Community College or Springfield Technical Community College. **Eligibility: U.S. citizen or resident students of color who have completed an associates degree at HCC or STCC. Recipients are nominated and selected by the scholarship committee.**

The Chubb Group of Insurance Companies' Student Achievement Scholarship - A \$1,000 scholarship awarded to an undergraduate junior business student who exemplifies the core values of Chubb including academic excellence, leadership, and a strong sense of community displayed through volunteerism. First preference is given to a student who demonstrates an interest in a career in insurance. **Eligibility: Junior undergraduate students.**

The Coviello Family Awards - Two \$2,500 awards given to undergraduate students on the basis of demonstrated financial need and academic excellence. These students must demonstrate a major financial contribution to their education through employment. **Eligibility: All undergraduate students.**

John L. M. Crouse Scholarship - A \$3,000 award to an undergraduate student enrolled in the Isenberg School of Management who demonstrates financial need. **Eligibility: All undergraduate students.**

George A. Dickerman '61 Scholarship - \$1,000-\$10,000 awarded to a student or students who have demonstrated a personal commitment to contributing to the financing of his or her education, and secondarily on demonstrated financial need and academic excellence. **Eligibility: All undergraduate students.**

The Rose and George Deboul Award – An award of \$500 made to a student from Western Massachusetts majoring in Finance. The recipient must be in good academic standing with demonstrated financial need and a commitment to volunteerism. **Eligibility: Finance majors from western Massachusetts.**

ERC Wiping Products Award – A \$1,000 award to an Isenberg School student who has or will work in a small or family-owned business. **Eligibility: Isenberg School student with Massachusetts residency who meets the above criteria.**

The Norma '54 and Saul '54 Feingold Award – A \$3,000 award presented to a Finance major on the basis of academic achievement and financial need. Preference is given to one who demonstrates an interest in pursuing a career in the financial services industry. **Eligibility: All Finance majors, subject to preferences.**

Financial Executive Institute Award – A \$500 scholarship awarded to a Finance junior with an outstanding academic record. Attendance at the annual FEI Awards Banquet is mandatory for receipt of this award. **Eligibility: All Finance juniors.**

Heiser Family Award – A \$1,000 award to a deserving Isenberg student maintaining a minimum 3.5 GPA with demonstrated financial need. The recipient must also show exceptional leadership skill through their participation in a university student run organization or similar type of group. **Eligibility: All Isenberg students with a minimum 3.5 GPA with financial need who meet the above criteria.**

Jay Howland '68 Family Scholarship – Two \$5,000 scholarships awarded to one male and one female undergraduate in the Isenberg School of Management on the basis of leadership ability, academic strength, and financial need. Preference given to those demonstrating an interest in entrepreneurship. **Eligibility: All undergraduate students.**

MARKETING DEPARTMENT AWARDS AND SCHOLARSHIPS

The following awards are given to Marketing students nominated and selected by the Marketing Department faculty.

William P. Curtin Memorial Scholarship—A scholarship awarded to a junior marketing major in good academic standing with demonstrated financial need. The award is equally distributed between students majoring in agriculture, journalism and marketing. This scholarship was established in honor of Mr. Curtin who was a financial writer and commodities market expert. Although not an alumnus of the University, many friends asked that the scholarship be established at the University to honor Mr. Curtin's accomplishments. The recipient of this award is named by the Marketing Department faculty.

Harold E. Hardy Scholarship—A scholarship awarded to graduate students in the field of marketing with demonstrated financial need. This scholarship was established in honor of Dr. Hardy, professor emeritus in marketing. The recipient of this award is named by the Marketing Department faculty.

**HOSPITALITY & TOURISM MANAGEMENT
DEPARTMENT
AWARDS AND SCHOLARSHIPS
CONT.**

In addition to these departmental scholarships, there are many **external scholarships** available as well. Information on external scholarships is available in the Hospitality & Tourism Management Department Office, 102 Flint.

External scholarships require separate applications which are mostly on-line, and the award notification will come directly from the external source.

Detailed scholarship information is located at the Hospitality & Tourism Management website:

www.isenberg.umass.edu/htm/Undergraduate_Program

Follow link to Internal Scholarships or External Scholarships

Richard M. '73 and Nancy S. '71 Kelleher Award – \$1,000 scholarship awarded to a student in good academic standing in the Department of Hospitality & Tourism Management. The recipient will be a married student or single parent with demonstrated financial need. **Eligibility: Hospitality & Tourism Management students, meeting the above criteria.**

Lenox Award – A \$1,000 scholarship given to a student who shows great promise and needs financial assistance to complete an education in the field of operations management. **Eligibility: Undergraduate Operations Management students only.**

Stephen and Sandra Levy Scholarship – Four \$2,500 scholarships awarded to undergraduate students in the Isenberg School of Management with financial need, who are working particularly hard to complete their education as demonstrated by performance, and work to support themselves while in school. **Eligibility: All undergraduate students.**

Susan James MacDonald Memorial Scholarship – A \$1,000 scholarship awarded to a Junior enrolled in the Isenberg School. The recipient will be selected on the basis of scholarship, need and commitment to the highest ideals of the management profession. **Eligibility: Female juniors only.**

James Machiavelli Memorial Award – A \$5,000 scholarship designated for use in the junior year of study in the Hospitality & Tourism Management Program. The recipient will have a minimum 3.0 GPA, experience in the industry, and will demonstrate sole responsibility for financing her/his education without family/parental support. This award is made by Dr. Mark and Mrs. Joyce (Machiavelli) Siegel to reward a student demonstrating extraordinary discipline and self-sufficiency. **Eligibility: Undergraduate Hospitality & Tourism Management juniors with a 3.0 minimum GPA, who meets the above criteria.**

John C. Morand Memorial Scholarship – A \$1,000 scholarship awarded to a junior student enrolled in the Isenberg School. The recipient needs to have a minimum GPA of 3.0, and preference will be given to a community college graduate who is a member of ALANA or a first-generation family member to pursue higher education and contributing considerable personal financial resources to complete an undergraduate degree. **Eligibility: Junior undergraduates with a minimum 3.0 GPA.**

Thomas G. Relihan Fund – A total of \$2,000 awarded to a Turners Falls High School graduate who is enrolled or accepted for admission to the Isenberg School of Management. The student must be in good academic standing. **Eligibility: Students must be a graduate of Turners Falls High School.**

George D. and Marion K. Roberts Scholarship – A \$1,500 scholarship awarded to a female student who demonstrates financial need and outstanding academic achievement. This scholarship was established in honor of the parents of Charlotte Roberts Messner '55. **Eligibility: All female undergraduate students.**

Sara Christie Schewe Memorial Scholarship – A \$1,000 scholarship awarded to a female Marketing major in the Isenberg School of Management for academic achievement, and for demonstrated leadership in an extracurricular endeavor, preferably in athletics or the visual arts. **Eligibility: Female undergraduate Marketing majors only.**

George W. Spiro Memorial Fund – Two \$1,000 scholarships will be awarded to Isenberg School of Management undergraduate students who have made significant efforts to support their own education. Students who have attended a community college before entering the Isenberg School, and those who have demonstrated a commitment to community service will be given special consideration. **Eligibility: All undergraduate students.**

Kevin R. Sullivan Memorial Scholarship – Two \$750 scholarships awarded to sophomore, junior or senior Isenberg School of Management students. To be eligible students must have a minimum 3.0 GPA and come from a middle income family. This scholarship was established by Jim '55 and Sally Sullivan, parents of the late Kevin Sullivan. **Eligibility: Sophomore, junior, and senior undergraduates only.**

The Dr. Robert I Tobin '68 and Hitoshi Obashi Award – An award of \$1,500 established to encourage and support international study particularly in Asian countries. **Eligibility: Undergraduate students currently or planning to study or intern in an Asian country. Recipients are nominated and selected by the scholarship committee.**

merous constituents from throughout the Commonwealth. He held many offices in the International Foodservice Executives Association. His family established the endowment in his name.

International Gold and Silver Plate Society—\$1,000 stipend to be used by a student for an internship or externship.

Don Lawrence Memorial Scholarship—A \$1,000 award is presented by the Professional Convention Management Association (PCMA) to a Hospitality & Tourism Management major. The recipient of this award will be required to write a short article, which will be published in the PCMA/New England Newsletter.

The Andy Moes Scholarship Fund—A scholarship of up to \$2,000 for a HTM Junior or Senior with high academic achievement.

Progressive Group Alliance Scholarship—The Progressive Group Alliance Scholarship Program was put together to encourage young people to enter into the field of Foodservice as a career. The recipient must be entering their senior year in college and planning a career in the Foodservice industry.

Richard N. Rossi Scholarship Fund— A scholarship for up to \$250. Mr. Rossi was the Director of Food Services for the University of Massachusetts from 1990-97. He was a 1962 HTM graduate and long-time supporter of the HTM Department. He employed dozens of part-time HTM students and was a mentor and advisor to many. It was the wish of his family and friends that a memorial scholarship endowment be established in his name.

Sonesta Hotel Scholarship—A scholarship of up to \$1,000 to an undergraduate HTM student with hotel interest, and work experience.

Albert L. Wrisley Endowment— A scholarship for up to \$900. Dr. Wrisley was a member of the HTM faculty for over three decades. He taught courses in managerial accounting and finance. Professor Wrisley was a consultant to the National Convenience Store Association where he conducted seminars, published and advised its membership on the issues and challenges associated with that industry. Dr. and Mrs. Wrisley established the endowment in 1990.

HOSPITALITY & TOURISM MANAGEMENT DEPARTMENT AWARDS AND SCHOLARSHIPS

The following Department awards and scholarships are applied to through the Isenberg School Online scholarship application. HTM students are chosen from those applicants by the Hospitality & Tourism Management Department Scholarship Committee.

American Hotel & Lodging Educational Foundation Scholarships—Hospitality & Tourism Undergraduate students will be considered for three scholarships:
Conrad N. Hilton Memorial Scholarship
Hyatt Hotels Minority Scholarship
Packard Memorial Scholarship
Recipients will be notified by the Department

ARAMARK / Dr. Stevenson W. Fletcher Scholarship—One \$2,000 scholarship. Dr. Fletcher was the HTM Department Head for 17 years and is credited with the department's growth during the 1970's and 80's from 200 undergraduates to 650. The gift is presented annually in his memory by Mr. Paul Cerullo, an alumnus of HTM, and VP Northeast Business Dining, ARAMARK.

The Robert Braathe Leader's Award - \$500 given annually. Mr. Braathe is a 1997 HTM graduate. He is dedicating this award in memory of Richard Garrison, one of his mentors, who saw the uniqueness in Robert and developed him into the leader he is today.

Stephen Elmont Scholarship Fund—One scholarship for up to \$2,000. Mr. Elmont was a 1964 graduate of the HTM Department. He was owner of the Boston-based Creative Gourmet Catering Company and the Mirabelle Restaurant. He was President of the Massachusetts Restaurant Association and later became President of the National Restaurant Association. He was a HTM visiting professor during the early 1990's. The Annual HTM Alumni of the Year Award was renamed in his honor. His friends and family established the scholarship endowment in his name.

Charles E. Eshbach Memorial Scholarship—One scholarship up to \$1,500. Professor Eshbach was a member of the HTM faculty. He taught several courses during his tenure including a course in Merchandising. He was part of the department's Extension Program where he taught courses, consulted and advised nu-

Travelers Insurance/Citigroup Scholarship – Two \$1,250 scholarships awarded to full-time undergraduate sophomore students intending to declare Finance as their major. Recipients must maintain a 3.2 minimum grade point average. Financial need is not a requirement, but is a consideration. **Eligibility: Sophomore Isenberg School student with preferences as indicated above. Student must be eligible for employment in the United States. Juniors who received the award the prior year are eligible for consideration.**

Harry Edgar Wyman Scholarship – A \$1,000 scholarship to a student who has completed at least four semesters of college level study in Massachusetts. Preference will be given to past academic achievement, and demonstration of potential for future academic and professional accomplishments. **Eligibility: All undergraduate students who have completed at least four semesters of study.**

ACCOUNTING & INFORMATION SYSTEMS DEPARTMENTAL AWARDS AND SCHOLARSHIPS

The following scholarships are also available to students majoring in Accounting. For complete descriptions, scholarship amounts, and information on how to apply, visit the Accounting & Information Systems Department office, SOM 359.

Barbara Bogdan Award—Presented annually to the senior accounting major who best exemplifies Barbara Bogdan's outstanding academic achievement.

John Anderson Scholarship—Presented to the junior Accounting major with the highest academic achievement.

Ernst & Young LLP Scholarship—Presented to students of color in Accounting for outstanding overall achievement.

Accounting Alumni Scholarship—Presented to Accounting majors who have excelled academically.

Graduate Scholarships—Scholarships presented from gifts of alumni and friends for Accounting graduate students who have excelled academically.

Academic Excellence Award—Presented to Accounting majors who have demonstrated high academic achievement in their studies.

Cindy Moncarz Award—Presented annually to the female junior Accounting major best exemplifying Cindy Moncarz's warmth and spirit.

Shelley Ann Lawler Memorial Scholarship—Presented to a student in Accounting who exemplifies Shelley Lawler's strength of character and motivation.

Bishop J.P. Morgan Mentorship & Leadership Award—Presented to an Accounting major who has demonstrated the ability to be a leader and to mentor future Accounting majors.

Becker Conviser Award—A course scholarship presented to junior Accounting majors in recognition of superior academic achievement.

KPMG Citizen/Scholar Award—Presented to a student in Accounting who has excelled academically, and demonstrated significant commitment to community service.

Young Alum Scholarship—Presented to an Accounting major who has excelled academically and has worked throughout his or her academic career.

Moriarty & Primack Accounting Award—Presented to a junior Accounting major of demonstrated academic achievement, who is responsible for contributing financially to his or her college education.

PricewaterhouseCoopers Jessica Leigh Sachs Memorial Scholarship—Presented to a sophomore and a junior Accounting major, who exhibits outstanding leadership qualities, academic excellence and a dedication to community service.

Strategic Information Technology Center (SITEC) Excellence Award—Presented to deserving seniors active in Information Technology.