

PETITION OF THE
SIGMA BETA EPSILON COLONY

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Delta Sigma Pi

America's Foremost Professional Business Fraternity

TO THE BOARD OF DIRECTORS OF THE INTERNATIONAL FRATERNITY

DELTA SIGMA PI

Dear Board of Directors,

We, the members of the Sigma Beta Epsilon Colony of Wingate University, do hereby petition for a Chapter Charter of the International Fraternity of Delta Sigma Pi. The Sigma Beta Epsilon Colony was established exclusively for the purpose of association of Delta Sigma Pi. We continue to maintain the ideas of the International Fraternity of Delta Sigma Pi after which the colony has styled itself. Proof includes our utmost level of professionalism, display of enthusiasm and commitment, community involvement, and strong brotherhood.

We vow to uphold the rules, regulations, and standards of Delta Sigma Pi as set forth in its Bylaws and Constitution in the pursuance of a Chapter Charter and continuing association with the Fraternity.

Thankfully, the members of the Sigma Beta Epsilon Colony:

**Delta Sigma Pi
Sigma Beta Epsilon Colony
Signatures**

Bonnie Brooks

Bonnie Brooks

Kimberly Byrd

Kimberly Byrd

Buffie Chaney

Buffie Chaney

Phil Grande

Phil Grande

Joe Lee

Joe Lee

Amanda Loflin

Amanda Loflin

Maryanne Masciocchi

Maryanne Masciocchi

Suzanne Medlin

Suzanne Medlin

Darren Pierre

Darren Pierre

Nicole Schlumbaum

Nicole Schlumbaum

Liz Washburn

Liz Washburn

Paula Renee Burgess Wright

Renee Wright

Jeremy Burch

Jeremy Burch

Michael Carr

Michael Carr

Stephen Fortner

Stephen Fortner

Ashley Helms

Ashley Helms

Jason Lincoln

Jason Lincoln

Ryan Love

Ryan Love

April McCollum

April McCollum

Jenny Patel

Jenny Patel

Kimberly Reynolds

Kimberly Reynolds

Lauren Starnes

Lauren Starnes

Michael Williams

Michael Williams

WINGATE UNIVERSITY

October 18, 2000

Delta Sigma Pi
Board of Directors
330 South Campus Avenue
P.O. Box 230
Oxford, Ohio 45056-0230

Dear Board of Directors:

I am pleased to provide this recommendation for the Sigma Beta Epsilon Colony; members of Wingate University College of Business and Economics who are petitioning for a Charter with Delta Sigma Pi.

This group has displayed a great deal of initiative and perseverance in completing numerous projects, mainly of a humanitarian nature. This service, while mainly benefitting the student, character, etc., reflects well on the business school and the University.

Under fine student leadership and good guidance from their two faculty advisors, the colony, in its short existence, has garnered the respect of the campus.

It is without reservation that I would recommend the Sigma Beta Epsilon Colony become a Delta Sigma Pi chapter.

Sincerely,



E. Hampton Pitts, Ph.D.
Dean, School of Business & Economics

kjr

WINGATE UNIVERSITY

October 19, 2000

Board of Directors
Delta Sigma Pi
P. O. Box 230
Oxford, OH 45056-0230

Dear Board of Directors:

I recommend highly acceptance of the petition by members of the ΣBE Colony from the School of Business and Economics at Wingate University to be chartered as a Chapter by ΔΣΠ. I believe students involved in the creation and development of the Colony have met or exceeded all the requirements and criteria expected of them in proving themselves worthy of recognition as a Chapter.

The result the students' hard work and enthusiasm is an active, vibrant organization whose members benefit from useful knowledge of business, experience in organization and leadership, and enhanced preparation for successful careers in business.

Their efforts (and the positive results of them) are obvious to faculty members, such as myself.

ΔΣΠ will gain an exemplary Chapter if the ΣBE Colony at Wingate University were to receive a charter as a Chapter.

Thank you for your thorough and thoughtful consideration regarding their petition and this recommendation.

Sincerely,



James R. Williams, D. B. A.
Associate Professor, Management and Marketing
(704) 233-8481
williams@wingate.edu

WINGATE UNIVERSITY

October 18, 2000

Delta Sigma Pi
Board of Directors
330 South Campus Avenue
P.O. Box 230
Oxford, Ohio 45056-0230

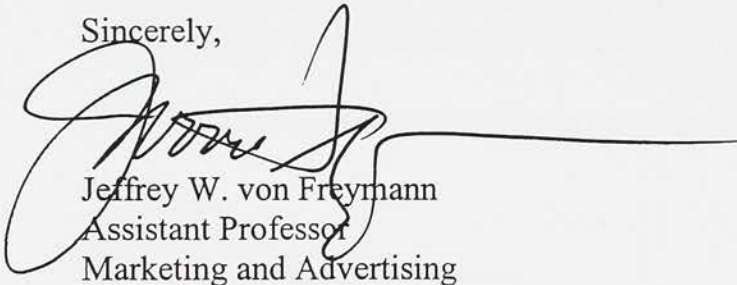
I highly recommend that you charter Delta Sigma Pi's Sigma Beta Epsilon Colony here at Wingate University to become part of your organization.

I personally know many of the members and vouch for their professionalism, dedication to the purpose and goals of your organization, and enthusiasm for this excellent opportunity to advance their career goals.

They appear to have met or exceeded your chartering requirements and have worked with determination and spirit through a number of career, motivational and personal activities to bring them to this submission.

I look forward to their on-campus Charter in Delta Sigma Pi and to a long and rewarding association with Wingate University.

Sincerely,



Jeffrey W. von Freymann
Assistant Professor
Marketing and Advertising

WINGATE UNIVERSITY

October 18, 2000

Delta Sigma Pi
Board of Directors
330 South Campus Avenue
P.O. Box 230
Oxford, Ohio 45056-0230

Dear Board of Directors:

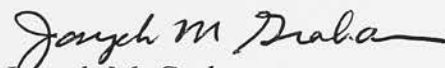
I am pleased to provide this recommendation for the Sigma Beta Epsilon Colony, composed of students at Wingate University who are petitioning for a Charter with Delta Sigma Pi.

As a professor in our business school, I have had the opportunity to observe this group of students as they, along with two of our faculty members, have established this colony. They have been very visible not only within the business school, but throughout campus, with service projects and other activities. The enthusiasm and commitment of these students and faculty advisors has been commendable.

The colony has had a wonderful response from the campus, and I am very impressed with the students' hard work, activities, and commitment. I believe your fraternity would be well-served by a chapter here at Wingate University.

Thank you for your consideration in this matter.

Sincerely,



Joseph M. Graham
Professor of Accounting

WINGATE UNIVERSITY

Delta Sigma Pi
Board of Directors
330 South Campus Avenue
P. O. Box 230
Oxford, OH 45056-0230

16 October 2000

Dear Board of Directors,

I have been approached by the officers of the Sigma Beta Epsilon Colony here at Wingate University to endorse their petition for a charter with Delta Sigma Pi. Based upon what I have seen this group accomplish during the past year, it is my pleasure to do so.

The officers and general membership have worked together to satisfy all the requirements that are required in order for the colony to evolve into a chapter. Their enthusiasm and commitment has been outstanding.

The colony has engaged in numerous activities. Some like the guest speakers, the Valentine's Day candy grams, and the canned food drive have impacted our campus. While others like the highway cleanup, tutoring at the YWCA, and involvement with Habitat for Humanity have heightened awareness of your organization and of our institution within our local community. As a faculty member, I have been impressed with the colony's dedication and civic responsibility.

I wholeheartedly recommend that the Sigma Beta Epsilon Colony be installed as a chapter in Delta Sigma Pi.

Sincerely,



Dr. Barry P. Cuffe
Associate Professor of Management Science
Wingate University

WINGATE UNIVERSITY

The Grand Council
Delta Sigma Pi
International Fraternity
330 South Campus Avenue
Oxford, OH 45056

October 13, 2000

Dear Grand Council Members:

The School of Business and Economics at Wingate University enthusiastically supports the chartering of Sigma Beta Epsilon Colony of Delta Sigma Pi Fraternity. I have seen the colony grow and develop over the past year into a solid organization with very committed leaders and active, loyal members.

The members of the Colony are working hard for their chartering and demonstrate the ability to become a very successful chapter. They have an abundance of support from the alumni, faculty and staff of Wingate University. The colony has met all the requirements of the University to be a recognized student organization, and shows great promise for becoming an outstanding organization on this campus.

I highly recommend the Colony be given a charter by the Grand Council.

Sincerely,



Lisa A. Schwartz, Ph.D.
Assistant Professor of Finance and Economics
Colony Advisor

WINGATE UNIVERSITY

October 16, 2000

Delta Sigma Pi
Board of Directors
330 South Campus Avenue
Oxford, Ohio 45056-0230

Dear Members of the Board:

I am pleased to write this letter of recommendation for the members of Wingate University's School of Business and Economics Sigma Beta Epsilon Colony. The members of the colony have been working for almost a year and are now petitioning for a Charter with Delta Sigma Pi.

These members have been working very hard to not only meet but exceed all of the requirements expected of them. They have worked together with enthusiasm and commitment. I have witnessed them grow and develop the leadership skills to overcome obstacles to achieve their goal of petitioning for the charter.

The colony members have made an excellent impression on campus in just a short time, and have been well received by the students, faculty, and administration. As a faculty member and advisor I am impressed with the colony's hard work, activities and commitment to their goal.

I think that granting the charter to the students of the Sigma Beta Epsilon Colony would provide Delta Sigma Pi with a great addition to their international fraternity.

Sincerely,



Peter T. Calcagno, Ph.D.
Assistant Professor of Economics
Wingate University

ptc



David R. Vestal
South Central Regional Director
125 Point Harbor Dr.
Apex, NC 27502
(919) 303-3692
drvestal@nortelnetworks.com

October 20, 2000

Delta Sigma Pi
330 South Campus Avenue
Oxford, OH 45056-0230

Dear Brothers:

It is with great pleasure that I recommend the approval of the petition by the Sigma Beta Epsilon Colony at Wingate University to become a chapter of Delta Sigma Pi. I am very proud that we will be represented at the University. I have observed this group from the beginning and I am confident it will be an asset to the South Central Region, the Fraternity, and the University.

With their membership at 40 people, the colony has met or exceeded all the goals established for them to be accepted as a chapter in our fraternity. Since day one, recruiting has not been a problem for the Colony. At the first meeting, over 40 people signed up to be a part of this effort. The colony has been extremely active in both the University and the community performing numerous service projects and promoting goodwill. They have held many professional functions that included leaders in industry, the community, University, and corporate tours. Not only have the colony members benefited from this but other students at the University have as well. By opening up the professional events, the colony has brought an opportunity to the student body that they did not have in the past. The colony has also been very active in the South Central Region. It has attended all the regional events that we have had, and have consistently sent one of the largest contentions

The faculty and administration have also supported the efforts of the colony and welcomed Delta Sigma Pi on the campus of Wingate. They currently have multiple faculty advisors as well as two alumni advisors that have attended each meeting. The faculty advisors have even attended the regional events.

The Sigma Beta Epsilon Colony has consistently displayed the ideals of professionalism and fraternalism that we as Deltasigs expect from an ideal chapter of this fraternity. Through their hard work and enthusiasm, the members of the Sigma Beta Epsilon Colony have successfully demonstrated that they deserve to be counted as brothers in our fraternity and will proudly represent us on the campus at Wingate University. I look forward to continuing to work with them, as they become the next chapter in Delta Sigma Pi.

Fraternally,

A handwritten signature in black ink, appearing to read 'D. Vestal', with a long, sweeping flourish extending to the right.

David R. Vestal
South Central Regional Director



October 17, 2000

International Fraternity of Delta Sigma Pi
Board of Directors
330 South Campus Avenue
Oxford, OH 45056-0230

Dear Members of the Board:

I have had the opportunity to work with the Sigma Beta Epsilon colony at Wingate University from the time that they initially organized as an interest group to their current status as a fully developed colony ready to accept the challenges of a chapter in Delta Sigma Pi. It is my opinion that the members of this colony are a group of highly motivated business students who are striving to attain the goals of an ideal chapter within our Fraternity.

Throughout their development, the colony members have readily accepted the ideals of Delta Sigma Pi. A professional program of interesting and varied topics has been realized, numerous activities to serve and better the surrounding community have occurred, and an effective fund raising program has resulted in profitable returns. In addition, difficulties and challenges have been quickly resolved and overcome by colony members willing to make the efforts required for success.

I am submitting my full recommendation for the granting of a charter to the Sigma Beta Epsilon colony. The colony has met and exceeded all goals and expectations through the hard work of the individual members. It is my belief that the South Central Region, Southern Province, and entire Fraternity will benefit from a chapter at "The Premier Small Private University in North Carolina" - Wingate University.

Fraternally,

Kevin L. Zachman
District Director
Sigma Beta Epsilon Colony
ΛΞ, #190



October 17, 2000

Delta Sigma Pi
Board of Directors
330 South Campus Avenue
PO Box 230
Oxford, OH 45056-0230

Dear Board of Directors:

Throughout the past year, I have been working closely with the Sigma Beta Epsilon colony at Wingate University as their alumni advisor. From the beginning, the group has continued to impress me with their ability to overcome difficulties as well as to succeed far beyond my expectations.

The members have surpassed my expectations since the colony was formed in November, 1999 when over forty people came to our "Meet the Fraternity" meeting. For a university with an enrollment of approximately 1,300 students, this number was very impressive. As the colony has become acquainted with the proper workings of a Delta Sigma Pi collegiate chapter, various members have stepped forward and demonstrated great leadership and teamwork skills in accomplishing diverse professional, community service and fundraising events.

In addition, the colony members have demonstrated dedication to Delta Sigma Pi in their attendance at the past two Area Conferences for the South Central Region. Five colony members and one faculty advisor attended the Spring, 2000 Area Conference in Lynchburg, Virginia while a dozen colony members attended the Fall, 2000 Area Conference in Clemson, South Carolina. These meetings have enabled the colony members to observe the Delta Sigma Pi brotherhood first-hand as well as to form and strengthen bonds among themselves.

For these reasons, I would like to state my full support for the Sigma Beta Epsilon colony to receive a chapter charter from Delta Sigma Pi. The colony has met and exceeded the necessary tasks and objectives set before it to receive a charter, and, in my opinion, have earned the right to become a chapter in our fraternity.

Fraternally,

Donna d. Zachman

Brother Donna S. Zachman
Colony Coordinator/Alumni Advisor
Sigma Beta Epsilon Colony
KII, #280

Wingate University's History

Past and Present

With a hundred years of history and exciting plans for the future, it would be easy to fill a book with important information about Wingate University. Since you don't have time to read all that right now, we'll simply give you the basic facts with some highlights about who we are. When you come for a visit, we'll fill in the important details.

Wingate was established in 1895 by Baptist families in North and South Carolina who wanted their children to receive a sound education based in Christian values. The school was named in honor of Washington Manly Wingate, president of Wake Forest College from 1856 to 1879 and a well-known Baptist preacher. During its first class session in 1896, Wingate Academy enrolled 175 students.

As the educational needs of the region changed, so did Wingate's service to its students. By 1923, Wingate began accepting college students. In 1978, Wingate became a senior college. And in June of 1995, Wingate officially became Wingate University, offering more than 40 majors on the undergraduate level, pre-professional programs, and graduate studies in business and education.

Today, Wingate University ranks in the top tier of Southern liberal arts institutions. It has been consistently listed as one of the nation's best small colleges by *U.S. News and World Report* and is accredited by the Southern Association of Colleges and Schools.

At the heart of Wingate's superior classroom experience is its excellent faculty. Having studied at some of the world's greatest institutions of higher learning, faculty members teach more than 40 majors on the undergraduate level in the University's Charles A. Cannon College of Arts and Sciences, the School of Business and Economics and the School of Education.

With a small class size - just thirteen students for every faculty member - students receive the personal attention that encourages them to succeed. All University classes are taught by experienced professors, not by graduate assistants. Select pairs of students and professors compete for the University's prestigious duPont Summer Research Grants, which provide stipends for specialized projects and studies.

With only 1,300 students, it's easy to get to know classmates and find activities to enjoy. More than thirty clubs and organizations, including sororities and fraternities, provide opportunities for leadership, friendship and experience. In keeping with Wingate's church affiliation, students are encouraged to become involved in the community, and opportunities to volunteer abound.

For many, a strong intramural program offers recreational fun - while intercollegiate sports mean serious competition and the opportunity for athletic scholarships. Participating in NCAA Division II, Wingate has achieved regional and national success

in both its men's and women's athletic programs. The 16 teams Wingate fields include football, baseball, basketball, soccer, lacrosse, swimming, softball, cross country, tennis, golf and volleyball.

A Wingate education, with its distinguished faculty, nurturing environment and stimulating array of opportunities, provides students with tools to make a living and build a life. Each year, Wingate graduates are accepted at many of the most prestigious graduate and professional schools in the country. Others launch successful careers in business and industry, education and a variety of other fields.

Wingate's Enrollment

Wingate's size is by design ... large enough to offer an unusually wide range of academic programs, outstanding athletic teams and numerous student clubs, organizations and activities from which to choose. And yet it is small enough to ensure small classes – averaging only 20 students – and close personal interaction between students and professors with the friendly “family” atmosphere usually found only at small colleges.

There are no strangers here. Everybody knows everybody, and the diversity at Wingate can add a new dimension to your education. The student body consists of 1,300 men and women, most living in the campus and residence halls. There are 30 states and 12 foreign countries represented among this year's student body. The students are diverse, very “well-rounded” and involved in many facets of student life and activities.

Wingate University is really its people – the students who become your friends, the faculty who open new doors for you, and the administration who put it all together in an environment which stresses ethical and moral values in the Judeo-Christian tradition.

Wingate's Accreditation

Founded in 1896, Wingate University is a top-ranked liberal arts school that offers quality education in a supportive, challenging environment. Wingate has been consistently named one of the nation's best small colleges by U.S. News and World Report and ranked in the top tier of liberal arts colleges in the South this year. Wingate University is affiliated with the Baptist State Convention of North Carolina and is accredited by the Southern Association of Colleges and Schools, the North Carolina Department of Public Instruction, NCATE (National Council for Accreditation of Teacher Education), the National Association of Schools of Music, and the Association of Collegiate Business Schools and Programs (ACBSP).

Wingate's Mission Statement

Statement of Purpose

The central mission of Wingate University is to prepare its students to become enlightened, productive citizens by providing a high quality education in the Judeo-Christian heritage. Accordingly, the University has a threefold purpose:

- To maintain an environment where students broaden their knowledge of the world,
- To sustain a community where the bases of faith are explored and where there is a common search for truth and meaning, and
- To promote a heritage of service to humanity and God through involvement and leadership.

Goals

- I. **To assist students in deepening their knowledge**, Wingate University seeks to:
 - A. provide a faculty committed to teaching and learning;
 - B. require a core curriculum designed to provide students the opportunity to develop: critical thinking and effective communication; physical health and fitness; problem-solving abilities using quantitative and scientific investigation; integrative perspectives on civilization, the individual self, and the social group; aesthetic, cultural, and literary appreciation; responsible, ethical citizenship in the global community.
 - C. offer majors appropriate to Wingate's history, its resources, and its student population;
 - D. create opportunities for international study and travel;
- II. **To sustain its community of faith**, Wingate University seeks to:
 - A. articulate a campus ideal of integrity in all relationships;
 - B. offer opportunities for religious worship;
 - C. encourage ethical application of Christian truth through study of areas such as medicine, business, and environment.
 - D. attract to the faculty, scholars for whom Judeo-Christian values and practice are important aspects of living;
 - E. create through small campus religious groups frequent occasions to explore dynamic Christian living;
 - F. provide opportunities for students to serve social and religious needs beyond the campus community.
- III. **To promote service to humanity and God**, Wingate University seeks to:
 - A. sponsor service organizations both on the campus and in the larger community;
 - B. create an environment founded upon Christian values;
 - C. provide educational, social, cultural, and recreational opportunities;
 - D. foster leadership and cooperation skills;
 - E. offer to students academic, career, social, and personal guidance.

Wingate Quick Facts

Academics: Wingate is a liberal arts university offering more than 40 majors on the undergraduate level including pre-professional programs. More than 80 percent of the faculty hold doctorates in their teaching specialty. All classes and labs are taught by faculty members. The student to teacher ratio is 13:1. Graduate courses in business and education are offered at the University's Matthews Center.

Athletics: NCAA Division II intercollegiate men's baseball, basketball, cross-country, football, golf, lacrosse, soccer and tennis. Intercollegiate women's basketball, cross-country, golf, soccer, softball, swimming, tennis and volleyball. Men's and women's intramural programs.

Clubs And Organizations: More than 50 clubs and organizations offer opportunities for friendship and leadership. These include honor societies; religious and service organizations; academic and professional organizations; performing arts organizations; fraternities and sororities; and the Student Government Association.

	Cost (Annual)
Tuition	\$12,300
Room	\$2,600
Board	\$2,600
Fees	\$750
Total	\$18,250*

*Costs current for 2000/2001 academic year. See Financial Planning for more information.

History: Wingate was founded by Baptists in 1896 as an independent institution and is accredited by the Southern Association of Colleges and Schools. Its mission is to prepare students to become enlightened, productive citizens by providing a high quality education in the Judeo-Christian heritage. Wingate is coeducational. Its students come from more than 30 states across America and several foreign countries. They represent a diverse range of races, faiths and ethnic heritages.

International Travel/Study: W'International – a semester of study followed by a two-week trip abroad – is available to every student at little or no additional cost. Students and professors have visited more than 30 destinations throughout the world. Semester-long study/travel programs are available in London and Hong Kong each year.

Location: Twenty miles east of metropolitan Charlotte, N.C. Four miles from Monroe. Midway between the North Carolina mountains and coast. Wingate University, Box 3059, Wingate, North Carolina 28174. We can be reached by e-mail at admit@wingate.edu. Call us at 1-800-755-5550.

Size: 1,300 students. 390-acre campus featuring three residence halls, fully-furnished student apartments, a magnificent fine arts center, first-class athletic facilities including a new football stadium, stately academic buildings, rolling lawns and a campus lake.

Wingate University's School of Business and Economics

Introduction

The School of Business and Economics at Wingate University provides students with fundamental knowledge of the function and processes of business and a basic understanding of the workings of the American economy. Degrees are offered in:

- Accounting
- Economics
- Business Administration
- Emphasis in finance, management, marketing, management information systems

The School of Business and Economics also offers a **Master of Business Administration** degree program.

Career Opportunities

Numerous careers are available to business graduates, including accounting, finance, retail, and systems analysis and design.

Business Majors can work in:

- Production and Manufacturing
- Sales and Marketing
- Real Estate and Insurance Service
- Banking and Finance
- Management Information Systems
- Accounting and Controllorship

They can work as:

- **Actuaries**, checking facts and statistics to help insurance agencies determine policy costs
- **Credit Officers**, directing credit and loan operations
- **Data Base Managers**, designing writing and maintaining database systems for information access
- **Financial Planners**, planning for the use of savings, income and investments
- **Personnel Recruiters**, seeking out, interviewing, and testing job applicants
- **Computer Network Manager**, supervising the operation of a firm's computer system

Some business majors combine special interests with their business degrees and work as:

- **Talent/Writing Agents**, helping actors find jobs and writers get published
- **Producers**, controlling finances and administration of movies, television shows, and plays
- **Stadium Managers**, planning, directing and controlling stadium activities, such as sports events and concerts

What Are Recent Grads Doing?

- **Jannette Mullis ('96)** controller , Gulfstream Financial Services Charlotte, NC
- **Gary Hammond ('95)** financial planner. Consolidated Planning, Inc., Greenville, SC
- **Scott Moody ('95)** graduate studies in economics at George Mason University, Fairfax, VA.
- **Marci Timm ('95)** attending law school at Wake Forest University
- **Crystal Campagna ('92)** assistant controller, Food Lion Corporate Offices, Salisbury NC
- **Monte Nash ('92)** internal auditor with K-Mart in Salt Lake City, Utah
- **Monnie Bittle ('90)** executive director of I Hospice in Chesterfield County, SC
- **Jennifer Kee ('90)** auditor for North Carolina Real Estate Commission
- **Tammie Laney ('90)** financial services consulting, KMPG Washington DC
- **Wesley Smith ('90)** CPA in Monroe, NC

The Faculty

- **Dorcas E. Berg**, *Assistant Professor of Accounting*
 - University of Delaware, B.S.
 - East Tennessee State University, Master of Accountancy, C.P.A, C.I.A., C.M.A.
- **Peter T. Calcagno**, *Assistant Professor of Economics*
 - Hillsdale College, B.S.
 - Auburn University, Ph.D.
- **Thomas B. Crawford**, *Associate Professor of Accounting and Finance*
 - UNC-Charlotte, B.S., M.B.A., C.P.A.
 - Clemson University, Ph.D.
- **Barry P. Cuffe**, *Associate Professor of Management Science*
 - University of Miami, B.S.
 - Indiana University, M.A.
 - University of Miami, Ph.D.

- **Joseph M. Graham**, *Professor of Accounting*
 - Belmont Abbey College, A.B.
 - Winthrop University, M.B.A., C.P.A.

- **Donald B. Haskins**, *Professor of Business Law*
 - Guilford College, A.B.
 - Wake Forest University, J.D.

- **Treise Lynn**, *Instructor of Computer Information Systems*
 - Wingate University, B.S., M.B.A.

- **Anne L. Olsen**, *Assistant Professor of Business and Computer Information Systems*
 - Pfeiffer College, B.A.
 - UNC-Charlotte, M. A., M.S.

- **Hampton Pitts**, *Dean, Associate Professor of Management*
 - Oglethorpe University, B.A.
 - West Georgia College, M.A.
 - University of Mississippi, Ph.D.
 - Pfeiffer College, M.B.A.

- **Lisa Schwartz**, *Assistant Professor of Economics*
 - University of Texas at Arlington, B.B.A., M.B.A, Ph.D.

- **Jeffrey W. von Freyman**, *Professor of Business*
 - Stonehill College, A.B.
 - Babson College, M.B.A.

- **James Williams**, *Associate Professor of Marketing*
 - Westminster College, B.S.
 - University of Dallas, M.B.A.
 - University of Southern Illinois, D.B.A.

Graduate Studies

All classes for Wingate University's graduate programs are held in the Matthews Center in the heart of Matthews, North Carolina minutes from the main Campus and downtown Charlotte. Mr. Steve Poston serves as the Director of the Matthews Center.

The School of Business and Economics offers the **Master of Business Administration (MBA)**. The Master of Business Administration (MBA) is designed to meet the needs of business professionals in the Charlotte area and the Southern Piedmont region and is structured to blend the classroom with professional work experience. The Wingate University MBA program consists of 33 semester-hours (I I classes) of course work. For students who wish to pursue an MBA but do not have an undergraduate degree in business, Wingate offers a unique one semester prerequisite course that enables these students to move quickly into the MBA. All MBA courses are taught by Wingate professors who are doctorally qualified. The university's School of Business is nationally accredited by the Association of Collegiate Schools of Business and Programs (ACBSP).

You can easily find Wingate MBA students in places of leadership throughout the business community in the Charlotte/Matthews/Wingate area. To learn more about the MBA program offered by Wingate University, contact Mr. Poston or Ms. Kathryn Rowell (704-233-8148), Secretary to the School of Business and Economics.

All graduate programs are fully accredited by the appropriate agencies.

School of Business and Economics Enrollment

At Wingate University there are a total of 432 students enrolled in the School of Business and Economics. These students can be divided by major and class standing as listed below:

MAJORS:

Accounting: 23

Business Administration: 231

(Note: These 231 students either have an emphasis in management, marketing, finance, MIS, or CIS. These numbers can be seen in the Business Majors listed on the following page.)

Master's Program 178

CLASS STANDING:

Freshman: 77

Sophomores: 65

Juniors: 52

Seniors: 60

Graduate Students 178

...THE...

Wingate + School,

BUSINESS DEPARTMENT.

1900-1901.

A business education is one of the shortest and surest paths to success. No young man should venture into the intricacies of affairs without it. It gives opportunities to young men and young women which would otherwise be beyond their reach. By its aid the humblest may hope to win for himself an honorable position. It is not only a trade by which we may at any time earn a living, but it opens avenues by which a young man or young woman may pass from the service of others to a safe and remunerative business of their own. You will find it a good thing; therefore get it, and having obtained it use it as a stepping-stone to honest independence.

The Principal of this Department not only has a thorough knowledge of the branches taught, but he has had extensive experience both in the office and school-room.

The course will be equal to courses given in the best schools in the country. It embraces the following subjects: Book-keeping and Business Training, Business Arithmetic, Commercial Law, Penmanship, Banking, English, Civil Government, Spelling, Shorthand, Typewriting and Correspondence.

Book-keeping and Business Training.

We teach the Tablet Method, the simplest and most concise method of Book-keeping. To transact business with dispatch and reliability one must know all about making out and endorsing business papers, and the rules governing the same. He must be familiar with the use and proper disposal of receipts, checks, drafts, bills of lading, invoices, certificates of deposit, notes, and

other business papers; he must know how to do business with banks, express and railroad companies, post-offices, etc.; and he must get this knowledge by actual practice. The system we use in this Department deserves special mention. We do not use the discredited method which consists in having students try to make book-keepers of themselves by memorizing the definitions and copying the made-up sets of a book-keeping text-book. Our work is thoroughly practical, our students keeping real books in their own names and basing their records upon transactions personal to themselves. Every record is that of a REAL TRANSACTION AND THERE IS NO COPYING OF IMAGINARY RECORDS. This REALITY of the work adds greatly, not only to the student's understanding, but it makes him proficient in dealing with real business transactions and their required records. Students learn to DO and not to COPY.

Business Arithmetic.

The most versatile clerk or accountant rarely needs Algebra or Geometry, but it is absolutely necessary for him to be quick and accurate in adding, carrying out extensions, calculating discounts and percentages, computing interest, making proportional adjustments of profits, and preparing leases for partnership settlements and the like. He needs to have this kind of Arithmetic "at his finger ends," and to this end the mathematical work of the Business Department is directed. This subject is included in the Business and Shorthand courses.

Commercial Law.

Here is a special field of utmost importance to the successful business man, which the general school does not enter at all, and of which the ordinary school or college graduate knows absolutely nothing. The basis of all business is the contract, and the rights, obligations, and the powers of the parties to it. These receive full consideration in our Business Department.

In addition to a thorough treatment of Contracts, the subjects of Agency, Partnership, Transportation, Insurance, Formation and Dissolution of Corporations, and many other correlated subjects are fully considered.

This subject is included in the Business and Shorthand Courses.

Penmanship.

In teaching Penmanship in our Business Course, we insist on the student's acquiring a good hand-writing, combining the three qualities—neatness, legibility, and rapidity. We do not encourage flourishes, heavy shading or display of any kind.

Banking.

The outline of instruction is so arranged as to introduce the student to practical banking in a practical way. A great variety of transactions and banking customs are introduced in a natural and business-like way.

This subject is included in the Business Course.

English.

Under this head is included English Grammar, Composition, and School English. In English Grammar great stress is laid upon the analysis of sentences and the correction of false syntax. Composition includes letter writing, descriptive and narrative essays and argumentation. School English embraces a variety of subjects such as Clearness, Force, Harmony, Figures of Speech, Letter-writing, Essays, Debates, etc.

These subjects are essential to a complete business education.

Civil Government.

In broadening the sphere of business activity it is necessary for the coming business man to have a much more extended knowledge of the science of government, duties of citizenship, the sources and distribution of wealth, than was necessary to his predecessors.

This subject is included in the Business and Shorthand Courses.

Spelling.

Correct spelling is imperative to graduation or commendation from the Business Department. Daily instruction is given in this important subject.

Shorthand.

This office specialty, has, in later years, become very important—so much so that without it no office man's education is complete. The mastery of this art is a stepping-stone to higher pursuits. The stenographer who associates with the business man, writes his thoughts, learns through him how to do business, and eventually becomes a successful man himself. We teach the Benn Pitman system.

The Principal of the Business Department will mail free to any address on application a beautiful little book on Phonography—"What it is and what it does."

Typewriting.

A stenographer without a knowledge of typewriting would be like an educated man without tact or talent. The two studies necessarily go together.

Typewriting is included in the Shorthand Course, but those who wish to learn typewriting alone may do so at small cost.

Correspondence.

In this important study new and valuable information and instruction in business letter-writing are presented. The subject of social correspondence will also be given proper attention.

Expenses.

Book-keeping including Business Arithmetic, Commercial Law, Banking, Correspondence, Civil Government, English, and Spelling \$3.00 per month.

Shorthand including Typewriting, Business Arithmetic, Commercial Law, Correspondence, Civil Government, English and Spelling \$3.00 per month.

Typewriting when taken alone \$1.25 per month.

Penmanship is free.

For further information or for Catalogue, address,

O. C. ROGERS,
or M. B. DRY,
WINGATE, N. C.



Business Class 1900

So you've heard that jobs in Business Administration are scarce these days?

Just a moment
Please...

Why be apprehensive? America is growing and the business community must grow too. As a young person interested in this area, your only problem is to discover where the most creative opportunities lie. The danger is that you may prepare for yesterday's jobs with yesterday's training. A recent article in a leading business magazine points out that many young people are overeducated for most jobs corporations have to offer today.

In recent months Wingate College has consulted with many business leaders of the Carolinas to discover just what kind of person they are interested in hiring. In many instances these men have told us: *The positions we have often do not require a four-year degree in Business Administration. Since it is necessary to train a person to fit into our particular organization after he arrives on the job, we are looking for the bright young man who wants to work and who has been trained in the liberal arts and the fundamentals of business. We would prefer to have him gaining practical job experience during the two years he might otherwise be devoting to junior and senior studies in college.*

With these facts in hand, Wingate revitalized its two-year program in business management. Around a core of liberal arts courses, we set up a block of six courses for the sophomore year concentrating on crucial areas in business. Some are similar to courses normally reserved for four-year programs. But they are by no means the same since they are tailored for a two-year terminal program which itself is directed toward the current needs of the business world. Upon completion of Wingate's two-year program in Business Management, a student is graduated with our Associate in Business Administration Degree and is immediately qualified and available for jobs which will in themselves provide the most valuable component of any person's growth-experience.

This study program is ideal for veterans. At a time when so many without the necessary preparation are seeking jobs, a veteran will be preparing for the positions that do exist in today's world. And he will have a full two-years headstart on his peers who chose to seek the traditional Bachelor's degree.

Without doubt American business will continue to need people with Bachelor's and higher degrees in the field, but for the foreseeable future the real action and the best creative opportunities lie in the Associate in Business Administration. Look to today's training for tomorrow's opportunities in business!

TWO-YEAR BUSINESS MANAGEMENT

FIRST YEAR

English 101	3
Accounting 101-102	8
Business 103	3
Business 203	3
Data Processing 101	3
Business 106	3
Religion	3
Speech 101	3
Government 201 or History 202 or Sociology 201	3
Physical Education	1
Music-Art 100	1
<i>Total hours</i>	34

SECOND YEAR

Economics 201-202	6
English 208	3
Business 211, 212	6
Business 214, 215	6
Business 221, 222	6
Psychology 201	3
Business 209	1
Physical Education	1
<i>Total hours</i>	32

Upon satisfactory completion of this program, the student is graduated from Wingate College with the degree of Associate in Business Administration.

BUSINESS 211. Personnel Management and Supervision. A study of the function of the office as the center of business operations, including the role of automation and planning, and the selection and supervision of an effective work force. *Credit: three hours.*

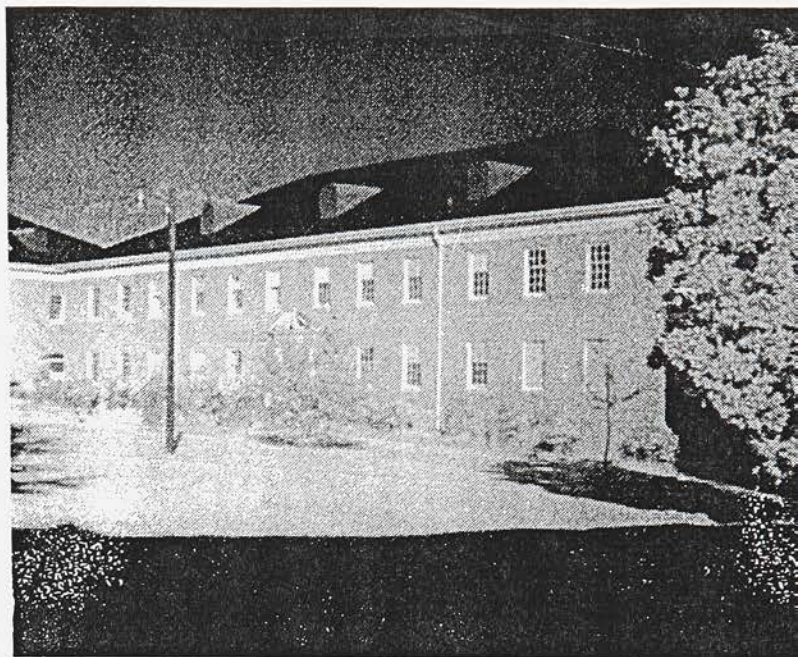
BUSINESS 212. Principles of Business Management. A study of the principles underlying the organization, management, and operation of business activities. The course emphasizes the creation and maintenance of administrative organization, the definition of goals, and the diagnosis and solution of problems which may result from changing conditions. *Credit: three hours.*

BUSINESS 214. Money and Banking. A study of the evolution of money and credit in modern economic society. Special emphasis is placed upon commercial banking, central banking, operation of the Federal Reserve System, and general monetary policy. Prerequisite: Economics 201. *Credit: three hours.*

BUSINESS 215. Corporate Finance and Taxation. A detailed study of corporate structure, methods of corporate financing, security transactions, taxation, recapitalization, consolidation and mergers. *Credit: three hours.*

BUSINESS 221. Marketing. Basic instruction concerning marketing organization and methods with emphasis upon functions and channels as they relate to the manufacturer, wholesaler, and consumer. *Credit: three hours.*

BUSINESS 222. Product Promotion. A study of the roles of advertising and salesmanship in a Western economy. Emphasis is placed on product and market research, media selection, and evaluation of effectiveness. *Credit: three hours.*



Typical of the classroom buildings at Wingate College, the J. Herbert Bridges Business Building is modern, comfortable and highly functional. As a student in the Two-Year Business Management program you will attend many of your classes in this building. Wingate's 275-acre campus encompasses many refinements for your pleasure and enjoyment while learning.

The college is completely accredited, costs are moderate, and we regard each student as a unique individual. For further information you may visit the campus in person or write for specific information. *Your future is in your own hands. Wingate can help you make the most of it.*

for additional information, contact:

Dr. Budd E. Smith, *President*

or

Mr. John A. Cox, Jr., *Director of Admissions*

WINGATE COLLEGE

Wingate, North Carolina 28174

Wingate to offer MBA at Matthews in fall

By **GENE STOWE**
Monroe Bureau

Wingate College will start a master of business administration degree program this fall in Matthews, college President Jerry McGee said Thursday.

Wingate, a 1,500-student college off U.S. 74 east of Monroe, expects to add programs later for Matthews-area residents to complete their college degrees.

"We feel like with the tremendous growth the Matthews business community is enjoying . . . there is a market in the area

and a need in the area that Wingate might be able to meet," McGee said at the Matthews Chamber of Commerce.

Matthews Mayor Lee Myers and Chamber of Commerce President Mark Tribbett welcomed the college's move.

"This is right in line with the direction we want to head and are headed," Myers said. "I think education opportunities for our citizens and residents is the way we want to go."

Matthews also has a branch of Central Piedmont Community College.

McGee said Wingate College is

surveying businesses about interest in the program with a mailing to 400 chamber members, presentations to employees of large companies and contact with people who live in Matthews and work in Charlotte.

"The interest we have found so far has exceeded even Jerry McGee, the eternal optimist's, dreams," he said.

Officials estimated they must attract 30 to 50 students to support the program. McGee said some individual companies have indicated they might have nearly that many people interested.

"Education is a big element in quality of life," said Tribbett. "There's a large number of professionals associated with companies here.

"There's a lot of excitement to have that potential in our backyard."

Wingate, a 97-year-old school, started its MBA program, hosted by the Square D company in Monroe, in 1991.

Steve Poston, Wingate's vice president for enrollment management, said a student could start the MBA program in Matthews in the fall and earn the degree in as little as 20 months.

Wingate has not selected a site for the Matthews classes.

The college also operates a degree completion program for nurses at Presbyterian Hospital in Charlotte and Cabarrus Memorial Hospital in Concord.



McGee

Overview of Sigma Beta Epsilon Colony

Since the first day that the Delta Sigma Pi colony emerged at Wingate University in November 1999, the University and the community have prospered. One year ago, Wingate University had never heard of Delta Sigma Pi and today it is a prominent colony on campus. The colony Alumni Advisors, Kevin and Donna Zachman, first introduced Delta Sigma Pi to Wingate University students and faculty. Without their help and advice we would not be where we are today.

At the first meeting, November 10, 1999, Wingate students were introduced to the history and importance of Delta Sigma Pi. Expectations of the colony were understood, officers were elected, and details of colony operations were determined at this meeting. The colony as a whole decided to meet at 8pm every Tuesday night in the Bridges Business Building. The elected officers also were to have a weekly meeting at 7pm. At the November 30th meeting the colony began to focus on its main goal of becoming a nationally recognized chapter at Wingate University.

In order to achieve this goal, there was a tremendous amount of expectations that needed to be met. The colony was ready to take action by going through the steps of brotherhood. The colony as a whole decided on community service, professional, recruiting, fundraising, and social events for the year ahead. Within the topic of fundraising, the topic of dues was also discussed, and it was decided that every member was to pay \$25 dues. Some of the fundraising events that have taken place in the last year have been candy grams for Valentines Day, where we sold a special message with

candy to students, sold discount cards to students which had discounts to area restaurants and business, and we also provided car washes in the local community.

Some of the community service projects that we have done in the past year are tutoring and playing games with children at the local YWCA, we performed a trash clean up along Highway 74 in front of Wingate University, we held an eyeglass collection that assembled glasses through the Lions Club to give them to people that could not afford them, we helped build a house with Habitat for Humanity, and sponsored a canned food drive for the Union County Food Bank.

Some of the social events that we have done as a colony have been bowling, Comedy Zone, and a Christmas party. Some of the professional tours that have taken place have been a tour of the Union County Jail, Lowe's Motor Speedway, and Monroe Aquatics Center.

Throughout the past year, the members of the colony have grown closer as friends as we have learned to work together. As we have learned to work together, we have gained insight and experience which will help us to become a successful chapter in Delta Sigma Pi.

Membership Statistics

In the Sigma Beta Epsilon Colony at Wingate University there are 12 freshman, 12 sophomores, 11 juniors, and 6 seniors. These forty-one members of the colony are divided amongst business majors as list below:

Accounting:	5
Management Information Systems:	3
Marketing:	13
Management:	12
Finance:	5
Economics:	1
Sports Management:	2
Computer Information Systems:	2

Delta Sigma Pi Wingate University Sigma Beta Epsilon Colony Leadership Team



**Second Row from Left to Right: Philip Grande (President), Michael Williams (Treasurer),
Michael Carr (Senior Vice President)**

**Front Row from Left to Right: Maryanne Masciocchi (Historian), Suzanne Medlin (Vice
President of Professional Activities), Jason Lincoln (Chancellor), Amanda Loflin (Vice
President of Chapter Operations; Secretary), Kimberly Byrd (Vice President of Public
Relations)**



Name

Bonnie Brooks

Major

Marketing

Expected Graduation Date

May, 2002

Hometown

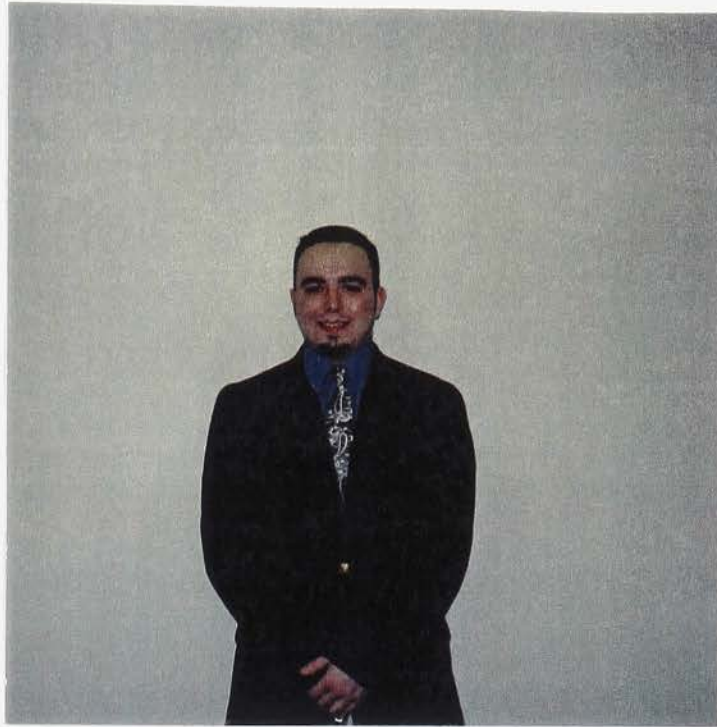
Richmond, Virginia

Extracurricular Activities

Chi Omega

Interests

Shopping, Music, Friends



Name

Jeremy Thomas Burch

Major

Management

Expected Graduation Date

May, 2003

Hometown

Odenton, North Dakota

Extracurricular Activities

Intramural Sports

Interests

Football, Cross Training, Reading, Movies



Name

Kimberly Byrd

Major

Marketing

Expected Graduation Date

May, 2003

Hometown

Rockingham, North Carolina

Extracurricular Activities

School Newspaper, Peer Advisor

Interests

Animals, Exercise



Name

Michael Carr

Major

Accounting

Expected Graduation Date

May, 2003

Hometown

Chambersburg, Pennsylvania

Extracurricular Activities

Baseball, Peer Advisor, Peer Tutor

Interests

Sports, Outdoor Activities, Friends



Name

Buffie Chaney

Major

Management

Expected Graduation Date

May, 2004

Hometown

Indian Trail, North Carolina

Extracurricular Activities

Christian Student Union, Working

Interests

Softball



Name

Stephen Fortner

Major

Finance

Expected Graduation Date

May, 2003

Hometown

Taylorsville, North Carolina

Extracurricular Activities

Intramural Sports, Fellowship of Christian Athletes

Interests

Weightlifting, Sports



Name

Philip Grande

Major

Management

Expected Graduation Date

May, 2001

Hometown

Winston-Salem, North Carolina

Extracurricular Activities

Resident Assistant, Campus Outreach, Baseball

Interests

Sports, Fishing



Name

Ashley Helms

Major

Management

Expected Graduation Date

May, 2004

Hometown

Matthews, North Carolina

Extracurricular Activities

Christian Student Union, Activities Planning Board

Interests

Swimming, Softball



Name

Joe Lee

Major

Management

Expected Graduation Date

May, 2004

Hometown

Mooresville, North Carolina

Extracurricular Activities

Student Government Association,
Activities Planning Board, UCANN

Interests

Computers, Concerts, Music, Community Service



Name

Jason Lincoln

Major

Marketing

Expected Graduation Date

May, 2001

Hometown

Clemmons, North Carolina

Extracurricular Activities

Intramural Football, Intramural Softball

Interests

Outdoor Activities



Name

Amanda Loflin

Major

Management

Expected Graduation Date

May, 2003

Hometown

Denton, North Carolina

Extracurricular Activities

Yearbook, Christian Student Union, Honors Program

Interests

Computers, Baseball



Name

Ryan Love

Major

Accounting and Finance

Expected Graduation Date

May, 2002

Hometown

Lamden, South Carolina

Extracurricular Activities

Football, Gospel Choir

Interests

Sports, Weightlifting



Name

Maryanne Masciocchi

Major

Management

Expected Graduation Date

May, 2002

Hometown

Plant City, Florida

Extracurricular Activities

Leadership Fellows, Peer Tutor, Peer Advisor,
Sigma Sigma Sigma, Student Government Association

Interests

Swimming, Skiing, Exercise, Shopping



Name

Suzanne Medlin

Major

Sports Management

Expected Graduation Date

May, 2001

Hometown

Marshville, North Carolina

Extracurricular Activities

Working

Interests

Fitness, Gymnastics



Name

April McCollum

Major

Marketing

Expected Graduation Date

May, 2004

Hometown

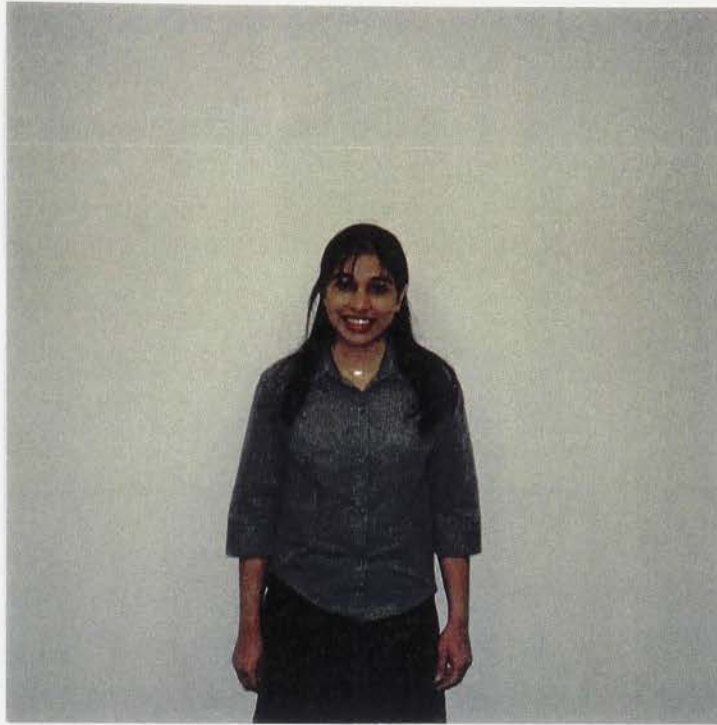
Harker Heights, Texas

Extracurricular Activities

Soccer

Interests

Sports, Outdoor Activities, Friends



Name

Jenny Patel

Major

Computer Information Systems

Expected Graduation Date

May, 2004

Hometown

Wadesboro, North Carolina

Extracurricular Activities

Delta Sigma Pi

Interests

Computers, Basketball, Tennis



Name

Darren Pierre

Major

Economics

Expected Graduation Date

May, 2004

Hometown

Mebane, North Carolina

Extracurricular Activities

Student Government Association, Class Treasurer, Christian Student Union, School Newspaper, Honors Program

Interests

Music, Friends



Name

Kimberly Reynolds

Major

Marketing

Expected Graduation Date

May, 2001

Hometown

Evans, Georgia

Extracurricular Activities

Christian Student Union, University Singers

Interests

Shopping, Reading, Traveling



Name

Nicole Schlumbaum

Major

Accounting

Expected Graduation Date

May, 2002

Hometown

Sioux City, Iowa

Extracurricular Activities

Delta Sigma Pi

Interests

Reading, Church Activities



Name

Lauren Starnes

Major

Marketing

Expected Graduation Date

May, 2004

Hometown

Monroe, North Carolina

Extracurricular Activities

Working

Interests

Family, Friends



Name

Liz Washburn

Major

Management

Expected Graduation Date

May, 2004

Hometown

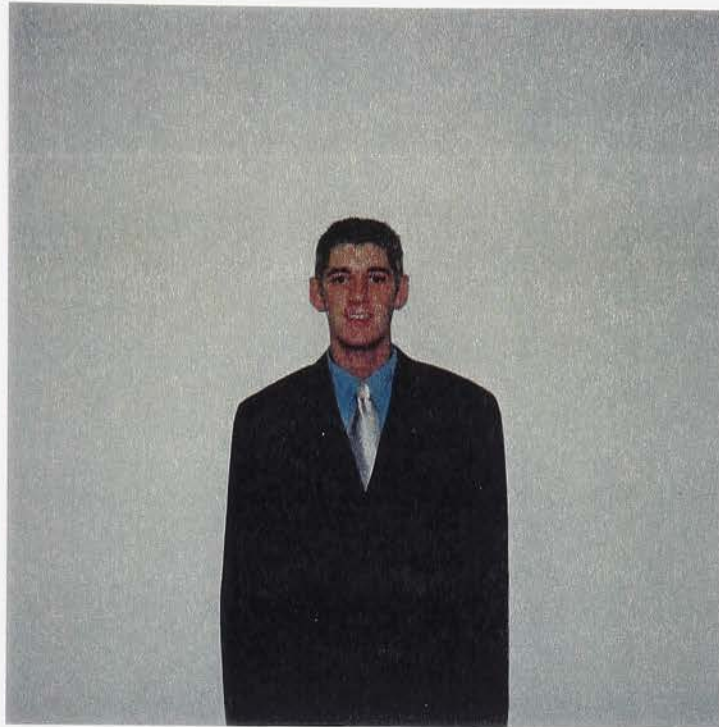
Queensburg, New York

Extracurricular Activities

Pep Team

Interests

Traveling, Skiing



Name

Michael Williams

Major

Finance and Management

Expected Graduation Date

May, 2003

Hometown

Old Fort, North Carolina

Extracurricular Activities

Peer Tutor, Working

Interests

Cars, Math, Shopping, Tennis, Exercise



Name

Renee Wright

Major

Management

Expected Graduation Date

May, 2002

Hometown

Rockingham, North Carolina

Extracurricular Activities

Alumni Phoneteam

Interests

Gymnastics, Swimming



Dr. Peter Calcagno
Faculty Advisor
Assistant Professor of Economics



Dr. Lisa Schwartz
Faculty Advisor
Assistant Professor of Economics and Finance

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