

“Ask not what the CoB can do for you – ask what you can do for the CoB”
MANAGEMENT

This report examines the contribution to the CoB's bottom line of each of the CoB's management faculty. The data used for doing so are (1) each faculty's tuition contribution via his or her fall 2008 SCH production, and (2) each faculty's fall 2008 salary. These data appear in Table 1 below.

Table 1
Net Contribution of CoB's Management Faculty, Fall 2008

Rank	Name	Tuition Contribution	Salary	Net Contribution
1	Doty, Harold	\$178,350	\$63,543	\$114,807
2	Sevier, Amy	\$111,315	\$24,500	\$ 86,815
3	Fennell, Wanda	\$108,855	\$25,505	\$ 83,350
4	Carr, Jon	\$ 68,265	\$46,975	\$ 21,290
5	Zantow, Kenneth	\$ 46,125	\$40,781	\$ 5,344
6	Blettner, Daniela	\$ 44,895	\$47,000	-\$ 2,105
7	Becton, J. Bret	\$ 32,595	\$47,000	-\$ 14,405
8	Sequeira, Jennifer	<u>\$ 23,751</u>	<u>\$44,665</u>	<u>-\$ 20,914</u>
		\$614,151	\$339,969	\$274,182
	Broadus, Charles	\$ 61,500	n/a	n/a
	Collins, Brian	\$ 31,980	n/a	n/a
	Gibbs, SherRhonda	\$ 28,290	n/a	n/a
	Topping, Sharon	<u>\$ 7,371</u>	n/a	n/a
		\$743,292		

Notes: SCH production data come from the USM registrar. Tuition contribution data is based on semester hour prices of \$205 (UG) and \$273 (G). All students are assumed to be in-state students. Salary data are taken from USM Budget Book 2008-09.

As Table 1 indicates, professor and former CoB dean Harold Doty is the largest tuition contributor in MGT. His production of more than \$178,000 in the fall of 2008 is 60.2% above that of his nearest colleague, instructor Amy Sevier. The net contribution *total* for MGT, at least based on the available data, is a healthy \$274,182. There is, however, reason to believe that the remaining members of MGT at the bottom of Table 1 below represent net drains on the CoB. All of MGT's new faculty are net drains (see Daniela Blettner, Bret Becton and Jennifer Sequeira), so one would have to believe that Brian Collins and SherRhonda Gibbs are as well. It is likely the case, though, that Broadus can cover the drains brought on by Collins and Gibbs.

The biggest contributor to the new hires drain problem in MGT seems to be the overuse of instructors. Why is it that MGT needs Broadus, Fennell and Sevier? The answer is not clear at all.