IN MEMORIAM: Dr. Kenneth Black Jr. (1925-2005)

The insurance and financial services education community lost a pioneer, valued leader, and eminent scholar on March 7, 2005, with the passing of Dr. Kenneth Black Jr., Regents Professor Emeritus and Dean Emeritus of the J. Mack Robinson College of Business at Georgia State University in Atlanta.

Born in Norfolk, Virginia in 1925, son of the late Kenneth Black and Margaret Virginia Wolf Black, he devoted over 55 years of his life to an outstanding career as an educator and insurance professional. He held undergraduate and masters degrees from the University of North Carolina at Chapel Hill, a doctorate from the University of Pennsylvania, as well as the CLU & CPCU professional designations.

As a young man, Ken Black played professional baseball with the Norfolk Tars and Portsmouth Cubs. He was a fan of the Atlanta Braves and the Tar Heels, and was intolerant of missed free throws. He would have been very proud of his National Champion Tar Heels.

Dr. Black arrived in Atlanta in 1953—hired by George E. Manners, then Dean of the College of Business, as a fresh, young scholar out of the University of Pennsylvania’s Wharton School of Business—to establish an insurance program at Georgia State University. In 1959, he founded Educational Foundation, Inc. (EFI) to facilitate the development of industry funding in support of the program. Recognizing the high demand for enhancing professional leadership in the field of risk management, Dr. Black was instrumental in cultivating the development and growth of the Department of Risk Management and Insurance (RMI) to its present status as one of the largest and finest centers of risk management education and research in the world.

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Dr. Ken Black’s passing represents the end of an era for the RMI Department. His half century of continued and committed service to the development and growth of this program—from its small beginnings in 1953 to its present status as a premier academic and research institution—represents the essence of success. His presence will surely be missed for a long time to come.

For every end, somber as it may be, there is also a beginning. For the department, this new beginning starts with the ongoing implementation of our updated Strategic Plan—the blueprint for achieving our vision of being the world’s leader in risk management education and research. Toward that goal, there is much to convey in this edition of the RMI Report.

I am pleased to announce that much has been accomplished throughout the fall. We have succeeded in recruiting several world class faculty, and some of our academic programs have been revised to reflect the department’s broader focus on risk and its management.

Three new faculty members joined us last fall. Dr. Shaun Wang, formerly the Director of Research at SCOR, is now the Director of the Actuarial Science program. Besides his typical teaching, research, and administrative work, Shaun has been very active in the development of an internationally recognized standard for risk education. Shaun received his PhD in Actuarial Science from the University of Waterloo.

Dr. Ajay Subramanian and Dr. Anastasia Kartasheva—strong researchers and talented teachers—also joined the faculty last fall. You may recall that our strategic plan called for the recruitment of six additional faculty members to help create an outstanding research faculty. Ajay and Anastasia are the first of this set. Faculty recruiting continues this spring, as we are in the middle of hiring four new faculty members.

In other faculty news, Tom Tredway and Harold Skipper are retiring in June of this year. Bill Custer has been named the Director of the Robinson College’s Center for Health Services Research. This is a joint appointment, as he will remain a member of the RMI faculty.

In the fall, we started to review and restructure our academic programs to be more consistent with the department’s broader view of risk education and risk research. The most visible changes are in the undergraduate program and in the doctoral program. Undergraduate students will now have access to all of our traditional risk and insurance courses as well as four new cutting-edge ones. Two of the courses—in enterprise risk management and personal financial risk management—greatly broaden the exposure our students receive to the practice of risk management. The other two—risk modeling and theory of risk—introduce students to quantitative approaches to risk management.

Changes in the doctoral program are designed to expand the wide range of research opportunities available for our students. The new curriculum is certainly competitive with the best programs offered at other schools, and has already helped us attract highly talented students into the program next year. Producing outstanding doctoral students is an essential part of our strategy to conduct leading edge risk research.

Other important changes to the curriculum include a restructuring of the master’s programs in Actuarial Science and in Mathematical Risk Management. The most important implication of the restructuring is that students in these programs can now complete the requirements for both degrees within four semesters. This lets our students obtain a far broader risk education than is typically offered by business schools. On the agenda for this spring and summer is a detailed review of our other graduate offerings.

On a celebratory note, RCB Dean H. Fenwick Huss recently announced that Dr. Black will be honored by the college with the dedication of the Kenneth Black Jr. Conference Room, formerly Room 1100 in the RCB building. A reception is being planned. Please visit the department web site (www.rmi.gsu.edu) periodically for additional information.
The past year has been a busy and exciting one for the Board of Trustees of Educational Foundation, Inc. (EFI). In order to attract the best students and the best faculty to Georgia State University’s RMI Department, there is an urgent need for greater funding in every area of support—funds to support faculty attendance at professional meetings and presentation of research papers, funds to attract the best and brightest students to RMI programs, and funds to update computer hardware and software in order to be on the cutting edge of research—just to name a few of the most important areas of needed support.

A fundraising steering committee, under the leadership of Vice Chair Wes Duesenberg (BBA ’71, MPA ’73, MIN ’78), met last summer to organize the EFI Board into four industry based teams to accomplish some major fundraising over the next five years. A case statement was developed, a vision and goals were defined, and resource requirements were identified. Trustees have been personally contacting industry leaders and funding commitments have begun to flow into EFI in support of the department.

The teams are not only requesting support from past donors, but working to identify companies that they believe will have an interest in supporting the exciting new developments happening in the RMI Department. We plan to not only expand ourCorporate sponsorship but also to increase the number of EFI Department alumnus and former Educational Foundation Inc. (EFI) trustee John Pisano (MBA ’90, RMI), who has been supporting a series of alumni events, both for networking opportunities and to keep our alumni engaged and informed on research and developments in the department. PLC member Lawanda Dotson (BBA ’03 RMI) successfully led a project to update records in the RMI database (please send us your updates so we don’t have to call you!). Thank you Lawanda! At their most recent meeting, the PLC instigated a marketing committee under the direction of Neils Seebeck (MBA 04, RMI) to keep the RMI Department’s various constituencies abreast of the unfolding developments in the department. Thanks to Neils (and others) for jumping in with his newly minted degree to help build this exciting new program. All of us want to make sure that the (continued on page 12)
CONGRATULATIONS TO 2005 CERMAS AMP GRADUATES

In 2002, the Center for Enterprise Risk Management and Assurance Services (CERMAS)—a premier research center in the Robinson College of Business at Georgia State University—received a grant from the Spencer Educational Foundation for the development and delivery of a unique executive education program. The Advanced Management Program (AMP) in Enterprise Risk Management was designed to provide the necessary knowledge and skills professionals need to manage their firm’s risk exposures in an evolving and increasingly complex business environment. Based on a non-traditional approach to risk management education, the program integrates relevant accounting, auditing, finance, and insurance concepts. It provides real-world knowledge and experience that is typically unavailable in seminars, while avoiding the high cost and lengthy time commitments of MBA, executive MBA, and specialized masters programs.

The inaugural AMP was successfully launched in 2004 and brought together 12 outstanding risk professionals from a variety of industries to the Georgia State University campus for four week-long study modules over a one year period. Classes were taught by some of the best and brightest Robinson College faculty from multiple disciplines.

CERMAS is proud to announce the 2005 graduating class of the Advanced Management Program in Enterprise Risk Management:

Christopher Bohn, Aon
Charyl Burke, Marquette University
Janice Chamberlain, Costco
Patty Clemmons, BellSouth
Steven Coulter, Georgia Pacific
Christine Eick, Auburn University
Andrew Halsall, Marsh
Kim Jimenez, Marsh
Dan Kugler, Snap-On
Allison O’Sullivan, Coca Cola
Pamela Rogers, Marsh
Suzanne Wynter Burke, National Housing Trust (Jamaica)

CERMAS is currently developing the 2005-2006 program, which is scheduled to begin in the fall. Applications are now being accepted. For additional information, visit www.cermas.gsu.edu or call Alfred Mettler, CERMAS’ Managing Director, at 404.651.2631.

SAVE THE DATE... 2005 ERM SYMPOSIUM COMING IN MAY

The 2005 Enterprise Risk Management Symposium—a world-class event cosponsored by the Society of Actuaries, Casualty Actuarial Society, the Professional Risk Managers’ International Association, and Georgia State University—will be held May 2 and 3 at the Sheraton Chicago Hotel & Towers. Georgia State has demonstrated exceptional and sustained leadership in ERM research in collaboration with various industry sectors and professional organizations.

Since its launch in 2003, the Annual ERM Symposium has consistently brought together some of the best and the brightest minds in ERM, who, over the course of the event, have been able to successfully deliberate on a variety of critical issues in enterprise-wide risk management.

The 2005 ERM Symposium speakers include chief risk officers, top risk management experts from around the world, and leading academics, offering a wide range of perspectives on the key risks facing many organizations, as well as some innovative best practices for ERM.

Under the leadership of Shaun Wang, professor of actuarial science and director of Georgia State’s actuarial science program, the university organized the 2004 Bowles Symposium as an important component of the 2004 ERM Symposium. Continuing its success, Dr. Wang is actively engaged in the development and planning of the 2005 ERM Symposium. Both Dr. Wang and Sanjay Srivastava, RMI Department Chair, will serve as symposium speakers. For additional information about the 2005 ERM Symposium on May 2 and 3 visit their web site at www.erm symposium.org.

ROBINSON COLLEGE TO OPEN BROOKHAVEN FACILITY

For the Fall 2005 semester, the Robinson College will open a new classroom facility in Brookhaven, offering its nationally ranked Flex MBA program. The Georgia State Brookhaven Center will provide students with a convenient location to take MBA classes just five minutes north of Buckhead. Classes will be taught by the same world-class faculty who teach in the downtown campus. Visit www.robinson.gsu.edu for additional information as it becomes available.

ROBINSON’S EMBA MOVES UP IN FINANCIAL TIMES RANKINGS

The Financial Times most recent Annual Survey of Executive MBA (EMBA) Programs ranks the Robinson College (RCB) among the top 50 programs in the world. Since its first ranking in 2003, the RCB EMBA has advanced 24 positions to its current 44th worldwide. The Robinson College currently ranks among the top 25 in the United States and 3rd in the Southeast, as one of only two ranked schools in the state of Georgia, the other being Emory University. In terms of salary, the Financial Times Survey ranks Robinson alumni among the top half, with the EMBA 2001 class achieving an average salary increase of 51% three years after graduation.

ROBINSON NEWS...
GABEL RECEIVES TEACHING EXCELLENCE AWARD

Joan T. A. Gabel, associate professor of legal studies in the RMI Department, was recognized by the Robinson College of Business as recipient of the 2004 Board of Advisors Award for Excellence in Teaching. Each year, the college’s Board of Advisors reviews lists of past Faculty Achievement Award winners—Gabel received an RCB Teaching Excellence Award in 2001—and selects an overall winner in each of three categories: Excellence in Teaching, Excellence in Research, and Excellence in Service.

Professor Gabel’s classroom success comes in part from her unique ability to present complex legal and ethical issues in a clear and concise manner that facilitates business student learning. She consistently receives exceptionally high scores on the course/instructor evaluations that students are asked to complete—scores that far exceed Robinson College averages.

Her teaching excellence has also been recognized nationally. In 1999, she received the prestigious Academy of Legal Studies in Business (ALSB) Faculty Recognition Award, representing the highest honor conferred by the ALSB to a junior faculty member.

NEW PROGRAM...

DEPARTMENT INTRODUCES MAS/MRM DUAL DEGREE OPTION

Following the introduction of the Mathematical Risk Management (MRM) program two years ago, the RMI Department became one of just a few institutions of higher education where students can complete graduate degrees in both actuarial science and in quantitative financial risk management. Beginning next fall, however; Georgia State University will become the only U.S. university where students can efficiently complete both degrees in a unique and innovative dual degree program. Full-time students will typically earn both a Master of Actuarial Science and a Master of Science specializing in Mathematical Risk Management in four semesters.

In addition—continuing in Georgia State University’s rich history of accommodating working professionals—the class schedules are flexible enough to allow students to continue their careers and complete both degrees on a part-time basis. Graduates from the dual degree program will possess the broadest training possible in the use of quantitative methods to manage both financial and contingent event risks. They will, therefore, be highly attractive for employers from all sectors of the financial services industry seeking graduates to help develop innovative solutions for their risk management challenges.

MUNICH RE PROGRAM TURNS 25

The Munich Re International Fellows Program turned 25 this year. Under the direction of Larry Gaunt, Professor Emeritus of Risk Management and Insurance, and sponsored by the Horst K. Jannott Scholarship Program, Munich Reinsurance Company, and Georgia State University, this program brings a group of international insurance professionals—identified and selected by their respective firms as future business leaders—to the Georgia State campus for a two-month intensive program of study that provides a greater understanding of U.S. risk management practices. Participants have the opportunity for in-depth discussions on virtually all aspects of insurance related topics with experts from the Robinson College of Business faculty.

This year, ten fellows from eight different countries participated in the program. They attended daily classes specifically designed for the professional interests of the group and took various fieldtrips to some of the top financial services/insurance companies and organizations in Atlanta, including The Southern Company and Southern Insurance Underwriters, Inc. The fellows also completed individual research projects on some aspects of risk management.

Congratulations to the 2005 Munich Re International Fellows:

Stefanie Hirlinger (Munich, Germany)
Sun-Goo Jin (Seoul, Korea)
Joan Kenyon (Montego Bay, St. James, Jamaica)
Mathieu Loisel (Paris, France)
Maria Lundhaug (Bergen, Norway)
Hiroshi Matsuyama (Tokyo, Japan)
Monica Milberg (Munich, Germany)
Johan Schnetler (Randburg, South Africa)
Victor Schultheiss (Munich, Germany)
Nicholas Sheu (Taipei, Taiwan, ROC)

The 2005 Munich Re International Fellows with Wes Deusenberg, President, Southern Insurance Underwriters, Inc.
I was Ken Black's very best friend in the world! How do I know this? Well, he told me so. Some 20 years ago, he was introducing me to a friend at an international insurance society meeting in Paris, France, and introduced me as his “very best friend in the world.” This was quite flattering and I figured “why not”? After all, we had known each other since back in the mid-40’s as undergraduate students at the University of North Carolina at Chapel Hill, where Ken had been a brilliant student (Phi Beta Kappa), outstanding baseball player (led the team in batting in 1948 with a .337 average), and a recognized campus leader (inducted into the highest honorary society at UNC, the Golden Fleece).

Ken graduated a year ahead of me (in 1948) and bought a small, defunct insurance agency in Chapel Hill. A year later, after I graduated and went to work for the insurance company which had sold the agency to Ken, I became his “fieldman.” My job was to teach Ken insurance—and how to sell it. I must have done a good job as he became a subtle, but highly effective salesman and a “fair” insurance man over the years.

About this same time, in Chapel Hill, Ken met a pretty young thing named Mabel Folger, who was working for the University. Mabel was a hillbilly from the western part of North Carolina and came from a large outcropping of Folgers—there were more Folgers in Western Carolina than there were fire ants in South Georgia. They were all over the place. But they took Ken in and loved him and he loved them. Of course, I’m not sure what they would have thought if they had known Ken quietly voted Republican a few times in the next 50 years.

I said earlier Ken was “brilliant,” but more than that, he was a “visionary.” In my definition, a visionary is a person who dreams big dreams that others don’t, and then has the tenacity and ability to make them come true. Ken came to Atlanta one year ahead of me in 1953 with his brand new Ph.D. to establish an insurance program in a lowly extension division of the University of Georgia—later to become the Robinson College of Business at Georgia State University. Today, the Department of Risk Management and Insurance is recognized internationally as one of the finest in the world.

One of Ken’s abilities was planning ahead—way ahead. A personal example: one day in 1961, I was standing on the corner of Edgewood and Pryor Streets in downtown Atlanta, waiting for a light to change, going to a lunch with another insurance friend, Marion Lagerquist. Ken came walking up from Georgia State (a block away). He told us he had just accepted the responsibility, as a local member, of making a few arrangements for the National American Risk and Insurance Association Convention, which was being held in Atlanta a year-and-a-half out in the future. Ken asked if he could count on both of us to help stage the event.

I couldn’t come up with a legitimate excuse to say “no.” So one-and-a-half years later, Marion Lagerquist and I ran the National ARIA Convention for three days for Dr. Black. Talk about planning ahead.

Now let’s revisit this “very best friend in the world” thing. After being very flattered by this designation that Ken had bestowed upon me a year earlier, you can imagine my surprise and dismay when, at another meeting, I walked up to Ken just as he was introducing Ron Freres to another person as his “very best friend in the world.” At first, I was hurt, but, on reflection, I realized that this was the nature of the man. Anyone with whom he was at any place in the world at any time was truly his “very best friend in the world.”

Today, I could not be any more proud and honored to have been one of Kenneth Black’s “very best friends in the world.”
From Harold D. Skipper, Jr...

I am deeply honored to have been afforded the high privilege of saying a few words about Ken Black. As he was fond of saying, "I will try to make a long story short"—which, as we know, always posed challenges for Ken.

Ken was—alternatively over three decades—my boss, my mentor, my colleague, and my friend. As Dean of the business school at Georgia State University, Ken interviewed me when I applied for a position in the mid-1970s. I sported a beard back then. The interview with Dean Black seemed to be going swimmingly, until he said: "You will shave the beard if you come here, won’t you?" I merely smiled; he returned my smile. Was he serious? Would he not authorize his brilliant successor as department chairman, John Hall, to hire me because I had not agreed to shave my beard?

Well, Ken and John did hire me, and later I learned that Ken was indeed serious, but in the Ken Black way. He understood that, during those times, people with beards were sometimes perceived as untrustworthy. As Larry Gaunt, Bill Feldhaus, and countless others learned in their interviews, Ken wanted the young faculty of his still aspiring business school to be perceived in as favorable a way as possible, but he sought to make decisions on the underlying reality by relying heavily on the judgment of trusted colleagues such as John Hall. Indeed, he expected much from his colleagues, but never more than he expected of himself.

Ken Black was, as the Southern expression goes, "a gentleman and a scholar." No kind comment or needed expression of thanks went unsaid; no act of thoughtfulness or courtesy was too great; his personal time was never so precious that he failed to heed a student's, a colleague's, or a friend's request for some of it. Ken truly was a gentle man.

And, of course, Ken was a scholar.

Ken's strengths as a scholar lay in his ability to synthesize and simplify massive, complex, or poorly understood concepts or subjects. This strength was manifest in the clarity of thousands of speeches and class lectures as well as in the dozens of insightful books and articles. Ken's success is all the more astounding when we recognize that he suffered from migraines through much of his early career and was dyslexic.

At the same time, Ken understood better than anyone that his success was due in great measure to the constancy and depth of Mabel's support, advice, and counsel. To say that Mabel Black was not shy about offering advice and counsel may be the understatement of the century. She shared of them generously and without reservation, with Ken and with all of us, and we all are the richer for it.

I close my remarks noting two endearing aspects of Ken's personality. The first relates to Ken's "but" phrases. When you heard one coming, you knew that he was about to tell you his opinion on some matter, all the while protesting that he was not doing so.

The second relates to Ken's mastery of the timely, humorous putdown. We will miss: "come back when you have less time to stay!" Perhaps his favorite was "Working with so-and-so is like going bird hunting and toting the dog." [Not referring to me, of course.]

We are blessed only rarely with being a part of the professional career of an individual of Ken's caliber. It is rarer still that we can call that person a friend. I am and will be forever grateful that he also called me his.

From Lawton M. Nease, Ill...

I enrolled in the graduate business school at Georgia State because it was convenient and inexpensive. I entered without enthusiasm and without any particular academic or career objectives—then I met Dr. Ken Black.

There is an ancient proverb which reads: "The best classroom in the world is at the feet of a wise professor." I had the privilege of sitting in a great classroom not once, but many times, taking every course taught by Dr. Black. He was not the reason I entered the life insurance profession, but he was certainly the reason I continued. He convinced me, by example, that the insurance arena was full of opportunity and fulfillment, if practiced professionally. He persuaded me to continue my education when I thought I had had enough, and I will be forever grateful for his interest in me, my family, and my career.

My relationship with Dr. Black spans four decades. First when I was a student, then when I was a professor (when he was department head and later Dean), then when I was an associate editor of the CLU Journal (while he was editor). There was always a clear chain of command in my academic dealings with Dr. Black. He was the superior and I was the subordinate. I was very aware of that fact, but he never made me feel that way. I studied under him, taught for him, wrote for him, and admired him.

His credentials are impressive and his sphere of influence reached across continents. But as impressive as are his accomplishments, Dr. Black was even more impressively personal. He was a mentor and friend to so many of us. He was an inspiration—not in a fiery or flamboyant way—but in the way he made you want to do your best, to accomplish more, to be like him: a tireless worker with a passion for excellence and a positive influence on everything and everyone he touched.

Goethe said: "If you can treat others as if they are what they ought to be, you can help them become what they are capable of becoming." Dr. Black did that for all of us, helping us become what we were capable of becoming. He taught us that while everyone wants to live on top of the mountain, all the happiness and growth occur while you are climbing it. Dr. Black reached the top of the mountain a long time ago, but he never stopped climbing, never stopped contributing, never stopped helping.

We all want our lives to make a difference—for the world to be a better place because we were here. Dr. Black's life made a huge difference: to his family, his friends, his professional colleagues, his University and his beloved insurance profession. We are all blessed because of his life. A giant is gone—and he will be missed—but his legacy will long remain.

(from left to right) Harold Skipper, David Holland, Hans Rathnow, Bruce Palmer, and Kenneth Black
Dr. Black’s career at Georgia State University spanned over half a century, including appointments as Holder of the C.V. Starr Chair of International Insurance (1984-1992), Dean of the Robinson College of Business (1969-1984), and Chairman of the Department of Risk Management and Insurance (1953-1969). Although he officially retired from teaching in 1992, Dr. Black remained engaged in the professional activities of the RMI Department, Georgia State, and the insurance industry.

Dr. Black developed the truly innovative concept of the “program chair” at Georgia State. Rather than focusing on the specific activities of a particular faculty member, as typical endowed chairs do, he designed a program chair to support the entire RMI Department, serving as a source of working capital to attract and retain the best teaching and research faculty in the world; to attract excellent students with scholarships and fellowships; and ultimately, to entice future department heads who are respected leaders in both academia and in the insurance profession. In 1989, the Kenneth Black Jr. Chair of Insurance was founded in his honor.

From 1959 to 2001, Dr. Black was editor of the Journal of Financial Service Professionals (formerly the Journal of the American Society of CLU & ChFC). Among his many other activities, he was editor of the Prentice Hall series on Risk, Insurance and Security, authored numerous articles in national professional and trade journals, and authored or coauthored fourteen books.

Dr. Black’s collective revisions of the seminal textbook Life Insurance—originally authored by Dr. Solomon S. Huebner in 1915 as the first university-level textbook on the subject, and now in its 13th edition—are considered by many to be some of the most important contributions ever made to life insurance education. The 5th through 10th editions are coauthored by Drs. Huebner and Black. In the early 1980’s, Dr. Black invited Harold D. Skipper, Jr., professor and former chair of the RMI Department at Georgia State, to be a coauthor on later revisions. Today, Life Insurance remains the most famous textbook of its kind and has been used by tens of thousands of CLU’s. The text has been translated into Chinese, Japanese, and Spanish.

In 1971, Dr. Black was nominated by Senator Richard B. Russell and appointed by President Richard M. Nixon as a member of the President’s Commission on Railroad Retirement and also served as vice chairman of the Commission. He was a past president of the American Risk and Insurance Association, the Southern Risk and Insurance Association, the Southern Business Administration Association, the Atlanta Chapter of the American Society of Insurance Management, and the Georgia Chapter of the Society of Chartered Property and Casualty Underwriters.

He served as a member of the Boards of Directors of Alexander and Alexander Services, Inc., Cousins Properties, Inc., Haverty’s Furniture Stores, Inc., the Swiss Re America Companies, and the USLIFE Corporation, among others. He was also elected as vice chairman of the Board of Directors of the International Insurance Society, Inc. and served as the Society’s chief executive officer from 1988 until 1992.

Among the many honors and awards Dr. Black received are: the Round Table of New York Lifetime Achievement Award (2001); the John Newton Russell Memorial Award (1999) presented by the National Association of Life Underwriters; Laureate, The Insurance Hall of Fame, International Insurance Society, Inc. (1993); the Dr. Kenneth Black Jr. Distinguished Service Award established in his honor by the International Insurance Society, Inc. (1992); the dedication of the North Dakota Room, Gregg-Hall Conference Center at the American College funded by an anonymous donor (1992); Regents Professor Emeritus of Insurance and Dean Emeritus, College of Business Administration, Georgia State University (1992); the First Annual Distinguished Service Award from the Life Insurers Council (1990); the Solomon S. Huebner Gold Medal from the American College (1985); the Kenneth Black Jr. Special Library Collection in Risk and Insurance established at Old Dominion University, Norfolk, Virginia (1978); Phi Beta Kappa; Beta Gamma Sigma; Phi Kappa Phi; Outstanding Faculty Member of the Year, College of Business Administration, Georgia State University (1970); the S.S. Huebner Foundation for Insurance Education Fellowship, University of Pennsylvania (1950-53); and Order of the Golden Fleece, University of North Carolina, Chapel Hill (1948). To honor Dr. Black’s 80th birthday (January 30, 2005), the Robinson College of Business dedicated the Kenneth Black Jr. Conference Room, located in the RMI Department.

Dr. Black was preceded in death by his wife Mabel Llewellyn Folger Black and is survived by his son, Kenneth Black, III and daughter and son-in-law Kathryn Black Shoji, Yasuo Shoji, and two granddaughters, Hayley and Lilian Shoji.

In lieu of flowers, the family requests contributions to the Kenneth Black, Jr. Chair of Insurance through Educational Foundation, Inc. (see below).
The RMI Department awarded over $130,000 to deserving students enrolled in our programs during the 2003-2004 academic year. These funds represent the continuing support of alumni, professional organizations, business services firms, and other friends of the department seeking to attract outstanding students and reward exceptional current students who demonstrate academic excellence, leadership, and service to the university community. The faculty and staff of the RMI Department wish to recognize and thank our supporters and to honor our 2005 award, scholarship, and fellowship recipients.

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<th>Award</th>
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<tr>
<td>2005 RMI Alumni Club Undergraduate Student of the Year Award</td>
<td>Jeremy Hodges, Elizabeth Eve Marks</td>
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<tr>
<td>2005 Outstanding Personal Financial Planning Graduate Student of the Year Award</td>
<td>Kathleen R. Forney</td>
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<tr>
<td>2005 Outstanding Risk Management and Insurance Graduate Student of the Year Award</td>
<td>Jun Fang</td>
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<td>2005 Robert W. Batten Actuarial Science Award</td>
<td>Li Li</td>
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<td>2005 Floyd S. Harper Award</td>
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<td>2005 Eli A. Zubay Actuarial Science Award</td>
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<td>2005 Gamma Iota Sigma Leadership Awards</td>
<td>Deepak Gupta, Ginny J. Wen</td>
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<td>AON Scholarship</td>
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<td>Atlanta Claims Association Scholarship</td>
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<td>Leyton B. Hunter Fellowship</td>
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<td>James S. Kemper Foundation Doctoral Fellowship</td>
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<td>John W. Morgan Scholarship</td>
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ALUMNI & STUDENT NEWS

RMI ALUM SEIZES ATLANTA’S LATINO INSURANCE MARKET

Rodolfo Vaupel (MBA-RMI, ’02)—who was born in Lima, Peru and arrived in the United States in 1999 speaking very little English—has become an insurance icon in metropolitan Atlanta’s Latino community. As a managing agent for Lloyd Insurance Group, Inc. (a Nationwide Agency), Vaupel reaches out to Spanish-speaking insurance buyers who are typically underserved by more traditional agencies, to expand the group’s accessibility to risk management products, while also providing a variety of much-needed educational services. He understands that courting Latino consumers is not simply a matter of attracting new customers with Spanish-language materials. Successful insurance agencies must also educate these consumers about the products they sell and, generally, about the importance of managing personal and family risk.

Providing customers with optimal insurance coverage at the best possible price—something that has been typically underachieved in Atlanta’s Latino communities—is one of Vaupel’s overarching goals. “Every customer deserves satisfaction,” said Vaupel. “It feels wonderful when someone who was previously paying too much for insurance—just because he or she didn’t have the correct information—walks out of my office saving a lot of money after purchasing the right amount of coverage. This is the way to develop lifetime relationships with my customers.”

Seizing Atlanta’s Latino insurance market makes sense, not only culturally, but economically. Spending by Latinos living in the United States is currently estimated to be around $500 billion a year, and will increase to approximately $800 billion within the next decade (The McKinsey Quarterly, September 29, 2004). Insurance products and other financial services are expected to account for increasing portions of that total.

With a professional career that spans over 20 years, Vaupel is particularly suited for the task of introducing a wide array of risk management products to Atlanta’s Latino consumers. He owned and ran a successful insurance agency in Peru for many years prior to arriving in the United States. While completing his graduate degree in risk management and insurance at Georgia State University, he was recognized as the 2002 RMI Outstanding Graduate Student of the Year. Vaupel regularly provides expert commentary on insurance issues salient to Latinos through a variety of popular media outlets including Univision—one of the largest international Latino networks—and WABP (Public Television of Atlanta). He has also participated in Spanish-language insurance seminars sponsored by such organizations as the Mexican American Business Chamber, the Latin American Association, and the Hispanic American Center for Economic Development. He remains an active part of Georgia State’s RMI Department by, among other things, serving as a guest speaker on emerging Latino markets in several of the department’s undergraduate courses.

REACHING OUT TO RMI ALUMNI

Last fall, the RMI Department initiated a series of events, held in and around Atlanta, to engage a broad base of RMI alumni. The department hopes that a large part of them will reconnect with their alma mater.

Three breakfasts were held at Villa Christina, near Perimeter Mall. Attendees were treated to interesting, intellectually stimulating presentations and discussions by members of the RMI faculty on a range of salient topics including tort reform (Perry Binder), personal financial planning in an uncertain economy (Conrad Ciccotello), and currency risk (Sanjay Srivastava). Alumni and current students were also treated to a very well attended evening Holiday Celebration at Brio Tuscan Grille in Buckhead.

The alumni outreach initiative is led by Lorilee Schneider, assistant professor of risk management and insurance and undergraduate program adviser, and Tess Monsanto, program development officer and employer/alumni liaison. The team is organizing an equally engaging schedule of alumni events for next fall, including several symposia and social events. Visit the RMI web site this summer at www.rmi.gsu.edu for more information including event schedule.

ALUM APPOINTED VP OF RRISC

Risk & Re-Insurance Solutions Corporation (RRISC) recently announced the hiring of RMI Department alumnus Enrique Venegas (MS-RMI, ’01), as the firm’s Vice President. RRISC President Anthony (Tony) Mirabal, also an RMI Department alumnus (MS-RMI, ’93), said, “We are delighted to have a professional of Mr. Venegas’ caliber join our team. It is not often you find an individual with the qualifications, experience, background and skills of Enrique; he is a perfect match for our organization.”

Prior to joining RRISC, Venegas was a manager in the Financial Risk Management practice of KPMG LLP, where he assisted clients in designing and implementing risk management and alternative risk financing solutions. Before that, he was involved in global insurance and reinsurance brokerage operations, including working for SUMA (Willis in Colombia) for 5 years developing and structuring insurance products for financial institutions and negotiating their placement in various marketplaces.

A privately held company headquartered in Miami, Risk & Re-Insurance Solutions Corporation is an independent reinsurance intermediary and risk advisory firm that specializes in delivering reinsurance solutions to its clients as well as risk management and risk financing consulting services.

PFP STUDENT/ALUMNI CLUB KICKS OFF...

Over 50 alumni and current students in the RMI Department’s Personal Financial Planning (PFP) program attended the inaugural meeting of the PFP Student/Alumni Club. Conrad Ciccotello, PFP program director and associate professor, and alumnus Michael Lipsey of Creative Financial led the events. PFP alumn Shawn Meade—who co-founded Niagara Financial with another PFP alumn, Raj Chokshi—serves as the club’s first president.
**FACULTY & RESEARCH NEWS**

**ROBINSON COLLEGE FACULTY RECOGNIZED AMONG WORLD’S TOP RESEARCHERS**

A recent study by the School of Management at the University of Texas at Dallas (UTD) recognizes the Robinson College of Business at Georgia State University as one of the world’s top 100 business schools for faculty research (43rd worldwide and 39th in the United States). To arrive at the rankings, UTD’s Center for Information Technology Management tracked the publications of business school faculty worldwide in 22 leading peer-reviewed business journals from 2000 to 2004. Target journals include the *Journal of Accounting*, *Journal of Finance*, *Journal of Financial Economics*, *MIS Quarterly*, *Journal of Consumer Research*, and the *Journal of International Business Studies*, among others. The study is believed to be the most comprehensive of its kind ever undertaken.

### PERRY BINDER
**Perry Binder**, assistant professor of legal studies, continues to be an important source of information for local and national media outlets, with quotes in MSNBC & Orange County Register (September 3, 2004—“Wood angles for best results”), the *Rocky Mountain News* (September 3, 2004—“Man who sealed the deal”), and the *Philadelphia Inquirer & San Jose Mercury News* (September 3, 2004—“With Bryant charge dropped, door may open to settlement”).

### CONRAD CICCOTELLO
**Conrad Ciccotello**, associate professor and director of personal financial planning programs, coauthored an article with **Jason Greene** entitled “Mutual Fund Dilution from Market Timing Trades,” which is forthcoming in the *Journal of Investment Management*. Another article, “Finance, Politics, and the Accounting for Stock Options,” (coauthored with **M. J. Hornyak** and **M. Piwowar**) is forthcoming in the *Journal of Applied Corporate Finance*. Two of his articles—"Research and Development Alliances: Evidence from a Federal Contracts Repository" and "Can Education Substitute for Actuarial Exams? Evidence and Policy Implications" (coauthored with **Ron L. Brown**)—appeared in the *Journal of Law and Economics* (47) and *Contingencies* (March/April), respectively.

Professor Ciccotello was interviewed by **Jovita Moore**, WSB Atlanta News (March 4) on the topic of missing data and Choicepoint; by **Pamela Yip**, *Dallas Morning News*, (February 28) for "Calculated guess web sites can help you plan for retirement, but be careful"; and **Alastair Goldfisher**, *Venture Capital Journal* (January 1) for "CalPERS Discloses Management Fees."

### ROBERT KLEIN
**Robert Klein**, associate professor of risk management and insurance, was quoted in the *Times-Picayune* (September 26) in an article by **Mary Judice** on the expected impact of Florida’s hurricanes on insurers and insurance rates.

### JOAN GABEL

### NANCY MANSFIELD
**Nancy Mansfield**, associate professor of legal studies, received the International College Teaching Methods and Styles (CTMS) Conference Best Paper Award for an article entitled “Capitalizing on Teaching at a Research University: The Learning Community Application” (coauthored with **Marta White**). The conference was held in Reno, Nevada in October 2004.

### RICH PHILLIPS
**Richard Phillips**, Bruce Palmer Associate Professor of Risk Management and Insurance, authored an article entitled "Estimating the Cost of Equity Capital for Property-Liability Insurers," which will be published in the *Journal of Risk and Insurance*—a premier academic publication—this fall. The paper is part of a project funded by the Casualty Actuarial Society to investigate the various determinants of insurance prices. A second paper from the project will be circulated later this spring. Another article, "Estimating the Costs of Equity Capital in Property-Liability Insurance" (coauthored with **J. David Cummins**) is also forthcoming in the *Journal of Risk and Insurance*.

### LORILEE SCHNEIDER
**Lorilee Schneider**, assistant professor of risk management and insurance, was quoted in *Business Insurance* in the article "Schools tout incentives to help grow programs."

### DAVID RICHARDSON
**Retirement Plans**

The U.S. retirement security system has moved over the past 60 years from relying on social security and private savings accounts to an increasing reliance on employment sponsored plans. For the self-employed, however, retirement security programs have developed at a much slower rate. A study by **David Richardson**, New York Life Assistant Professor of Insurance at Georgia State University, and coauthor **Ramamurthy Vaidyanathan**, professor, Indian Institute of Management Bangalore, entitled "Retirement Plans for the Self-Employed in the U.S.: Recent Developments," looks at the reasons for this slower rate of development and examines recent developments in retirement programs for the self-employed within the United States. The researchers found that the self-employed system provides a level of flexibility and retirement subsidies that are not generally available to the employed labor force. These opportunities have become more critical as the government’s commitment to Social Security have been brought into question. Richardson and Vaidyanathan will use this study as a framework for developing models and policy options for the self-employed in both developed and developing countries.

### AJAY SUBRAMANIAN
**Forecasting Analysts’ Behaviors**

In a recent study, **Ajay Subramanian**, assistant professor of risk management and insurance, proposes a multi-period learning model to examine how security analyst forecasts of a firm's future earnings vary with the analyst’s prior performance relative to his or her peers. Within a framework where analysts differ in their forecasting abilities and where there is imperfect information about these abilities, the study shows that analysts who significantly out- or under-perform their peers are more likely to issue bolder forecasts, that is, forecasts that differ from the consensus. Findings also suggest that under-performing analysts face higher employment risk and are, therefore, more likely to issue bolder forecasts in response to their performance. The full study, entitled "Dynamic Forecasting Behavior by Analysts: Theory and Evidence," is forthcoming in *Journal of Financial Economics*. 
industry and the world know about the important and positive changes taking place in the RMI Department.

I want to thank all the trustees for their leadership and support and am honored to be affiliated with such a professional and commendable group of individuals. We are all pleased and excited to be a part of the team to take the Department of Risk Management and Insurance to new levels of greatness. We trust we can count on you to join us.

representatives of the quality of a Robinson education.”

Gaddy began his career in life and health insurance at Fireman’s Fund/American Express and later with Fortis. He became a strong proponent of using e-commerce and similar technologies as a more effective way to distribute insurance and business services. As a pioneer in the movement that created an online marketplace for these types of products, Gaddy developed several successful companies—including InsWeb and TempHealth.com—to sell and distribute a wide variety of insurance and retirement planning products over the internet. Today, he runs TrackingROI, a leading web analytics and customer tracking service.

Gaddy’s long record of involvement with Georgia State includes serving as president of the university’s Alumni Association and as an active member of Educational Foundation’s Board of Trustees.

Calling all alums and students... send us your news! We want to hear from you. Do you have a great new job? Have you won any awards lately? Are you involved in an interesting community service project?

Contact Tess Monsanto, alumni relations coordinator (tmonsanto@gsu.edu), or Ellie Diaz, publications marketing coordinator (ediaz@gsu.edu) and take an active role in shaping the future of your alma mater.