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State University of New York
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Albany, New York 12246

International Programs

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**MANAGEMENT TRAINING AND ECONOMICS EDUCATION PROJECT
(EUR-0029-G-00-1061-00)**

QUARTERLY REPORT - February 21, 1992

SUMMARY

The State University of New York received this grant, effective July 23, 1991, to support and expand its inter-university Center for Private Enterprise Development in Budapest, Hungary. The Center provides management training, market economics education, consulting, research, and trade development services to entities and individuals in support of Hungary's private sector. This is the second quarterly report on the Center's activities funded by the AID grant from October 24, 1991-January 23, 1992.

During the reporting period, the following activities took place:

- Eleven short course seminars were given to over 200 participants.
- Curriculum development workshops were combined with real world experience as Hungarian faculty in Győr and Kaposvár participated in 2-week follow-up executive development and finance for non-financial manager courses for business personnel.
- New regional partners were identified in the depressed areas of Eastern Hungary. Some of the short course seminars held during this quarter were organized by the partners and future events have been scheduled for the next quarter.
- Center staff and SUNY-sponsored interns provided ad hoc counseling to a number of Hungarians and Americans who visited the Center. There have also been seven small business consultation projects, six trade development activities, and five research projects.
- The deputy director met with New York state entrepreneurs, the commercial attache at the Hungarian consulate in New York, and New York international trade officials to develop trade relations between the Center and New York businesses.



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- New regional partners were identified in the depressed areas of Eastern Hungary. Some of the short course seminars held during this quarter were organized by the partners and future events have been scheduled for the next quarter.
- Center staff and SUNY-sponsored interns provided ad hoc counseling to a number of Hungarians and Americans who visited the Center. There have also been seven small business consultation projects, six trade development activities, and five research projects.
- The deputy director met with New York state entrepreneurs, the commercial attache at the Hungarian consulate in New York, and New York international trade officials to develop trade relations between the Center and New York businesses.

- Drafts of all 15 scripts for the basic business accounting video project were completed and are being translated for the shoot which will take place next quarter.

- Zsuzsanna Somogyfalvi, from our partner organization Pecs University, successfully completed the first semester of her MBA program and began the second semester as a fully matriculated student at SUNY Binghamton.

Three major factors have affected the program this quarter:

1. The Office of International Programs underwent a number of staff changes resulting in the appointment of Ronald Oppen as Program Director. Since Mr. Oppen had been involved with Eastern European Initiatives since early 1990, the transition was smooth.

2. The increased participation of SUNY faculty in the delivery of seminars, short courses and individual consulting activities has increased the visibility of the project on our campuses. This is resulting in a growing interest among faculty in participating, which has strengthened the SUNY system's commitment to the project.

3. The Center has reassessed its relationships with its Hungarian partners and is expanding its ties with organizations in rural, economically depressed areas. This was done to take account of the increasing number of management training seminars being offered in Hungary by a variety of European and North American providers. As a result the Center focused on working with partner organizations to develop seminars in more targeted content areas, rather than offering generalized courses. The Center is becoming more visible and credible as a provider of "how to" information, and is beginning to create a niche in areas like retail management and marketing, exporting, and small business development.

ORGANIZATION

The Center for Private Enterprise Development is establishing its bona fides as a responsive provider of the kinds of knowledge and help needed by the Hungarian entrepreneurial community. This is attributable to its increasing level of off-premises activities, described above, and also to its professional staff. This includes the director (a Distinguished Teaching Professor), the deputy director (a bilingual Hungarian long active in international trade), the associate director (with years of Hungarian business experience), the training coordinator, and a bilingual secretary. The search to fill the final junior staff position, a financial administrator, is underway.

The Center has received substantial media coverage and is becoming recognized as an authority in management education. In January, Dr. Francis Bethlen, a bilingual SUNY professor, delivered

small business and executive development courses in marketing, and took part in a nationally-broadcast radio program for managers.

Krisztina Hillier, the associate director, received training at the Office of International Programs in Albany at the beginning of the quarter. Relations and cooperation between the US office and Hungarian office were further strengthened by the training visit of Virginia Gorman, OIP project associate, to the Center in November. Project director Ronald Oppen visited the Center twice during the quarter, which aided the smooth transition from his predecessor. He was accompanied on one of the trips by Peter Thomas, the new director of SUNY's International Development Assistance Service and an expert in Hungarian law.

Donald Ellson has been hired as the Pew Fellows coordinator. He works part-time on the Hungarian Citizen's Network Initiative program, funded by USIA and organized by OIP and the Center.

PROGRAMS

Activities in all program areas are in full swing. Major changes were made in the MBA curriculum development program, where Hungarian faculty will receive more intensive guidance in developing their own MBA programs. All the programs have become more focused, addressing specific needs of the local business and academic communities. In addition, the groundwork for greater cooperation among business, academia, and government has been laid by integrating programs whenever possible.

MANAGEMENT COURSES

Eleven seminars were presented during the second quarter: nine two-day small business development seminars and two courses in exporting. To date, 12 seminars have been given with approximately 210 participants. Most of the seminars are given in smaller cities in the south and east of Hungary (Attachment A). Approximately 57% of the participants are small business owners or employees and another 10% work for larger private companies. The remainder of the participants tend to be from local government economic development organizations. They plan to use the information from the seminars to counsel potential entrepreneurs and business owners. They also gain insights into the problems and needs of the business community, which until now have not been a concern of government officials.

The demand and need for small business courses combined with hands-on training is growing. As a result, more resources will go towards small business development seminars rather than management and supervisory training courses. Most of the seminars look at real-life problems and solutions and include case studies. The Center has worked closely with its partner organizations and the

instructors to tailor the programs to the needs of the participants. OIP has added an instructor evaluation component to its evaluation process to get feedback which is used in preparing instructors for future courses. (Attachment A.)

The Center has also been approached by Romanian entities, including the Romanian Chamber of Commerce, a Member of Parliament from Romania, and the Romanian embassy in Washington, all interested in having the Center provide similar management training courses in both Hungary and Romania. The Center staff is looking into the feasibility of this type training as well as possible funding sources.

CURRICULUM DEVELOPMENT AND EXECUTIVE DEVELOPMENT

After discussions with our partner institutions in Miskolc and Pecs, it was decided that money allocated for the education of one of the two MBA students would be better spent on training four faculty members. Miskolc faculty will be teamed with SUNY Buffalo School of Management counterparts for individual consultation and project work. The faculty will thus have an opportunity to: a) learn about the general administrative structure of MBA education, and b) focus on instruction methods in marketing and finance. (Attachment B - Oppen/French letter).

An important aim of the curriculum development program is to expose faculty to real-life business problems and to create strong ties between the business community and partner universities. This was accomplished with two programs held January 6-19:

- In Kaposvar, faculty were linked with a local company to provide consulting and research opportunities. A two-week seminar was held for faculty and their business partners in the areas of human resources, finance, strategic management, and marketing. Experts from SUNY campuses at Buffalo, Brockport, Plattsburgh, and Cornell conducted participatory seminars in which case studies and problem-solving activities were used as teaching devices.

- In Gyor, faculty from SUNY Buffalo and Binghamton used a different model to promote interaction between business academics and local businesses. Workshops in finance and accounting were presented to faculty at the College of Technology in Gyor. Towards the end of this workshop, faculty were given the opportunity to observe and participate in a seminar dealing with finance for non-financial managers, sponsored by the Gyor Management Education Foundation at the College of Technology. The Foundation was established by Gyor enterprises in collaboration with the Gyor local government and the College of Technology, with guidance and support from John Thomas, associate dean for international programs at SUNY Buffalo's School of Management. The Foundation has provided major facilitative support to this project.

TRADE DEVELOPMENT AND SMALL BUSINESS CONSULTING

Arpad Kezdi, the Center's deputy director, visited New York State in November and met with local business people and government officials to discuss cooperative programs between Hungarian companies and organizations and their New York State counterparts. Kezdi met with officials of the New York State Department of Economic Development in both Albany and New York City, and with private sector representatives in New York City.

Other major trade activities which took place during this reporting period:

- SUNY-funded MBA interns working at the Center provided ad hoc consulting for Hungarian and American business people interested in American-Hungarian trade and small business development in Hungary. These business people found out about the Center from a number of sources: partner institutions, SUNY's Office of International Programs, the US commercial attache in Budapest, and the AID mission in Budapest. The interns also did research projects on trade issues and created a report entitled "Invest in Hungary" which will be used as reference material for Americans wishing to do business in Hungary.

- The Center director and deputy director took part in a number of conferences throughout Hungary on regional and trade development. At most of these conferences they gave presentations on exporting, small business development, and business education. They also took part in discussions on funding sources for small business entrepreneurs and establishing better relations between business and government.

- At the request of the Hungarian-American Enterprise Fund, the Center took part in a working group on creating more effective procedures for micro loan processing. Among the associations represented were PHARE, the prime minister's office, the Hungarian Foundation for Enterprise Promotion, and five regional development and small enterprise organizations.

- The Center hosted a number of representatives from international organizations interested in providing assistance to Hungarian enterprises, including the director of Economic Restructuring at AID Washington, the program officer for the Center for International Private Enterprise, and a representative of the non-profit Aid to Artisans organization.

- A visiting SUNY professor provided one-on-one trade consulting to a Hungarian company seeking detailed information on how to export to the United States.

PUBLIC EDUCATION

This part of the project is on schedule; drafts of all 15 of the basic business accounting scripts have been written, the translations have begun, and shooting starts in March. During this quarter, 15 script treatments (story outlines) were developed. They were checked for cultural acceptability by a Hungarian expert, then written in English by a professional script writer. The finished English scripts were checked by a Hungarian accounting expert for inconsistencies, compliance with Hungarian accounting law and practice, and cultural acceptability. Most of the scripts were at this stage at the end of the quarter. The next step is for the translated scripts to be reviewed by a second Hungarian expert.

OTHER ACTIVITIES

SUNY Interns: As mentioned in the Trade Development section, the Center was partly staffed by SUNY MBA students. They received a fellowship for one semester to work half-time at the Center and pursue their own research topics the rest of the time. These interns were valuable resources for the Center. In addition to consulting with Hungarians and Americans on trade and small business development issues, they worked on projects which were of great use to the Center, including:

- Establishing strong ties with the Hungarian-American Chamber of Commerce in Budapest. This reinforced the Center's role as a resource available to Hungarian and American business people who contacted the Chamber.

- Designing a market survey on doing business in Hungary for the Hungarian-American Chamber of Commerce.

- Designing and conducting a market survey on the management needs of arts organizations in Hungary.

- Contributing to AID's Women in Development evaluation of management needs of Hungarian women.

- Producing three papers which are now used as Center resources: "Privatization of the Hungarian Economy - A General Study"; "The Ramifications of Cultural Change Upon Western Integration of the Hungarian Economy"; and "Investing in Hungary 1991."

Another intern has been funded this semester and is now working at the Center. His specialty is marketing and he has previously worked on a project in Buffalo analyzing market barriers in Hungary.

CITIZENS NETWORK INITIATIVE (CNI)

The U.S. Information Agency has awarded a grant to SUNY and its Budapest Center to design and administer a Citizen's Network Initiative project involving the business community in two Hungarian cities. Local business leaders are learning how to organize themselves to work with newly-elected city officials to attract new investments. Their model is the U.S.-style chamber of commerce, which promotes private economic growth and community development.

The USIA grant is funding an exchange of visits between city teams from Gyor/Buffalo and Szekesard/Binghamton. In addition to fostering volunteer business advisory councils in the Hungarian cities, the American city representatives are developing mutually fruitful new trade relationships with their counterparts.

The Center is well acquainted with the business and government communities of the two Hungarian cities through the AID-funded management and entrepreneurship activities it has been conducting there. These additional bonds between New York State and Hungary strengthen and broaden the Center's future role in private business development.

PEW FELLOWS PROGRAM

A Fellows coordinator, jointly funded by Pew and AID, has been hired and the first five of 15 Fellows have been identified. The program will bring the first Fellow to Schenectady, New York, in March to observe and participate in the U.S. portion of the AID-funded basic accounting video project.

The goal of this program is to prepare Hungarian professionals to replace the Americans who travel to Hungary to conduct the Center's training and consulting activities. Qualified Hungarians will be asked to understudy visiting Americans with a view to eventually assuming their workload. The Pew Charitable Trusts are providing funding for an average of seven weeks of observation and advanced training in the United States for each Fellow.

Candidates have been approached and plans are being developed for fellowships in the fields of entrepreneurship, specialized business management, and video production, which will take place in the third quarter. Additional internship commitments for some of the remaining ten Fellows have been obtained from SUNY's Small Business Development Centers and New York State's Department of Economic Development (DED). One of DED's interests is in identifying business opportunities for New Yorkers, so they look upon this type project as a low-cost way to promote international activities.

SUMMARY FINANCIAL REPORT

See Attachment C.

ATTACHMENT A:

SEMINARS

Summary of Seminars to date
Center Activities/Visitors Book
Seminar Participants Statistics/Evaluations

CURRICULUM DEVELOPMENT, EXECUTIVE DEVELOPMENT,
FINANCE FOR NON-FINANCIAL MANAGERS

Schedule of activities for the Quarter
List of Participants
Instructor Evaluations

ATTACHMENT B: Memo to Stephen French from Ronald Oppen

ATTACHMENT C:

FINANCIAL REPORTS

Summary of total program expenditures for November, December,
January

Summary of Curriculum Development, Executive Development, and
Finance for Non-financial Managers for December, January

Summary of Director salary expenditures to date

ATTACHMENT A:

SEMINARS

Summary of Seminars to date
Center Activities/Visitors Book
Seminar Participants Statistics/Evaluations

**CURRICULUM DEVELOPMENT, EXECUTIVE DEVELOPMENT,
FINANCE FOR NON-FINANCIAL MANAGERS**

Schedule of activities for the Quarter
List of Participants
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DATA OF SEMINARS

DATE PRINTED: 01/30/92

NR	LECTURER	SEMINAR NAME	PLACE	DATE	# PARTICIP.
1.	W.HOLSTEIN	HOW TO PLAN	TATA	13-14 JUN	16
2.	D.BOURQUE	BASIC ACC.	SZEKSZARD	13-14 JUN	47
3.	W.HOLSTEIN	HOW TO PLAN	GARDONY	11-12 NOV	19
4.	W.HOLSTEIN	HOW TO PLAN	JASZBERENY	08-09 NOV	16
5.	P.MARKULLIS	SM. BUS. MGMT.	SZEGED	13-19 NOV	21
6.	P.MARKULLIS	SM. BUS. MGMT.	SZEKSZARD	21-22 NOV	18
7.	S.ROSS	SM. BUS. MGMT.	GYONGYOS	09-10 DEC	8
8.	S.ROSS	SM. BUS. MGMT.	GYULA	12-13 DEC	18
9.	P.GANDHI	HOW TO EXPORT	BUDAPEST	12 DEC	21
10.	P.GANDHI	HOW TO EXPORT	BUDAPEST	14 DEC	15
11.	P.GANDHI	HOW TO EXPORT	BUDAPEST	15 DEC	45
12.	F.BETHLEN	BASIC MARKET.	SZEKSZARD	13-14 JAN	13
13.	F.BETHLEN	BASIC MARKET.	KAPOSVAR	15-17 JAN	15
14.	W.HOLSTEIN	HOW TO PLAN	KOSZEG	07-08 FEB	
15.	W.HOLSTEIN	HOW TO PLAN	MENFOCSANAK	3-1 JAN-2 FEB	
16.	N.VACZEK	AGR. MGMT.	MENFOCSANAK	11-16 FEB	
17.	N.VACZEK	AGR. MGMT.	HODMEZOVH.	17-18 FEB	
18.	W.FELDMAN	RETAIL MGMT.	KISUJSZALLAS	17-18 FEB	
19.	N.VACZEK	AGR. MGMT.	KAPOSVAR	25-26 FEB	
20.	W.FELDMAN	RETAIL MGMT.	BUDAPEST	20-21 FEB	

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SUNY CENTER / BUDAPEST
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1992

THE CENTER FOR PRIVATE ENTERPRISE DEVELOPMENT

MAGÁNVÁLLALKOZÁSOKAT FEJLESZTŐ KÖZPONT

For week of Nov. 10, 1991

Name CENTER

Monday/Hétfő

Short course seminar "How to write a business plan"
dr. Holstein
Jászberény

Tuesday/Kedd

Short course seminar "How to write a business plan"
dr. Holstein
Jászberény

CNI program conference with Szekszárd, Győr

Wednesday/Szerda

see attachment.

Interview video fellow candidates

Thursday/Csütörtök

Meeting with Miskolc's, Eger's representatives to prepare future activities.

Meeting with dr. Bába, video program review

Friday/Péntek

Meeting with dr. Mark... interview video fellow candidates

Comments:

Please find attached the agenda of the rector's training preparation meetings with dr. Chapman, dr. Windham.

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VISITORS' BOOK

DATE	NAME	ORGANIZATION	PURPOS
1.12.16.	Faragó Attila Cseh Balázs Kis András Stefanovics István Bogdán Mária	Bp. Technical Univ. Management Sp. College AIISEC AIISEC Gyula, Enterprise Forum Hungarian Busexport	Discuss short courses. Discuss short courses Discuss short courses Discuss short courses Discuss trade development
1.12.17.	Peter Keresztes Elizabeth Mertens Gábris László Horváth Andrea Patkai Helga Cseh Balázs	Readers' Digest - " - translator translator translator translator	FR Management training course Curriculum development Finance for non-finance pr.
1.12.19.	Nagy András Thomas Schwieters Kiss Géza Pülöp Attila	Szeged, Progress Kisújszállás, Peace Corps Kisújszállás, School Tungsram	Short courses Training for teachers Trade development
1.12.20.	Kovács Beáta Puskás Otília	Semmelweis Medical University job applicant	Health development Personnel

VISITORS' BOOK

15

DATE	NAME	ORGANIZATION	PURPOSE
Jan. 06-17.	prof. John Boudreau prof. Charles Trzcinka prof. Lewis Desfosses prof. Francis Bethlen prof. Philip Perry prof. John Gardner	SUNY	Human Resources Finance Strategic Management Marketing Finance Accounting
Jan. 16-17.	Mrs. Vera Blinken		Discuss health proposal
Jan. 20.	dr. Péter Balázs	Kurator	Discuss Foundation Agreement
Jan. 23-28.	dr. Nicolas Vaczek	Agri-Bus Consultant	Discuss program coordination
Jan. 24.	András Surányi dr. Ágnes Bába	MAFILM BUES	Video project coordination
	dr. Ernő Zalai	BUES	Project coordination
Jan. 27.	prof. Norman Herbert	Broome County Community College	
Jan. 29.	András Kis	AIISEC	Translation
Jan. 31.	Nicolas Vaczek László Gábris	interpreter	
	dr. Judit Szennyessy	College of Catering	Discuss further activities

19-FEB-84 HELD 11:30 SUNY CENTER BUDAPEST

Program Name: Sm. Bus.

Course/workshop/seminar name:
How to write a business plan

Location/Partner: Jászberény

Instructor: dr. Holstein

Facilities donated by Partner? Yes No (if yes, please
Translator used? Yes No give detail)Translator provided by Partner? Yes NoLodging/food provided by Partner? Yes No

Dates of Workshop/program: 1991. nov. 11-12.

Participant Name	Organization	(1) Job code	(2) paid=P or sponser=S	(3) new=N or return=R
Mr. Pethő, István	City Mayor's office	3	S	N
Mr. Csomor, Tamás	Top Coop Kft.	1	S	N
Mr. Deme, Ferenc	City Supply Co.	13	S	N
Mrs. Husznay, Miklósné	"	13	S	N
Mr. Goda, Zoltán	Gonako Kft.	1	S	N
Mrs. Makács, Pálné	Book keeping	1	S	N
Mr. Baráth, György	Industry School	1	P	N
Mrs/dr. Sipos, Erika	family Institute	3	S	N
Mr. Valamóni, Sándor	"	1	S	N
Mr. Csák, József	Water authority	5	S	N
Mr. Bajor, István	"	5	S	N
Mr. Miklós, István	City Preservant Co.	1	P	N
Mr. Kuti, Mihály	Code Kft.	1	S	N
Mrs. Hlavacska, Andr	High Electricity School	4	S	N
Ms. Simon, Ildikő	Mayor's office	3	S	N
Mrs. Kovács, Lászlóné	Greengrocery	1	P	N

1. Job/Occupation Codes:

- (1) Small Business Owner
- (2) Small Business Employee
- (3) Government Administrator
- (4) Government Corp.-Top Management
- (5) Government Corp.-Middle Management
- (6) Government Corp.-supervisors
- (7) Government Corp.-employees
- (8) Private Co.-Management
- (9) Private Co.-Supervisor
- (10) Private Co.-Employee
- (11) Academic-Business/economics
- (12) Academic-other
- (13) Other

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16

(14) Academic Other
 (13) Other

COURSE IN JASZBERENY
 (NOVEMBER 11-12 1991.)

Number of participant: 16

Valuation

	NEW	WELL- KNOWN	DIFF. KNOWN
Entrepreneurial opp. recognition	5	7	4
Industry and competitive analysis	7	7	2
Fundamentals of planning	10	5	1
Tools for analysis and planning	12	3	1
The business plan	12	3	1
Business plan elements	12	3	1
Preparing the business elements	12	3	1

Interesting: 14
 Boring: 0
 Too detailed: 2
 Too common: 1
 Easy to follow: 13
 Good translation: 14

17

Program Name: Small Business Course/workshop/seminar name:
Small business management

Location/Partner: Szeged Instructor: dr. Markulis

Facilities donated by Partner? Yes No (if yes, please
Translator used? Yes No give detail)

Translator provided by Partner? Yes No

Lodging/food provided by Partner? Yes No

Dates of Workshop/program: 1991. nov. 18-19.

Participant Name (3)new=N	Organization	(1)Job	(2)paid=P code sponser=S	or return=R
Mr. Somogyi, Attila	Matchprod. Fact.	5	P	N
Mr. Gasztány, Ferenc	Promptimpex Kft.	1	S	N
Mr. Borbás, József	Sinus Kft.	1	S	N
Ms. Ötvös, Zsuzsanna	Nat. Savings Bank	4	S	N
Ms. Patócs, Ágnes	"	5	S	N
dr. Kakuszi, László	Pannónia Clothes	1	P	N
Mr. Szakál László	"	1	P	N
Mr. Szabó, József	Excom Kft.	10	S	N
dr. Buzi, Lajos	Nat. Savings Bank	5	S	N
Mr. Kovács, István	Szeged Software Kft.	1	S	N
Mr. Szalai, Sándor	Mahart Szeged	4	S	N
Mrs. Szolgáné Dr. Rózsa Zsuzsa	High School	5	S	N
Mr. Boros, Árpád	Metaltechnics Kft.	1	S	N
dr. Tagai, Sándor	County Human Resource Center	3	S	N
Mr. Kalocsai, Péter	Kopáncsi Tes Kft.	2	S	N
Mr. Farkas, Tibor	Arder BT.	1	P	N
Ms. dr. Kassai Zsuzsa	OVUM Kft.	1	P	N
Mr. Mészáros, Imre	County Human Resource Center	3	S	N
Mr. Kónya, István	ITV-Reflex Kft.	2	S	N
Mr. Bagi, Ádám	County Agricultural Chamber	13	S	N
Mr. Gulyás, József	Co-op.	13	S	N

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- (3) Government Administrator
- (4) Government Corp.-Top Management
- (5) Government Corp.-Middle Management
- (6) Government Corp.-supervisors
- (7) Government Corp.-employees
- (8) Private Co.-Management
- (9) Private Co.-Supervisor
- (10) Private Co.-Employee
- (11) Academic-Business/economics
- (12) Academic-other
- (13) Other

COURSE IN SZEKSZARD
(NOVEMBER 21-22 1991.)

Number of participant: 18

Valuation

	NEW	WELL- KNOWN	DIFF. KNOWN
Introduction to the management	8	7	3
Concept of competition	7	7	4
The components of business	5	13	0
The manager's job and role	6	11	1
The business plan	12	3	1
Review of small business issues in other countries to provide perspective	14	3	1

Interesting: 12
 Boring: 2
 Too detailed: 2
 Too common: 7
 Easy to follow: 14
 Good translation: 16

Program Name: Small business

Course/workshop/seminar name:

Small business management

Location/Partner: Gyöngyös

Instructor: Stanley C. Ross

Facilities donated by Partner? Yes No (if yes, pleaseTranslator used? Yes No give detail)Translator provided by Partner? Yes NoLodging/food provided by Partner? Yes No

Dates of Workshop/program:

Participant Name	Organization	(1) Job code	(2) paid=P or sponser=S	(3) new=N or return=R
dr. Soltész, Sándor	Vinker Ltd.	1	P	N
Mr. Somfai, János	Mechatronika	5	S	N
Mr. Bognár, József	B. Braun-Rolitron	2	S	N
Mr. Lendvai, Zsolt	DL-Officetechn.	2	P	N
Mr. Varga, László	Arion Ltd.	1	P	N
Mr. Kereskényi, László	Meat Co.	5	S	N
Mr. Fülöp, Gábor	Chamber of Ec.	13	S	N

0

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COURSE IN GYONGYOS
(DECEMBER 09-10 1991.)

Number of participant: 7

Valuation

	NEW	WELL-KNOWN	DIFF. KNOWN
Problems of small business mgmt.	5	2	0
Strategy of small business mgmt.	5	2	0
Practical questions	6	1	0
Cases	7	0	0

Interesting: 5

Boring: 0

Too detailed: 0

Too common: 1

Easy to follow: 5

Good translation: 5

20

Program Name: Small business

Course/workshop/seminar
name: Small business
management

Location/Partner: Gyula

Instructor: Stanley
C. Ross

Facilities donated by Partner? Yes No (if yes, please
 Translator used? Yes No give detail)
 Translator provided by Partner? Yes No
 Lodging/food provided by Partner? Yes No

Dates of Workshop/program: December 9-10, 1991

Participant Name	Organization	(1) Job code	(2) paid-P or sponser=S	(3) new-N or return=R
Mr. Grofcsik, Gusztáv	Escape Ltd.	1	P	N
Mr. Oláh, László	Bocskai Coop.	13	S	N
Mrs Ulicsny, Jánosné	Underwear Factory			
	Sátoraljaújhely	7	S	N
Mr. Vida, Mihály	VISZIG	5	S	N
Mr. Hegyi, András	Agroker	7	S	N
Mrs Hegyi Mohos, Judit	Tatabánya Secondary Youth College	7	S	N
Mrs. Benicsik, Lászlóné	Pannonplast	7	S	N
Mrs. Balogh, Imréné	Fess Ltd.	1	P	N
Mrs. Korpa, Ferencné	Secondary School	7	S	N
Mrs. Orvos, Ferencné	Cultural Center	4	S	N
Dr. Obzsut, József	Tokaj Vine Co.	4	S	N
Mr. Szabó, Gábor	HungaroTeam	1	P	N
Mrs. Obzsut	Bodrogköz Coop.	5	S	N
Mr. Egeresi, László	Elektrokontroll	1	P	N
Mr. Moldován, Tibor	Highway Co.	7	S	N
Mr. Kovács, Flórián	Tanrics	4	P	N
Mr. Hack, Róbert	pupil/electrotechn./	13	P	N
Mr. Suhajda, Csaba	"	13	P	N

7

23

COURSE IN GYULA
(DECEMBER 12-13 1991.)

Number of participant: 18

Valuation

	NEW	WELL- KNOWN	DIFF. KNOWN
Problems of small business mgmt.	15	2	1
Strategy of small business mgmt.	16	2	0
Practical questions	15	2	1
Cases	18	0	0

Interesting: 14

Boring: 0

Too detailed: 0

Too common: 1

Easy to follow: 16

Good translation: 13

24

Magánvállalkozásokat Fejlesztő Központ
The Center for Private Enterprise Development

Prof. Prem Gandhi's presentation

	New	Known	Known in another way
1. ENVIRONMENT	7	12	3
2. ENTERING MARKET	12	6	4
3. PROCESS	12	6	3

	good	medium	bad
Practical usefulness of the presentation	13	9	0

- interesting: 11
- boring: 0
- too detailed: 0
- too common: 3
- easy to follow: 16
- good translation: 3

25

Program Name: Small business

Course/workshop/seminar name:
Marketing

Location/Partner: Szekszárd

Instructor: prof. Bethlen

Facilities donated by Partner? Yes No (if yes, please
 Translator used? Yes No give detail)
 Translator provided by Partner? Yes No
 Lodging/food provided by Partner? Yes No

Dates of Workshop/program: January 13-14., 1992

Participant Name	Organization	(1) Job code	(2) paid=P or sponser=S	(3) new=N or return=R
Ms Petróczi, Krisztina		1	P	N
Mr Sebestyén, Dezső	Infotolna Ltd.	1	P	Y
Mrs Bakó, Csabáné	Gemenc Expo	2	S	N
Mr Albrecht, László	KSZE Co.	5	S	N
Mr Elek, Péter	KSZE Co.	5	S	N
Mr Balczer, János	MUT Vegyész Ltd.	7	S	N
Mr Körmendi, László	SEBI Exchange	2	S	N
Mr Gyuricza, János	Perfect Phone Ltd.	1	P	N
Mr Hermann, Nándor		2	P	N
Mr Gyurkó, László	Mega-Ker Ltd.	1	P	Y
Mr Takács, Márton	SEBI Exchange	2	S	N
Mr Ferkelt, Sándor	QUIT Paks	1	P	N
Mr Csizser, Zoltán	Dédász Co.	7	S	Y

VALUATION

Place: Kaposvar

Time:

Number of participants: 22

Highest value is 5 lowest is 1

Valuation: 4.2

	weak	under aver.	aver.	over aver.	exell.
Quality of the prg.				18	4
Org. of the prg.				11	11
Market research		2	6	9	5
Personel departm.			2	14	6
Strategic mgmt.				19	19
Finance			2	14	6
Importance			3	15	4

What was the best of the program?
Strategic management

What was the worst of the program?
Market research

	Yes	No
Do you recommend our prg to sy?	22	

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SCHEDULE OF ACTIVITIES
JANUARY 4 - JANUARY 20.

Date	Name	Arrive		Meet	Leave		Accomp.	Accomoda-	Course
		time	air- port		for	by		tion City	
01.08 Wed.	Desfosses				Miskolc	train eve- ning	Árpád	Hotel Juno	
	Bethlen							Keszt- hely	Executive Developm. Marketing
01.09 Thu.	Perry							Győr	Finance Workshop /Coll. of Techn. /
	Gardner							Győr	Finance Workshop
	Desfosses						Árpád	Mis- kolc	Curr. Dev.
	Bethlen							Keszt- hely	Executive Developm. Marketing
01.10 Fri.	Trzcinka	12.55 pm.	II.	István				Bp. Taver.	
	Gardner							Győr	Finance Workshop
	Perry							Győr	Finance Workshop

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S - J L I - 9 2 F O H I 1 4 : 3 1 S U N Y C E N T E R / B U D A P E S T P . O S

SCHEDULE CBS ACTIVITIES
JANUARY 4 - JANUARY 20.

Date	Name	Arrive		Meet	Leave		Accomp.	Accommodation City	Course
		time	air- port		for	by			
01.10 Fri.	Desfosses						Árpád returns to Bp.	Mis- kolc	Curr.Dev.
	Bethlen							Keszt- hely	Executive Developm.
01.11 Sat.	Boudreau	06 pm	II.	István				Bp. Tavern	
	Desfosses				Buda- pest	train 10 am		Bp. Tavern	
	Perry				Buda- pest	train 10.42 am		Bp. Tavern	
	Trzcinka							Bp. Tavern	
	Gardner				Buda- pest	train 10.42 am		Bp. Tavern	
	Bethlen				Buda- pest	train 2.25 pm		Bp. Tavern	
01.12 Sun.	Boudreau				Keszt- hely	train Déli 5.10pm	Krisz- tina	Gorgi- kon	

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SCHEDULE OF ACTIVITIES
JANUARY 4 -- JANUARY 20.

Date	Name	Arrive time	air- port	Meet	Leave		Accomp.	Accomo- dation	Course
					for	by		City	
	Gardner				Győr	train Kel. 1.05p		Győr Hosp.	
01.12 Sun.	Desfosses				Vienna	air I 4.30p			
	Trzcinka				Miskolc	train Kel. 1.05p	Árpád	Hotel JUNO	
	Bethlen							Bp. Tavern	
	Perry							Bp. Tavern	
01.13 Mon.	Boudreau							Keszt- hely	Executive Developm.
	Gardner							Győr	Finance /Non-Fin/
	László Gábris, interpr.				Győr			Győr Hosp.	Finance /Non-Fin/
	Trzcinka						Árpád	Mis- kolc	Curr. Developm.

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S I D N I S E F O N I A : S N S U L Y O E I T E R \ B C D I P E S T U . S T

SCHEDULE OF ACTIVITIES
JANUARY 4 - JANUARY 20.

Date	Name	Arrive		Meet	Leave for		Accomp.	Accommodation		Course
		time	air-port		by	City				
	Bethlen				Szek-szárd	car	István	Hotel Alisca	Sm. Bus. Marketing	
	Perry							Bp. Tavern		
01.14 Tue.	Boudreau				Buda-pest	train 2.45p		Bp. Tavern	Executive Developm.	
	Gardner							Győr	Finance /Non-Fin/	
	Trzcinka				Bp.	train 1.05p	Árpád	Mis-kolc	Curr. Developm.	
					Keszt-hely	5.50p	Árpád	Keszt-hely Geor-gikon		
	Bethlen				Buda-pest	car	István	Bp. Tavern		
01.15 Wed.	Boudreau				Mis-kolc	train 7 am	Krisz-tina	Hotel JUNO		
	Gardner				Buda-pest	train after noon		Bp. Tavern		

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**SCHEDULE OF ACTIVITIES
JANUARY 4 - JANUARY 20.**

Date	Name	Arrive time	air- port	Meet	Leave		Accomp.	Accomo- dation	Course
					for	by		City	
	Trzcinka							Keszt- hely	Executive Developm.
	Perry							Győr	Finance /Non-Fin/
	Bethlen							Bp. Tavern	
01.16 Thu.	Boudreau				Buda- pest	train 3 pm			
					Frank- furt	air I 6.45 pm			
	Gardner				Zurich	airII 2.45p			
	Perry							Győr	Finance /Non-Fin/
	Trzcinka						Árpád	Keszt- hely	Executive Developm.
	Bethlen				Kaposv.	train	István	Kaposv hotel	Sa. Bus. Marketing

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SCHEDULE OF ACTIVITIES
JANUARY 4 - JANUARY 20.

Date	Name	Arrive		Meet	Leave		Accomp.	Accomoda- tion	Course
		time	air- port		for	by		City	
01.17 Fri.	Perry				Buda- pest	train eve.		Győr Bp. Tavern	Finance
	Trzcinka				Buda- pest Copen- hagen	train 2.25p air I 5.30pm		Keszt- hely	Executive Developm.
	Desfosses	3.50pm	I.					Bp. Tavern	
01.17 Fri.	Bethlen				Buda- pest	train	István	Bp. Tavern	
01.18 Sat.	Desfosses				Zurich	8.45 am			
	Perry				London	airII 10.15 am			
	Bethlen							Bp. Tavern	
01.19 Sun.	Bethlen							Bp. Tavern	

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**SCHEDULE OIB ACTIVITIES
JANUARY 4 - JANUARY 20.**

Date	Name	Arrive		Meet	Leave		Accomp.	Accommodation		Course
		time	air- port		for	by		City		
01.20 Mon.	Bethlen				USA	airII 8.45 am				

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 01 JAN 1952 MON 15:53 SUNY CENTER / BUDAPEST P. 03

2/2

Executive Development Program KAPOSVÁR

Dr. Petér Horn	akadémikus, rektor	Pannon Agrártudományi Egyetem
Dr. Zoltán Kardos	egyetemi tanár, rektorhelyettes	Pannon Agrártudományi Egyetem
Dr. József Baka	gazdasági főigazgató	Pannon Agrártudományi Egyetem
Dr. Árpád Szabó	személyzeti osztályvezető	Pannon Agrártudományi Egyetem
Dr. László Vincze	egyetemi tanár, dékán	PATE Georgikon Kar
Dr. László Kárpáti	adjunktus, ügyvezető igazgató	PATE Georgikon Kar
Dr. Imre Farkas	gazdasági igazgató	PATE Georgikon Kar
Dr. Gyula Széles	egyetemi tanár, dékán	PATE Állattenyésztési Kar Kaposvár
Dr. István Holló	egyetemi decens, dékánhelyettes	PATE Állattenyésztési Kar Kaposvár
Dr. József Stefler	egyetemi docens, tudományos dékánhelyettes	PATE Állattenyésztési Kar Kaposvár
Mr. Emil Herczog	kísérleti telep igazgató	PATE Állattenyésztési Kar Kaposvár
Dr. Géza Kuroli	egyetemi tanár, dékán	PATE Mg. Tud. Kar Mosonmagyaróvár
Dr. János Iváncsics	egyetemi tanár, dékánhelyettes	PATE Mg. Tud. Kar Mosonmagyaróvár
Dr. Antal Tenk	egyetemi docens, dékánhelyettes	PATE Mg. Tud. Kar Mosonmagyaróvár
Dr. Péter Reisinger	egyetemi docens	PATE Mg. Tud. Kar Mosonmagyaróvár
Dr. János Erdős	gazdasági igazgató	PATE Mg. Tud. Kar Mosonmagyaróvár
Dr. László Takács	intézeti igazgató	PATE Takarmánytermesztési KutatóIntézet Iregszemcse
Dr. Kálmán Serester	c.egyetemi tanár elnök-vezérigazgató	TAKEFI Rt., Budapest
Béla Dóra	ügyvezető igazgató	BACON Rt. Ócsa

Executive Development Program KAPOSVÁR

Kimiti Aranka Kovácsné	gazdasági igazgató	BIOTÁP Kft. Budapest
József Farkas	ügyvezető igazgató	Mezőgazdasági Konyvkiadó Kft. Budapest
András Gyókér	producer	MTV 42.sz.menedzser iroda Budapest
Béla Bizó	elnök	MgTSz. Cserszegtomaj
Dr. Sándor Szakály	c.egyetemi tanár, igazgató	Tejipari Kutató Intézet Pécs
Beáta Keller	kutató igazgató	Tejipari Kutató Intézet Pécs
Perenc Kósa	elnök-vezérigazgató	KAHYB Rt., Kaposvár
Károly Szakály	elnök-vezérigazgató	KAPOSFARM Rt, Kaposvár
Dr. Gyorgy Markowszky	elnökhelyettes	Balatonfüred-Csopak Tája Tsz, Nemesvámos
Dr. István Marczalj	-vezérigazgató	Pápaj Állami Gazdaság Pápa

INSTRUCTOR EVALUATION

Name Boudreau
 Address 393 Ives
Cornell

Course _____
 Date JAN 13-14, Keszthely, JAN 15-16, MISKOLC

How would you rate the following: (Circle one)

1) Coordination with the ^{BUFFALO} Center	Excellent	Good	<u>Fair</u>	Poor
2) Coordination with the Office of International Programs (OIP)	Excellent	Good	<u>Fair</u>	Poor
3) Lodging	Excellent	Good	<u>Fair</u>	Poor
4) Travel arrangements	Excellent	Good	<u>Fair</u>	Poor
5) Information for preparation of course	Excellent	Good	<u>Fair</u>	Poor
6) Information for preparation of trip	Excellent	<u>Good</u>	Fair	Poor
7) Responsiveness of Center personnel	Excellent	<u>Good</u>	Fair	Poor
8) Responsiveness of OIP personnel	Excellent	<u>Good</u>	Fair	Poor
9) Seminar Facilities				
Classroom	Excellent	Good	<u>Fair</u>	Poor
Equipment	Excellent	<u>Good</u>	Fair	Poor
Copies	Excellent	<u>Good</u>	Fair	Poor
Other <u>TRANSLATION</u>	<u>Excellent</u>	Good	Fair	Poor
<u>TRANSLATORS</u>	<u>Excellent</u>			

If you have circled Poor for any of the above, please explain why and make suggestions for how it can be improved or avoided. Also, please feel free to make any suggestions in the following space.

GENERALLY "SHAKE-DOWN" ISSUES. LACK OF SPECIFICS ABOUT AUDIENCE, ENGLISH ABILITY, AMOUNT OF MATERIAL, ETC. UNTIL VERY LATE IN THE PROCESS. FOR FIRST-TIMERS, A BIT MORE ON-SITE HELP FROM ENGLISH-SPEAKING REPRESENTATIVES WOULD HAVE HELPED.

List three things that worked well for you/your seminar which you would recommend to someone giving a seminar in Hungary:

STAY FLEXIBLE. PROVIDE A RUN-THROUGH OF TOPICS AND DIG INTO THOSE OF MOST INTEREST. THEY APPRECIATED THE AMOUNT OF HANDOUTS AND THE SPECIFIC EXAMPLES. READ BUDGET WEEK FOR A FEW WEEKS TO GET FAMILIAR WITH ISSUES.

If you or a colleague were to give this seminar again, which three things would you change?

MORE TIME TO TOUR AND TALK WITH PEOPLE OUT OF CLASS

MORE UP-FRONT ARRANGEMENT TO GET FAMILIAR FROM MISKOLC INVOLVED

Evaluating the composition of the class (including levels of content knowledge, diversity, experience, demographic characteristics, and levels of participation) would you say this was a good mix? Why or Why not?

VERY GOOD MIX IN KESZTHELY. COMMON ISSUES, BUT VARIOUS PERSPECTIVES. GOOD RAPPORT

LIMITED ATTENDANCE IN MISKOLC

Which advise would you give colleagues going to Hungary to study, research, or to give a similar course?

GET BACKGROUND INFORMATION ON PARTICIPANTS PRIOR TO LEAVING

READ A FEW LINES OF SUMMARY WEEK, OR SOME OTHER SUMMARY OF CURRENT EVENTS

LEARN A FEW HUNGARIAN PHRASES

Additional Comments:

THE AREA OF HUMAN RESOURCE MANAGEMENT
WILL CONTINUE TO BE IMPORTANT TO
ECONOMIC DEVELOPMENT. THERE IS HIGH
POTENTIAL FOR CONTINUING CONTRIBUTIONS.

INSTRUCTOR EVALUATION

Name PHILIP R. PERRY
 Address 338 JACOBS
SUNY / BUFFALO

Course ① FACULTY DEVELOPMENT ② ACCOUNTING & FINANCE
 Date JAN 9-10, 1992 JAN 13-17, 1992
GYÖR HUNGARY

How would you rate the following: (Circle one)

	Excellent	Good	Fair	Poor	
1) Coordination with the Center					NO CONTACT W/ CENTER
2) Coordination with the Office of International Programs (OIP)	<u>Excellent</u>	Good	Fair	Poor	
3) Lodging	<u>Excellent</u>	<u>Good</u>	Fair	Poor	
4) Travel arrangements	<u>Excellent</u>	<u>Good</u>	Fair	Poor	
5) Information for preparation of course	<u>Excellent</u>	<u>Good</u>	Fair	Poor	
6) Information for preparation of trip	<u>Excellent</u>	Good	Fair	Poor	
7) Responsiveness of Center personnel	<u>Excellent</u>	Good	Fair	Poor	NOT CONTACTED
8) Responsiveness of OIP personnel	<u>Excellent</u>	Good	Fair	Poor	
9) Seminar Facilities					
Classroom	<u>Excellent</u>	Good	Fair	Poor	
Equipment	<u>Excellent</u>	Good	Fair	Poor	
Copies	<u>Excellent</u>	Good	Fair	Poor	
Other <u>TRANSLATOR</u>	<u>Excellent</u>	Good	Fair	Poor	

If you have circled Poor for any of the above, please explain why and make suggestions for how it can be improved or avoided. Also, please feel free to make any suggestions in the following space.

THE TRANSLATOR FOR PROGRAM ② WAS OUTSTANDING. I STRONGLY RECOMMEND WE WORK WITH HIM WHENEVER POSSIBLE. HE IS LAZSLÓ GÁBRIS OF BUDAPEST.

List three things that worked well for you/your seminar which you would recommend to someone giving a seminar in Hungary:

② INVOLVE THE CLASS - DON'T JUST LECTURE.
THE RELEVANCE OF THE MATERIAL MUST BE CLEAR TO THE AUDIENCE.
BE WILLING TO LEARN ABOUT HUNGARY - ITS ECONOMY & ECONOMIC HISTORY ARE VERY DIFFERENT FROM OURS.

If you or a colleague were to give this seminar again, which three things would you change?

PROGRAM
②

I WOULD PROBABLY LOOK FOR SLIGHTLY MORE DIFFICULT CLASS PROBLEMS TO USE.

I WOULD ALSO TRY TO INCORPORATE MORE ON INFLATION.

Evaluating the composition of the class (including levels of content knowledge, diversity, experience, demographic characteristics, and levels of participation) would you say this was a good mix? Why or Why not?

PROGRAM
②

THE MIX WAS GOOD, ALTHOUGH PERHAPS TOO DIVERSE - I COULD NOT ADDRESS ALL THEIR REQUESTS.

Which advise would you give colleagues going to Hungary to study, research, or to give a similar course?

PROGRAM
②

DO AS MUCH PREPARATION - READING, TALKING TO PEOPLE - BEFOREHAND AS POSSIBLE, AND BE FLEXIBLE ONCE YOU ARE THERE.

Additional Comments:

I AM VERY INTERESTED IN CONTINUING MY INVOLVEMENT WITH THIS PROGRAM.

January 24, 1992

MEMORANDUM

TO: Dean John Thomas

FROM: Phil Perry

SUBJECT: My Recent Trip To Gyor, Hungary with John Gardner

Summary

Our presentations were well-received; travel, housing, and dining arrangements ranged from adequate to superb; the interpreters provided did an excellent job and were very easy to work with; and the people we talked with seemed eager for additional such programs.

Faculty Development, Istvan Szechenyi College of Technology

We met with about twenty faculty members and spent almost two full days discussing teaching techniques used in American management schools; we pretty much followed the outline we submitted (see attached). Because their university system is very different from ours (e.g., three-year degree; students advance by passing examinations, with multiple opportunities; students are in lectures about thirty hours per week; etc.) we also answered a lot of questions about American education in general, from preschool to PhD programs.

Judging by the quality and quantity of questions that were asked, we generated a considerable amount of interest. In talks afterwards, both individual faculty members (I have their cards and specific requests) and Dr. Koren requested up-to-date textbooks, additional syllabi from other courses, a copy of the general university catalog, cases, and relevant business simulations ("games"). I promised that we would respond somehow, if only to seek clarification, so clearly the ball is in our court on this one.

The next week, both Dr. Koren and Dr. Rab told me their colleagues on the faculty had found our presentation extremely interesting. Dr. Koren specifically asked that you consider more such courses focusing on the use of cases (including case development) and simulations.

Dr. Koren invited all three of us (John, my son Mark, and me) over for dinner one evening, and so we had a chance to meet and talk with a Hungarian family in an informal setting. I might add that Dr. Koren's arrangements for Mark were exactly what Mark had hoped for; he had a delightful and educational trip.

The following week I had dinner at Dr. Rab's house with him and three of his colleagues from the Institute; we talked about teaching and universities from 7 until almost 11 P.M.

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Accounting and Finance Management Program

We followed the outline we had submitted and covered all the material (see attached). I was only present for one morning of John's lectures and so cannot comment on how his portion was received. The finance portion was well-received, with many questions and lively discussions; I thought it went better than my presentation last March and so was pleased.

I should note that on Tuesday John discovered part of his material had not been translated and it was only through the heroic efforts of our well-equipped translator (portable PC, WordPerfect 5.1) that John was able to recover and complete his program. This translator (Mr. Laszlo Gabris, based in Budapest) was with us for the entire week and was absolutely outstanding; I would strongly recommend that we use him whenever possible.

One small problem was that attendance seemed to fluctuate (from 19 to 25), and with this material it difficult to "come and go" and still learn effectively. While we certainly cannot require attendance we may need to stress the importance of continuity and urge participants to be available for the entire program.

Arrangements

The travel arrangements -- airport to Gyor, Gyor to Budapest, and travel around Gyor - were first class. The food was excellent; we usually ate at the hospital with Dr. Bugovics, but were also taken to restaurants. Housing was adequate. All in all, the mechanical details were taken care of completely and very well by our hosts.

Miscellaneous

Dr. Bugovics is traveling to the U.S. in late January as part of a delegation from the Ministry of Health; he expects to be in the States about two or three weeks.

Csaba Bodrogi mentioned that he will be in Buffalo as part of a delegation in late February or early March.

John and I gave an interview to a reporter from a local radio station. The questions were mainly about accounting, so John did most of the talking. We had no feedback on how it was received, but Dr. Rab was present for the entire interview and seemed pleased.

On Wednesday John and I had lunch with Mr. Robert Kovacs, Chief Engineer at Tungsram Co. Ltd.; also present were our translator, Dr. Bugovics, Dr. Koren, and Dr. Rab. Mr. Kovacs stressed his desire to establish business relationships with U.S. companies, invited us to tour his facility (declined because of our full teaching schedule), and asked to be remembered to you. After much discussion he decided to send you some relevant material through the mail and hopes to follow up on business opportunities during the Chamber of Commerce visits in March.

INSTRUCTOR EVALUATION

Name John C. GAEVER
 Address School of Management
SUNY - Binghamton

Course _____
 Date _____

How would you rate the following: (Circle one)

- | | | | | |
|---|------------------|-------------|------|------|
| 1) Coordination with the Center | <u>Excellent</u> | Good | Fair | Poor |
| 2) Coordination with the Office of International Programs (OIP) | <u>Excellent</u> | Good | Fair | Poor |
| 3) Lodging | <u>Excellent</u> | Good | Fair | Poor |
| 4) Travel arrangements | <u>Excellent</u> | Good | Fair | Poor |
| 5) Information for preparation of course | <u>Excellent</u> | <u>Good</u> | Fair | Poor |
| 6) Information for preparation of trip | <u>Excellent</u> | Good | Fair | Poor |
| 7) Responsiveness of Center personnel | <u>Excellent</u> | Good | Fair | Poor |
| 8) Responsiveness of OIP personnel | <u>Excellent</u> | Good | Fair | Poor |
| 9) Seminar Facilities | | | | |
| Classroom | Excellent | <u>Good</u> | Fair | Poor |
| Equipment | <u>Excellent</u> | Good | Fair | Poor |
| Copies | Excellent | <u>Good</u> | Fair | Poor |
| Other _____ | Excellent | Good | Fair | Poor |

If you have circled Poor for any of the above, please explain why and make suggestions for how it can be improved or avoided. Also, please feel free to make any suggestions in the following space.

In thought the OIP office and in particular, Judy Jay did a wonderful job. In addition, our Hungarian hosts were very hospitable.

List three things that worked well for you/your seminar which you would recommend to someone giving a seminar in Hungary:

- Usefulness/necessity of overheads
- Usefulness/necessity of translated notes, cases and solutions
- the importance of a good interpreter!

If you or a colleague were to give this seminar again, which three things would you change?

- I'd want to get a better sense of the qualifications/background of each participants to adapt my lectures
- I'd use more short cases/applied examples
- ~~I'd~~ I'd take advantage of slides or other video presentation
- I'd also like to obtain raw data from a Hungarian business to create a case around

Evaluating the composition of the class (including levels of content knowledge, diversity, experience, demographic characteristics, and levels of participation) would you say this was a good mix? Why or Why not?

It was hard to tell if the mix was good. I do know there were controllers and accounting managers in the class as well as participants with no business/accounting backgrounds. The result was most questions came from a sub-group of the class. As a result, it was difficult to tell what the non-vocal participants were understanding. To address this I asked for written questions but received none.

Which advise would you give colleagues going to Hungary to study, research, or to give a similar course?..

For accounting faculty, gaining an understanding of what their actual accounting systems currently consist of would be very helpful. They not only need to know how to use information but also how to accumulate it in a reasonable way.

Additional Comments:

INSTRUCTOR EVALUATION

Name Charles Trzcinka
 Address 335 Jones

Course Miscicaz, Kezhely
 Date Jan 13-17, 1992

How would you rate the following: (Circle one)

1) Coordination with the Center	Excellent	<u>Good</u>	Fair	Poor	
2) Coordination with the Office of International Programs (OIP)	Excellent	Good	Fair	Poor	<u>no information</u>
3) Lodging	Excellent	<u>Good</u>	Fair	Poor	
4) Travel arrangements	Excellent	Good	<u>Fair</u>	Poor	
5) Information for preparation of course	Excellent	<u>Good</u>	Fair	Poor	
6) Information for preparation of trip	Excellent	<u>Good</u>	Fair	Poor	
7) Responsiveness of Center personnel	Excellent	<u>Good</u>	Fair	Poor	
8) Responsiveness of OIP personnel	Excellent	Good	Fair	Poor	<u>no info</u>
9) Seminar Facilities					
Classroom	Excellent	<u>Good</u>	Fair	Poor	
Equipment	Excellent	<u>Good</u>	Fair	Poor	
Copies	Excellent	<u>Good</u>	Fair	Poor	
Other <u>Translation</u>	<u>Excellent</u>	Good	Fair	Poor	

If you have circled **Poor** for any of the above, please explain why and make suggestions for how it can be improved or avoided. Also, please feel free to make any suggestions in the following space.

Fair. Center personell were aparently unable to rent cars. This made travel by train the only means of transport and train schedules were wasted a lot of time.

List three things that worked well for you/your seminar which you would recommend to someone giving a seminar in Hungary:

1. A 2-3 hour informal meeting with seminar participants gave me an excellent idea of what their needs were.
2. A short lunch with Bill Holstein was very informative.
3. Preparing overhead slides helped the translator, the students who could speak english and me.

If you or a colleague were to give this seminar again, which three things would you change?

1. More information from and about students
2. Travel by car not train
3. More contact with American Businessmen is needed - they are very informative about Hungary

Evaluating the composition of the class (including levels of content knowledge, diversity, experience, demographic characteristics, and levels of participation) would you say this was a good mix? Why or Why not?

What is a "good" mix? It seemed to represent a good cross-section of Hungarian executives

Which advise would you give colleagues going to Hungary to study, research, or to give a similar course?

Read general economic descriptions of Hungary and drink a few beers with Businessmen before teaching (not immediately before)

Additional Comments:

INSTRUCTOR EVALUATION

Name WOLFGANG WESERHOFER
 Address 96 WILLOWBROOK DRIVE
ESSEXPORT, NV 89220

Course STRATEGIC MGT.
 Date 11/3/92 - 11/10/92

EASERWHERE

How would you rate the following: (Circle one)

1) Coordination with the Center	Excellent	Good	Fair	Poor
2) Coordination with the Office of International Programs (OIP)	<u>Excellent</u>	Good	Fair	Poor
3) Lodging	Excellent	<u>Good</u>	Fair	<u>Poor</u>
4) Travel arrangements	Excellent	<u>Good</u>	Fair	Poor
5) Information for preparation of course	Excellent	Good	Fair	Poor
6) Information for preparation of trip	Excellent	Good	Fair	Poor
7) Responsiveness of Center personnel	<u>Excellent</u>	Good	Fair	Poor
8) Responsiveness of OIP personnel	<u>Excellent</u>	Good	Fair	Poor
9) Seminar Facilities				
Classroom	<u>Excellent</u>	Good	Fair	Poor
Equipment	<u>Excellent</u>	Good	Fair	Poor
Copies	Excellent	<u>Good</u>	Fair	Poor
Other _____	Excellent	Good	Fair	Poor

TAVERNA

If you have circled **Poor** for any of the above, please explain why and make suggestions for how it can be improved or avoided. Also, please feel free to make any suggestions in the following space.

ROOM AT THE TAVERNA WAS SMALL & HOT & NOISY
AND POORLY VENTILATED. THE ONLY GOOD PART WAS LOCATION

List three things that worked well for you/your seminar which you would recommend to someone giving a seminar in Hungary:

THE PERSPECTIVES FOR STRATEGIC MGT. HAD TO BE CHANGED
FOR THE PARTICIPANTS AT KESZTHELY BECAUSE THEY WERE
ALL IN ADMINISTRATION. THE FOCUS WAS CHANGED TO STRATEGIC
PLANNING AND TAILORED TO ACCOMMODATE PARTICIPANT'S
STRATEGIC PLANNING. THE PROGRAM WAS ENTHUSIASTICALLY
RECEIVED AND THE PROCTOR - PETER HORN - ASKED THAT
IT BE REPEATED FOR A LARGER GROUP OF PROCTORS

If you or a colleague were to give this seminar again, which three things would you change?

1. IT SHOULD BE PRECEDED BY A "HEED ANALYSIS" SO THAT
2. FOCUSES COULD BE DETERMINED @ MORE TIME SHOULD
BE ALLOWED FOR TRAVEL WITHIN HUNGARY. 3. FOLLOW-UP
ACTIVITIES SHOULD BE PROVIDED AND THOSE SHOULD BE MADE
KNOWN TO PARTICIPANTS -

Evaluating the composition of the class (including levels of content knowledge, diversity, experience, demographic characteristics, and levels of participation) would you say this was a good mix? Why or Why not?

THAT DEPENDS ON THE TOPIC AND THE FLEXIBILITY
OF THE CONSULTANT. FOR STRATEGIC MGT AND SPEAKING
FOR MYSELF THE COMPOSITION WAS GOOD. HOWEVER
THE APPROACH COULD BE ADAPTED TO THEIR NEEDS.

Which advise would you give colleagues going to Hungary to study, research, or to give a similar course?

IT IS A GREAT PLACE WITH CONSIDERABLE POTENTIAL
AND VERY HOSPITABLE PEOPLE. IT IS AN INTERESTING
PLACE TO STUDY, DO RESEARCH OR CONDUCT SEMINARS.

Additional Comments:

ATTACHMENT B: Memo to Stephen French from Ronald Oppen



ATTACHMENT B

State University of New York
State University Plaza
Albany, New York 12246

International Programs

(518) 443-5124
TELEX. 9102402976 RES FND SUNY
FAX: (518) 443-5126

December 30, 1991

Mr. Stephen P. French
Project Officer
ENE/EUR - Room 6923
Agency for International Development
Washington, D.C. 20523

Subject: Grant Number: EUR-0029-G-00-1061-00 - "Management
Training and Market Economics Education for Hungary"
(Project Number 180-0029).

Dear Steve:

This letter follows up last week's phone conversation in which I confirmed that we intended to formalize last September's request to AID to reprogram a portion of the project's curriculum development funds. The following is a brief rationale, and includes a revised budget for that portion of the project (the new budget is about \$1,500 below the original budget).

INTRODUCTION

The curriculum development portion of the overall project focuses, in part, on technical assistance to the universities of Pecs and Miskolc to help them develop and implement U.S.-style MBA programs. A key component in this effort is an ongoing series of faculty workshops conducted by visiting SUNY faculty. These workshops cover key concepts, course structure and design, and teaching methods relevant for the MBA professional program.

After six months of experience, a review of the current needs of the MBA programs in both universities, and the concurrence of senior university administrators, we propose to reallocate a portion of the curriculum development budget to allow U.S. training for select Hungarian management faculty members. This training would be paid from funds originally earmarked for a second full-time Hungarian MBA student in the U.S. SUNY's project managers and faculty, as well as their Hungarian colleagues, feel this will better contribute to the long-range objectives of the two Hungarian universities' MBA programs, and to the development of the Hungarian faculty expertise relevant to the mission of SUNY's Budapest Center.

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PROGRAM DESIGN

The faculty development program in the U.S. is planned for a six-week period beginning o/a April 1, 1992 at SUNY Buffalo's School of Management. This program has the following principal objectives:

1. To provide an opportunity for carefully selected Pecs and Miskolc faculty to learn, first hand, about the content, administration, course structure, and professional teaching methods typical of a high quality U.S. MBA program;
2. To provide opportunities for Hungarian faculty to follow-up their Hungary workshop experiences with intensive consultation with U.S. experts in areas of management techniques, in particular marketing and management;
3. To provide opportunities for the Hungarian faculty members to interact with U.S. firms and executives and thus appreciate the key linkages established in U.S. MBA programs between management faculty and enterprise managers;
4. To provide a cultural and social program that will complement and reinforce the educational component of the U.S. field training experience.

PROGRAM COMPONENTS

1. Individual mentoring and consultation. During the six weeks of the program in the U.S., SUNY Buffalo School of Management faculty will be assigned to work individually with their Hungarian counterparts as mentors. Their role will be to facilitate learning objectives in special functional areas of the core MBA curriculum, and to assist in the design of course materials and applied research projects to be implemented in Hungary;
2. Teaching methods workshop/seminar. The Hungarian faculty members will participate in specially-designed intensive sessions focused on the use of effective teaching methods and instructional technology relevant to an MBA education;
3. Short-term visits and internships with U.S. firms. The Hungarian faculty members will take part in individually-designed projects focused on company visits and discussions with private sector managers. The purpose of this program component will be to provide an opportunity to observe and understand the practical relevance of MBA-level education to the goals and objectives of U.S. enterprises.



**CURRICULUM DEVELOPMENT
ESTIMATED BUDGET**

Category	Number of Individuals	Number of Units	Unit Price	Total Cost to USAID
A. Education/Training Costs				
1. Tuition/fees	4	1	1,500	6,000
2. Faculty mentors	4	1	500	2,000
3. Special seminars	4	1	1,500	6,000
4. Administrative fees	4	1	800	3,200
<i>subtotals></i>				\$17,200
B. Allowances				
1. Maintenance Advance - month 1	4	1 time	1,950	7,800
2. Living/Maintenance Buffalo, New York	4	12 days	32.83	1,576
3. Books & Equipment	4	1 time	65	260
4. Book Shipment	4	1 time	60	240
<i>subtotals></i>				\$9,876
C. Travel				
1. Hungary/Buffalo/Hungary	4	1 R/T	1,450	5,800
2. Ground transportation	4	1	50	200
<i>subtotals></i>				\$6,000
D. Insurance				
1. HAC for U.S.	4	2 months	63	189
<i>subtotals></i>				\$189
E. Supplemental Activities				
1. Business visits	4	4 time	25	400
2. Cultural events	4	1 time	28	112
3. Escort and/or interpreters	1	120 hours	6	720
<i>subtotals></i>				\$1,232
TOTAL COSTS>				\$34,457

PROGRAM BUDGET

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Our Budapest Center personnel and several Buffalo faculty members have thoroughly discussed this tactical shift with their colleagues at the universities in Pecs and Miskolc, and all feel it is a more efficient and effective way in which to develop the quality MBA programs which Hungary needs in order to develop its private sector as rapidly as possible.

If you have questions or observations please get in touch.

Have a Happy New Year,

Sincerely,



Ronald P. Oppen
Director
Eastern Europe

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ATTACHMENT C:

FINANCIAL REPORTS

Summary of total program expenditures for November, December, January
Summary of Curriculum Development, Executive Development, and Finance for
Non-financial Managers for December, January
Summary of Director salary expenditures to date

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THE RESEARCH FOUNDATION OF STATE UNIVERSITY OF NEW YORK
ACCOUNT EXPENDITURE SUMMARY

ACCOUNT NO 316-0092A
DEPARTMENT INTERNATIONAL PROGRAMS
PROJECT DIRECTOR BLOOM JR., DR. REYNOLD J.
SPONSOR AGENCY FOR INTERNATIONAL DEVELOPMNT
PROJECT TITLE MANAGEMENT TRAINING AND ECONOMICS EDUCATION FOR CENTRAL AND EASTERN EUROPE

MONTH ENDING 11/30/91
AWARD PERIOD 07/23/91 TO 07/16/92
AWARD AMOUNT \$885,084.00
SPONSOR ID NO EURO029G00106100
DFAFS NO

CATEGORY	BUDGET	CURRENT MO. EXPENDITURES	TOTAL EXPENDED	TOTAL ENCUMBERED	TOTAL COMMITTED	UNCOMMITTED BALANCE
1001 SALARIES & WAGES-PAYROLL	112,110.00	3,534.39	11,264.33	18,360.48	29,624.81	82,485.19
1501 EMPLOYEE BENEFITS-PAYROLL	30,270.00	954.28	3,041.36	4,957.33	7,998.69	22,271.31
2001 CONSULTANT SERVICES	150,316.00	11,445.00	15,045.00	2,490.00	17,535.00	132,781.00
2501 EQUIPMENT-RESEARCH	15,266.00		5,151.00		5,151.00	10,115.00
3006 SUPPLIES-OTHER	21,276.00		2,119.90		2,119.90	19,156.10
3502 TRAVEL-FOREIGN	98,786.00	12,389.29	25,344.88	193.80	25,538.68	73,247.32
6507 MISCELLANEOUS-SUPPORTING SERVICES	5,185.00	2,037.17	3,197.21		3,197.21	
6508 MISCELLANEOUS-SUB CONTRACTS	235,354.00		69,375.00	208,125.00	277,500.00	
6510 MISCELLANEOUS-OTHER	85,912.00	7,139.80	26,656.51	52,166.96	78,823.47	
TOTAL MISCELLANEOUS	326,431.00	9,176.97	99,228.72	260,291.96	359,520.68	33,089.68-
7001 PARTICIPANT SUPPORT-STIPENDS		364.00	2,678.00		2,678.00	2,678.00-
7002 PARTICIPANT SUPPORT-DEPEND ALLOWANCE	1,963.00					1,963.00
TOTAL DIRECT COSTS	756,418.00	37,863.93	163,873.19	286,293.57	450,166.76	306,251.24
7501 INDIRECT COSTS	128,666.00	8,666.82	17,385.53	7,956.49	25,342.02	103,323.98
TOTAL COSTS	885,084.00	46,530.75	181,258.72	294,250.06	475,508.78	409,575.22

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ACCOUNT NO		THE RESEARCH FOUNDATION OF STATE UNIVERSITY OF NEW YORK			MONTH ENDING 11/30/91	
316-0092A		ACCOUNT EXPENDITURE SUMMARY-DETAIL ACTIVITY			PAGE NO. 2	
CURRENT EXPENDITURES	REFERENCES	BUDGET	TOTAL EXPENDED	TOTAL ENCUMBERED	TOTAL COMMITTED	UNCOMMITTED BALANCE
	TOTAL BEGINNING BALANCE FORWARD 10/31/91	885,084 00	134,727.97	303,781.46	438,509.43	446,574 57
	1001 SALARIES & WAGES-PAYROLL					
	BALANCE AS OF 10/31/91	112,110.00	7,729 94	21,803 07	29,533.01	
	PAYROLL					
1,239.33	11/01/91			1,147.53-		
1,147.53	11/15/91			1,147.53-		
1,147.53	11/29/91			1,147.53-		
	MONTHLY TRANSACTIONS		3,534.39	3,442.59-		
	BALANCE TO DATE	112,110.00	11,264.33	18,360.48	29,624.81	82,485 19
	1501 EMPLOYEE BENEFITS-PAYROLL					
	BALANCE AS OF 10/31/91	30,270 00	2,087.08	5,886.83	7,973.91	
	11/30/91 ENCUMBRANCE ADJ 051566198			.01-		
	PAYROLL					
334.62	11/01/91			309.83-		
309.83	11/15/91			309.83-		
309.83	11/29/91			309.83-		
	MONTHLY TRANSACTIONS		954.28	929.50-		
	BALANCE TO DATE	30,270.00	3,041.36	4,957.33	7,998.69	22,271.31
	2001 CONSULTANT SERVICES					
	BALANCE AS OF 10/31/91	150,316.00	3,600.00		3,600 00	
	PURCHASE ORDERS					
	00498 11/07/91 - ISTVAN GOBLYOS			2,490.00		
	00500 11/07/91 - JULIANNA KOLONICS			1,245.00		
	INVOICE PAYMENTS					
830.00	00498 11/07/91 - ISTVAN GOBLYOS			830.00-		
415.00	00500 11/07/91 - JULIANNA KOLONICS			415.00-		
3,000.00	00000 11/05/91 - THOMAS C. DANDRIDGE					
7,200.00	00000 11/18/91 - ARPAD KEZDI (HUNGARIAN)					
	MONTHLY TRANSACTIONS		11,445.00	2,490.00		
	BALANCE TO DATE	150,316.00	15,045.00	2,490.00	17,535.00	132,781 00
	2501 EQUIPMENT-RESEARCH					
	BALANCE TO DATE	15,266.00	5,151.00		5,151.00	10,115.00
	3006 SUPPLIES-OTHER					
	BALANCE TO DATE	21,276.00	2,119.90		2,119.90	19,156.10

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ACCOUNT NO. 316-0092A		THE RESEARCH FOUNDATION OF STATE UNIVERSITY OF NEW YORK ACCOUNT EXPENDITURE SUMMARY-DETAIL ACTIVITY			MONTH ENDING 11/30/91 PAGE NO 3	
CURRENT EXPENDITURES	REFERENCES	BUDGET	TOTAL EXPENDED	TOTAL ENCUMBERED	TOTAL COMMITTED	UNCOMMITTED BALANCE
	3502 TRAVEL-FOREIGN					
	BALANCE AS OF 10/31/91	98,786.00	12,955.59	621.00	13,576.59	
	PURCHASE ORDERS					
	TR104 11/06/91 - CANCELLATION			268.20-		
	INVOICE PAYMENTS					
295.97	TR106 11/05/91 - TOM DANRIGE			159.00-		
1,316.00	00000 11/01/91 - CHENANGO VALLEY TRAVEL					
1,316.00	00000 11/01/91 - CHENANGO VALLEY TRAVEL					
107.27	00000 11/14/91 - TRAVEL SMITH LTD.					
1,134.10	00000 11/14/91 - TRAVEL SMITH LTD.					
55.20-	00000 11/14/91 - TRAVEL SMITH LTD.					
1,301.27	00000 11/18/91 - CHENAGO VALLEY TRAVEL B					
1,274.00	00000 11/26/91 - CHENANGO VALLEY TRAVEL					
1,343.00	00000 11/26/91 - CHENANGO VALLEY TRAVEL					
892.46	00000 11/26/91 - RON OPPEN					
1,364.36	00000 11/27/91 - ALBANY INTERTRAVEL					
805.06	00000 11/27/91 - PETER THOMAS					
1,295.00	00000 11/27/91 - CHENANGO VALLEY TRAVEL					
	MONTHLY TRANSACTIONS		12,389.29	427.20-		
	BALANCE TO DATE	98,786.00	25,344.88	193.80	25,538.68	73,247.32
	6507 MISCELLANEOUS-SUPPORTING SERVICES					
	BALANCE AS OF 10/31/91	5,165.00	1,160.04		1,160.04	
	INVOICE PAYMENTS					
1,833.40	00000 11/04/91 - CORVINA KIADO VALLALAT					
103.77	00000 11/12/91 - CORVINA KIADO VALLALAT					
20.00	00000 11/14/91 - FEDERAL EXPRESS CORPORA					
9.00	00000 11/25/91 - FEDERAL EXPRESS CORP.					
71.00	00000 11/25/91 - DHL AIRWAYS, INC.					
	MONTHLY TRANSACTIONS		2,037.17			
	BALANCE TO DATE	5,165.00	3,197.21		3,197.21	1,967.79
	6508 MISCELLANEOUS-SUB CONTRACTS					
	BALANCE TO DATE	235,354.00	69,375.00	208,125.00	277,500.00	42,146.00-
	6510 MISCELLANEOUS-OTHER					
	BALANCE AS OF 10/31/91	85,912.00	19,516.71	59,306.76	78,823.47	
	INVOICE PAYMENTS					
2,000.00	00373 11/05/91 - WILLIAM K. HOLSTEIN			2,000.00-		
5,139.80	00377 11/05/91 - CORVINA KIADO VALLALAT			5,139.80-		
	MONTHLY TRANSACTIONS		7,139.80	7,139.80-		

CURRENT EXPENDITURES	REFERENCES	BUDGET	TOTAL EXPENDED	TOTAL ENCUMBERED	TOTAL COMMITTED	UNCOMMITTED BALANCE
	BALANCE TO DATE	85,912.00	26,656.51	52,166.96	78,823.47	7,088.53
364 00	7001 PARTICIPANT SUPPORT-STIPENDS BALANCE AS OF 10/31/91 INVOICE PAYMENTS 00000 11/26/91 - ZSUZSANNA SOMOGYFALVI MONTHLY TRANSACTIONS BALANCE TO DATE		2,314.00 364.00 2,678.00		2,314.00 2,678.00	2,678.00-
	7002 PARTICIPANT SUPPORT-DEPEND ALLOWANCE BALANCE TO DATE	1,963.00				1,963 00
	TOTAL MONTHLY DIRECT COST TRANSACTIONS		37,853.93	9,449.09-		
	TOTAL DIRECT COSTS	756,418.00	163,873.19	286,293.57	450,166.76	306,251.24
8,666.82	7501 INDIRECT COSTS BALANCE AS OF 10/31/91 INDIRECT COST 11/30/91 MONTHLY TRANSACTIONS BALANCE TO DATE	128,666.00	8,718.71 8,666.82 17,385.53	8,038.80 82.31- 82.31- 7,956.49	16,757.51 25,342 02	103,323.98
	TOTAL MONTHLY TRANSACTIONS		46,530.75	9,531.40-		
	TOTAL BALANCE TO DATE	885,084 00	181,258.72	294,250.06	475,508.78	409,575.22

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ACCOUNT NO. 316-0092A		THE RESEARCH FOUNDATION OF STATE UNIVERSITY OF NEW YORK ACCOUNT EXPENDITURE SUMMARY-DETAIL ACTIVITY			MONTH ENDING 11/30/91 PAGE NO. 5	
	REFERENCES	BUDGET	CASH REC'D	TRAN IN	BALANCE DUE	
	BALANCE DUE ON AWARD					
	BALANCE AS OF 10/31/91	885,084 00	63,400.00		821,684.00	
	9001 00000 11/12/91 - AID		90,100.00			
	9001 00000 11/21/91 - AID		5,200.00			
	MONTHLY TRANSACTIONS		95,300 00			
	TOTAL BALANCE	885,084.00	158,700.00		726,384.00	

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ACCOUNT NO. 316-0092A		THE RESEARCH FOUNDATION OF STATE UNIVERSITY OF NEW YORK ACCOUNT EXPENDITURE SUMMARY-DETAIL ACTIVITY			MONTH ENDING 11/30/91 PAGE NO. 6	
CURRENT EXPENDITURES	REFERENCES	BUDGET	TOTAL EXPENDED	TOTAL ENCUMBERED	TOTAL COMMITTED	UNCOMMITTED BALANCE
	OUTSTANDING PURCHASE ORDERS					
	2001 CONSULTANT SERVICES					
	** 00498 11/07/91 - ISTVAN GOBLYOS			1,660.00		
	** 00500 11/07/91 - JULIANNA KOLONICS			830.00		
	SUB-TOTAL			2,490.00		
	3502 TRAVEL-FOREIGN					
	** TR116 10/31/91 - VIRGINIA GORMAN			193.80		
	SUB-TOTAL			193.80		
	6508 MISCELLANEOUS-SUB CONTRACTS					
	** 00482 10/29/91 - MOUNTAIN VIEW PRODUCTIO			208,125.00		
	SUB-TOTAL			208,125.00		
	6510 MISCELLANEOUS-OTHER					
	** 00373 09/05/91 - WILLIAM K. HOLSTEIN			23,685.00		
	** 00377 09/06/91 - CORVINA KIADO VALLALAT			28,481.96		
	SUB-TOTAL			52,166.96		
	TOTAL			262,975.76		
	** PARTIAL					

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ACCOUNT NO. 316-0092A DEPARTMENT INTERNATIONAL PROGRAMS PROJECT DIRECTOR BLOOM JR., DR. REYNOLD J. SPONSOR AGENCY FOR INTERNATIONAL DEVELOPMNT PROJECT TITLE MANAGEMENT TRAINING AND ECONOMICS EDUCATION FOR CENTRAL AND EASTERN EUROPE	THE RESEARCH FOUNDATION OF STATE UNIVERSITY OF NEW YORK ACCOUNT EXPENDITURE SUMMARY-DETAIL ACTIVITY	MONTH ENDING 11/30/91 AWARD PERIOD 07/23/91 TO 07/16/92 AWARD AMOUNT \$885,084 00 SPONSOR ID NO EUR0029G00106100 DFAFS NO PAGE NO. 7
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TITLE	PERIOD	SALARIES AND WAGES		TYPE	% OF EFF	EXPENDITURES		TERM DATE ENCUM SHORT	ENCUMBERED BALANCE	
						PAYROLL/ STIPENDS	FB/DP ALLOWANCE		PAYROLL/ STIPENDS	FB/DP ALLOWANCE
PROJECT STAFF ASSOCIA	11/01/91	GORMAN	VIRGINIA	REG	100	1,147.53	309.83			
PROJECT ADMINISTRATIV	11/01/91	JAGERSON	GORDON	REG	20	91.80	24.79			
			SUB-TOTAL			1,239.33	334.62			
PROJECT STAFF ASSOCIA	11/15/91	GORMAN	VIRGINIA	REG	100	1,147.53	309.83			
			SUB-TOTAL			1,147.53	309.83			
PROJECT STAFF ASSOCIA	11/29/91	GORMAN	VIRGINIA	REG	100	1,147.53	309.83	07/10/92	18,360.48	4,957.33
			SUB-TOTAL			1,147.53	309.83		18,360.48	4,957.33
			TOTAL			3,534.39	954.28		18,360.48	4,957.33
* SUMMARY COMPLETE *										

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ACCOUNT NO. 316-0092A DEPARTMENT INTERNATIONAL PROGRAMS PROJECT DIRECTOR OPPEN, MR. RONALD P. SPONSOR AGENCY FOR INTERNATIONAL DEVELOPMNT PROJECT TITLE MANAGEMENT TRAINING AND ECONOMICS EDUCATION FOR CENTRAL AND EASTERN EUROPE	THE RESEARCH FOUNDATION OF STATE UNIVERSITY OF NEW YORK ACCOUNT EXPENDITURE SUMMARY	MONTH ENDING 12/31/91 AWARD PERIOD 07/23/91 TO 07/16/92 AWARD AMOUNT \$885,084 00 SPONSOR ID NO EUR0029G00106100 DFAFS NO
		PAGE NO. 1

	CATEGORY	BUDGET	CURRENT MO. EXPENDITURES	TOTAL EXPENDED	TOTAL ENCUMBERED	TOTAL COMMITTED	UNCOMMITTED BALANCE
1001	SALARIES & WAGES-PAYROLL	85,210 00	2,295 06	13,559 39	16,065.42	29,624.81	55,585 19
1501	EMPLOYEE BENEFITS-PAYROLL	27,606.00	619.66	3,661.02	4,337 66	7,998.68	19,607.32
2001	CONSULTANT SERVICES	157,830 00	1,763.70	16,808.70	22,795.35	39,604.05	118,225.95
2501	EQUIPMENT-RESEARCH	13,923 00	.	5,151.00		5,151 00	8,772.00
3006	SUPPLIES-OTHER	19,403.00	30 60	2,150.50		2,150.50	17,252.50
3502	TRAVEL-FOREIGN	90,093.00	2,591.46	27,936.34		27,936.34	62,156.66
6507	MISCELLANEOUS-SUPPORTING SERVICES	4,711.00	3,843 26	7,040 47		7,040.47	
6508	MISCELLANEOUS-SUB CONTRACTS	277,500.00		69,375.00	208,125.00	277,500.00	
6510	MISCELLANEOUS-OTHER	78,352.00	7,011.36	33,667.87	45,155.60	78,823.47	
	TOTAL MISCELLANEOUS	360,563.00	10,854.62	110,083.34	253,280 60	363,363.94	2,800 94-
7001	PARTICIPANT SUPPORT-STIPENDS	1,790.00		2,678.00		2,678.00	888.00-
7002	PARTICIPANT SUPPORT-DEPEND ALLOWANCE						
	TOTAL DIRECT COSTS	756,418 00	18,155.10	182,028.29	296,479.03	478,507 32	277,910.68
7501	INDIRECT COSTS	128,666.00	2,233 95	19,619.48	13,218.72	32,838.20	95,827.80
	TOTAL COSTS	885,084.00	20,389 05	201,647.77	309,697.75	511,345.52	373,738.48

ACCOUNT NO		THE RESEARCH FOUNDATION OF STATE UNIVERSITY OF NEW YORK			MONTH ENDING	
316-0092A		ACCOUNT EXPENDITURE SUMMARY-DETAIL ACTIVITY			12/31/91	
					PAGE NO. 2	
CURRENT EXPENDITURES	REFERENCES	BUDGET	TOTAL EXPENDED	TOTAL ENCUMBERED	TOTAL COMMITTED	UNCOMMITTED BALANCE
	TOTAL BEGINNING BALANCE FORWARD 11/30/91	885,084.00	181,258.72	294,250.06	475,508.78	409,575.22
	1001 SALARIES & WAGES-PAYROLL					
	BALANCE AS OF 11/30/91	112,110.00	11,264.33	18,360.48	29,624.81	
	BUDGET ADJUSTMENTS					
	00000 12/20/91	26,900.00-				
	PAYROLL					
1,147.53	12/13/91			1,147.53-		
1,147.53	12/27/91			1,147.53-		
	MONTHLY TRANSACTIONS	26,900.00-	2,295.06	2,295.06-		
	BALANCE TO DATE	85,210.00	13,559.39	16,065.42	29,624.81	55,585.19
	1501 EMPLOYEE BENEFITS-PAYROLL					
	BALANCE AS OF 11/30/91	30,270.00	3,041.36	4,957.33	7,998.69	
	12/31/91 ENCUMBRANCE ADJ 051566198			.01-		
	BUDGET ADJUSTMENTS					
	00000 12/20/91	2,664.00-				
	PAYROLL					
309.83	12/13/91			309.83-		
309.83	12/27/91			309.83-		
	MONTHLY TRANSACTIONS	2,664.00-	619.66	619.67-		
	BALANCE TO DATE	27,606.00	3,661.02	4,337.66	7,998.68	19,607.32
	2001 CONSULTANT SERVICES					
	BALANCE AS OF 11/30/91	150,316.00	15,045.00	2,490.00	17,535.00	
	PURCHASE ORDERS					
	00515 12/02/91 - PETER THOMAS			1,334.00		
	00516 12/02/91 - HAROLD PAZER			3,070.00		
	00517 12/02/91 - PETER MAEKULIS			975.00		
	00518 12/20/91 - ARPAD KEZDI			7,522.35		
	00526 12/20/91 - PREM GANDHI			1,228.00		
	00544 12/23/91 - KRISZTINA HILLIER			10,000.00		
	BUDGET ADJUSTMENTS					
	00000 12/20/91	7,514.00				
	JOURNAL ENTRIES					
4,824.00-	0085A 12/18/91 70929					
	INVOICE PAYMENTS					
830.00	00498 12/06/91 - ISTVAN GOBLYOS			830.00-		
830.00	00498 12/31/91 - ISTVAN GOBLYOS			830.00-		
415.00	00500 12/06/91 - JULIANNA KOLONICS			415.00-		
415.00	00500 12/31/91 - JULIANNA KOLONICS			415.00-		

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ACCOUNT NO		THE RESEARCH FOUNDATION OF STATE UNIVERSITY OF NEW YORK			MONTH ENDING 12/31/91	
316-0092A		ACCOUNT EXPENDITURE SUMMARY-DETAIL ACTIVITY			PAGE NO. 3	
CURRENT EXPENDITURES	REFERENCES	BUDGET	TOTAL EXPENDED	TOTAL ENCUMBERED	TOTAL COMMITTED	UNCOMMITTED BALANCE
1,334.00 1,321.65 1,442.05	00515 12/06/91 - PETER THOMAS 00000 12/06/91 - ARPAD KEZDI (HUNGARIAN N 00000 12/31/91 - RONALD P. OPPEN MONTHLY TRANSACTIONS BALANCE TO DATE	7,514.00 157,830.00	1,763.70 16,808.70	1,334.00- 20,305.35 22,795.35	39,604.05	118,225.95
	2501 EQUIPMENT-RESEARCH BALANCE AS OF 11/30/91 BUDGET ADJUSTMENTS 00000 12/20/91 MONTHLY TRANSACTIONS BALANCE TO DATE	15,266.00 1,343.00- 1,343.00- 13,923.00	5,151.00 5,151.00		5,151.00 5,151.00	8,772.00
	3006 SUPPLIES-OTHER BALANCE AS OF 11/30/91 BUDGET ADJUSTMENTS 00000 12/20/91 INVOICE PAYMENTS 00000 12/31/91 - RONALD P. OPPEN MONTHLY TRANSACTIONS BALANCE TO DATE	21,276.00 1,873.00- 1,873.00- 19,403.00	2,119.90 30.60 2,150.50		2,119.90 2,150.50	17,252.50
30 60	3502 TRAVEL-FOREIGN BALANCE AS OF 11/30/91 PURCHASE ORDERS TR116 12/20/91 - CANCELLATION BUDGET ADJUSTMENTS 00000 12/20/91 INVOICE PAYMENTS 00000 12/03/91 - CHENANGO VALLEY TRAVEL 00000 12/17/91 - CHENANGO VALLEY TRAVEL 00000 12/20/91 - CHENANGO VALLEY TRAVEL 00000 12/31/91 - RONALD P. OPPEN 00116 12/13/91 - VIRGINIA GORMAN MONTHLY TRANSACTIONS BALANCE TO DATE	98,786.00 8,693.00- 8,693.00- 90,093.00	25,344.88 2,591.46 27,936.34	193.80 193.80- 193.80-	25,538.68 27,936.34	62,156.66
55.50 1,414.43 983.25 1 38 136 90	6507 MISCELLANEOUS-SUPPORTING SERVICES BALANCE AS OF 11/30/91 BUDGET ADJUSTMENTS 00000 12/20/91	5,165.00 454.00-	3,197.21		3,197.21	

ACCOUNT NO. 316-0092A		THE RESEARCH FOUNDATION OF STATE UNIVERSITY OF NEW YORK ACCOUNT EXPENDITURE SUMMARY-DETAIL ACTIVITY			MONTH ENDING 12/31/91 PAGE NO. 4	
CURRENT EXPENDITURES	REFERENCES	BUDGET	TOTAL EXPENDED	TOTAL ENCUMBERED	TOTAL COMMITTED	UNCOMMITTED BALANCE
1,702.06 2,141.20	INVOICE PAYMENTS 00000 12/17/91 - CORVINA KIADO VALLALAT 00000 12/31/91 - CORVINA KIADO VALLALAT MONTHLY TRANSACTIONS BALANCE TO DATE	454.00- 4,711.00	3,843.26 7,040.47		7,040.47	2,329.47-
	6508 MISCELLANEOUS-SUB CONTRACTS BALANCE AS OF 11/30/91 BUDGET ADJUSTMENTS 00000 12/20/91 MONTHLY TRANSACTIONS BALANCE TO DATE	235,354.00 42,146.00 42,146.00 277,500.00	69,375.00 69,375.00	208,125.00 208,125.00	277,500.00 277,500.00	
	6510 MISCELLANEOUS-OTHER BALANCE AS OF 11/30/91 BUDGET ADJUSTMENTS 00000 12/20/91 CASH RECEIPTS 12/09/91 - AID 12/11/91 - AID INVOICE PAYMENTS 00373 12/06/91 - WILLIAM K. HOLSTEIN 00377 12/16/91 - CORVINA KIADO VALLALAT MONTHLY TRANSACTIONS BALANCE TO DATE	85,912.00 7,560.00- 78,352.00	26,656.51 7,011.36 33,667.87	52,166.96 2,000.00- 5,011.36- 7,011.36- 45,155.60	78,823.47 78,823.47	471.47-
22,650.00- 22,650.00	7001 PARTICIPANT SUPPORT-STIPENDS BALANCE AS OF 11/30/91 BUDGET ADJUSTMENTS 00000 12/20/91 MONTHLY TRANSACTIONS BALANCE TO DATE	1,790.00 1,790.00 1,790.00	2,678.00 2,678.00		2,678.00 2,678.00	888.00-
2,000.00 5,011.36	7002 PARTICIPANT SUPPORT-DEPEND ALLOWANCE BALANCE AS OF 11/30/91 BUDGET ADJUSTMENTS 00000 12/20/91 MONTHLY TRANSACTIONS TOTAL MONTHLY DIRECT COST TRANSACTIONS	1,963.00 1,963.00- 1,963.00-	18,155.10	10,185.46		

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ACCOUNT NO. 316-0092A		THE RESEARCH FOUNDATION OF STATE UNIVERSITY OF NEW YORK ACCOUNT EXPENDITURE SUMMARY-DETAIL ACTIVITY			MONTH ENDING 12/31/91 PAGE NO 5	
CURRENT EXPENDITURES	REFERENCES	BUDGET	TOTAL EXPENDED	TOTAL ENCUMBERED	TOTAL COMMITTED	UNCOMMITTED BALANCE
	TOTAL DIRECT COSTS	756,418.00	182,028.29	296,479.03	478,507.32	277,910.68
	7501 INDIRECT COSTS					
	BALANCE AS OF 11/30/91	128,666.00	17,385.53	7,956.49	25,342.02	
	BUDGET ADJUSTMENTS					
	00000 12/20/91			102,258.03		
	INDIRECT COST					
	12/31/91			5,262.23		
2,233.95	MONTHLY TRANSACTIONS		2,233.95	5,262.23		
	BALANCE TO DATE	128,666.00	19,619.48	13,218.72	32,838.20	95,827.80
	TOTAL MONTHLY TRANSACTIONS		20,389.05	15,447.69		
	TOTAL BALANCE TO DATE	885,084.00	201,647.77	309,697.75	511,345.52	373,738.48

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ACCOUNT NO.	316-0092A	THE RESEARCH FOUNDATION OF STATE UNIVERSITY OF NEW YORK ACCOUNT EXPENDITURE SUMMARY-DETAIL ACTIVITY			MONTH ENDING 12/31/91 PAGE NO 6
	REFERENCES	BUDGET	CASH REC'D	TRAN. IN	BALANCE DUE
	BALANCE DUE ON AWARD BALANCE AS OF 11/30/91 9001 00000 12/11/91 - AID 9001 00000 12/18/91 - AID 9001 00000 12/31/91 - AID-LOC MONTHLY TRANSACTIONS TOTAL BALANCE	. 885,084.00 885,084 00	. 158,700 00 22,650.00 9,000 00 5,625.00 37,275.00 195,975.00	. .	. 726,384 00 689,109.00

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ACCOUNT NO . 316-0092A		THE RESEARCH FOUNDATION OF STATE UNIVERSITY OF NEW YORK ACCOUNT EXPENDITURE SUMMARY-DETAIL ACTIVITY			MONTH ENDING 12/31/91 PAGE NO 7	
CURRENT EXPENDITURES	REFERENCES	BUDGET	TOTAL EXPENDED	TOTAL ENCUMBERED	TOTAL COMMITTED	UNCOMMITTED BALANCE
	OUTSTANDING PURCHASE ORDERS					
	2001 CONSULTANT SERVICES					
	00516 12/02/91 - HAROLD PAZER			3,070.00		
	00517 12/02/91 - PETER MAEKULIS			975.00		
	00518 12/20/91 - ARPAD KEZDI			7,522.35		
	00526 12/20/91 - PREM GANDHI			1,228.00		
	00544 12/23/91 - KRISZTINA HILLIER			10,000.00		
	SUB-TOTAL			22,795.35		
	6508 MISCELLANEOUS-SUB CONTRACTS					
	** 00482 10/29/91 - MOUNTAIN VIEW PRODUCTIO			208,125.00		
	SUB-TOTAL			208,125.00		
	6510 MISCELLANEOUS-OTHER					
	** 00373 09/05/91 - WILLIAM K HOLSTEIN			21,685.00		
	** 00377 09/06/91 - CORVINA KIADD VALLALAT			23,470.60		
	SUB-TOTAL			45,155.60		
	TOTAL			276,075.95		
	** PARTIAL					

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ACCOUNT NO.	316-0092A	THE RESEARCH FOUNDATION OF STATE UNIVERSITY OF NEW YORK	MONTH ENDING	12/31/91
DEPARTMENT	INTERNATIONAL PROGRAMS	ACCOUNT EXPENDITURE SUMMARY-DETAIL ACTIVITY	AWARD PERIOD	07/23/91 TO 07/16/92
PROJECT DIRECTOR	OPPEN, MR. RONALD P.		AWARD AMOUNT	\$885,084 00
SPONSOR	AGENCY FOR INTERNATIONAL DEVELOPMNT		SPONSOR ID NO	EURO029G00106100
PROJECT TITLE	MANAGEMENT TRAINING AND ECONOMICS EDUCATION FOR CENTRAL AND EASTERN EUROPE		DFAFS NO	
			PAGE NO.	8

TITLE	PERIOD	SALARIES AND WAGES		TYPE	% OF EFF	EXPENDITURES		TERM DATE		ENCUMBERED BALANCE	
						PAYROLL/ STIPENDS	FB/DP ALLOWANCE	ENCUM	SHORT	PAYROLL/ STIPENDS	FB/DP ALLOWANCE
PROJECT STAFF ASSOCIA	12/13/91	GORMAN	VIRGINIA	REG	100	1,147.53	309.83				
			SUB-TOTAL			1,147.53	309.83				
PROJECT STAFF ASSOCIA	12/27/91	GORMAN	VIRGINIA	REG	100	1,147.53	309.83	07/10/92		16,065.42	4,337.66
			SUB-TOTAL			1,147.53	309.83			16,065.42	4,337.66
			TOTAL			2,295.06	619.66			16,065.42	4,337.66
		* SUMMARY COMPLETE *									

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THE RESEARCH FOUNDATION OF STATE UNIVERSITY OF NEW YORK
ACCOUNT EXPENDITURE SUMMARY

ACCOUNT NO
DEPARTMENT
PROJECT DIRECTOR
SPONSOR
PROJECT TITLE

316-0092A
INTERNATIONAL PROGRAMS
OPPEN, MR RONALD P.
AGENCY FOR INTERNATIONAL DEVELOPMNT
MANAGEMENT TRAINING AND ECONOMICS EDUCATION FOR CENTRAL AND EASTERN EUROPE

MONTH ENDING 01/31/92
AWARD PERIOD 07/23/91 TO 07/16/92
AWARD AMOUNT \$885,084.00
SPONSOR ID NO EURO029G00106100
DFAFS NO

PAGE NO. 1

CATEGORY		BUDGET	CURRENT MO. EXPENDITURES	TOTAL EXPENDED	TOTAL ENCUMBERED	TOTAL COMMITTED	UNCOMMITTED BALANCE
1001	SALARIES & WAGES-PAYROLL	85,210.00	3,125.16	16,684.55	19,629.84	36,314.39	48,895.61
1501	EMPLOYEE BENEFITS-PAYROLL	27,606.00	843.79	4,504.81	5,300.06	9,804.87	17,801.13
2001	CONSULTANT SERVICES	157,830.00	9,688.48	26,497.18	29,369.54	55,866.72	101,963.28
2501	EQUIPMENT-RESEARCH	13,923.00	2,516.35	7,667.35		7,667.35	6,255.65
3006	SUPPLIES-OTHER	19,403.00	20.16	2,170.66		2,170.66	17,232.34
3502	TRAVEL-FOREIGN	90,093.00	5,662.07	33,598.41		33,598.41	56,494.59
6507	MISCELLANEOUS-SUPPORTING SERVICES	4,711.00	1,703.42	8,743.89		8,743.89	
6508	MISCELLANEOUS-SUB CONTRACTS	277,500.00		69,375.00	208,125.00	277,500.00	
6510	MISCELLANEOUS-OTHER	78,352.00	18,782.92	52,450.79	40,306.25	92,757.04	
	TOTAL MISCELLANEOUS	360,563.00	20,486.34	130,569.68	248,431.25	379,000.93	18,437.93-
7001	PARTICIPANT SUPPORT-STIPENDS	1,790.00	364.00-	2,314.00		2,314.00	524.00-
	TOTAL DIRECT COSTS	756,418.00	41,978.35	224,006.64	302,730.69	526,737.33	229,680.67
7501	INDIRECT COSTS	128,666.00	5,917.94	25,537.42	16,615.63	42,153.05	86,512.95
	TOTAL COSTS	885,084.00	47,896.29	249,544.06	319,346.32	568,890.38	316,193.62

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ACCOUNT NO.		THE RESEARCH FOUNDATION OF STATE UNIVERSITY OF NEW YORK			MONTH ENDING 01/31/92	
316-0092A		ACCOUNT EXPENDITURE SUMMARY-DETAIL ACTIVITY			PAGE NO 2	
CURRENT EXPENDITURES	REFERENCES	BUDGET	TOTAL EXPENDED	TOTAL ENCUMBERED	TOTAL COMMITTED	UNCOMMITTED BALANCE
	TOTAL BEGINNING BALANCE FORWARD 12/31/91	885,084 00	201,647.77	309,697 75	511,345 52	373,738 48
	1001 SALARIES & WAGES-PAYROLL					
	BALANCE AS OF 12/31/91	85,210.00	13,559 39	16,065 42	29,624 81	
	01/31/92 ENCUMBRANCE ADJ 115246644			6,689.58		
1,489.34	PAYROLL					
1,635.82	01/10/92			1,489.34-		
	01/24/92			1,635.82-		
	MONTHLY TRANSACTIONS		3,125 16	3,564 42		
	BALANCE TO DATE	85,210 00	16,684 55	19,629.84	36,314.39	48,895.61
	1501 EMPLOYEE BENEFITS-PAYROLL					
	BALANCE AS OF 12/31/91	27,606 00	3,661 02	4,337.66	7,998 68	
	01/31/92 ENCUMBRANCE ADJ 115246644			1,806 19		
402.12	PAYROLL					
441.67	01/10/92			402.12-		
	01/24/92			441.67-		
	MONTHLY TRANSACTIONS		843 79	962.40		
	BALANCE TO DATE	27,606.00	4,504.81	5,300.06	9,804.87	17,801.13
	2001 CONSULTANT SERVICES					
	BALANCE AS OF 12/31/91	157,830.00	16,808 70	22,795.35	39,604 05	
	PURCHASE ORDERS					
	00554 01/02/92 - STANLEY ROSS			920 00		
	00555 01/08/92 - SYSTEMS FIRST ASSOCIATE			15,000 00		
	00568 01/31/92 - ISTVAN GOBLYOS			1,660 00		
	00569 01/31/92 - JULIANNA KOLONICS			830 00		
	00516 01/08/92 - CANCELLATION			3,070.00-		
	JOURNAL ENTRIES					
530.00	0063A 01/17/92 70951					
392.67	0063A 01/17/92 70952					
	INVOICE PAYMENTS					
975.00	00517 01/23/92 - PETER MAEKULIS			975.00-		
919.41	00518 01/02/92 - ARPAD KEZDI			919.41-		
1,149.26	00518 01/31/92 - ARPAD KEZDI			1,149.26-		
1,228.00	00526 01/23/92 - PREM GANDHI			1,228 00-		
1,920.00	00544 01/02/92 - KRISZTINA HILLIER			1,920 00-		
1,329.14	00544 01/31/92 - KRISZTINA HILLIER			1,329 14-		
830 00	00568 01/31/92 - ISTVAN GOBLYOS			830 00-		
415.00	00569 01/31/92 - JULIANNA KOLONICS			415 00-		
	MONTHLY TRANSACTIONS		9,688.48	6,574 19		

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ACCOUNT NO. 316-0092A		THE RESEARCH FOUNDATION OF STATE UNIVERSITY OF NEW YORK ACCOUNT EXPENDITURE SUMMARY-DETAIL ACTIVITY			MONTH ENDING 01/31/92 PAGE NO. 3	
CURRENT EXPENDITURES	REFERENCES	BUDGET	TOTAL EXPENDED	TOTAL ENCUMBERED	TOTAL COMMITTED	UNCOMMITTED BALANCE
	BALANCE TO DATE	157,830.00	26,497.18	29,369.54	55,866.72	101,963.28
2,516.35	2501 EQUIPMENT-RESEARCH BALANCE AS OF 12/31/91 JOURNAL ENTRIES 0063A 01/17/92 70952 MONTHLY TRANSACTIONS BALANCE TO DATE	13,923.00	5,151.00		5,151.00	
			2,516.35			
		13,923.00	7,667.35		7,667.35	6,255.65
20.16	3006 SUPPLIES-OTHER BALANCE AS OF 12/31/91 JOURNAL ENTRIES 0063A 01/17/92 70952 MONTHLY TRANSACTIONS BALANCE TO DATE	19,403.00	2,150.50		2,150.50	
			20.16			
		19,403.00	2,170.66		2,170.66	17,232.34
21.24	3502 TRAVEL-FOREIGN BALANCE AS OF 12/31/91 JOURNAL ENTRIES 00000 01/17/92 70953	90,093.00	27,936.34		27,936.34	
583.00-	00000 01/22/92 70935					
29.39	0063A 01/17/92 70952					
560.60	0063A 01/17/92 70951					
760.66	INVOICE PAYMENTS					
1,442.64	00000 01/03/92 - STANLEY ROSS					
1,090.30	00000 01/03/92 - CHENANGO VALLEY TRAVEL					
1,172.55	00000 01/08/92 - HAROLD PAZER					
988.30	00000 01/14/92 - PREM GANDHI					
179.39	00000 01/16/92 - PETER MARKULIS					
	00000 01/29/92 - KRISZTINA HILLIER					
	MONTHLY TRANSACTIONS		5,662.07			
	BALANCE TO DATE	90,093.00	33,598.41		33,598.41	56,494.59
2.79	6507 MISCELLANEOUS-SUPPORTING SERVICES BALANCE AS OF 12/31/91 JOURNAL ENTRIES 0063A 01/17/92 70952	4,711.00	7,040.47		7,040.47	
1,700.63	0092A 01/29/92 61555					
	MONTHLY TRANSACTIONS		1,703.42			
	BALANCE TO DATE	4,711.00	8,743.89		8,743.89	4,032.89-

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ACCOUNT NO. 316-0092A		THE RESEARCH FOUNDATION OF STATE UNIVERSITY OF NEW YORK ACCOUNT EXPENDITURE SUMMARY-DETAIL ACTIVITY			MONTH ENDING 01/31/92 PAGE NO. 4	
CURRENT EXPENDITURES	REFERENCES	BUDGET	TOTAL EXPENDED	TOTAL ENCUMBERED	TOTAL COMMITTED	UNCOMMITTED BALANCE
	6508 MISCELLANEOUS-SUB CONTRACTS BALANCE TO DATE	277,500 00	69,375.00	208,125 00	277,500.00	
	6510 MISCELLANEOUS-OTHER BALANCE AS OF 12/31/91	78,352.00	33,667 87	45,155 60	78,823 47	
32.72	JOURNAL ENTRIES					
66.79	0063A 01/17/92 70951					
1,700.63-	0063A 01/17/92 70952					
	0092A 01/29/92 61555					
	INVOICE PAYMENTS					
4,849.35	00377 01/28/92 - CORVINA KIADO VALLALAT			4,849.35-		
13,768.00	00000 01/03/92 - WILLIAM HOLSTEIN					
1,700.63	00000 01/27/92 - CORVINA KIADO VALLALAT					
66.06	00000 01/29/92 - KRISZTINA HILLIER					
	MONTHLY TRANSACTIONS		18,782.92	4,849 35-		
	BALANCE TO DATE	78,352.00	52,450.79	40,306 25	92,757 04	14,405 04-
	7001 PARTICIPANT SUPPORT-STIPENDS BALANCE AS OF 12/31/91	1,790.00	2,678.00		2,678 00	
	JOURNAL ENTRIES					
364.00-	00000 01/22/92 70935		364.00-			
	MONTHLY TRANSACTIONS		2,314.00		2,314.00	524 00-
	BALANCE TO DATE	1,790 00				
	TOTAL MONTHLY DIRECT COST TRANSACTIONS		41,978.35	6,251 66		
	TOTAL DIRECT COSTS	756,418.00	224,006.64	302,730 69	526,737 33	229,680.67
	7501 INDIRECT COSTS BALANCE AS OF 12/31/91	128,666.00	19,619.48	13,218.72	32,838.20	
	INDIRECT COST					
5,917.94	01/31/92		5,917 94	3,396.91		
	MONTHLY TRANSACTIONS		25,537.42	3,396 91		
	BALANCE TO DATE	128,666 00		16,615.63	42,153.05	86,512 95
	TOTAL MONTHLY TRANSACTIONS		47,896.29	9,648.57		
	TOTAL BALANCE TO DATE	885,084.00	249,544 06	319,346.32	568,890.38	316,193 62

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ACCOUNT NO. 316-0092A		THE RESEARCH FOUNDATION OF STATE UNIVERSITY OF NEW YORK ACCOUNT EXPENDITURE SUMMARY-DETAIL ACTIVITY			MONTH ENDING 01/31/92 PAGE NO. 5	
	REFERENCES	BUDGET	CASH REC'D	TRAN IN	BALANCE DUE	
	BALANCE DUE ON AWARD					
	BALANCE AS OF 12/31/91	885,084 00	195,975.00		689,109 00	
	9001 00000 01/13/92 - AID		29,925.00			
	9001 00000 01/28/92 - AID		11,940.00			
	MONTHLY TRANSACTIONS		41,865.00			
	TOTAL BALANCE	885,084 00	237,840 00		647,244.00	

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ACCOUNT NO. 316-0092A		THE RESEARCH FOUNDATION OF STATE UNIVERSITY OF NEW YORK ACCOUNT EXPENDITURE SUMMARY-DETAIL ACTIVITY			MONTH ENDING 01/31/92 PAGE NO. 6	
CURRENT EXPENDITURES	REFERENCES	BUDGET	TOTAL EXPENDED	TOTAL ENCUMBERED	TOTAL COMMITTED	UNCOMMITTED BALANCE
	OUTSTANDING PURCHASE ORDERS					
	2001 CONSULTANT SERVICES					
	** 00518 12/20/91 - ARPAD KEZDI			5,453.68		
	** 00544 12/23/91 - KRISZTINA HILLIER			6,750.86		
	00554 01/02/92 - STANLEY ROSS			920.00		
	00555 01/08/92 - SYSTEMS FIRST ASSOCIATE			15,000.00		
	** 00568 01/31/92 - ISTVAN GOBLYOS			830.00		
	** 00569 01/31/92 - JULIANNA KOLONICS			415.00		
	SUB-TOTAL			29,369.54		
	6508 MISCELLANEOUS-SUB CONTRACTS					
	** 00482 10/29/91 - MOUNTAIN VIEW PRODUCTIO			208,125.00		
	SUB-TOTAL			208,125.00		
	6510 MISCELLANEOUS-OTHER					
	** 00373 09/05/91 - WILLIAM K. HOLSTEIN			21,685.00		
	** 00377 09/06/91 - CORVINA KIADD VALLALAT			18,621.25		
	SUB-TOTAL			40,306.25		
	TOTAL			277,800.79		
	** PARTIAL					

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THE RESEARCH FOUNDATION OF STATE UNIVERSITY OF NEW YORK
ACCOUNT EXPENDITURE SUMMARY-DETAIL ACTIVITY

ACCOUNT NO.	316-0092A	MONTH ENDING	01/31/92
DEPARTMENT	INTERNATIONAL PROGRAMS	AWARD PERIOD	07/23/91 TO 07/16/92
PROJECT DIRECTOR	OPPEN, MR. RONALD P.	AWARD AMOUNT	\$885,084 00
SPONSOR	AGENCY FOR INTERNATIONAL DEVELOPMNT	SPONSOR ID NO	EUR0029G00106100
PROJECT TITLE	MANAGEMENT TRAINING AND ECONOMICS EDUCATION FOR CENTRAL AND EASTERN EUROPE	DFAFS NO	

PAGE NO 7

TITLE	PERIOD	SALARIES AND WAGES		TYPE	% OF EFF	EXPENDITURES		TERM DATE		ENCUMBERED BALANCE	
						PAYROLL/ STIPENDS	FB/DP ALLOWANCE	ENCUM	SHORT	PAYROLL/ STIPENDS	FB/DP ALLOWANCE
PROJECT STAFF ASSOCIA	01/10/92	GORMAN	VIRGINIA	REG	100	1,147.53	309.83				
PROJECT ADMINISTRATIV	01/10/92	OPPEN	RONALD	REG	20	341.81	92.29				
			SUB-TOTAL			1,489.34	402.12				
PROJECT STAFF ASSOCIA	01/24/92	GORMAN	VIRGINIA	REG	100	1,147.53	309.83	07/10/92		13,770.36	3,718.00
PROJECT ADMINISTRATIV	01/24/92	OPPEN	RONALD	REG	20	488.29	131.84	07/10/92		5,859.48	1,582.06
			SUB-TOTAL			1,635.82	441.67			19,629.84	5,300.06
			TOTAL			3,125.16	843.79			19,629.84	5,300.06
		* SUMMARY COMPLETE *									

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THE RESEARCH FOUNDATION OF STATE UNIVERSITY OF NEW YORK

ACCOUNT NO. 150-4482A
 DEPARTMENT SPEC SUPP FUND-SCHOOL OF MGMT
 PROJECT DIRECTOR THOMAS, DR. JOHN M.
 SPONSOR AGENCY FOR INTERNATIONAL DEVELOPMNT
 PROJECT TITLE HUNGARIAN EXECUTIVE MANAGEMENT TRAINING/CURRICULUM DEVELOPMENT

ACCOUNT EXPENDITURE SUMMARY
 MONTH ENDING 11/30/91
 AWARD PERIOD 07/23/91 TO 07/16/92
 AWARD AMOUNT \$161,378.00
 SPONSOR ID NO EUR0029600106100
 DFAFS NO

PAGE NO. 1

CATEGORY	BUDGET	CURRENT MO. EXPENDITURES	TOTAL EXPENDED	TOTAL ENCUMBERED	TOTAL COMMITTED	UNCOMMITTED BALANCE
2001 CONSULTANT SERVICE	37,826.00					37,826.00
3006 SUPPLIES-OTHER	876.00					876.00
3501 TRAVEL-DOMESTIC		364.00	364.00		364.00	364.00-
3502 TRAVEL-FOREIGN	33,681.00					33,681.00
6502 MISC. TUITION AND FEES ALL OTHER	20,355.00	4,956.50	4,956.50		4,956.50	
6506 MISCELLANEOUS-TECHNICAL SERVICES	5,258.00					
6510 MISCELLANEOUS-OTHER	2,570.00					
TOTAL MISCELLANEOUS	28,183.00	4,956.50	4,956.50		4,956.50	23,226.50
7002 PARTICIPANT SUPPORT-DEPEND ALLOWANCE	36,203.00					36,203.00
7003 PARTICIPANT SUPPORT-TRAVEL ALLOWANCE	2,460.00					2,460.00
TOTAL DIRECT COSTS	139,229.00	5,320.50	5,320.50		5,320.50	133,908.50
7501 INDIRECT COSTS	22,149.00	111.38	111.38		111.38	22,037.62
TOTAL COSTS	161,378.00	5,431.88	5,431.88		5,431.88	155,946.12



 THE RESEARCH FOUNDATION OF STATE UNIVERSITY OF NEW YORK
 ACCOUNT EXPENDITURE SUMMARY-DETAIL ACTIVITY
 MONTH ENDING 11/30/91
 PAGE NO. 2

ACCOUNT NO. 150-4482A

CURRENT EXPENDITURES	REFERENCES	BUDGET	TOTAL EXPENDED	TOTAL ENCUMBERED	TOTAL COMMITTED	UNCOMMITTED BALANCE
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TOTAL BEGINNING BALANCE FORWARD 10/31/91
 BUDGET ADJUSTMENT 161,378.00

2001	CONSULTANT SERVICES					
	BUDGET ADJUSTMENTS		37,826.00			
	00000 11/13/91		37,826.00			
	MONTHLY TRANSACTIONS		37,226.00			37,826.00
	BALANCE TO DATE					

3006	SUPPLIES-OTHER					
	BUDGET ADJUSTMENTS		876.00			
	00000 11/13/91		876.00			
	MONTHLY TRANSACTIONS		876.00			876.00
	BALANCE TO DATE					

364.00	3501 TRAVEL-DOMESTIC					
	INVOICE PAYMENTS					
	74807 11/22/91 - ZSUZSANNA SOMOGYFALVI					
	MONTHLY TRANSACTIONS		364.00			
	BALANCE TO DATE		364.00		364.00	364.00-

	3502 TRAVEL-FOREIGN					
	BUDGET ADJUSTMENTS		33,681.00			
	00000 11/13/91		33,681.00			
	MONTHLY TRANSACTIONS		33,681.00			33,681.00
	BALANCE TO DATE					

4,956.50	6502 MISC. TUITION AND FEES ALL OTHER					
	PURCHASE ORDERS					
	48825 11/22/91 - SUNY BINGHAMTON,C/O P.			4,956.50		
	BUDGET ADJUSTMENTS		20,355.00			
	00000 11/13/91					
	INVOICE PAYMENTS					
	48825 11/27/91 - SUNY BINGHAMTON,C/O P.			4,956.50-		
	MONTHLY TRANSACTIONS		20,355.00	4,956.50		
	BALANCE TO DATE		20,355.00	4,956.50	4,956.50	15,398.50

6506 MISCELLANEOUS-TECHNICAL SERVICES

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ACCOUNT NO. 150-4482A THE RESEARCH FOUNDATION OF STATE UNIVERSITY OF NEW YORK
 ACCOUNT EXPENDITURE SUMMARY-DETAIL ACTIVITY MONTH ENDING 11/30/91
 PAGE NO. 3

CURRENT EXPENDITURES	REFERENCES	BUDGET	TOTAL EXPENDED	TOTAL ENCUMBERED	TOTAL COMMITTED	UNCOMMITTED BALANCE
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	BUDGET ADJUSTMENTS					
	0000 11/13/91	5,258.00				
	MONTHLY TRANSACTIONS	5,258.00				5,258.00
	BALANCE TO DATE	5,258.00				

6510	MISCELLANEOUS-OTHER					
	BUDGET ADJUSTMENTS					
	0000 11/13/91	2,570.00				
	MONTHLY TRANSACTIONS	2,570.00				2,570.00
	BALANCE TO DATE	2,570.00				

7002	PARTICIPANT SUPPORT-DEPEND ALLOWANCE					
	BUDGET ADJUSTMENTS					
	0000 11/13/91	36,203.00				
	MONTHLY TRANSACTIONS	36,203.00				36,203.00
	BALANCE TO DATE	36,203.00				

7003	PARTICIPANT SUPPORT-TRAVEL ALLOWANCE					
	BUDGET ADJUSTMENTS					
	0000 11/13/91	2,460.00				
	MONTHLY TRANSACTIONS	2,460.00				2,460.00
	BALANCE TO DATE	2,460.00				

	TOTAL MONTHLY DIRECT COST TRANSACTIONS	139,229.00	5,320.50			
	TOTAL DIRECT COSTS	139,229.00	5,320.50	5,320.50		133,908.50

111.38	7501 INDIRECT COSTS					
	BUDGET ADJUSTMENTS					
	0000 11/13/91	22,149.00				
	INDIRECT COST					
	11/30/91					
	MONTHLY TRANSACTIONS	22,149.00	111.38		111.38	22,037.62
	BALANCE TO DATE	22,149.00	111.38			
	TOTAL MONTHLY TRANSACTIONS	161,378.00	5,431.88		5,431.88	155,946.12
	TOTAL BALANCE TO DATE	161,378.00	5,431.88			

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ACCOUNT NO. 150-4482A

THE RESEARCH FOUNDATION OF STATE UNIVERSITY OF NEW YORK
ACCOUNT EXPENDITURE SUMMARY-DETAIL ACTIVITY

MONTH ENDING 11/30/91
PAGE NO. 4

REFERENCES BUDGET CASH REC'D TRAN. IN BALANCE DUE

BALANCE DUE ON AWARD

BALANCE AS OF 10/31/91

BUDGET ADJUSTMENTS	161,378.00		
MONTHLY TRANSACTIONS	161,378.00		

TOTAL BALANCE	161,378.00		161,378.00
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* SUMMARY COMPLETE *

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THE RESEARCH FOUNDATION OF STATE UNIVERSITY OF NEW YORK
ACCOUNT EXPENDITURE SUMMARY

ACCOUNT NO. 150-4482A
DEPARTMENT SPEC SUPP FUND-SCHOOL OF MGMT
PROJECT DIRECTOR THOMAS, DR. JOHN M.
SPONSOR AGENCY FOR INTERNATIONAL DEVELOPMNT
PROJECT TITLE HUNGARIAN EXECUTIVE MANAGEMENT TRAINING/CURRICULUM DEVELOPMENT

MONTH ENDING 12/31/91
AWARD PERIOD 07/23/91 TO 07/16/92
AWARD AMOUNT \$161,378.00
SPONSOR ID NO EURO029600106100
OFAFS NO

PAGE NO. 1

ACCOUNT NO.	DEPARTMENT	PROJECT DIRECTOR	SPONSOR	PROJECT TITLE	BUDGET	CURRENT NO. EXPENDITURES	TOTAL EXPENDED	TOTAL ENCUMBERED	TOTAL COMMITTED	UNCOMMITTED BALANCE
301				CONSULTANT SERVICES	37,826.00					37,826.00
301				SUPPLIES-BOOKS & PERIODICALS		76.85	76.85	166.50	243.35	
306				SUPPLIES-OTHER	876.00	6.37	6.37		6.37	
				TOTAL SUPPLIES	876.00	83.22	83.22	166.50	249.72	626.28
501				TRAVEL-DOMESTIC		134.55	498.55		498.55	498.55-
502				TRAVEL-FOREIGN	33,681.00	5,253.20	5,253.20	269.20	5,522.40	28,158.60
502				MISC. TUITION AND FEES ALL OTHER	20,355.00		4,956.50		4,956.50	
306				MISCELLANEOUS-TECHNICAL SERVICES	5,258.00					
510				MISCELLANEOUS-OTHER	2,570.00			120.00	120.00	
				TOTAL MISCELLANEOUS	28,183.00		4,956.50	120.00	5,076.50	23,106.50
302				PARTICIPANT SUPPORT-DEPEND ALLOWANCE	36,203.00					36,203.00
303				PARTICIPANT SUPPORT-TRAVEL ALLOWANCE	2,460.00					2,460.00
				TOTAL DIRECT COSTS	139,229.00	5,470.97	10,791.47	555.70	11,347.17	127,881.83
501				INDIRECT COSTS	22,119.00	1,674.12	1,785.50	133.32	1,918.82	20,230.18
				TOTAL COSTS	161,378.00	7,145.09	12,576.97	689.02	13,265.99	148,112.01

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THE RESEARCH FOUNDATION OF STATE UNIVERSITY OF NEW YORK
ACCOUNT EXPENDITURE SUMMARY-DETAIL ACTIVITY

MONTH ENDING 12/31/91
PAGE NO. 2

ACCOUNT NO. 150-4482A

CURRENT EXPENDITURES	REFERENCES	BUDGET	TOTAL EXPENDED	TOTAL ENCUMBERED	TOTAL COMMITTED	UNCOMMITTED BALANCE
	TOTAL BEGINNING BALANCE FORWARD 11/30/91	161,378.00	5,431.88		5,431.88	155,946.12
2001	CONSULTANT SERVICES BALANCE TO DATE	37,826.00				37,826.00
3001	SUPPLIES-BOOKS & PERIODICALS PURCHASE ORDERS 49360 12/0/91 - HARVARD BUSINESS SCHOOL INVOICE PAYMENTS			166.50		
76.85	R4910 12/10/91 - ZSUZSANNA SOMOGYFALVI MONTHLY TRANSACTIONS BALANCE TO DATE		76.85 76.85	166.50 166.50	243.35	243.35-
3006	SUPPLIES-OTHER BALANCE AS OF 11/30/91 INVOICE PAYMENTS	876.00				
6.37	R4910 12/10/91 - ZSUZSANNA SOMOGYFALVI MONTHLY TRANSACTIONS BALANCE TO DATE	876.00	6.37 6.37		6.37	869.63
3501	TRAVEL-DOMESTIC BALANCE AS OF 11/30/91 PURCHASE ORDERS		364.00		364.00	
134.55	49762 12/10/91 - CHENANGO VALLEY TRAVEL B 49827 12/10/91 - CHENANGO VALLEY TRAVEL 49762 12/10/91 - CANCELLATION INVOICE PAYMENTS			1,458.95 135.55 1,458.95-		
	49827 12/10/91 - CHENANGO VALLEY TRAVEL MONTHLY TRANSACTIONS BALANCE TO DATE		134.55 498.55	135.55-	498.55	498.55-
3502	TRAVEL-FOREIGN BALANCE AS OF 11/30/91 PURCHASE ORDERS	33,681.00				
	T4927 12/12/91 - JOHN GARDNER T4937 12/12/91 - PHILIP R. PERRY T4938 12/12/91 - CHARLES TRZCINKA 00088 12/13/91 - CHENANGO VALLEY TRAVEL 49827 12/10/91 - CHENANGO VALLEY TRAVEL			447.00 596.00 298.00 2,858.00 1,323.40		

ACCOUNT NO. 150-4482A		THE RESEARCH FOUNDATION OF STATE UNIVERSITY OF NEW YORK ACCOUNT EXPENDITURE SUMMARY-DETAIL ACTIVITY			MONTH ENDING 12/31/91 PAGE NO. 3			
CURRENT EXPENDITURES	REFERENCES	BUDGET	TOTAL EXPENDED	TOTAL ENCUMBERED	TOTAL COMMITTED	UNCOMMITTED BALANCE		
	INVOICE PAYMENTS							
1,413.00	00088 12/19/91 - CHENANGO VALLEY TRAVEL			1,413.00-				
1,444.00	00088 12/19/91 - CHENANGO VALLEY TRAVEL			1,444.00-				
1,323.40	49827 12/10/91 - CHENANGO VALLEY TRAVEL			1,323.40-				
357.60	T4927 12/12/91 - JOHN GARDNER			357.60-				
476.80	T4937 12/12/91 - PHILIP R. PERRY			476.80-				
238.40	T4938 12/12/91 - CHARLES TRZCINKA			238.40-				
	MONTHLY TRANSACTIONS							
	BALANCE TO DATE	33,681.00	5,253.20	269.20	5,522.40	28,158.60		
6502	MISC. TUITION AND FEES ALL OTHER							
	BALANCE TO DATE	20,355.00	4,956.50		4,956.50	15,398.50		
6506	MISCELLANEOUS-TECHNICAL SERVICES							
	BALANCE TO DATE	5,258.00				5,258.00		
6510	MISCELLANEOUS-OTHER							
	BALANCE AS OF 11/30/91	2,570.00						
	PURCHASE ORDERS							
	49500 12/05/91 - INTERNATIONAL SOS ASSIS				120.00			
	CASH RECEIPTS							
	12/09/91 - AID							
	12/11/91 - AID							
5,450.00-	MONTHLY TRANSACTIONS				120.00			
5,450.00	BALANCE TO DATE	2,570.00		120.00	120.00	120.00	2,450.00	
7002	PARTICIPANT SUPPORT-DEPEND ALLOWANCE							
	BALANCE TO DATE	36,203.00					36,203.00	
7003	PARTICIPANT SUPPORT-TRAVEL ALLOWANCE							
	BALANCE TO DATE	2,460.00					2,460.00	
	TOTAL MONTHLY DIRECT COST TRANSACTIONS		5,470.97	555.70				
	TOTAL DIRECT COSTS	139,229.00	10,791.47	555.70	11,347.17	127,881.83		
7501	INDIRECT COSTS							
	BALANCE AS OF 11/30/91	22,149.00	111.38		111.38			
	INDIRECT COST							

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 ACCOUNT NO. 150-4482A THE RESEARCH FOUNDATION OF STATE UNIVERSITY OF NEW YORK
 ACCOUNT EXPENDITURE SUMMARY-DETAIL ACTIVITY MONTH ENDING 12/31/91
 PAGE NO. 4

CURRENT EXPENDITURES	REFERENCES	BUDGET	TOTAL EXPENDED	TOTAL ENCUMBERED	TOTAL COMMITTED	UNCOMMITTED BALANCE
1,674.12	12/31/91		1,674.12	133.32		
	MONTHLY TRANSACTIONS	22,149.00	1,785.50	133.32	1,918.82	20,230.18
	BALANCE TO DATE					
	TOTAL MONTHLY TRANSACTIONS	161,378.00	7,145.09	689.02	13,265.99	148,112.01
	TOTAL BALANCE TO DATE		12,576.97	689.02		

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 ACCOUNT NO. 150-4482A THE RESEARCH FOUNDATION OF STATE UNIVERSITY OF NEW YORK MONTH ENDING 12/31/91
 ACCOUNT EXPENDITURE SUMMARY-DETAIL ACTIVITY PAGE NO. 5

REFERENCES	BUDGET	CASH REC'D	TRAN. IN	BALANCE DUE
BALANCE DUE ON AWARD				
BALANCE AS OF 11/30/91	161,378.00			161,378.00
9001 00000 12/11/91 - AID		5,450.00		
9001 00000 12/18/91 - AID		3,400.00		
9001 00000 12/31/91 - AID-LOC		3,725.00		
MONTHLY TRANSACTIONS		12,575.00		
TOTAL BALANCE	161,378.00	12,575.00		148,803.00

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THE RESEARCH FOUNDATION OF STATE UNIVERSITY OF NEW YORK
ACCOUNT EXPENDITURE SUMMARY-DETAIL ACTIVITY

ACCOUNT NO. 150-4482A

MONTH ENDING 12/31/91
PAGE NO. 6

CURRENT EXPENDITURES	REFERENCES	BUDGET	TOTAL EXPENDED	TOTAL ENCUMBERED	TOTAL COMMITTED	UNCOMMITTED BALANCE
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OUTSTANDING PURCHASE ORDERS

3001	SUPPLIES-BOOKS & PERIODICALS					
	49360 12/03/91 - HARVARD BUSINESS SCHOOL			166.50		
	SUB-TOTAL			166.50		
3502	TRAVEL-FOREIGN					
**	T4927 12/12/91 - JOHN GARDNER			89.40		
**	T4937 12/12/91 - PHILIP R. PERRY			119.20		
**	T4938 12/12/91 - CHARLES TRZCINKA			59.60		
**	00088 12/13/91 - CHENANGO VALLEY TRAVEL			1.00		
	SUB-TOTAL			269.20		
6510	MISCELLANEOUS-OTHER					
	49500 12/05/91 - INTERNATIONAL SOS ASSIS			120.00		
	SUB-TOTAL			120.00		
	TOTAL			555.70		

** PARTIAL

* SUMMARY COMPLETE *

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THE RESEARCH FOUNDATION OF STATE UNIVERSITY OF NEW YORK

ACCOUNT EXPENDITURE SUMMARY

ACCOUNT NO. 320-2297A
 DEPARTMENT INSTI. TE-STUDY OF INFO. SCIENCE
 PROJECT DIRECTOR HOLSTEIN, DR. WILLIAM K.
 SPONSOR AGENCY FOR INTERNATIONAL DEVELOPMNT
 PROJECT TITLE MANAGEMENT TRAINING AND ECONOMICS EDUCATION FOR CENTRAL AND EASTERN EUROPE

MONTH ENDING 12/31/91
 AWARD PERIOD 07/23/91 TO 07/16/92
 AWARD AMOUNT \$70,955.00
 SPONSOR ID NO EURO029600106100
 DFAFS NO

PAGE NO. 1

CATEGORY	BUDGET	CURRENT MO. EXPENDITURES	TOTAL EXPENDED	TOTAL ENCUMBERED	TOTAL COMMITTED	UNCOMMITTED BALANCE
1001 SALARIES & WAGES-PAYROLL	42,780.00					42,780.00
1501 EMPLOYEE BENEFITS-PAYROLL	11,550.00					11,550.00
TOTAL DIRECT COSTS	54,330.00					54,330.00
7501 INDIRECT COSTS	16,625.00					16,625.00
TOTAL COSTS	70,955.00					70,955.00

ACCOUNT NO. 320-2287A

THE RESEARCH FOUNDATION OF STATE UNIVERSITY OF NEW YORK
ACCOUNT EXPENDITURE SUMMARY-DETAIL ACTIVITY

MONTH ENDING 12/31/91
PAGE NO. 2

REFERENCES

BUDGET

CASH REC'D

TRAN. IN

BALANCE DUE

BALANCE DUE ON AWARD

BALANCE AS OF 11/30/91 70,955.00 70,955.00

TOTAL BALANCE 70,955.00 70,955.00

* SUMMARY COMPLETE *

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