

59570

DEPARTMENT OF STATE
 AGENCY FOR INTERNATIONAL DEVELOPMENT
 WASHINGTON, D. C. 20523

OFFICE OF
 THE ADMINISTRATOR

JUN 29 1973

Dr. Edward J. Mortola
 President
 Pace University Graduate School
 Pace University Plaza
 New York, New York 10033

Subject: Grant No. AID/CM/otr-G-73-251

Dear Dr. Mortola:

I am pleased to inform you that pursuant to the authority contained in Section 211(d) of the Foreign Assistance Act of 1961, as amended, Grant No. AID/CM/otr-G-73-251 in the amount of One Hundred Thousand Dollars (\$100,000) is hereby made to Pace University Graduate School. These grant funds are provided to support the activities which are described in your Final Proposal dated June 15, 1973, for the implementation of your program entitled "A program to improve the capability at Pace University to work on the problems of export development in less developed countries."

This Grant is made to Pace University Graduate School on condition that your institution shall administer the funds provided under this Grant in accordance with the terms and conditions set forth in your Final Proposal (including Budget Summary) and the Standard Provisions which have been agreed to by your institution and which are attached hereto and made a part hereof. To the extent of any inconsistency between the Proposal and the Standard Provisions, and any other provisions which are made a part of this Grant, by reference or otherwise, the Standard Provisions shall control.

The funds provided by this Grant are obligated as of the date of this letter, and shall apply to costs incurred in furtherance of the above mentioned program for a period of five years from the aforementioned date.

FUNDS AVAILABLE

Date June 30 1973
 Project No. 9311-110-182-73
 Obligation No. 1131050
 Object Class 352
 Allotment 35421000-3131
 Amount 100,000.00

FINAL PROPOSAL FOR SUPPORT BY
THE AGENCY FOR INTERNATIONAL DEVELOPMENT UNDER
THE INSTITUTIONAL GRANTS PROGRAM

NAME OF APPLICANT: Pace University Graduate School
ADDRESS OF APPLICANT: Pace Plaza
New York, New York 10038
DATE OF APPLICATION: June 15, 1973
TITLE: A program to improve the capability at
Pace University to work on the problems
of export development in less developed
countries.
DURATION: Five years from date of Grant
AMOUNT OF GRANT: \$100,000

SUMMARY:

The objective of this grant is to expand the capabilities of the International Business Program at Pace University Graduate School to work on the problems of export development in less developed countries. This will be achieved through the creation of an Institute of International Business with the purpose of helping less developed countries to develop their trade programs. The activities of the Institute will include an executive program in export development; a Masters degree program in International Business specializing in export development; and the development of a document repository of the literature relevant to the economic structure of less developed countries.

Pace University Graduate School will seek additional funds from other sources to expand the International Business Program and establish and maintain an International Business Institute. Pursuing this objective we will work closely with business corporations and other institutions (e.g. United Nations and the World Trade Institute) in the New York area.

15

2-

1. BACKGROUND

A.I.D. is interested in assisting developing countries to expand their export potential. The increase of foreign exchange thereby generated would be a major source for financing economic development and servicing the growing volume of debts. To help achieve this purpose A.I.D. would like an academic institution with easy access to people practically engaged in international trade and finance to strengthen its capacity to undertake training and research in the field of export development.

Pace University is prepared to make the Institute of International Business a permanent component of the Graduate School. We will use the funds from the requested A.I.D. grant to help support the Institute in the initial years of implementing our plans. At the end of the five-year grant period, we expect to be in a financial position which will enable us to continue offering the Institute's programs.

With the Institute functioning as an integral part of Pace University's Graduate School we expect to maintain reciprocal working relationships with one or more less developed countries or with key institutions in such countries. We will cooperate in identifying practical solutions to economic and managerial problems, particularly those which bear on possibilities of increasing export expansion.

2. OBJECTIVES, SCOPE, AND PRIORITIES

The purpose of this Grant is to strengthen Pace University Graduate School and enhance its capability to:

- a. Equip individuals, especially those from less developed countries, with a working knowledge of sound managerial and economic techniques that will be useful for solving the problems of export development of less developed countries.
- b. Study the key concepts necessary for developing a coordinated plan to increase a country's export earnings.
- c. Conduct research on export development and disseminate the results.
- d. Collect and catalog information on export development and develop a retrieval system that will facilitate ready access to these findings.

3. PROGRAM ACTIVITIES

Major effort under the Grant will be applied to (a) expanding our international business core, and (b) developing a center for research training and consultation on managerial and economic problems of less developed countries, with special emphasis on export development.

Funds provided by this Grant will be used by Pace University Graduate School:

- i. To conduct research on problems of export development.
- ii. To establish and staff a central directorate to provide leadership for the Institute of International Business.
- iii. To engage faculty members to develop, implement, and coordinate the various aspects of the Executive Program in Export Development and the Master's degree program in International Business, specializing in Export Development.
- iv. To establish and staff a documentation center.
- v. To facilitate travel of appropriate personnel in coordinating, training, and research activities.
- vi. To arrange field trips to near-by institutions that would be of benefit to the further understanding of the American business system.
- vii. To bring consultants from throughout the world to participate in research and training efforts.
- viii. To acquire equipment, materials, and supplies and to publish findings of the program.

4. PACE UNIVERSITY GRADUATE SCHOOL'S CAPABILITY

Pace University is a private higher educational institution which provides instruction leading to graduate and under-graduate degrees. It offers admission to qualified men and women without regard to race, creed or national origin.

The institution, formerly known as Pace Institute, was organized in 1906 as an evening school to prepare men and women for the professional work of the public accountant. In 1919 a day program was initiated in response to the demand which followed World War I for full-time students in accountancy and business administration.

In December, 1948, the name Pace Institute was changed to Pace College by action of the Board of Regents of the University of the State of New York. Authority to confer degrees was provided.

During the decade following World War II, the offerings were expanded and enriched in both the day and evening sessions. At the present time complete programs of study leading towards the Doctor of Professional Studies (D.P.S.) degree, the Master of Business Administration (M.B.A.) degree, the Master of Arts (M.A.) degree, the Master of Science in Education (M.S. in Ed.) degree, the Bachelor of Business Administration (B.B.A.) degree, the Bachelor of Arts (B.A.) degree, the Bachelor of Science (B.S.) degree, the Associate in Arts (A.A.) degree, and the Associate in Applied Science (A.A.S.) degree are offered. A Division of General Studies, now the School of Continuing Education, was established in 1957.

Pace University Westchester, an institutional branch established in 1963, is located in Pleasantville, New York. Day and evening programs at Pace Westchester lead to associate's, bachelor's and master's degrees. All work is transferable to the programs offered at Pace in New York City.

The Graduate School, founded as a division of the University in 1958, was established as a separate school in 1963, and expanded to Pace Westchester in 1968. It offers the graduate programs indicated above.

The Graduate School is located in the center of the national and global economy and the single greatest concentration of "knowledge capital" in world history. In Lower Manhattan are the leading banks, insurance companies, headquarters of the major national and multinational corporations, the World Trade Center, the new "civic center," the stock exchanges and a countless list of supporting ancillary businesses. Pace University is also located near the United Nations. Over the years Pace has established close ties with these business and civic institutions. We are in a position to draw on them for counsel and general support.

The two hundred and fifty faculty members of Pace University have demonstrated capacity for research of global nature. Many have completed research in Asia, Africa, the Middle East, Latin America, and the Caribbean. The International Business Institute will be using many of these individuals as adjunct faculty. This broad experience of our faculty in various communities enables us to train students with an "on-the-job" program that includes visiting the banking community, commodity exchanges, wholesale houses, trading companies, produce centers, and department stores. We see such training as an integral part of our program.

A significant number of Pace's alumni have reached top management positions in many large multinational corporations. These are individuals to whom we can also look for support.

5

For the past four years the Graduate School has sponsored international business conferences. The first theme was on critical issues in international business, the second focused on Nationalism and Integration in Latin America; the third was on Business in the Oil Producing Countries of the Middle East and North Africa; and the fourth discussed Japan: Challenges and Opportunities.

Establishing an International Business Institute and expanding our international business program builds upon the experience and competence of Pace University in business education. The faculty and administration feel that particular emphasis will be placed on providing students with fundamental concepts that serve as a foundation for effective performance in any geographic area. The important international ingredient is superimposed on this foundation in order to stress the different problems faced by individuals from less developed countries.

Pace University Graduate School is continuously interested in meeting the needs of particular segments of the educational market. Our present Executive M.B.A. program, for example, has ninety-two senior executives taking classes on alternating Fridays and Saturdays throughout the eight-month academic year allowing for concentrated instruction while not seriously disturbing the student's on-the-job contribution. Each student is usually company-sponsored.

5. INTERNATIONAL BUSINESS FACULTY

Nathan M. Becker . . . Economics, A.B., M.A., Ph.D. University of Cincinnati

Tony H. Bonaparte . . . Management, Director of the International Business Program, B.B.A., M.B.A. St. John's University; Ph.D. New York University.

John E. Flaherty . . . Management B.A. Union College, M.A., Ph.D. New York University.

Vilho O. Jarvinen . . . Marketing, B.E.E. Technical College of Tampere; M.B.A., D.C.S. New York University.

Oscar M. Kriegman . . . Accounting, B.S., M.S., Ph.D. University of Illinois; C.P.A.

Arthur L. Lanckton . . . Management, B.A. Amherst College; M.A. Duke University; Executive Vice-President, American Farm School (Thessaloniki, Greece).

Philipp H. Lohman . . . Economics and Finance, B.A. George Washington University; M.A., Ph.D. University of Southern California.

Raymond H. Lopez . . . Economics and Finance, B.B.A. City College; A.M. Brown University; Ph.D. New York University.

Margaret E. Nix . . . Management, B.A. University of Manitoba; M.P.H., Ph.D. University of Michigan.

Walter F. O'Connor . . . Taxation, B.S. St. Peter's College; M.B.A. New York University; C.P.A.; Tax Manager of the International Tax Division of Peat, Marwick, Mitchell & Co.

Eberhard E. Scheuing . . . Marketing, M.B.A., Ph.D. University of Munich.

Bernard Seligman . . . Finance, B.S., Ph.D. New York University; M.A. Trinity College.

Raymond Villers . . . Management, B.S., D.E.S. University of Paris; M.B.A. Columbia University; D. Jur. University of Leipsig.

Stanislaw H. Wellisz . . . Economics, B.A., M.A., Ph.D. Harvard University.

Edward C. Yang . . . Marketing, B.S. University of Washington, M.A. Columbia University, Ph.D. New York University.

Jordan M. Young . . . B.A., M.A. University of California, Ph.D. Princeton University.

6. ADMINISTRATIVE STRUCTURE FOR THE GRANT

The general direction and policy supervision of the Grant will be provided by the Dean of the Graduate School, who reports to the Executive Vice-President and the President.

The administrative responsibility for the Institute of International Business will be vested in a Director, who will be appointed by the Dean of the Graduate School to whom he will report.

The full-time Graduate School faculty is organized as a separate unit within the University. Their contracts are administered by the Dean of the Graduate School. The Graduate School makes use of highly qualified adjunct faculty drawn from outside the University and from other divisions within it.

An Advisory Committee of professional personnel designated by the Dean of the Graduate School and the Associate Dean will assist in the development of policy and in evaluation of the Institute's activities. The Committee will provide recommendations to the Dean regarding priorities and basic funding allocations.

90

1

-7-

BOARD OF
TRUSTEES

PRESIDENT

EXECUTIVE
VICE PRESIDENT

DEAN

ASSOCIATE
DEAN

DIRECTOR OF
I. B. INSTITUTE

ADVISORY
COMMITTEE

FACULTY

7. PACE UNIVERSITY GRADUATE SCHOOL'S CONTRIBUTION

- a. General administrative and technical direction by the Board of Trustees, the President and other officers of the College, the Dean and his administrative assistants in the Graduate School.
- b. Office, classroom, and auditorium space for faculty, students, staff, consultants, special seminars and conferences and other activities related to the program.
- c. Use of library and reference facilities, special equipment, access to computer facilities, and other portions of the College deemed appropriate.
- d. Consultation and participation of other faculty members not directly supported by this Grant.

8. IMPLEMENTATION OF THE PROGRAM

Pace University Graduate School will implement the Grant during the first year according to the outline below:

During the first six months, we will

- a. Employ the Director and staffing of the Institute.
- b. Designate the members of the Advisory Committee.
- c. Select a specific country to develop linkages for areas of collaboration.
- d. Select teaching materials and supplies.
- e. Publicize the expansion of our International Business program.
- f. Plan curriculum and course offerings of the Master's degree in International Business specializing in Export Development and the Executive Program in Export Development.
- g. Hold conference with all personnel to establish targets of concentration for the following six months of the Grant.

During months seven through twelve, we will,

- a. Operationalize the documentation center.
- b. Begin implementation of the courses in export development.
- c. Initiate the work with overseas institutions identifying areas of common interest.
- d. Operationalize advisory committee.
- e. Hold conference with all personnel to establish targets of concentration for the subsequent years of the Grant.

9. REPORTS AND REVIEWS

There will be submitted an annual technical report for the purpose of A.I.D.'s review of activities under the Grant. This will include an evaluation of progress, administrative and financial considerations and plans for the following years.

10. RUDGET SUMMARY

Pace University Graduate School will follow its usual administrative policies in managing funds provided in this Grant.

i. Professional and Staff Salaries	\$ 72,000
ii. Student Assistantships	5,000
iii. Consultants and Advisors	5,000
iv. Travel	10,000
v. Equipment and Computer Usage	2,000
vi. Materials, supplies, publications	<u>6,000</u>
TOTAL	<u>\$100,000</u>