

**CENTRAL CONNECTICUT STATE UNIVERSITY**  
**Management Training and Economics Education**  
*in*  
**Eastern and Central Europe**  
**Grant No. EUR-0029-G-00-1039-00**

**Report for**  
**September, 1993**

**I. The Polish Parliamentary Election Results/Lower Silesia: Of Related Interest**

As we expected, the Democratic Left Alliance (SLD) did very well throughout Lower Silesia in the recent Parliamentary elections. Consistent with returns elsewhere in Poland, the SLD was followed by the Polish Peasant Party (PSL), then by the Democratic Union (UD). Votes for the Union of Labor, the Nonparty Reform Bloc, and others were minimal. The results by Voivodeship:

**For the Senate:**

Jelenia Gora: two SLD  
 Opole: SLD and the German minority party  
 Legnica: SLD and PSL  
 Walbrzych: two SLD  
 Wroclaw: two SLD

**For the Sejm:**

<b>Voivodeship</b>	<b>Party</b>	<b>Total Votes Received</b>
Jelenia Gora:	SLD	42,993
	PSL	21,798
	UD	18,717
	Union of Labor	17,380
Legnica:	SLD	44,728
	PSL	28,042
	Union of Labor	18,903
	UD	14,170
Opole:	German Minority Party	60,770
	SLD	53,579
	PSL	43,306
	UD	32,242
	Union of Labor	17,547
Walbrzych:	SLD	64,125
	UD	28,882
	PSL	27,641
	Union of Labor	27,090

<b>Voivodeship</b>	<b>Party</b>	<b>Total Votes Received</b>
Wroclaw:	SLD	83,671
	UD	67,744
	PSL	42,440
	Union of Labor	38,770

Those who reported that these results were "shocking," "a protest" or "surprising," we believe, are ill-informed, wistful, or impressionistic. For us in the West, the vote was a loud wake-up call; a market economy with strong democratic underpinnings is not set in place easily. What took forty-odd years to put in place will take more than three years to undo. For Polish advocates of a democratically-based market economy, the vote, also, was a wake-up call. The proliferation of a "shadow" economy of small businesspeople is fragile by definition, and it has benefitted too few people. In our judgement, in Poland the vote was basically an expression of fear, fear of an uncertain future, of unemployment or the threat thereof, of pensioners and others on fixed incomes ravaged by inflation. If the policy was one of "shock therapy," the after-shocks are now obvious. We have a long way to go.

## **II. ADMINISTRATION:**

### **A. General:**

We received official notification on second Amendment Year funding for Program Continuation and Center for Excellence projects on August 24; the official Letter of Credit notification arrived on September 10.

On September 16 the University held a press conference to announce the second Amendment Year award. Congresswoman Nancy Johnson (Connecticut's Sixth District) made the announcement along with President John W. Shumaker. They were joined by University colleagues and members of Connecticut's Polish-American community. The event was covered by The Hartford Courant, Connecticut's major newspaper, The New Britain Herald, and other media outlets. The story was carried by the Associated Press and appeared on National Public Radio news reports (Attachment A).

Of related interest, given A.I.D.'s commitment to democratic initiatives, I am pleased to report that the National Endowment for Democracy has granted the University \$30,000 to fund a second Workshop on democratic public administration in Sklarska Poreba, Poland, in early January, 1994. The Workshop, coordinated by Professor Antonia Moran of our Department of Political Science, will focus on the important topic of sustaining democratic initiatives and innovations in Poland's vojevodeship offices. Professor Moran will be joined by practitioners from Connecticut's professional and business communities. Among the participants will be representatives from each of Poland's forty-nine vojevodeships, eight gminas in Wroclaw vojevodeship, and the technical and liberal arts universities in Wroclaw. The Technical University of Wroclaw (TUWr) will host the Workshop; our cooperating partner is the Office of the Council of Ministries in Warsaw. We are seeking additional funding from the Kosciuszko Foundation to cover international and local transportation costs.

We have experienced technical difficulties in communicating both by fax and by Internet with TUWr recently. The problem, on which TUWr is now working, appears to stem from transmission line problems between the TUWr Computer Center and Professor Kremens' new office. We expect the problem to be resolved shortly.

I spent the period September 13-19 in Wroclaw, working with Professor Kremens and his colleagues. Professor Kremens and I spent September 17 in Warsaw, meeting with Ms. Magdalena Wyganowska of A.I.D. Warsaw and with officials from the Office of the Council of Ministries. During my Wroclaw visit I met with Rektor Wiszniewski, all of the Activity coordinators, the Market Economics Teaching Assistants, and officials from the City and Vojevodeship of Wroclaw. Professor Kremens and I hosted a dinner for the Activity Coordinators, several participants in our programs, and CCSU Professors John Parish-Sprowl and Walter Parker, both of whom are spending the Fall semester at TUWr. Activities like this, we have found, are important to the development of "team building" and a sense of camaraderie among the Polish professors who come from various Institutes.

TUWr will hold a press conference on November 4 to announce the second Amendment Year grant. To avoid questions regarding "the future," I did not meet with Wroclaw press people during the September visit. Professor Kremens will be in touch with A.I.D. Warsaw, the Consulate in Poznan, and others shortly regarding the TUWr press conference.

Attachment B is a copy of a "thank you" letter we received from Mr. Douglas Ebner, Consul for Public Affairs in Poznan, for our providing him fifty copies of the A.I.D.-funded Słownik Pojęć Ekonomicznych, the Polish language Glossary of Economic Terms, along with a list of those who received it.

**B. Program Continuation:**

The unexpected delay in receiving official notification of the Letter of Credit Amendment had no impact on Program Continuation because of the no-cost administrative extension we received. Planning for and/or implementation of Program Continuation activities is proceeding without difficulty.

**C. Center for Excellence:**

The unexpected delay in receiving official notification of the Letter of Credit Amendment, in effect, has delayed our Proposal Timetable for implementation by about three months at this writing. We are working on shortening this delay as best we can.

TUWr Professor Andrzej Czemplik, a member of the Faculty of the Institute of Mining Engineering, has accepted the position of Director of the Center for Excellence. He began work on October 1, shortly after resigning from a research/consultative assignment in Saudi Arabia. Professor Czemplik excelled in the original I.B.S. program. Subsequently, he served with distinction as a professor in the second and third year I.B.S. programs and as a professorial assistant to ZIVEX during both years of the KGHM consultancy. Initially, he is concentrating on three specific tasks: securing the permits and necessary approvals to begin construction of the addition to the Center for Excellence facility; reviewing and up-dating the Center's equipment procurement list; and establishing the proper and necessary accounting and recordkeeping procedures for the Center. Professor Parker will begin work with him on the administrative structure of the Center shortly.

### **III. PROGRAM CONTINUATION:**

#### **ACTIVITY I: MANAGEMENT TRAINING**

##### **Program I: Conclusion of Institute for Business Studies**

**CCSU Coordinator: Professor Edward Rybczyk**

**TUWR Coordinator: Professor Zofia Krokosz-Krynke**

The sixth session of the third and final year of the I.B.S. program was conducted at TUWr, September 9-12, 1993. CCSU Professor Eldon Bernstein was joined by UWr Professor Lilianna Marciniak, TUWr Professors Artur Olszewski and Irena Filatow, and Adam Turczynski, a senior official in risk management at Bank Zachodni.

Professor Krokosz-Krynke reports that, on September 7 and 8, Professor Bernstein "spent many hours with the Marketing Group members working over details of the Session program, giving special advice and sharing his teaching experiences." Professor Bernstein, for example, reviewed lecture content -- adjustments were made as necessary -- and provided coaching in effective teaching strategies.

#### STUDENT CONTACT HOURS

4 Profs. x 2 days x 8 hours/day = 64 s.c.h.

The regular four-day I.B.S. session on Marketing was designed to provide students with a body of knowledge that would prepare them to market goods and services in a free market environment. The emphasis was upon the principles of marketing management, the concept of the marketing mix, and marketing strategies. Lectures were augmented by case studies, and students were trained to analyze marketing situations and design one or more acceptable responses. Professor Bernstein lectured on Understanding Marketing; Market Segmentation, Targeting, Positioning; Marketing Services; and Marketing Organizations.

The major brunt of the instruction fell to the Polish instructors, appropriately since they will be the sole instructors when the fourth year of the I.B.S. program begins in February, 1994. Professor Olszewski was responsible for Marketing Environment and Product Decisions; Professor Filatow for instruction in Marketing Research and Distribution Decisions; Professor Turczynski for Marketing Strategies, Price Decisions, and Promotion Decisions; Professor Marciniak for additional coverage of Product Decisions and Promotion Decisions.

Evaluations completed by twelve participants were positive and were especially complimentary of the professors' concern for participants' progress and the material's relevance to the participants' needs. Professor Bernstein reports that "on the final day, as a capstone to the week's learning, we ... construct[ed] a marketing plan for a fictitious line of goods and demonstrate[d] to the students that they were able to differentiate among different types of goods and how those goods are presented in different markets. The exercise worked out quite well [,] and the class ended on a high note."

We are concerned about an obvious drop-off in attendance for this session -- down to fifteen-to-eighteen participants per day. One obvious explanation is that September is for some still part of the summer holiday. However, this explanation is insufficient. I am raising the question with Professor Krokosz-Krynke.

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## STUDENT CONTACT HOURS

Sept. 9	15 participants x 9 hours =	135 s.c.h.
Sept. 10	17 participants x 9 hours =	153 s.c.h.
Sept. 11	18 participants x 9 hours =	162 s.c.h.
Sept. 12	16 participants x 6.7 hours =	<u>107 s.c.h.</u>
		557 s.c.h.

**Program II: Business Workshops/Short Courses - Lower Silesia**

**CCSU Coordinator: Professor Henry S. Enck**  
**TUWr Coordinator: Professor Zofia Krokosz-Krynke**

This outreach program, which will be conducted in Jelenia Gora, Legnica, and Walbrzych, does not begin until February of 1994. Professor Krokosz-Krynke and I have begun initial planning for it. In November we will visit the Vojevodes or their designees in each district to discuss the project and enlist their support.

**Program III: Production for Markets**

**CCSU Coordinator: Professor Edward Rybczyk**  
**TUWr Coordinator: Professor Artur Olszewski**

Professors Rybczyk, Olszewski, and I have begun initial planning for this activity. During his October I.B.S. visit, Professors Rybczyk and Olszewski will finalize the Workshop schedule. Professor Olszewski has begun the process of participant recruitment.

**ACTIVITY II: ORGANIZATIONAL AND MANAGERIAL COMMUNICATION**

**CCSU Coordinator: Professor Scott Olson**  
**TUWr Coordinator: Professor Jan Waskiewicz**  
**UWr Coordinator: Professor Marcelina Zuber**

Planning for this year's program is completed. The schedule:

**Session #1**

CCSU Professor: Scott Olson  
 Topic: Organizational Communication  
 Polish Professors: Szalbius, Kurczbuch, Tarcewski, Luszpinski  
 Practitioner: Steven Maynard, Vice President for Engineering, Wiremold Corporation

**Session #2**

CCSU Professor: John Parrish-Sprowl  
 Topic: Negotiation and Conflict  
 Polish Professors: Maluszynski, Waskiewicz, Hajlasz, Wolniak  
 Practitioner: James Moylin, Vice President for Finance, Bristol Hospital

**Session #3**

CCSU Professor: Scott Olson  
 Topic: Public Relations  
 Polish Professors: Kryziak, Maluszynski, Kurczbuch  
 Practitioner: Sandra Hamer, President, Hamer Associates

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**Session #4**

CCSU Professor: Ju Yanan  
Topic: Intercultural Communication  
Polish Professors: Zuber, Sitek, Stawska, Lukaszewicz  
Practitioner: To be selected

**Session #5**

CCSU Professor: Andrew Moemeka  
Topic: Communication Training: Technology for Business  
Polish Professors: Galar, Marciniak, Lewoc  
Practitioners: Dr. Robert Caffrey, Director of Education, ITT-Hartford

**Session #6**

CCSU Professors: Scott Olson and William Bumpus  
Topic: Communication Ethics and Law for Managers  
Polish Professors: Zuber, Dobet-Ostrawska, Zuber (K), Urbanek  
Practitioners: Mika Brzezinski, New Haven Bureau Chief, Channel 3 Television (CBS affiliate) and James Hofer, Anchor, Channel 8 Television (ABC affiliate)

**Session #7\***

Polish Professors: Waskiewicz, Stawska, Zimnak, Wiszniewski  
Topic: Public Speaking and Correspondence for Business  
Practitioner: to be selected

**\* Polish taught in the Polish language.**

This popular program is well-conceived and planned. We expect continued success. As usual, it will be preceded by two days of intensive instruction in content and teaching strategies for the Polish faculty and followed by one day of wrap-up, planning, and evaluation.

On a related matter, you will recall that in the initial year of this Grant, we provided a special training program in grantsmanship and proposal writing. Because some concern was expressed about the sustainability of this original subproject, from time to time I have provided brief reports on follow-on activities generated by it.

I am proud to report that Ms. Elizbieta Mazurek, now the TUWr Grants Officer and an original participant in subproject #5, continues to enjoy considerable success. Her/TUWr's application for a \$900,000 Tempus second year grant has been approved. This grant will fund the studies abroad of about 150 TUWr students for periods of one semester to one year (Attachment C). This is twice the number funded last year.

Ms. Mazurek and the TUWr grants office have also received a second Tempus award, this one to fund faculty and staff mobility grants. Some 50-60 TUWr faculty and administrators will spend a total of 322 weeks on exchanges in western Europe. About 25 Western Europeans will spend a total of 25 weeks at TUWr this academic year. While it is not possible to report an exact dollar value for this grant before the year is completed, suffice it to say that Poles travelling abroad receive 700 ECUs/week or 1,400 ECUs/month plus travel expenses. Western Europeans receive 500 ECUs/week or 800 ECUs/month plus travel expenses.

### **ACTIVITY III: MARKET ECONOMICS**

#### **Program I: Economics Education for High School Teachers**

**CCSU Coordinator: Professor Ronald Daigle**  
**TUWr Coordinator: Professor Lech Stefan**

Professor Daigle and his colleagues continue to produce a variety of course materials and study guides. We expect, as an add-on to the Activity Proposal, to publish these valuable tools in book form in the Fall of 1994. The *esprit de corps* between Professor Daigle and his Polish colleagues remains exemplary. The energy they devote to this project continues to be indefatigable.

#### **Program II: Market Economics Education for Solidarnosc**

**CCSU Coordinator: Professor Ronald Daigle**  
**TUWr Coordinator: Professor Lech Stefan**

This sixteen-hour training program for middle-level enterprise managers continues on schedule. Barring labor strife, we expect to exceed our initial goal of 1,400 trained by December 31, 1993, when the program concludes. We will report final numbers as soon as they are available, presumably in January, 1994.

#### **Program III: Privatization Counselling**

**CCSU Coordinator: Professor Henry S. Enck**  
**TUWr Coordinators: Professor Lech Stefan and Professor Danuta Domagala**

This is the most risky activity we undertake this year. The risks inherent in offering counselling in a "hot button" topic have now been compounded by the rhetoric of the recent parliamentary campaign and the election results. It would be easy to resign from this program, but that would not be wise given the compelling need for it and the widespread misunderstandings in Poland about the topic. However, it does seem prudent to delay the actual counselling sessions until the Winter in order to see how the issue of privatization -- and the regulations and laws relevant to it -- unfolds this Fall after the new government takes office.

In the meantime, we are going to begin the preliminary instruction as specified in the Proposal. CCSU Professor of Accounting Walter Parker has prepared the following program which begins this month:

- Introduction to Financial/Managerial Accounting;
- Generally Accepted Accounting Principles;
- Accounting for Fixed Assets and Inventories;
- Cash Flow Analysis and Projections;
- Financial Statement Ratios and Analysis for Creditors and Investors;
- Manufacturing/Cost Accounting;
- Audits of Financial Statements; and
- Business Valuation

This program will be offered initially to TUWr personnel in the departments of transportation, buildings and grounds, and architecture and design. Each is a possible case for privatization. It will then be offered to approximately sixty middle-level managers in enterprises which are prime candidates for privatization. In late November

Professor of Economics Ki-Tai Pae will provide a one-week Workshop on Privatization Processes and Strategies. After this training, we believe we can begin the counselling activity with a knowledgeable group of participants.

The University hosted Dr. Jerzy K. Thieme, Chief Adviser to the Ministry of Privatization and Director of the Mass Privatization Program for The Republic of Poland on September 22. Professors Daigle and Pae and I met with him during this visit and attended his public lecture on "Privatizing a Socialist Economy" (Attachment D). Dr. Thieme will be a valuable resource for this program if he continues in his position.

Mr. Donald Gonsalves, one of the practitioners in this program, just completed a six-week Citizens Democracy Corps assignment in St. Petersburg, Russia, where he provided counselling to a privatizing high-tech firm.

#### **IV. CENTER FOR EXCELLENCE:**

In addition to the information presented earlier in this Report, several additional items are worth mention with specific regard to the Center for Excellence:

- \* Professor Walter Parker has been on-site at TUWr, maintaining office hours on a regular basis since September 14. Now, with the opening of the academic semester at TUWr, Professor Parker has begun teaching a thirty-hour introductory Accounting course. While registration continues, for now nineteen students and two professors are enrolled in this course taught in the English language. The student syllabus for the course is Attachment E. Importantly, Professor Parker has developed and had translated into the Polish language case studies to supplement each lecture topic; and he is preparing a list of Accounting terms which will also be translated into Polish and made available to his students.

In addition, Professor Parker is working closely with Adam Turczynski to make certain that his lecture and case material are relevant to contemporary Poland. Professor Turczynski will introduce him to officials from Ernst & Young resident in Wroclaw. Professor Parker hopes to enlist an accountant from this international firm as a co-presenter in the privatization session on business valuation. He is also exploring the possible introduction at TUWr of formal courses on financial accounting, managerial accounting, and cost accounting. He reports considerable interest in these particular subjects and foresees the potential for adding additional courses in auditing, taxation, and accounting systems, for example. This kind of initiative is, of course, quite important to our goals of sustainability and institution-building. I applaud his initiative.

Professor Parker is also preparing to offer a number of short courses in aspects of Accounting through the Center for Excellence. They will begin later this month or early in November.

- \* Professor John Parrish-Sprowl arrived in Wroclaw on September 16 for a three-month residency. Already, he has arranged to offer English language seminars in aspects of business communication at both the liberal arts and technical universities in Wroclaw. He participated in a weekend retreat (September 24-26) which focused on the topic of waste management.

He, too, is preparing to offer a number of short courses in aspects of business communication through the Center for Excellence. They will begin later this month or early in November.

[end of report]



***ATTACHMENT A***

**THE WEATHER**

*Cloudy through tomorrow with showers and drizzle likely. Details on Page 13.*

OUR 113th YEAR

# THE HERALD

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NO. 220

NEW BRITAIN, CONNECTICUT, THURSDAY, SEPTEMBER 16, 1993

## CCSU's Polish program aided

*\$1.5 million in new federal funding announced*

By Barbara Sobuta  
HERALD REPORTER

NEW BRITAIN — Central Connecticut State University will receive more than \$1.5 million in new federal funding to continue its management and market economics training program in Poland. That announcement came today from U.S. Rep. Nancy L. Johnson, R-6th District.

It is the largest one-year grant in the university's history, said CCSU President John W. Shumaker.

This is the third consecutive year that federal funding from the U.S. Agency for International Development (AID) is being awarded to CCSU. Including the new grant, the total amount of funding through December 1994 will be \$3.6 million, said Shumaker.

"We have been in competition with many larger universities from across the country for these grants," he said. "Many didn't think we could compete, but we have."

Mrs. Johnson said that nothing in the federal government is more controversial than

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financial aid, and for a politician, "a 'no' is an easier vote than no vote."

But she sees financial aid as essential to establishing the kinds of human connections in the international arena that are needed for peace.

"If we're not friends beyond diplomacy, we cannot assist with peace," Mrs. Johnson said.

"If America doesn't understand the importance of growth in international friendships and connections, more money will go back into arms."

Part of the grant — \$464,000 — is the second renewal of a grant given in 1991. That money helped establish a working relationship with the Technical University of Wroclaw (TUW) and other institutions in the Lower Silesian region of Poland, whereby CCSU provides business training vital to the country's free market economy in the post-communism era.

The new installment of the grant will fund continuation of such programs as: Organizational and Managerial Communication, Management Training, and Economic Education.

The larger portion of the grant — \$1.069 million — is new money which will allow CCSU to establish a Center for Excellence in management and market economics at the TUW.

It will be the only AID-funded center of its kind in Poland, Shumaker said, and one of only four such centers in all of eastern and central Europe. It will also be the only one not located in a capital city.

The Center for Excellence will offer credit and non-credit short courses, workshops, and related services on a continuing education basis to managers, students and workers in Polish state enterprises and the emerging private sector, as well as unemployed residents of the area.

As part of the same initiative, TUW will develop master's degree programs in business and in organizational and managerial communication.

The work that CCSU is doing in Poland is helping the native

people develop pride in their work, she said.

"Communism destroyed the spiritual content of work, and we need to restore that — to show them how to work smart with their minds and their spirits," Mrs. Johnson said.

Both she and Shumaker acknowledged the efforts of the local Polish community, some of whom were in attendance this morning. Polish residents statewide provided the seed money for CCSU's initiatives in their native country, and they continue to provide support, Shumaker said.

He also acknowledged the work of CCSU professors and other staff members who have contributed to the development of the programs in Poland.

"Our colleagues stepped forth three years ago to help the Polish people who were suffering the shambles of Communism," he said. "The partnership that was established there is something of value, not just for our own community, but around the world."

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THE HERALD

# Editorial Page

Established 1880

Our 113th Year

## CCSU's \$1.5M grant

Some might look at the \$1.5 million federal grant Central Connecticut State University received last week to continue and expand its business and marketing training of people in Poland and see more foreign aid being wasted.

Other, more perceptive people, will see the grant and realize that it is far better to invest in fostering a nation's productivity than spending money to square off militarily.

That's what's really behind the \$1.5 million grant for CCSU to expand an existing program to help Poland join the world business community. With the demise of communism, the need was urgent for democratic societies to step in and assist the neophyte free-market systems begin to reach their potential. To do that was a major undertaking. People and attitudes had to be changed from totalitarian systems to competitive capitalism.

Programs such as the one CCSU is operating in Poland accomplish two things. They make the transition

to capitalism a little less painful and act as insurance against the kind of frustration that allows a backslide to communism. Second, such a program more quickly can lift Poland's ability to compete in the global marketplace, thereby opening up new trading partners for U.S. goods and businesses.

It is simplistic to think that communism would unravel and then the world could stand by with its hands in its pockets, watching as the former communist nations magically became part of the rest of the world.

The work being carried out by CCSU is, without exaggeration, important to this country and the rest of the world. Programs such as Central's are helping to ensure that communism is not only dead, but has been buried too. And these programs are bringing a nation with antiquated technology, products of a failed government, up to speed with the rest of the world.

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## New Britain

# Central receives grant to help Polish economy

By LAWRENCE STRAUSS  
*Courant Staff Writer*

NEW BRITAIN — Central Connecticut State University announced Thursday that it has received its largest grant — \$1.53 million in federal funds — to continue and expand its efforts to help Poland make the transition to a free market economy.

The university had extended its academic horizons overseas two years ago with the help of the Polish-American community in Connecticut, and especially in New Britain.

The \$1.53 million grant from the U.S. Agency for International Development will be used for two ventures. Part of it, \$464,005, will be used to continue the program in which Central professors and area businesspeople work with faculty members and students at the Technical University of Wroclaw in Poland. The grant will pay for the third year of the program, which was begun in the Lower Silesian region of Poland.

The other piece of the grant, \$1,069,962, will establish a Center for Excellence in management and market economics, also at the Technical University. The center's offerings will include credit and non-credit courses, as well as workshops for managers, students and workers in Polish state enterprises and in the private sector. The center, which will also develop master's degree programs, will include outreach activities in other Polish cities.

Among those attending Thursday's announcement were U.S. Rep. Nancy Johnson, R-6th District, and John W. Shumaker, president of the university.

"I am particularly proud of our faculty and the Connecticut busi-

nesspeople who have joined us in his unusual yet historic initiative in the immediate aftermath of the collapse of Soviet-imposed communism," Shumaker said.

In an article he published recently in the publication "Metropolitan Universities," Shumaker recounted how the program was started: "The university was able to provide structure and focus to the strong sentiment of Connecticut's Polish-Americans that something had to be done to help the fledgling democracy of Poland make the difficult political and economic transition to a new, post-Communist era."

Johnson said the grant to the university was a good use of foreign aid, a long-term investment with lasting benefits.

The program at the Technical University of Wroclaw has three components: organizational and managerial communication, management training and economic education. The program is offered in other institutions, too.

Scott R. Olson, an associate professor of communication at Central, has taught in Poland regularly.

In working there, Olson said, he found his students eager to discuss business ideas and the country's shift to a market economy.

"They have a lot of ideas, and they have a lot of products," he said.

His overall assessment of Poland and its economic changes: "Gut-level capitalism and what it takes to develop a product — that's there."

But some concepts and phrases are new, he said. That occurred when Olson conducted a workshop on public relations.

"The whole concept was so new in Polish culture, there was no word for it," Olson said. "There's now a new phrase in the Polish language, and that phrase is 'public relations.'"

***ATTACHMENT B***

**United States  
Information  
Service**

Consulate of the United States of America  
Poznan, Poland



August 24, 1993

Zdzisław B. Kremens  
The Technical University of Wrocław  
Wybrzeże Wyspiańskiego 27  
50-370 Wrocław

Dear Professor Kremens:

I am writing to you with thanks and appreciation for the fifty copies of the Słownik Pojęć Ekonomicznych, the Polish language Glossary of Economic Terms, which we requested in March through the USAID office in Warsaw. They were used in the Poznan Economics Summer School, a three-week intensive academic program co-sponsored by the Poznan Academy of Economics and the U.S. Information Service in Poznan. Participants in this program are teaching faculty in economics from across Poland. Topics covered in this year's summer school were International Economics, Macro-Economics, and Econometrics. The glossaries were used by faculty in their preparation of lectures, and each summer school participant was presented with a copy at the closing ceremony.

A list of the participants in the 1993 Poznan Economics Summer School is enclosed.

Again, I want to thank you, and Professor Enck of Central Connecticut State University, for your support and cooperation.

Sincerely,

Douglas Ebner  
Consul for Public Affairs

enclosure

cc: Professor Henry S. Enck, CCSU ✓  
Ms. Magdalena Wyganowska, USAID Warsaw

1993 Poznań Economics Summer School

July 12-30, 1993

course organizer

Dorota Hadasik - Professor of Econometrics, Poznań Academy of Economics

summer school participants

Jacek Batog - University of Szczecin, Dept. of Economics and Statistics  
Paweł Bednorz - Poznań Academy of Economics  
Katarzyna Biszof - University of Szczecin, Dept. of Economics and Statistics  
Ewa Bochen - Poznań Academy of Economics, Dept. of Marketing  
Anita Ciekot - Częstochowa Polytechnic  
Agnieszka Czajkowska - University of Łódź  
Marek Drac-Tatoń - University of Szczecin  
Adam Dyniewicz - SGH, Radzymin  
Ewa Fryzowska - Poznań Academy of Economics  
Radosław Gasza - Poznań Academy of Economics, Dept. of Finance and Enterprises  
Grażyna Golik-Gorecka - University of Łódź, Dept. of Marketing and Trade  
Jerzy Grabowiecki - University of Warsaw, Białystok branch, Dept. of Political Economy  
Beata Guziejewska - University of Łódź, Dept. of Finance and Banking  
Alicja Kasperowicz - Krakow Academy of Economics  
Agnieszka Krawczyk - WSP, Opole  
Kazimierz Krupa - WSP, Rzeszów  
Piotr Kuśmierzak - Poznań Academy of Economics  
Barbara Lasota - University of Szczecin, Dept. of Economics and Statistics  
Renata Litwin - Poznań Academy of Economics, Dept. of Public Finance  
Hanna Mackiewicz - Wyższa Szkoła Morska, Gdynia  
Krzysztof Malik - WSI, Management Institute, Opole  
Elżbieta Morawska - University of Łódź  
Witold Nowiński - Poznań Academy of Economics  
Grzegorz Paluszak - Poznań Academy of Economics, Dept. of Banking  
Grzegorz Pietrzak - Częstochowa Polytechnic  
Jerzy Romański - Nicolas Copernicus University, Toruń, Dept. of Economic and Management Science  
Arkadiusz Sawicki - SGH, Radzymin  
Bożena Schnotale-Bednarek - University of Szczecin  
Jakub Skarżyński - Wyższa Szkoła Morska, Gdynia  
Agnieszka Smolińska - SGH, Institute of Economics, Warsaw  
Katarzyna Isabella Szelałowska - Wyższa Szkoła Morska, Gdynia  
Jacek Śmiałek - Poznań Academy of Economics, Dept. of Economic Forecasting  
Grzegorz Urbanek - University of Łódź  
Adam Zawielak - Poznań Academy of Economics  
Jolanta Żelezik - Wrocław Academy of Economics



***ATTACHMENT C***

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TECHNICAL UNIVERSITY OF WROCLAW, POLAND  
POLITECHNIKA WROCLAWSKA

## INPUT Academic Network

Coordinator: prof. Ludwik Komorowski

Program Secretary: Ms. Elisabeth Mazurek

### Steering Committee:

- |                                    |                           |
|------------------------------------|---------------------------|
| ● Architecture                     | - Dr. Andrzej Poniewierka |
| ● Basic Problems of Technology     | - Prof. Andrzej Radosz    |
| ● Building Engineering             | - Dr. Andrzej Moczko      |
| ● Chemistry                        | - Prof. Wiesław Zyrnicki  |
| ● Computer Science and Management  | - Dr. Roman Pietron       |
| ● Electronics                      | - Dr. Janusz Biernat      |
| ● Electrical Engineering           | - Dr. Wilhelm Rojewski    |
| ● Environmental Engineering        | - Prof. Wojciech Adamski  |
| ● Foreign Languages                | - Ms. Anna Wawrykowicz    |
| ● Mining                           | - Dr. Tomasz Dalkowski    |
| ● Mechanical and Power Engineering | - Prof. Mieczysław Lech   |
| ● Mechanical Engineering           | - Dr. Andrzej Kania       |

## What is INPUT ?

**INPUT** is the acronym for the International Network for Polish University Transformation.

**INPUT** is a Joint European Project sponsored by the European Community within the TEMPUS program and coordinated by the Technical University of Wrocław.

The principal goal of the project is to add European experience to the education of senior students at the Technical University of Wrocław, as well as to stimulate the teaching system by cooperation initiated by and built upon the student exchange.

**INPUT** can also provide sponsorship for western students and staff affiliated with the partner institutions to get involved in study and practice in Wrocław.

## INPUT - How to apply ?

1. Choose a partner institution and the discipline you would like to study. You may use information materials available at the TEMPUS Office of the Technical University of Wrocław.
2. Submit your application to the TEMPUS Office about 3 months before the planned date of departure. The following documents are needed:
  - \* cover letter with your personal data and address. Please include concise résumé why you are planning to study abroad. Also give the average of all your grades.
  - \* list of courses which you plan to attend at the partner institution
  - \* letter of recommendation written by a faculty member
  - \* document specifying your language skills

A representative of your Faculty in the Steering Committee will introduce the faculty's candidates to the Committee for final approval.

## Address: Politechnika Wroclawska

Technical University of Wrocław

TEMPUS Office, room 146, A-1

Wyb. Wyspiańskiego 27

50-370 Wrocław ( Poland )

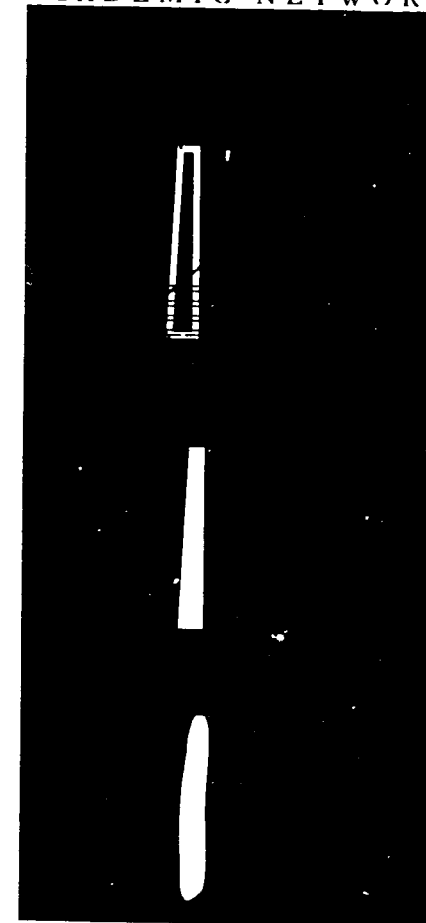
tel. ( 71 ) 20-34-34

fax: ( 71 ) 22-36-64

telex: 0712254 pwr pl, 0712559 pwr pl

e-mail: TEMPUS @ PLWRTU11

INPUT  
ACADEMIC NETWORK



Tempus  
JOINT EUROPEAN PROJECT

PARTNER INSTITUTIONS AND THE PROPOSED DISCIPLINES

**BELGIUM**

Catholieke Industriële Hogeschool Antwerpen Hoboken) N or E or F or D

Catholieke Industriële Hogeschool der Kempen Geel) E

**DENMARK**

Århus Polytechnic E or D

University of Copenhagen E

**FRANCE**

École de Hautes Etudes Commerciales du Nord Lille) F and E

Institut National Polytechnique de Lorraine Nancy) F

Université des Sciences et Techniques de Lille, F

Université de Paris Sud XI Orsay) F

**GERMANY**

Hochschule Wiesbaden, D

Hamburger Ausbildungspartnerschaft Hamburg) E or D

Hochschule für Architektur und Bauwesen Weimar, D

Technische Universität Berlin D

Technische Universität Clausthal D or E

Technische Universität Dresden D

Technische Universität München D

CIM, CAD/CAM; ROBOTICS  
Biotechnology- environm. eng.  
Micro-electronics, Chip Design  
Others (bio- eng., chemical eng. computer science, informatics, automation and electrical eng.)

CNC

Dept. of Design and Technology  
Constructing architects

Physics incl. electrophysics  
and materials science  
Chemistry incl. materials science  
Computer Science  
Environmental Management

Graduate Business School

Ecole des Mines: Geotechnics  
Mining environmental problems

Génie électrique  
Génie mécanique, Chimie

Electronics, Informatics  
Materials Science

Civil engineering, Architecture

CD ROM Laboratory

Architecture, Civil Engineering,  
Informatics, Material Science and Eng.

Civil Engineering, Electrical Engineering,  
Computer Science, Mechanical Engineering,  
Chemistry, Geography, Romance languages,  
German philology, Biology, English studies

Institut für Thermische Verfahrenstechnik

Fak. Naturwiss. u. Mathematik  
Fak. Maschinenwesen, Fak. Elektrotechnik  
Fak. Bau-, Wasser- u. Forstwesen  
Fak. Informatik

Mathematik, Chemie, Physik, Elektrotechnik,  
Bauingenieurwesen

Universität Erlangen-Nürnberg D

**GREECE**

Technological Educational Institute of Patras, E or D or F

Technological Educational Institute of Thessaloniki, G or E or D

**IRELAND**

University College Galway E

**ITALY**

Università degli Studi di Siena E or I

**THE NETHERLANDS**

Free University (Amsterdam) E

TNO Institute of Environmental and Energy Technology (Apeldoorn) E or D

**SPAIN**

Universidad de Granada S

**UNITED KINGDOM**

Glasgow Polytechnic E

Humberside Polytechnic (Hull) E

Kingston Polytechnic E

Newcastle Polytechnic E

Nottingham Polytechnic E

Lehrstuhl Fertigungstechnologie

High technology, International relations  
Social welfare, Market economy

Engineering, Management Economics  
Paramedical Science

Microbiology, Biotechnology/ Biochemistry  
Industrial Eng. incl. Quality Assurance  
Information Technology  
Hydrology/ Environm. Eng.

Ecology and Nature Conservation  
Dept. of Environmental Biology

Physics (nuclear physics, solid state physics, biophysics, astronomy, atomic and laserphysics, theoretical physics, applied physics, computer sci.)

Dept. of Chemical Engineering

Informatica, ingeniería minera, matemática aplicada, física, química, ingeniería química, biotecnología, ciencias de la computación, ing. civil, ing. ambiental, electrónica, telecomunicación, ing. eléctrica, automatización industrial, ing. mecánica, ciencias de los materiales.

Market economy, High technology, Ecology and nature conservation

Humberside Business School  
European MBA Programme

School of Architecture, School of Mechanical, Aeronautical and Production Eng ( bioeng., industrial automation, materials eng., mechanical eng.), Business and Economic Forecasting

Modern languages, Information and library management, Historical and Critical Studies, Environment, Electrical, Electronic eng. and Physics, Business Studies, Travel and Tourism

and others by arrangement.

Faculty of Science, Dept. of Biomedical Science,  
Dept. of Chemistry

Paisley College E

Sheffield City Polytechnic, E

Staffordshire Polytechnic (Stoke-on-Trent) E

University of Bristol E

Thames Polytechnic (London) E

Wolverhampton Polytechnic, E

The language required ; E = English, F = French, D = German, S = Spanish, I = Italian, N = Dutch, G = Greek

Mechanical, electrical, electronic, civil, environmental engineering, Biology/ Ecology, Computing Science, Mathematics and Statistics, Chemistry/ Chemical eng.

Management Sciences

Computer-Aided Eng., Computing, Applied Sciences (physics, chemistry, electronics, biology, environmental science - combination of 2 subjects ), MBA, Diploma in Management Studies, Diploma in Marketing Management

Biotechnology/ Molecular recognition  
Materials science/ Mechanical eng.  
Robotics

Biotechnology/ Chemistry  
Business Management, Civil Engineering  
Civil Society, Market Economy

School of Construction and Engineering Technology

INPUT ADMISSION REQUIREMENTS

The program offers scholarships for students of the Technical University of Wrocław to sponsor study and training periods at the EC partner institutions. Studies abroad should supplement education in the following areas:

- high technology
- ecology and nature conservation
- market economy.

Scholarships are granted for 5-10 months.

Eligible students should fall into one of the following categories:

- completed 8th semester of the M.Sc. program
- M.Sc. graduates, employed no longer than one year as junior assistants
- Ph.D. students, in their first year of postgraduate school program.

Also exceptionally:

- students registered in the 3rd or 4th year of study, if motivated by the educational level and program at a partner institution
- students from other academic institutions.

Only students with a good language proficiency are eligible for scholarships.

Faculty members of the Technical University of Wrocław are eligible for INPUT fellowships to sponsor their collaboration with the partner institutions. Three types of fellowships are planned:

- \* visits, up to 4 weeks
- \* fellowships, 1-3 months, for university professors and lecturers
- \* fellowships 1-10 months, for junior faculty members.

INPUT provides also financial support to a guest from the partner institutions, whenever the visit is concerned with the teaching activities in Wrocław.

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***ATTACHMENT D***

***"Privatizing a Socialist Economy"***

*presented by*

***Dr. Jerzy K. Thieme***

*Chief Adviser to the Ministry of Privatization  
and  
Director of the Mass Privatization Program  
for  
The Republic of Poland*

***September 22, 1993***

*Hosted By*

***Central Connecticut State University***  
*New Britain, Connecticut*

## ***Dr. Jerzy K. Thieme***

- \* *Chief Adviser to the Ministry of Privatization, Director of the Mass Privatization Program for Poland.*
- \* *Former Vice President of International Staff and Corporate Finance Director of Citibank, N.A. in London, U.K.*
- \* *Senior Fulbright Scholar in the Department of Economics at Columbia University (1981-1983).*
- \* *Graduate of the Warsaw Institute of Technology and the University of Lodz (Poland) and postdoctoral student at Columbia University.*
- \* *Commissioner of the Securities and Exchange Commission, Warsaw.*
- \* *Member of the Board of Directors:*  
*The Warsaw Stock Exchange;*  
*Powszechny Bank Kredytowy, S.A.;*  
*Powszechny Bank Gospodarczy, S.A.;*  
*The Foundation for Privatization; and*  
*Panstwowe Wydawnictwo Naukowe.*

## ***Schedule of Presentations***

***10:00 a.m. - 12:00 p.m.***

***Student Lecture  
Founders Hall***

*Moderated by  
Dean Larry Short, School of Business  
and  
Professor Norman Douglas, Finance Department*

***2:00 p.m. - 4:00 p.m.***

***Public Lecture  
Founders Hall***

*Moderated by  
Dean Larry Short, School of Business  
and  
Professor Stan Blejwas, Director, Polish Studies Program*

## ***Program Sponsors***

*The Office of the President  
Dr. John W. Shumaker, President*

*The School of Business  
Dr. Larry E. Short, Dean*

*The Polish Studies Program  
Dr. Stan A. Blejwas, Director*

*The U.S. Agency for International Development  
Washington, D.C.*

*With special thanks to Professor Norman Douglas, Department of Finance, for personally arranging Dr. Thieme's visit to Central Connecticut State University.*

***ATTACHMENT E***

To: Buddy Enek

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### Politechnika Wroclawska

prof. Walter Parker

Wyb., sem. zimowy  
tel. 20-35-79, p.313, B-1

Professor of Accounting, Central Connecticut State University  
New Britain, Connecticut U.S.A.

RACHUNKOWOSC - W (2H)  
sroda (Wednesday) 9.00 - 11.00 s.133, C-6

Wymagania wstepne: znajomosc jezyka angielskiego

A review of Financial and Managerial Accounting.  
An analysis of business transactions and the preparation of basic financial statements (balance sheet and statements of income and cash flow). Managers use of financial information for making business decisions. The use of financial information by owners and creditors.

Class schedule: The last class will meet 15 December 93 (prof. Parker returns to U.S.A. 16 December). Additional classes will be scheduled during November.

Student Background: No experience in accounting and/or business is expected of students. The classes will be conducted in "American" English. Exams will also be given in English. Students should have a basic understanding of written and oral English.

Class Format: Lectures will be followed by case analysis and discussion. Students are encouraged to ask questions and express opinions.

Class Material: Cases and lists of accounting terms will be distributed to students.

Attendance: Students should attend all lectures. Material in each lecture is based on material covered in previous lectures. If a student does miss a class she or he should arrange to obtain class notes from another student.

Grading: At least four short tests will be given. The understanding of accounting concepts (not the use of English language) will be stressed in tests. The tests will be based on short cases similar to those discussed in class.

Office Hours: prof. Parker has scheduled office hours as follows  
wtorek 13 - 15 and sroda 11 - 13 p.313 B-1

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