



**Richard Staelin**

**Saluting Staelin**

**F**uqua professor Richard Staelin has received the 1990 NCNB Faculty Award. The award recognizes Staelin's outstanding contribution to helping Fuqua achieve its mission of enhancing the practice of management through teaching and research.

Staelin is Edward and Rose Donnell Professor and associate dean for faculty affairs. He is the fifth recipient of the annual award, which NCNB Corporation established in 1986 with an endowed gift of \$100,000. Faculty members made nominations for the award, which carries a cash stipend.

A committee of the School's Board of Visitors made the final selection. Committee chairman C.B. Rogers, chief executive officer and president of Equifax Inc., presented the NCNB Faculty Award to Staelin during the semi-annual meeting of the Board of Visitors in October. He praised Staelin's contributions to Duke through his teaching, leadership, service and research. He called Staelin a "superstar" marketing scholar who "excites students about learning."

Staelin has taught in Fuqua's MBA, Ph.D. and Executive Education programs. He has dedicated time and energies toward directing doctoral dissertations. In

total, over 30 faculty now teaching in MBA programs around the world have received training from Staelin. As associate dean for faculty affairs, he has played a major role in hiring 60 percent of Fuqua's tenure-track faculty. He is also acting director of Duke's undergraduate management sciences department. "He's a leader on every dimension," Rogers said.

Staelin received his B.S., MBA and Ph.D. from the University of Michigan. Prior to coming to Duke in 1982, he served as professor and associate dean at the Graduate School of Industrial Administration at Carnegie-Mellon University. He was also a visiting professor at the Australian Graduate School of Management and at the University of Chicago.

His current research interests include information search, channel management, service quality, salesforce compensation and strategy formulation.

Beginning July 1, Staelin will serve a two-year term as executive director of the Marketing Science Institute (MSI), a non-profit institution which has the mission of advancing knowledge in the field of marketing to improve business practice. He will facilitate marketing research by linking MSI corporate members with academics from some 100 universities around the world who are interested in solving applied marketing problems.

**Harvey is Rosenthal Fellow**

**A**ssociate professor Campbell R. Harvey was named the 1990 recipient of the Richard L. Rosenthal Award for Innovation in Investment Management/Corporate Finance.

The honor, which includes a \$7,500 award, recognizes noteworthy innovation in investment management/corporate finance by a member of the Duke community, which includes all faculty and graduates of Duke.

Cited among Harvey's accomplishments were his papers "The Real Term Structure and Consumption Growth," published in the *Journal of Financial Economics*, and "Forecasting Economic Growth with the Bond and Stock Markets," published in the *Financial Analysts Journal*. "Harvey's papers on the relation of the shape of the real term structure and the



**Associate professor Campbell Harvey with Hinda and Richard Rosenthal**