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Kellogg students gain real-world experience with Notes and Domino

The lightning-fast changes in technology make it difficult for many of today's colleges and universities to prepare students for a career in business management. To stay at the forefront of technology and enhance its reputation as one of the finest graduate business programs in the world, the J.L. Kellogg Graduate School of Management at Northwestern University recently teamed with IBM. Together they developed one of the first graduate-level courses where students use IBM software, hardware, and services to develop real applications for other Kellogg students, Kellogg alumni, and various Kellogg staff departments.

"Lotus Notes and Domino are so pervasive in the marketplace that every graduate of this course has a competitive edge in the job market from the experience of using Lotus software to develop real applications."

—Anthony J. Paoni, Clinical Professor, J.L. Kellogg Graduate School of Management, Northwestern University

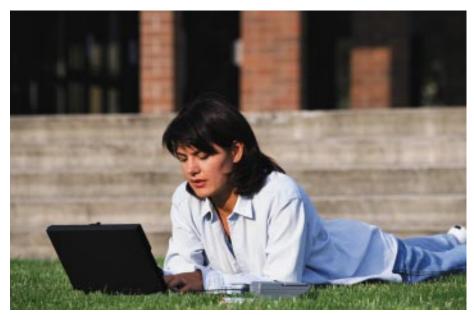Kellogg's new *Information Management Tools* course is designed to enhance a student's career opportunities with organizations that make strategic use of information technology. The course enables students to actively participate as members of a team that designs, builds, tests, and implements a Web-based information management application, which is then used by a department within Kellogg.

Kellogg teaching staff and members of IBM's Network Computing Center in Chicago team up to advise students about how to develop the application, understand the users' needs, manage the project, set up acceptance criteria, build the application, test, and deploy it. All of these tasks must be completed within the 10-week course.

Kellogg is wired for the future
Five years ago, Kellogg went through a complete building renovation that included

Application	Graduate school course on information management tools
Business Benefits	Students gain competitive edge in job market, school gets useful applications
Software	Lotus® Notes® Lotus Domino™
Hardware	IBM® ThinkPad®
Services	Training, project management and mentoring from IBM

For aspiring entrepreneurs and corporate managers, IBM and Kellogg provide the tools of the trade: information technology.

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rewiring the classrooms, dormitories, and common areas such as libraries and cafeterias to provide intranet access. According to *Yahoo! Internet Life* magazine, Northwestern University is now one of the most wired schools in the country, including the Kellogg connections, averaging more than one network connection per student.

Anthony J. Paoni, a clinical professor at Kellogg and developer of the course, said, "You can call us the 'IBM ThinkPad Graduate School.' We've standardized on IBM technology and made it mandatory that every student have a laptop. Our one-per-student high-speed network connection and Web servers in the classrooms enable us to prepare our students for the challenges of managing business with high technology."

Students learn Lotus Notes, Domino

The 55 students who participated in the first course were split into applications teams. After careful market research, the teams selected a project, gathered supporting data, and stored this information in a Lotus Notes database. Students then created and managed their Web sites using Lotus Domino, a software package that includes page management, search engines with automatic indexing, threaded discussions and forms design, and Web page submittal programs.

Students have also discovered that with Lotus Notes and Domino they can do much more besides creating Web sites. They've used both to develop applications that automate business processes and enhance workplace productivity. "Lotus Notes and Domino are so pervasive in the marketplace that every graduate of this course has a competitive edge in the job market from the experience of using Lotus software to develop real applications," says Paoni.

IBM develops tutorial forum site

Throughout the course, IBM helped the professor and students implement the technology and offered insights on software, providing the Domino licenses for multiple software users. IBM worked in partnership with Kellogg to train students who had limited computer science backgrounds. In addition, IBM set up a private student newsgroup on the Kellogg intranet for exchanging project information.

IBM uses Lotus Domino to replicate the Kellogg Lotus Notes database behind a firewall at the IBM Network Computing Center in Chicago, and to synchronize the contents of the two databases. Thus, IBM consultants can answer student questions online while viewing the exact same data that the student is looking at.

Alumni, career tracking, and housing get Web pages

Three of the projects that resulted from the first *Information Management Tools* course at Kellogg: an alumni home page, a career management Internet site, and a housing directory on the Web.

For the alumni home page, the students developed a template to be used by the school's very active regional alumni groups, supporting over 35,000 alumni worldwide. The templates feature links to Kellogg merchandising sites, executive chat rooms, and calendars of current events. Notes also provides the various alumni associations back-end capabilities for managing name and address directories.

The second project, a career management site, enables first-year students to review all of the management internships held by previous Kellogg students. The list can be sorted by technology or area of interest, company, location, level of difficulty, and even by the intern's level of satisfaction.

The third Web site matches new students with prospective housing. This service is crucial, as every year approximately 27 percent of Kellogg's 600 first-year students come from outside the United States Before this Web site existed, new students were required to fill out a form with their housing requests and personal preferences, which they mailed back to the college. All 600 new student housing forms were copied and then mailed back in one packet for each new student to review. Finding housing with suitable roommates was tedious and frustrating for the students, and the duplication process was costly and time consuming for Kellogg. Now, thanks to the housing Web page, new students who have received their identification numbers can visit the site and find a compatible roommate, link to local real estate offices for housing information, reference school and area maps, and learn about the local customs and weather.

The *Information Management Tools* course has proved so successful that registration is now done through a blind auction, with students going online to bid for seats with the points they earn for each year of attendance at Kellogg. The course's excellent reputation has spread so rapidly that Professor Paoni predicts that this course will be over-subscribed even before registration begins.

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