

# State Farm® Circle of Influence Speaker Series “State of the Scott College of Business”

**Terry Daugherty, Ph.D.**  
**Dean, Scott College of Business**

**When:** Tuesday, February 15th, 2022 beginning at 5:30 PM

**Where:** Stables Steakhouse, 939 Poplar St. Terre Haute, IN

## **Agenda:**

5:30-6:00 Reception/Networking

6:00-7:00 Welcoming Comments followed by dinner

7:00-7:20 Key Note Presented by Dr. Terry Daugherty  
“State of the Scott College of Business”

7:20-9:00 Students will rotate tables every 10 minutes to network with sales professionals and discuss sales careers

9:00 Closing remarks



## **Description of the Presentation:**

Dr. Daugherty will be presenting “State of the Scott College of Business.” He will share his vision for the future of the Scott College of Business, the Sales & Negotiations Center, and our relationship with the business community. He will also share insights from his experience as the Associate Dean at Akron, the home of one of the largest sales programs in the country, and his home prior to becoming Dean of the SCOB at ISU. Hear why he believes in the SNC and sales programs, why corporate involvement matters, and where we are heading. Come see where the future leads.

## **The Menu:**

Dinner will consist of Caesar salad, beef tenderloin medallions or chicken amoretto, pasta Alfredo, oven-roasted rosemary potatoes, green bean almondine, finished with a dessert of Stable’s bourbon-glazed bread pudding or assorted cheesecakes. This delicious buffet meal, keynote, and networking will all happen in the unique ambiance that is Stables Steakhouse.

## **Some history from [stablessteakhouse.com](http://stablessteakhouse.com):**

“Architecturally, the building typifies turn-of-the-century stable buildings. Originally, the entrance featured an arched doorway with wooden doors and the roof was adorned with four cupolas. The building is made of brick and poplar. Unfortunately, the original horse stalls were removed from the building in the 1920s. When the restoration project began in 1998, an on-site woodshop was constructed to recreate natural-looking horse stalls. The ceiling in the main dining room is its original wood – solid poplar. The lighter-colored beams are also original. They are one solid piece of poplar that span 40 feet in length. The buildings restorers used auto body sanders to remove several coats of paint to expose these beautiful beams. The darker beams were added to support the floor of the upper level.”

“All of the wood on the second level is original with the exception of the wainscoting around the stairway. The solid poplar beams, ceiling, and floor were cleaned up, stained, and shellacked to give this room a very rustic feel.

For private groups, the rear two-thirds of the second level is our grand banquet hall. The room seats groups of 30 – 160. Lavish buffets or sit down meals are available for business dinners and programs, family gatherings, wedding receptions and rehearsal dinners, and holiday parties.”



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Sales and Negotiations Center