The University of Michigan Business School
Is Proud to Present

The 16th Annual B-School Follies

We Will Survive

February 8 & 9, 2002
7:30pm
Michigan Theater
Frito Lay congratulates the Class of 2002!

Located in Ann Arbor, Ardesta is an industry accelerator dedicated to the development of Microsystems and other small technologies.

Congratulations to the Class of 2002!
Note From the Director

What a year this has been for all of us. The beginning of the creative process for the show you are about to see began with a small group of script writers on September 12th, 2001. We had considered canceling the session due to the events just a day before, but perhaps that session is when our theme first peeked into our consciousness: “We Will Survive”.

Personally, this has been a crazy, tumultuous, and sometimes exhausting time: scrambling to see that scripts were finished before the end of Winter Break, pulling all-nighters to finish casting and help with video editing, and rushing from rehearsal to rehearsal were just some of the challenges of directing Follies.

But these challenges brought with them one of the most rewarding experiences I’ve had to date, and I’m excited that you are here to witness what we have created for you. I am amazed at what the Follies team has been able to accomplish: script writers, actors, skit leaders, choreographers, video directors, and tech crew all pulled together a show that hopefully reminds all of us that this IS one of the most exciting and rewarding places to be.

My personal thanks go to the entire team, with a special “thank you” to Lee Susen: much more than the best Video Director one could ask for, Lee went beyond this role and put his heart and soul into Follies 2002, keeping me sane throughout the process.

The number of talented people at UMBS is incredible: working with them on this production has been amazing. I hope that you enjoy watching this show as much as we’ve enjoyed preparing it for you!

Don Deliz
Director, Follies 2002
ASC (Admissions Student Committee): A group of second year students who both interview prospective students and read business school applications.

BBA: Undergrad business school students who are either juniors or seniors at Michigan.

Bid Points: Students spend bid points to secure interviews; a set number of bid points is allotted to students each year.

Closed List: When students are invited by a company to interview with them; no bid points required!

Gunners: Students who monopolize class time by speaking ALL the time.

LDP (Leadership Development Program): First year MBA students come to school a week early their first semester for a series of leadership programs and “section love”.

Low Pass (L.P.): In the business school grading system, it is the equivalent of a “D”.

MAP (Multi-disciplinary Action Project): The capstone project for first year MBA students which takes place during the final seven weeks of the school year. Students work with the same group of students for these seven weeks and take no other classes.

MBW (Michigan Business Women): A student run organization that, well, can’t you tell by the name?

M-Track: The business school intranet.

M-Trek: An adventure-trip planned and led by students for incoming first year MBAs; students spend about a week in the wilderness before classes begin.

OCD (Office of Career Development): Works with companies and students during the recruiting season. Al Cotrone is the head of OCD.

OB (Organizational Behavior): A core class that teaches you how to be a good neighbor.

SOS (Significant Other or Spouse): Those who put up with the crazy Business School students.
ACT One

Coming to Ann Arbor
Music: Neil Diamond
Lyrics/Director: Don Deliz
Cast: Jason Alba and cast

On the boats and on the planes: We’re coming to Ann Arbor!

B-School Through Time:
Economics in 4000 B.C.
Authors: Ben Bunnell, Brian Wolf
Act I Director: Brian Wolf
Act I Cast: Sheaun Chong, Shayne Eyre, Fara Gold, Brian Wolf

Me want meat. Trade you coconut?

A&E Biography
Author: Micah Jacobson
Directors: Shayne Eyre, Micah Jacobson
Cast: Jonathan Chizick, Shayne Eyre, Clint Perez

Who is Dean Dolan? Many of you have asked this question during our new dean’s first year. Now is your chance to learn more about the man behind the name.

Harry Potter and the Sorting Dell
Author: Jason Hekl
Directors: Jason Hekl, John Schumacher

Which career path would YOU get sorted into?

Follies Cam – The Prince
Author: Jon Lederer
Director: Jon Lederer/Eric Yang
Cast: Billy Chan, Don Deliz, Perry Steinberg

Give ‘em hell with Dell!

UMBS News
Authors: Last Minute Writers
Directors/Cast: Don Deliz, Lee Susen

The latest update from the Follies hard-hitting journalistic squad.

Ode to OCD:
Music: Carl Orff, “Carmina Burana O Fortuna”
Author/Choreographer: Paige Norton
Cast: David Benson, Catherine Fiomano, Yina Fu, Paige Norton, Tiphany Pugh

A recruit struggles to keep up with his peers as the recruiting season hits at full force.

Follies Cam: The Brat
Authors/Directors: Don Deliz, Lee Susen
Actor: Steven Heintz
 Victims: Gautam Rao, Bhavin Trivedi, Paul Wasinger

Imagine an interviewee trying to push you to your limit…what would YOU do?

B-School Through Time:
Strategy in 1351 A.D.

“Lots” of death...

Both Side’s Story
Music: Leonard Bernstein
Author/Director: Don Deliz
Choreographer: Heather Wallace
Cast: Tamera Barry, Daniel Bloomgarden, Mary Bruening, Don Deliz, Yina Fu, Srik Gopalakrishnan, Andreas Koese, Geary MacQuiddy, Kathy Morley, Clint Perez, Nikole Reaksecker, Miller Susen, Heather Wallace

Bid points and accusations fly as two lovers (one a day student, one an evening student) try to reconcile their differences...

INTERMISSION
Don and Lee pose with a Dell, one of the essential tools needed to conduct their directorial tasks...
Wait, weren't all the videos edited with an Apple, Lee?

Overheard during Rehearsals:

Just make something up. Don't worry, they'll laugh.
If Dean Dolan sees this, he'll freak!
I just hope the company I'm hoping to work for never sees me in this get-up.
I need a drink!
If you put it there, I'll giggle.
Man, if my last name were Spunkmeyer, I'd be looking to get married in a hurry!
Who the #&*! was that arrogant $@%? – an ASC interviewer after interviewing “The Brat”.
Creamed corn. Now THAT’S inherently funny. No it’s not, Ben…
I think the hot pink tutu would look really pretty on me…
I should get several dates after this performance…
Now THAT’S comic gold!
Act Two

Five Minute MBA
Author: Ben Bunnell
Director: Ali Shriberg
Cast: Mark Albrecht, David Aznavorian, Mark Birkett, Dov Brachfeld, Mike Goss, Pat Herrington, Vivian Hsia, Jordan Kobert, Mike Lewis, Julia Liu, Bob Mazur, Benjy Mogil, Tiphany Pugh, Nikole Reaksecker, Praveen Sandhyanarsimha, Ali Shriberg, Jitesh Tank

Why do in 2 years what you can do in 5 minutes?

Call on SOS!
Authors: Miller and Lee Susen
Director: Lee Susen
Cast: James Crimmins, George Farley, LoRee Martin, Eva Skidmore, Peter Skidmore, Lee Susen, Miller Susen, Casey Sommers, Greg Sommers

Never fear students, SOS is here!

B-School Through Time: OB in 1623
Authors: Ben Bunnell, Brian Wolf
Act II Director: Ben Bunnell
Act II Cast: Ben Bunnell, Jyarland Jones, Rob Oliver, Ali Shriberg

To OB or not to OB...

Plan B Improv Troupe
Coach: Remberto Del Real

A Follies first: whose show is this, anyway?

Latin Lover’s Folly
Director/Choreographer: Carola Luque

A smooth talker gets more than he bargained for...

Follies Cam: The Therapist
Authors/Directors: Don Deliz, Lee Susen
Actor: Cynthia Lynn
Victims: David Ibrahim, Max Jacob

A trained therapist, this applicant knows just how to diffuse any stresses that arise in “team” settings...

MBW Infiltration
Author: Don Deliz
Director: Sheau Chong
Cast: Tamera Barry, Daniel Bloomgarden, Sheau Chong, Arne Gillert

Where there’s a will, there’s a way!

Sex and the City
Author/Director: Rob Oliver
Cast: Nadia Herb, Tiffany Herrick, Isabelle Perrault, Stephanie Reardon

Isn’t ANYONE getting any?

B-School Through Time: Finance in 1930 A.D.

Where do YOU put your money during a Depression?

What MBAs Want
Author: Jon Lederer
Director: Brian Wolf
Cast: Daniel Bloomgarden, Al Cotrone, Nicky DeFosset, Suzie DeFosset, Jon Lederer, Lyle Underkoffer

It seemed to work out better for Mel...

Harvard’s Secret Weapon
Author: Carl White
Director: Ben Bunnell
Choreography: Courtne Coffey
Cast: Nikki Arisumi, Nicole Begin, Ben Bunnell, Courtne Coffey, Rukiya Curve-Parks, Susan Hahn, Micah Jacobson, Rashida Lopez, Courtney Loveman, Geary MacQuiddy, Dan Moon, John Sandoval, Irene Sebastian, Miller Susen, Clara Wong

The true story behind the rankings...

Fellowship of the MAP Team
Author: Brian Wolf
Director: Shayne Eyer
Cast: Mark Albrecht, Mark Birkett, Shayne Eyer, Russ Potterfield, Eric Ryden, John Schumacher

One MAP to rule them all and in the darkness bind them...

Safe Harbor in Ann Arbor
Music: Don McLean
Lyrics: Clint Perez
Directors: Mary Bruening, Clint Perez
Cast: Mary Bruening, Dan Moon, Clint Perez, John Sandoval

A retrospective look at the MBA journey...

B-School Through Time: OM in 2525 A.D.

And you thought YOUR professor was a little monotonous at times...

Follies Unscripted: Inherently Funny?
Authors: Last Minute Writers
Director: Lee Susen
Cast: Last Minute Writers

How EXACTLY do we want to end this show?

How about...

We Will Survive!
Music: Gloria Gaynor
Lyrics: Don Deliz
Choreography: Courtne Coffey
Cast: Jyarland Jones and cast
Dancers: Nikki Arisumi, Courtne Coffey, Rukiya Curve-Parks, Susan Han, Rashida Lopez, Clara Wong

Just remember we’ll be friends even after our goodbyes...
Lyrics

Coming to Ann Arbor

Far
We’ve all come from afar
We’ve left our jobs
And we’ve sold our cars,

Free
Being here isn’t free
But we have a goal:
Increase our N.P.V.

In our cars and on the planes
We’re coming to Ann Arbor
Looking to improve our brains
We’re coming to Ann Arbor

Home, don’t it seem so far away
But we’re after our MBA
In the eye of this storm
In this economic storm

Home, to a new and better place
Once we learn to ace that case,
Our careers will transform
While we try to stay warm

Everywhere around the world
We’re coming to Ann Arbor
When the rankings are unfurled
We’re coming to Ann Arbor

Our new Dean will lead us there
We’re coming to Ann Arbor
Though we can’t find him anywhere
We’re still coming to Ann Arbor

We’re coming to Ann Arbor
We’re coming to Ann Arbor
We’re coming to Ann Arbor
We’re coming to Ann Arbor
MBAs, MBAs, MBAs, BBAs, MBAs

Hail to the Victors Valient
Today
Hail to the Conquering Heroes
Today
And Let the Follies Begin!
Today
Let the Follies Begin!!!
Today

Heard it Through the Grapevine

Ooh I bet you’re wondering how I knew
‘bout the grade that I would get from you
You see I’ve seen your tests before
And I must say
I’m ashamed of my score
It took me by surprise to see at last
That I am going to fail this class
Don’t you know that …

Chorus:
I heard it through the grapevine
I’d be taking this class a second time
Oh I heard it through the grapevine
Wish the L.P. in the class was mine
Honey honey yeah

I know that I should have read at night
But Thursday happy hours were my plight
The midterm exam should have clued me in
Only got points for sitting next to friends
You could have called and warned me
That failing is a possibility
Instead...

Chorus

People say romance affected me
This MBA1, he’s such a dear
I helped him out with OB
Now I’m failing finance 615
What can I do to graduate?
I need this degree say it’s not to late

Both Side’s Story

Day Students:
When you're a Day,
You're a Day M-B-A
From your first interview
To the loans that you’ll pay.

When you're a Day,
If new jobs hit the fan,
You get screwed in the end,
You're an unemployed man!

Your debts: they accrue
Your resume’s dissected.
Both Side’s Story, Cont.
You MUST Interview:
For the job you’ve selected,
But be protected!

The night kids’ll chase
All your bid points away.
They WILL win the race
If you help them: don’t stray!
When you’re a Day
You stick with a Day!

**Evening Students**
We work for Ford and for GM too
But we want to join the McKinsey crew
Bidding is fun because we don’t care
We have our jobs: you don’t stand a prayer!

Hundreds of bid points, my break…
You can eat toast; I’ll have steak!
We know it’s tough in the world today…
But we’re waging WAR in the MSJ!

We work for Ford and for GM too
But we want to join the McKinsey crew
Bidding is fun because we don’t care
We have our jobs: you don’t stand a prayer!

**Somewhere**
There’s a place for us,
A time and place for us.
I fixed your resume – don’t despair
Here’s the questions he’ll ask in there
Somehow,
Someday,
Somewhere!

**Harvard’s Secret Weapon**
We will take this school down, down
Down, will take this school down, down, etc.

We’ll wreck this school, get it out of our way
But we need you, to make our team complete

Harvard sucks, we know it’s true
We need your help, to keep Harvard up.
We’ve already nailed Darden and Tuck
MIT…..UNC.

In the rankings, UMBS
Is too high, way too high

We’ll take this school and get it to move
Down down, all the way down.

We’ll start slowly the lounge will never get done
And group study rooms over time will be all
bricked up

We’ll take this school, and raise the tuition 10%,
twice each year.
We’ll move the school, to downtown Detroit, and
won’t tell, anyone.

Next on the list: curriculum
We’ll make MAP 14 weeks long
Then I’ll mandate that the finance faculty
Teach only O.B.

Then we’ll destroy OCD by removing all of their
phones
And we’ll make M-Track just a link to Michigan
State
We’ll kill the funds for Exec. Ed., TMI, WDI
We’ll only students with GMATs less than 499

We’ll take this school, and when we’re done, no
one, will want to come.
We project, that US News, will rank the school, 42.

What we do, is tried and true, year after year, it’s
the only way
We won’t stop, until we’re done, and Harvard
dominates
UMBS, will now live, on borrowed time

**Safe Harbor in Ann Arbor**

A long, long time ago,
I can still remember
How those paychecks used to make me smile
And I knew if I had my way
I’d get a Michigan MBA
And set the business world afire
But March 2000 made me shiver
When every dot.com would deliver
Bad news on the Street
Earnings that they could not meet
Safe Harbor in Ann Arbor, Cont.

I can’t remember if I cried when Michigan admitted me inside
I packed the car and swelled with pride, and left for Michigan

We were singin’
Bye, bye to my steady day job
Found safe harbor in Ann Arbor with a new dean named Bob
Came to us from Harvard, but he isn’t a snob
Singin’ this’ll be my MBA
This’ll be my MBA

Oh, did you read the finance book
And would you give CAPM a second look
If Narayanan tells you so
Now do you believe in process flows
Can Little solve your inventory woes
And can you teach me where a debit really goes?
Well M-Trek was really fun
Went hiking in the Grand Canyon
To live deliberately
And to be what I could be
Well, I spent a week in LDP
With my mates from section three
While Baker taught reciprocity, We were at Michigan

We were singin’…
Hey, hey, we’re getting’ better each day
Found safe harbor in Ann Arbor and we’re doin’ okay
Got a locker in the basement and an MSJ
Singin’ one day I’ll have my MBA
One day I’ll have my MBA

Now the first week brought MBA Games
We fought it out for b-school fame
But the years since high school’d left their mark
On Saturdays our Wolverines
Would beat up on the other teams
And we’d enjoy a tailgate in the park
Now the wine club gathered at the Ponds
With cabernets and sauvignons
No palette could discern
Which bottle had been turned
Now happy hour at Dominick’s
Mitch’s, Conners or Blimp at Ricks
We just drank till we got sick, Good Times at Michigan

We were singin’
Whoah, Whoah, still got two years to go
Found safe harbor in Ann Arbor and it’s starting to snow
Gonna find me a job, gonna make lots of dough
Doesn’t matter if my passes are low
Don’t care if my passes are low

Now I bid for interviews
With McKinsey, Apple, Dell and Booz
And no points left to bid away
And the Follies they take to the stage
With Innovation all the rage
And Global Cit Man saves the day
Now domestic MAPs were looking lame
So I went to Europe on a plane
Spent seven weeks in France
Got my resume enhanced!
Internship came, I moved out West
Said goodbye to my SOS
Man, did I miss UMBS, When I left Michigan

We were singin’
Hey, hey, spent the summer away
Left my harbor in Ann Arbor for McKinsey’s cache
Spent three months polishing my resume
Then it’s back to get my MBA
Yes, it’s back to get my MBA

Now we’re back here in our second year
Taking Brand Maps from Tom Kinnear
And lots of presentations to attend.
We know Jack has energy, Jack has edge
But Jack won’t have the Hudson dredged
And Jack is Tichy’s only friend
Now Martha came to crisis class
And Madeline didn’t take no sass
And Joe White made it big
When Bollinger reneged
And as the year came to a close
The fear and doubt inside me rose
That we would not be CEOs, Once done with Michigan

I started singin’
Why, why, don’t I get a reply
I keep calling the recruiters but the well has run dry
Got demand for a job, but they ain’t got no supply
Maybe I can get a job by July?
I hope I can get a job by July
Refrain:
Go on now go, walk out the door
Just turn around now
‘cause we’re done acting on this floor.
Just remember we’ll be friends even after our
goodbyes.
Now don’t you crumble.
Don’t let yourself lay down and die.
Oh no, now we
We will survive.
As long as we know how to laugh
I know we’ll stay alive
We’ve got all our lives to live
We’ve got all our minds to give
And we’ll survive
We will survive! Hey! Hey!

It took all the strength I had
Not to fall apart
Kept trying hard to get
On closed lists to get my first good start
And I spent so many nights
Just feeling sorry for myself
I used to cry
Now I hold my head up high
Soon you’ll see me
As someone new.
I’ll end up with a job I got
Through one of you…
Don’t you ever think of leaving
Expecting not to hear from me
‘Cause I know we’ll help each other
Get to where we want to be…
I once heard someone say, “Time flies when you are having fun.” They must have been thinking about business school when they said that, because, these two years flew by and they have definitely been fun. A highlight of those years has been the Follies. I guess it isn’t coincidence then that the Follies motto is, “the best time you will have in business school, guaranteed.”

For the last semester, a lot of dedicated people worked hard into the night and weekends to produce an outstanding show. Sweat and laughter defined those moments. I am proud to be associated with a production of this caliber. I want to thank the cast, the crew, the dean and business school administration, the organizations and companies that have bought ads, and the Follies executive team for their dedication to this production. A special thank you to the business portion of the executive team. We faced a lot of challenges this year, but you worked hard and we made it . . . Thank You!

Tonight’s show is sure to be filled with laughter, singing, reminiscing and hopefully a few standing ovations. So please, sit back, relax and enjoy the show!

Sincerely,

Rudolph Wilson, Jr.
Producer
Executive Board

Don Deliz
Director
The cast takes revenge on Don after he calls one too many rehearsals…

Rudy Wilson
Producer
Unfortunately, Rudy’s brand management skit never made it into the show.

Lee Susen
Video Director
“Homer, its Doh! Not Dah!.. Doh!.. Let’s try it again.”

Brian Pavona
Technical Director
Having Brian around sure was handy…“Once you have a BBA, you can never go back!”

Courtne Coffey
Dance Director
“I trained Aspen to dance, certainly I can teach a bunch of MBA’s.”

Ben Bunnell
Writing Director
Ben and his righting team helped pen some grate skits!
Remberto Del Real
Marketing Director
Rem tries desperately to think of new ways to boost Friday night ticket sales.

Kate Carnes
Assistant Marketing Director
Ever since this Prom picture, Kate knew she would be a part of Follies.

Kate Treveloni
Business Manager
Kate was so committed to making sure Follies could pay its bills that she couldn’t make it to our photo shoot…M-Track to the rescue!

Mike Varner
Assistant Business Manager
Desperate for ad money, Mike resorts to taking more than one penny from the “Need a Penny, Take a Penny” Cup.

Clint Perez & Mary Bruening
Music Directors
Clint and Mary consider leaving UMBS and taking “the band” on the road.
Acknowledgements

Our Generous Sponsors:

Dean Dolan
Frito Lay
Ardesta
West End Grill

Our Amazing Tech Crew:

Mike Callas, Stage Manager
Christophe Buchler
George Cao
Cedric Glume
Pat Herrington
Vinod Krishnan
Chris Lee
Aparanji Mirtipati
Jon Rogers
Scott Sappenfield
Kate Treveloni
Joyce Wonsono

THE BAND: Blimp 183

Mary Bruening – Guitar
John Gearty – Guitar
Mike Hauser - Drums
Clint Perez – Guitar
Jeff Wagner – Bass

Special Thanks:

- “Last Minute Writers”, a subset of the script writing group always ready to fix ailing scripts: Ben Bunnell, Don Deliz, Russ Potterfield, Miller Susen, Lee Susen, Carl White, and Brian Wolf.
- Lee Susen for our awesome logo designs and website.
- Rukiya Curve-Parks for her contributions to dance choreography.
- Chris Susen for special effects wizardry.
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- UMBS Facilities for letting us get into locked rooms late at night.
- Our Video Extras: Sanji Alwis, Julie Brennan, Justin Brennan, Pete Brown, Zoe Bunnell, Tom Crimmins, Diana Emerson, Carlos Gochicoa, Dave King, Elizabeth Lipetzky, Katie Morley, Tom Morley, Kendall Nichols, Polly Perez, Alyson Robbins, Greg Rodriguez, Tina Schwalbach, Sarah Snell, Erika Underkoffler, Matt Weir, Anna Lisa Wilkinson, and all the children in “Call on SOS.” (Thanks, parents!)
- D'Amato's Restaurant, Terry Martin, and Jeff Woods for location shots for “Sex and the City”.
- Dean Dolan, Al Cotrone, and Professors Kinnear, Karnani, and Nanda for their video appearances.
- SOSers and roommates for their support and patience as Follies took up more and more time as the show approached.
Thank you for coming!

We Will Survive!

University of Michigan Business School