The University of Michigan Business School
is proud to present

The 17th Annual B-School Follies

February 14 & 15, 2003
Schreiber Theatre
Welcome to the 17th Annual B-school Follies!  This year’s show is called “Feel the Love,” in honor of the Valentine’s Day holiday that’s upon us as well as the chemistry that’s created by putting on this production. It could have just as well been called “Feel the Heat” because of first-year finals and the added security necessary within our new ritzy performance venue. We are confident, however, that you will find the Schreiber Theatre to be a top-notch place for watching the exceptionally talented and hard-working students, spouses, and faculty of the UMBS community as they share their theatrical flair.

Little did I realize that by coming to Ann Arbor I would rekindle a theatrical passion that had been put on indeterminate hold since my college graduation. In addition a phenomenal learning experience, participating in Follies—from writing, to acting, to singing, dancing, directing, and bringing the show together—has been, as they say back in Boston, “wicked” fun.

Everyone involved in the show has gone far above and beyond the call of duty to make the show a success. As one cast member reminded me, “Follies is an activity that fundamentally no one has time for. It has nothing to do with grades or getting a job, yet people invest their creativity and time into it just because they love it.” I could not have put it any better myself.

I’d like to thank everyone who participated in Follies 2003 for the enthusiasm and dedication that they’ve brought to this project. A few specific shout-outs are especially worthy of mention:

- Jon Horn—My assistant director, reality check, and new best friend. You are one funny and talented dude. Tikiyah!
- Shayne Eyre—The video genius who edited all the videos for the show. From Blind Date to blue screen, you are amazing.
- Jordan Kober and Aaron Simpson—The comedy duo who made GTC’s the most popular pre-happy hour destination in Ann Arbor. Thanks for defining what makes funny funny.
- Scott Sappenfield—The Producer who got all the business done when all he really wants to do is dance! You are one Bad-ass Butabi.
- Eric Yang—The marketing manager extraordinaire!!! You are one of the most talented, versatile, and creative people I know. Thanks for everything.
- Brian Pavona—The tech director who earns MVP honors. From BBA to MACC, he has led the Follies’ technical charge for 3 consecutive years. BP, any interest in maybe sticking around Ann Arbor for your MBA?
- Andreas Koese—The man with the real business skills—he keeps track of our mo’ney. Danke Schoen.
- Doug, Christine, and Rob—The amazing MBA1s (OB) who helped with just about every aspect of the show. Thanks for emerging as such a critical core (Corporate Strategy) of the executive crew.

Lastly, I’d like to thank you, our audience, for coming to see the show. After all, you are an integral part of Follies because without you we’d be only performing for Washtenaw County security guards and our relatives. With all that said, it’s now time to sit back, relax, and laugh so hard that you get a good abdominal workout.

Feel the Love,

Ali Shriberg
Director, Follies 2003
For 57 years we’ve been doing what’s best for our clients.

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Lights...Camera...Follies!!! Welcome to the University of Michigan Business School’s annual variety show, “Feel the Love.” Thank you for coming to the show and providing numerous B-School students with the opportunity to display hidden talents such as dancing, singing, and an uncanny ability to mock our daily lives at UMBS. As you leave the show tonight you may be asking yourself, “How does such a SUPER, OUTSTANDING, AMAZING production get put together?” Well, let me tell you....

Without scripts, lights, and directors the show would be pretty dull, so a BIG thanks to Shayne Eyre, Jordan Korbert, Aaron Simpson, Brian Pavona, Rob Moore, and, of course, Jon Horn and Ali Shriberg for pulling together such a great show. In addition to the fantastic work accomplished by this esteemed team of creative talent, there is an unseen side of Follies that deserves significant recognition as well.

First, and foremost, thank you to Eric “Marketing Director” Yang. You should all know that Eric is THE MAN. He brought Follies marketing to a whole new level, and has got to be one of the hardest working guys in the B-School. Thanks Eric for everything!

Next up, Andreas “Business Manager” Koese....As the only member of the Follies board that had to make sure he paid attention in accounting class, Andreas had some serious responsibility riding on his shoulders. Thanks Andreas!

And then there’s Christine Galofre and Doug McCracken....I seriously can’t say enough about these two. Their technical titles are “Corporate Marketing Managers”, but Christine and Doug did a little bit of everything. From assisting with marketing efforts, to securing local and corporate sponsorship for the show, these all-star MBA1s were invaluable to the Follies production. Thanks Christine and Doug!

Thanks also to Mysti Plummer and the staff at Pioneer High School. With theatre space in Ann Arbor more scarce than an MBA job offer, Pioneer was able to squeeze us in between acting classes and other school events.

Finally, a big thank you to our sponsors Braxton, SGA, and Dean Dolan…it is only with the generous support of these folks that Follies survived another year in this not-so-hot economy. Follies appreciates your support!!

And to you...thank you again for coming to our show. Follies is consistently called one of “the best parts of the year” by our cast. But what is a show without an audience?...Your presence makes the experience complete.

Feel the Love and Enjoy the Show!

Scott Sappenfield
Producer, Follies 2003
Congratulates the Cast and Crew of Follies 2003

And Welcomes Our 2003

**Full-Time Hires:**
Chris Bolt
Judy Chiriboga
Kevin Wenzel

and **Summer Intern:**
Mike Murgatroyd

Enjoy the Show!
Act I

**Broad Way to B-School**
- **Writers:** Pat Babka, Kelly Curnow, Kristen Estes, Jon Horn, Nathan Stone
- **Director:** Pat Babka
- **Choreographer:** Paige Norton
- **Performers:** Jared Amaral, Pat Babka, Lisette Bernstein, Chris Bolt, Jason Dolenga, Marty Downen, Christine Galofre, Hillary Gelfman, Jon Gilbert, Courtney Loveman, Geary MacQuiddy, Amy Percy, Cindra Tsai, Grace Tsuei, Kelly Tubbs, Ed Watts
- **Piano:** Gary Cojulun, Ben Yonce

**Feel the Love Tonight (The Follies Theme)**
- **Writer/Director:** Ali Shriberg
- **Choreographer:** Gabi Schillinger, Ali Shriberg
- **Performers:** Company
- **Piano:** Ben Yonce

**Academic Jeopardy**
- **Writers:** Kristen Estes, Jon Horn
- **Director:** Jon Horn
- **Performers:** Brian Forster, Jon Horn, Paul Habibi, Russ Potterfield

**Email Issues**
- **Writers:** Pat Herrington, Scott Sappenfield, John Slack
- **Director:** Scott Sappenfield
- **Performers:** Tracy Akresh, Dean Robert Dolan, Roxanne Giovanetti, Pat Herrington, Janelle Hottinger, Julia Liu, Amy Lofstedt, Kelly Mao, Mike Newman, Choon Ng, Mario Noble, Wendy Rigerink, Scott Sappenfield, Grace Shean, Aaron Simpson, Alexis Skigen, Grace Tsuei, Eric Yang
- **Camera:** Pat Herrington, Scott Sappenfield
- **Video Editor:** Shayne Eyre

**BBA PDA**
- **Writers:** Jordan Kobert, Aaron Simpson
- **Director:** Maya Hoover
- **Performers:** Jeremy Crane, Jon Gilbert, Craig Nastanski, Karim Noblecillo, Eric Ryden, Praveen Sandhyanarumsha

**Seinfeld**
- **Writer:** Ali Shriberg
- **Director:** Ali Shriberg
- **Performers:** Adam Carson, Adam Cohen, Al Cotrone, Jon Horn, Jordan Kobert, David Lowy, Mike Newman, Ali Shriberg, Elizabeth Terry
- **Camera:** Shayne Eyre
- **Video Editor:** Shayne Eyre

**Subliminal Man**
- **Writers:** Jordan Kobert, Aaron Simpson
- **Director:** David Aznavorian
- **Choreographer:** Debbie Allen
- **Performers:** David Aznavorian, Jason Dolenga, Hillary Gelfman, Teddy Johnson

**When I Go To Business School**
- **Writer:** Roger Greene
- **Director:** Praveen Sandhyanarumsha
- **Performers:** Lisa Hall, Amy Percy, Denée Perry, Praveen Sandhyanarumsha, Amanda Roslov

**Hair Loss Commercial**
- **Writer:** Shayne Eyre
- **Director:** Shayne Eyre
- **Performers:** Professor Gautam Ahuja, Shelly Cropper, Dean Robert Dolan, Dawn DuBuc, Shayne Eyre, Daryl Leach, Mike Newman, Ben Riberak, Kailyn Tan
- **Camera:** Shayne Eyre
- **Video Editor:** Shayne Eyre
- **Dedication:** For all you shiny heads out there!

**Michigan Business Men**
- **Writers:** Russ Potterfield, Angela Walter
- **Director:** Angela Walter
- **Performers:** Dave Frisch, Tom Yu

**Real World**
- **Writers:** Jordan Kobert, Aaron Simpson
- **Director:** Eric Yang
- **Performers:** Graham Goodrich, Judith Hochhauser, Maya Hoover, Anuja Rajendra, Sanjay Srivastava, Eric Yang
- **Camera:** Eric Yang
- **Archive Video:** Lee Susen
- **Video Editor:** Eric Yang

**B-School Rock**
- **Writers:** Shayne Eyre, Judith Hochhauser, Alli Meyer, Angela Walter
- **Director:** Shayne Eyre
- **Performers:** Kristen Estes, Shayne Eyre, Judith Hochhauser, Teddy Johnson
- **Singers:** Greg Hansen, Jiarland Jones, Dan McMasster, Cindra Tsai
- **Camera:** Shayne Eyre, Lisa Morrison
- **Video Editor:** Shayne Eyre

**Mini-Dean**
- **Writers:** Adam Carson, Alli Meyer
- **Director:** Alli Meyer
- **Performers:** Jason Dolenga, Josh Fienberg, Jon Gilbert, Pat Herrington, Sue Louise, Nathan Stone
- **Thanks:** To all of our terrific extras!

**Night at the Ricksbury**
- **Writers:** Mark Bennett, Ben Riback
- **Director:** Mark Bennett
- **Choreographer:** Shelly Cropper
- **Performers:** Tracy Akresh, Thom Bales, Carey Bylin, Trish Cuvato, Anitha Chalam, Shelly Cropper, Nicole DeFosset, Suzanne DeFosset, Christine Galloire, Srik Gopalakrishnan, Paul Habibi, Andreas Koese, Daryl Leach, Kelly Mao, Bob Mazur, Tran Nguyen, Scott Sappenfield, Gabi Schillinger, Ali Shriberg, Bo Wang, Yuliya Yoon
- **Camera:** Mark Bennett, Eric Yang
- **Video Editor:** Eric Yang
Bella Napoli Pizza
E Ristorante Italiano

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Bella Napoli Supports the Business School and Follies!

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Act II

This Looks Like a Job for Me
Writers: Jeremy Crane, Jordan Kobert
Director: Ali Shriberg
Choreographer: Rukiya Curvey-Parks
Performers: Pat Babka, Amy Bourne, Rukiya Curvey-Parks, Lise Hall, Nile A. Harris, Brad Hiranaga, Mike Hokenson, Teddy Johnson, Alain J. Leroy, Rashidah "Ralo" Lopez, Joe Mama, Eric Ryden, Gabi Schillinger, Irene Sebastian, Nikkia Starks
Thanks: Rashidah "Ralo" Lopez

Miss MBA
Writers: Pat Babka, Kelly Curnow, Kristen Estes, Jon Nathan Stone
Director: Kristen Estes
Performers: Kelly Curnow, Kristen Estes, Michael Lewis, Courtney Loveman, Scott Sappenfield, Angela Walter, Eric Yang

MBA's Gone Wild
Writers: Adam Carson, Judith Hochhauser
Director: Mark Birkett
Performers: Mark Albrecht, Rachel Albrecht, Emily Albrecht, John Arnold, Amy Benson, Kaitlyn Benson, Daniel Benson, Chris Bolt, Adam Carson, Mike Daher, Shayne Eyre, Lisa Eyre, Jayci Eyre, Ryanna Eyre, Mike Garceau, Aaron Simpson, Jennifer Simpson, Parker Simpson, Kelly Tubbs
Camera: Mark Birkett, Shayne Eyre
Video Editor: Shayne Eyre

Blind Date
Director: Ali Shriberg
Featuring: Atisa Sioshansi, Mike Lewis (as themselves)
Camera: Shayne Eyre, Doug McCracken, Eric Yang
Video Editor: Ali Shriberg, Shayne Eyre, Eric Yang
Special Effects: Lisa Eyre
Thanks to: Sunshine Café and Arbor Brewing Company for letting us film on location

News
On Stage Segment
Writers: Jordan Kobert, Ali Shriberg, Marty Downen, Pat Babka
Directors: Jordan Kobert, Ali Shriberg
Performers: Pat Babka, Dean Robert Dolan, Marty Downen, Jordan Kobert, Ali Shriberg

Executive MBA Segment
Writer: Brian Forster
Director: Doug McCracken
Performers: Onieka Clark, Jeremy Crane, Mariusz Gromczak, Nile Harris, Albert Kan, Ning Lu, Ken Quan, Eric Trombley, Chris Warner, Joseph Wilson, Shimpei Yamamoto
Camera: Doug McCracken
Video Editor: Doug McCracken

MBA's: The Secret of Our Success
Writers: Anne Duncan, Jordan Kobert
Director: Aaron Simpson
Performers: Jacquie Barnet, Judy Chiriiboga, Elyse Collett, Emily Downen, Marty Downen, Jadson Duncan, Joe Gumbis, Samantha Lasky, Carolyn Loudenslager, Michael Mayer, Paige Minor, Dan Muir, Elizabeth Nyeberg, Craig Saur, Bethany Thomson, Matt Walker, "The role of punk BBA's was played by a group of punk BBA's"
Camera: Aaron Simpson
Video Editor: Shayne Eyre
Other: Created by Jacquie Barnet, Anne Duncan, and Paige Minor. Special thanks to Goodnight Gracie’s for allowing us to shoot on location.

Student Lounge Pricing
Writers: Praveen Sandhyanarsimha, Eric Yang
Director: Judith Hochhauser
Choreographer: Srikanth Gopalakrishnan
Performers: Carey Bylin, Remberto Del Real, Amy Gura, Judith Hochhauser, Alli Meyer, Paige Norton, Wendy Rigterink
Thanks to: Amy Percy for providing the machine, and Ryan Dufrey for trying to help us in our time of need.

Interview With A MAcc
Writers: Lyon Anderson, Andrew Rohrkemper, Jeffrey Sukach
Director: Andrew Rohrkemper
Performers: Cecilia Alberici, Mark Anderson, Eugene Anderson, Nick Buchanan, Teresa Chen, Yachen Chi, Margot Howard, Geoffrey Ihnow, Aaron Saito, James Stork, Ken Tong
Camera: Anand Patel, Andrew Rohrkemper
Video Editor: Shayne Eyre, Andrew Rohrkemper
Other: A very special ‘thank you’ to Kelli Dungan.

Cold Call - The Movie
Writers: Jordan Kobert, Aaron Simpson
Director: Jordan Kobert
Performers: Trish Cavuoto, Emily Collings, Josh Ehrenfried, Gabriel Francisco Freund-Vega, Probal Hasan, Jack Kelley, Sima Patel, Erick Trombley, Professor Thomas C. Kinnear
Camera: Shayne Eyre
Video Editor: Shayne Eyre

Goodnight Sweetheart
Writers: Calvin Carter and James Hudson
Arranged by: Deke Sharon and Anne Raugh
Director: Jon Horn
Performers: Jared Amaral, Greg Hansen, Jon Horn, Dan McMaster

Feel the Love Tonight (Reprise)
Writer: Ali Shriberg
Director: Ali Shriberg
Choreographer: Gabi Schillinger, Ali Shriberg
Performers: Company
Piano: Ben Yonce
Walter Industries, Inc.

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Put your ideas to work.
No matter where an idea shows up, it’s important that you listen to what it has to say. Write it down. Then do whatever it takes to bring that idea to life. Which is where we come in. Come to work at hp and you’ll find an environment ideas thrive in. Small wonder the best ones usually find themselves here. To apply and see opportunities, please visit: www.jobs.hp.com

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Glossary of UMBS Terms

**BBA:** Bachelor of Business Administration.

**Bid Points:** A process by which students select their electives and secure interviews with preferred employers. Students are allocated a set of points each year to spend.

**Brand Maps:** A simulation game in which student teams compete against each other to develop and market a hypothetical product called “Vaporware.”

**Cold Call:** The often dreaded situation when a professor picks a student out from class for the purpose of grilling them on any given topic.

**Ding:** An informal term for being rejected, especially by a prospective employer.

**LDP (Leadership Development Program):** Orientation week for MBAs; students are engaged in a series of speakers, seminars, and team building games. Noel Tichy is an organizational behavior guru who presides over much of LDP and urges students to develop their Teachable Point of View.

**MAcc:** Master of Accounting

**MAP (Multidisciplinary Action Project):** The capstone project for first year MBA students, taking place during the last seven weeks of the school year. Students work in a team on a real world business issue and get to know each other very well during this time.

**MBA:** Master of Business Administration

**MBW (Michigan Business Women):** An organization that promotes networking and professional development opportunities for women.

**MSJ:** The Monroe Street Journal is the student-run newspaper at UMBS.

**OCD:** The Office Of Career Development works with companies and students during recruiting season. Al Cotrone is the head of OCD.

**Rick’s:** A popular student night spot in Ann Arbor. On Thursdays, MBAs frequent this venue, causing undergrads to shun the evening as “fat and bald night.”

**SGA (Student Government Association):** The governing organization at UMBS composed of students. Daryl Leach is the current president of SGA.

**SOS (Significant Others and Spouses):** The very patient partners of business school students.

**Put your ideas to work.**

Ideas appear when you least expect them.
After Follies Join Us For a Valentine's Day Party at Studio 4!

21 and Over Welcome!

Proper Attire Required!

Dress to Impress!

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Any Way You Do It
Do It With the MSJ

Read the latest
scandalous news
titillating section gossip
angry fan mail
incriminating photos
in Monday’s MSJ
Lyrics

Broad Way to B-School

We’re in the money, we’re in the money
We’ve got a lot of options in our phat dot com.
We’re in the money,
The future’s sunny...
There’s so much stupid %&#!
You can spend your money on

We always see big payoffs never layoffs today
When my team is in the playoffs,
I expense that ticket right away.
We’re in the money,
We’re in the money
Retirement’s looking great.
Thank you, Enron.

Recession, Recession! Recession!
Recession, Recession! Recession!

Stock market tanked
And now we’re getting fired
No one getting hired.
Let’s go back to school!

GMATs and essays,
Lots of applications
Please, God, let me get in one!

Rejection! Rejection! Rejection!
Rejection! Rejection! Rejection!

Spent my last paycheck.
Savings are depleting.
Ramen’s all I’m eating.
Need that letter soon.
Went to the mailbox;
It’s empty, but they called me
Now we’re going to Michigan!

Acceptance! Acceptance! Acceptance!

Summer playin’, had me a blast
Summer drinkin’, got a beer belly fast
Met a girl, had a short fling
Dumped my boyfriend
‘Cause he got me no ring
All my savings, drifting away,
But uh-oh those summer nights.

Oh well-a, well-a, well-a, ooh!
Tell me more, tell me more!
Did you have lots of sex?
Tell me more, tell me more
Did you do lots of ex?

Uh- huh, uh-huh, uh-huh...

Went on M-Trek, had outdoor fun...
Drank the water, it gave me the runs...
We got back. Rented a van.
No IKEA in the Arbor of Ann!
QSW starts in a week,
And uh-oh where’s my HP-12C?
Oh well-a, well-a, well-a, ooh!
Tell me more, tell me more,
Like where are you from?
Tell me more, tell me more,
That question’s been done!

IT drill-down, that’s where it ends.
Schedule sucks, finance at 10
Went to Dominick’s, had my first beer
Wonder when my coursepacks will appear.

LDP, Noel Tichy,
But oh, those LDP nights.
Tell me more. Tell me more.

Ann Arbor
Where the snow is sticking to the bricks
Where the homeless pee,
Could sure smell sweet,
When we all come stumbling out of Rick’s!

Ann Arbor
Every night my section mates and I,
Sit around and drink
And rarely think about computing ROI.

We know we will work for the man
(Yes, Sir!)
So we’re living it up while we can
(You Bet!)

And when they say
Yo, you’ve got your MBA!
We’re gonna say
We did just fine in Ann Arbor
Ann Arbor, M-I-C-H-I-G-A-N,
Ann Arbor, MI!

Feel the Love Tonight (The Follies Theme)

It’s time to mock professors
And show we’re not uptight
It’s time to start the Follies
And Feel the Love Tonight.
It’s time to show our talent.
Put b-school in new light
It’s time to start the Follies
And Feel the Love Tonight.

We all know why we came here—
The Follies is a blast.
The first years said “F” finals
Low pass, low pass, low pass!

And now let’s get things started
Why don’t we get things started
Oh no!
On the most sensational, inspirational,
Educational, MBAtional,
This is what we call the Follies Show!
This Looks Like a Job For Me

Al Cotrone. Go Blue. No gimmicks.
Two BBA twins go round the outside,
Round the outside, round the outside.
Two BBA twins go round the outside,
Round the outside, round the outside.

Guess who’s back, back again.
C.K.’s back, tell a friend
C.K.’s back, C.K.’s back, C.K.’s back
C.K.’s back, C.K.’s back, C.K.’s back.

I’ve created a monster,
Cause nobody wants to do Harvard no more
They want Go Blue!
Duke’s chopped liver (huh).
Well if you want the Blue,
This is what I’ll give ya’
A little bit of Dolan,
Mixed with some Afuah
Some Kinnear that’ll jump start my heart quicker
Than my stocks,
Cause the market is a cruel riddle

When Enron takes a dive,
Not co-operating
Cause they’re socking away
More than for operating (hey!)
You waited this long.
Now stop debating
’Cause I’m back,
I’m in the class and postulating
I know that you got to discount your money
But the MBA load is complicating

So the SEC won’t let me be
Or let me be me, so let me see
They try to shut me down, CNBC
But it feels so empty, without me
So, come on sip,
Burn on your lips
Yuck that student lounge coffee
Tastes like the pits
And you will see,
Cause Michigan isn’t for free
I just bid all of my points,
What up OCD!

Chorus:
Now Follies looks like a job for me
So everybody, feel the love with me
Cause we need a little, less Noel Tichy
But it feels so empty since LDP.

I said Follies looks like a job for me
So everybody, feel the love with me
Cause we need a little, less Noel Tichy
But it feels so empty, since LDP.

Lil’ Wolverines,
Have all of the luck
Embarrassed that their parents
Went to b-school at Tuck
They start feelin’ like
They just opened the door
’Til tuition comes along
Michigan Net Impact is Proud to Present:

The Faculty Case Competition

Tuesday, March 18th

Featuring…DEAN DOLAN

The Organizational Strategy Club

CONGRATULATES

the Cast and Crew of Follies

on their tremendous effort
to engage and entertain the UMBS community.

(Hey!) Here’s a concept that works:
Twenty million other MBAs emerge.
But no matter how many fish in the sea,
It’ll be so empty, without me.

Jobs!
Congratulations to the Follies crew for a great production!

Entrepreneur & Venture Capital Club
Upcoming Events

March
Wed. 3/19: “How to Build a Mentor Network”

April
Funding Sources Workshop
EVC table at Meet the Clubs: Go Blue Weekend

Summer
Help organize Entrepalooza! E-mail allenp@umich.edu

September
Entrepalooza: The best conference for Entrepreneurs, Venture Capitalists, and Angel Seed Investors
Beers & Business: Regular Monthly Club Happy Hours beginning in September

October
Part-time Jobs Open House

November
Business Plan Presentation Workshop with ZLI

For more events throughout the region check out the Calendar of Events & Activities on the EVC website: www.evc-club.com

Student Lounge Pricing

You’re working in the lounge, yeah.
You bad, yeah.
Make the students spend their cash, yeah.
They mad, yeah.
There’s so much opportunity that you lost.
Don’t cry over the money, it’s a sunk cost.

You’re selling cold pizzas for a buck fifty.
They’ll spend the paper
Even though they’re thrifty!
Just when you think your price will suffice.
You increase every item by... at least twice.

Grab consumer surplus, just like thus:
Copy Microsoft and prove my thesis!
More profits than you deserve, increasing.
Shade the demand curve, it’s pleasing.

Though there’s no competition, students boycott,
They can sign a long petition, but all for naught
No social contract, you’ll get caught!
Profits will decrease by a lot.

Yeah they price takers
So you jack that price up.
You’s a fine moneymaker...
Then jack that price up.
Charge ’em at P star...
And jack that price up.
Bling bling the snack bar ...
When you jack that price up.

Boy, it’s lookin’ good
When you jack that price up.
You’re monopoly players...
Then jack that price up.
Charge ’em at P star...
And jack that price up.
Bling bling is the snack bar ...
When you jack that price up.

I know you can’t stand it, you’re a bandit
But the b-school coffers just demand it
There’s no buyer power, they just cower
Substitutes are dour, food turns sour
Your suppliers would all miss you, it’s not an issue
Even though the pastries, taste like tissue.
Still the greatest snack bar, serving crap
You can eat it everyday while you’re doing MAP

Whether it’s a sandwich or a pop
It’s the greatest venture, selling slop.
So increase every item by at least a dollar.
It makes money. Trust me and Lawlor.

Don’t worry about students, when they holler...
’Cause their bank accounts’ getting smaller
We’ll be taking every buck,
Even if they yell, what the...?!

Yeah, they price takers
So you jack that price up.
You’s a fine moneymaker...
Then jack that price up.
Charge 'em at P star...
Won't you jack that price up.
Bling bling the snack bar ...
Jack that price up.

Hmmm, it's lookin' good
When you jack that price up.
You's a fine moneymaker...
Then jack that price up.
Charge 'em at P star...
Won't you jack that price up.
Bling bling the snack bar ...
Jack that price up.

So charge them willy-nilly for the chili.
Eight bucks a pound is valid for the salad.
Though the stale coffee wrecks your colon...
If they complain...we’ll just blame Dolan!

B-School Rock

**Oops! I Hooked Up Again**
(to "Oops! I Did it Again" by Britney Spears)

Oops! I did it again.
I got drunk at Ricks.
Hooked up with a friend,
Oh Baby Baby,
Oops! I thought he looked hot
But what did I know?
He’s in my section!

**Stayin’ Alive**
(to"Stayin’ Alive” by The Bee Gees)

Well you can tell by the way I walk my walk
I’m a finance guy, no time to talk
I use Excel to help me out
My groups love what I’m all about
And it’s alright, it’s okay.
If I don’t get my job today
Recruiters, they don’t understand
That the job don’t make the man
Whether you’re in finance or whether in consulting, We’re staying alive, staying alive
General Management is what marketers are taking We’re staying alive, staying alive
Jobs, jobs, jobs, jobs,
Stayin’ Alive, Stayin’ Alive

**It’s in the MSJ**
(to"Take my Breath Away” by Berlin)

Walking in slow motion
Heading to my class today
I always feel so sluggish
The first thing on Monday
Saturday was nice, but I forgot about that night
In the student lounge,
Someone turns to me to say:
You’re in the MSJ
Half naked Saturday

How could I have known that
They were taking photos?

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**THE UMBS PRESCRIPTION DRUG BENEFIT PROGRAM**

**Call your doctor for details**

Side Effects include:
drowsiness, disorientation, lack of motor skills, high possibility of low passes, inability to show up for group meetings on time

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**SPONSORED BY:**
**Healthcare and Life Science Club**
**AT THE UNIVERSITY OF MICHIGAN BUSINESS SCHOOL**
Of the quarters game, followed by my strip show.
Now I’m in accounting,
How wish that I could hide.
Shocked and surprised
As my professor goes on to say:
You’re in the MSJ

**Only Blue** (to “Only You” by The Platters)
Only Blue
Can charge me 2K more
Only Blue
What are my textbooks for?
Only Blue and Maize, I’m true
Even with no study rooms
Expensive coursepacks too
For Only Blue

**Copaca-b-school**
(to “Copacabana” by Barry Manilow)
Her name was Lola
She ran a dot com
Seems like years ago
When the money always flowed
Now she’s at b-school
Looking for a job
Getting poorer everyday
While recruiters slip away
On the M-Track job board
She bid just 84
She had no job and no more points
could not ask for more!
At the Copa
Copaca b-school
After the lay-off, you’ll re-tool
At the Copaca-b-school
Where dark suits and backpacks are always in fashion, Copaca-b-school... you’ll find a job!

**Can’t Get Enough of the Chili**
(to “Can’t Get Enough” by Smashmouth)
I can’t get enough of the chili
I can’t get enough of the chili
Yes it’s true
You can’t too
Whenever I eat
I can’t wait for my treat
I keep wishin’ there were more than just two
My mouth screams out, yummy, yummy
It feels so nice
I get some more so I can eat it twice!
I can’t get enough of the chili
I can’t get enough of the chili
Got some Tums?
Really, got some Tums?

**Orinoco Wireless**

They told me to buy you
When I was a brand new MBA
The coolest electronic gizmo
That I’d seen until that fateful day
I got an Orinoco Gold, for the IT folks’ support
An 802.11 standard, so my connectivity would
Never fall short

But we stick together, you never turn tail
So I can surf the web in Finance,
And even check email

I love you wireless
Orinoco wireless
(Dip-dip-dip) wireless
(Shama-lama-ding-dong) wireless

I like to boot my laptop, in class in Davidson Hall.
I first check ESPN.com,
And then read all the news from Nepal
And I don’t care if I’m in a group meeting
I let them do all the work,
’Cause at Michigan there’s no competing.
Remember that OCD seminar
When I needed a nap?
I made a fantasy football trade,
And didn’t listen to all that crap.

Oh what is it about you that makes me so jolly
I had to sing about you, to all my friends at Follies!
I don’t know, oh-oh-oh-oh

Oh Orinoco wireless,
We’ve been through a lot together
Like that time I was surfing for Pamela Anderson
Videos in Accounting 551.
And I had shut you down because all of my
Classmates were looking at me funny

You were starin’ as if to say “Pat, stop surfing for Porn,
get your mind out of the gutter.”
I was so mad at you I
Could have just got up and walked out.
And you know, wireless, even though I’ll do it again
I’ll promise you next time, that I’ll sit in the back
So none of them can see!
And that’s why (help me out Ali...)

**Feel the Love Tonight (Reprise)**

It’s time to close the curtains
Pack up; turn off the lights
It’s time go and party,
And Feel the Love tonight.

Thank you for staying sober
And being so polite
Now let’s go get our groove on,
And Feel the Love tonight.

We all know where we’re going
To have fun at the bar
And if you go out drinking
Don’t drive and crash your car

And now let’s get things started
Let’s get this party started
Let’s hope we all get carded

At the most sensational,
Inspirational, recreational, MBAtonal,
Let’s go to the After-Follies Show!
Congratulations to our favorite Director and the Cast and Crew of the Bschool Follies! Break a Leg!

Glenn, Leslie, and Dana Shriberg
Dave Aznavorian - The Lemmings? They didn’t jump. I pushed them. And I’d do it again! Just like when I forced pop rocks down the throat of that Mikey kid while he sipped his Coke...

Pat Babka - I just wanted to give a shout out to my homies in the Deuce! I think you’ll really like my impersonation of RuPaul on a unicycle tonight. You’ll be feeling my love for sure.... “Irish” Pat Babka

Thom Bales - To See-ya!, J-Ho-A-Ho-S-Ho, Dirty Old Men, Boozin’ Bolin’ and Gamblin’, C. Sister’s, Cadis Flies & Grizzly Pies, Sorority Girl Cheerleaders, Black Crow Ghetto Clan, Fairway Tailgaters and everyone else that was NOT a study group- Feel the Love

Adam Carson - Thanks everyone involved for making this the best time of my two years. Ali & Judith thanks for putting up with my wacky, poorly verbalized ideas and making them much more funny. Improv ‘02 you guys are still the best!

Trish Cavuoto - I want to thank the follies crew for putting together a great show, for finally getting Grace on stage singing, and for giving bald men the spotlight. Great work!

Jeremy Crane - “The weather is here, I wish you were beautiful.” JB

Shelly Cropper - Who’s your daddy? Section 4... The section of love!

Rukiya Curvey-Parks - You want fame, well fame costs. And right here is where you start paying. In sweat.....Now move!

Mike Daher - Who’s got the bling, bling?

Kristen Estes - To the musical therapist who sings “Yellow Submarine” slightly off-key every Wednesday night on the first floor of my home, my haven, my island in Ann Arbor: the Guild House. This performance is for you.

Josh Fienberg - Groovy baby! You wanna Shag now or Shag later?

Brian Forster - Follies is funny, funny follies – that is all ye know on earth and all ye need to know.

Greg Hansen - A wise man once told me, “People who live in glass houses should dress in the basement.” Follies has allowed that statement to reach its true potential in my hapless life. Never stop singing . . . it keeps you humble.

Nile Harris - “Dean Dolan, Dean Dolan, wherefore art thou Dean Dolan? Deny thy Harvard and refuse thy name.” “Aye, there’s something rotten in the state of Michigan, nye, it’s the bathrooms in the business school!” “To be or not to be a UMBS MBA, how much did I pay for those coursepacks – that is the question” “Friends, Romans, countrymen lend me your ears – quit spamming the school” “Tomorrow, and tomorrow, and tomorrow – today is the best time of my life” with much love – Nile.

Judith Hochhauser - Finally, I have real job skills. Thanks Follies! Hollywood here I come. Still have no job, so please...
Congratulations Follies 2003 Cast & Crew!!!

Welcome to Asian Cultural Festival
Thursday, March 6th
Student Lounge
sponsored by:
Asian Business Association

Follies 2003 Cast & Crew!!!

Michigan’s Comedy DVD

Remember the great times at UMBS forever. The Follies DVD features all of this year’s show, plus exclusive comedy features, behind the scenes footage, and a bonus music video!

Order yours tonight and get a sweet deal.

Regular price: $10
J ust $5 when you pre-order tonight.
Ken Quan – “You wake up every day and it hurts a little bit less, and then you wake up one day and it doesn’t hurt at all. And the weird thing is, it’s almost like you miss that pain.” – My Follies experience summed up by Mikey (Jon Favreau) in “Swingers”

Scott Sappenfield – Long live the game night.

Gabi Schillinger – Huge Thanks to: The Best MBAs anywhere! You were the highlight of this BBA1’s fledgling year! Kudos, and the absolute BEST OF LUCK!! Carrie Ann...B-School without you? No possible way! Kiddo, Huggles, & Flipper...my guardian angels, isn’t it so? and Caleb + 1814G...for your support, confidence, and patience!

Ali Shriberg - A few personal thanks: thanks for coming, Mom, Dad, Dana, Sue Anne, and Roger. Thank you study groups. I’ll be back for the last week of the semester. MTB, ILY, thanks for putting up with me this semester. Viva Mexico!

Aaron Simpson – Thanks Jordan, and all of the Follies writing crew, for a great time and a great show. The LA Times said “it was definitely one of the highlights of B-school - more fun than negotiating with Tara and Samantha!”

Elizabeth Terry - CEMP – MBA 1, really wanted to be an “Amiable” or “Expressive” in the personality test during LDP. Instead, she came out as “Analytic!” So, she thought she’d flex her “Expressive” muscles in Follies!

Erick Trombley - This is Bob Robertson of Action News! saying....hugs and kisses to all...and to all a good night. Oh ya, Bob feels the love. Be Bob. I am Bob. Bob Robertson, Action News.

Grace Tsuei - Thanks to all of the wonderful friends I’ve made through UMBS. You’ve made the experience here far exceed any of my expectations. Here’s to us for making it through all the drama, headaches and heartaches. Congrats on “surviving”...we’ll be in touch...

Angela Walter - I hope you find the show entertaining - it was definitely a fun to both write for an act in it this year. To all of my classmates, these two years have been a great opportunity to do fun things like this and occasionally close our text books or miss a lecture for a fun reason and not just an interview. Hope we’ve all made the most of it, because the real world is coming way too quickly!

Eric Yang - Thanks to all of the Follies cast, crew, and execs...for the great times and another reason why Michigan is the best. Well, I guess business school is almost over. Can I make some profits now?  P.S. Seis, seis. In your face!

Ben Yonce - Ben, flip cup champion of the world, spends his free time in mystery...maybe he’ll get a cellphone so somebody can actually find him!

Yulia Yoon - “To Follie on not to Follie? That is the question — Well, I, along with other 120 MBAs, said - Who cares about classes, homework and group meetings, Let’s Follie and be obscenely and limitlessly happy! Thank you cast for a great experience!”

Tom Yu - I would like to thank Jimmie Walker, aka J.J. from the much lauded sitcom Good Times. Without his early influence, I would not have been bitten by the acting bug and would not be performing in front of you today. Thank you Jimmie, wherever you are.
Fleeing from his country’s socialist government, Aaron set out on his surfboard to find a better life. After paddling for ten days, he arrived in America with a fake green card, and a dream. Aaron’s career aspiration is to receive a large golden parachute (he can run a company into the ground as fast as the next guy) and then open a surfboard shop in Hawaii.

Executive Board

Ali Shriberg, Director

Ali Shriberg cut her theatrical teeth playing Max in her nursery school production of *Where the Wild Things Are*. Her directing debut was in the second grade when she intimidated and bossed around the other “Lost Boys” in a production of *Peter Pan*. Luckily, she has retained those bossing and intimidating skills and has utilized them liberally with the cast and crew of Follies 2003.

Jon Horn, Asst. Director

Since the days of setting up elaborate scenes with his Star Wars figures in the early 80’s, Jon has been a fan of theatrical production. Jon also enjoys cracking jokes while others are drinking milk.

Shayne Eyre, Video Director

Although pictured here practicing for the ballet “Alaskan Pirouette,” Shayne has received the most accolades for his tender portrayal of a frog in a church play at age 10. A quiet family man, he has been known to radically change demeanor with the addition of a wig. Give him a camera and a Mac and he’ll give you the world.

Pavona (BBA ’02, Macc ’03), pictured here with his mentor, enjoys the b-school love so much that he’s thinking about sticking around for his MBA – so he can be involved with Follies for years to come.

Jordan Kobert, Lead Writer

Jordan Kobert made his professional acting debut in the 2002 Follies. After a summer of consulting, he honed his skills by annoying clients, managing partners and co-workers and returned to Ann Arbor with a renewed vigor to help make Follies 2003 the best show EVER.

Rob Moore, Stage Manager

Rob puts the “functional” in “cross-functional” (although nobody dares claim that he puts the “cross” in that phrase). This mild mannered stage manager makes the magic come alive with his enchanted wireless headset. Without this guy, it would be curtains for all of us.

Aaron Simpson, Lead Writer

Aaron Simpson cut her theatrical teeth playing Max in her nursery school production of *Where the Wild Things Are*. Her directing debut was in the second grade when she intimidated and bossed around the other “Lost Boys” in a production of *Peter Pan*. Luckily, she has retained those bossing and intimidating skills and has utilized them liberally with the cast and crew of Follies 2003.
Scott Sappenfield has been a Broadway legend for the past 40 years producing such hits as Phantom of the B-School and Death of a Finance Grade. This picture from the archive of E! True Hollywood Stories shows Scott shortly after receiving his first Tony and shortly before his annual visit to rehab.

If you enjoyed Eric Yang in UMBS Follies, you’ll love his home fitness video series. When not working creating theatrical magic for all, Eric enjoys using consumer products. He is next month’s featured photo on HotOrNot.com.

Irrationally, Andreas claims that he has a hard time coming up with a funny quote (“hey, I’m not supposed to be funny. I’m German AND the business manager”).

Christine Galofre, the rock, the foundation, the only competent member of the Follies business team is pictured here looking as normal as possible amidst the surrounding chaos. Thanks for keeping us in line Christine!

After working as Marketing Director for the Flying Elvises for five years, Mr. McCracken moved to Hollywood where he directed several films and won 3 Golden Globes. He joined the UMBS Follies Exec Board in 2002 because he was looking for a higher profile career and wanted to really flex his creative muscles.

Visit Follies on the web at www.michiganfollies.org
Special Thanks

Technical Crew

The Follies Tech Crew
Viola Cheung - Assistant Stage Manager
Gabi Schillinger – Assistant Stage Manager
Jenny Kempenich – Production Team
Claudia Ossio – Production Team
Erick Trombley - Production Team
Nathan Stone - Lighting Director
Janet Bordelon – Lighting Team

Audio and Video Specialists
Al Jacquez, AudioVisions
Don Pushies, Aerial Enterprises, Inc.
Dave Bartlebaugh, Aerial Enterprises, Inc.

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Student Government Association
Dean Dolan

Follies Bad-Asses
Mark Albrecht, Mark Bennett, Scott Cockerham, Kristen Estes, Roxanne Giovannetti, Mike Newman, Alexis Skigen, Dana Shriberg, Erick Trombley

Ticket Sales Volunteers
Pat Babka, Mark Bennett, Carey Bylin, Kelly Curnow, Kristen Estes, Brian Forster, Srik Gopalakrishnan, Amy Gura, Andreas Koese, Amy Lofstedt, David Lowy, Paige Norton, Alli Meyer, Trang Nguyen, Russ Potterfield, Ken Quan, Praveen Sandhyanarsimha, Elizabeth Terry, Grace Tsuei

Advertising Sales Volunteers
Nicole DeFosset, Suzanne DeFosset, Chris Bolt

Special Thanks
Mysti Plummer of Pioneer High School for welcoming us to a new venue
The Students and Staff of Pioneer High School
The Custodial Staff of Pioneer High School
Bjorn Johnson and Marc Lavine for their musical expertise
Dana Allen and UMBSA for planning and sponsoring the Follies After-Party
David Oliver for designing the Follies Logo
Cindy O’Rourke of ESP Solutions for designing the Candy Box logo
Uncle David for running a great t-shirt company
Bella Napoli and Giuseppe for the pies
Yulia Yoon for tutoring cast members for the OM Final
Progressive Security for making us feel secure
Notes Payable for the Student Lounge marketing disruptions
All of our fabulous video and skit extras
SOSers and roommates for their support and patience
Don’t Miss... UMBSA’s FOLLIES AFTER PARTY

saturday, 2/15 at necto (516 E. liberty)

come before 10pm with your Follies ticket stub for
Free Cover
One free drink ticket
Access to the VIP Room