

## WHAT IS SAM ALL ABOUT?



**SAM: 100 Years of Excellence**

### Mission

“To provide an opportunity for the members to increase management skills and expertise through participation in programs and services designed to improve the professional quality of their knowledge, performance, and leadership ability.”

These goals are achieved by:

- Involvement in national programs and activities.
- Communication and interaction with other management professionals.
- Peer-reviewed publications on the most effective managerial practices and theory.
- Personal commitment to advancing the art and science of management as an individual responsibility.

Our strategy is:

Participate - Communicate - Educate - Dedicate

### What is SAM?

- The world's oldest professional management society established in 1912 by the associates of Frederick Taylor, the father of scientific management.
- Has members from all over the globe.
- Has a campus division with thousands of student members and many chapters at U.S. colleges and universities.
- Organization for the general manager. It emphasizes the conceptual viewpoint of the practicing general manager who needs to oversee the overall picture.
- A “think tank” of outstanding management experience among its members .
- An inexpensive self-development tool.

- Not-for-profit organization; all international officers and board members are volunteers.
- Exempt from Federal Income Taxes as a 501(c)(3) corporation (Federal Tax ID # 13-3179394).
- Membership is not restricted to the management specialty. Entrepreneurs, professionals, academicians, and students from all fields can benefit from the information and development of general management skills.
- Provides a subscription to *SAM Advanced Management Journal* written for those interested in general management.
- Holds an annual international management conference addressing current management issues.
- Has an awards program that recognizes management excellence. Past award recipients include many prominent business, academic, and government leaders.

### Benefits Often Cited by Members

#### The Opportunity To:

- Receive an award winning publication
- Network and make valuable contacts
- Serve on SAM International Board of Directors
- Attend the annual conference at a discounted rate
- Compete with other SAM campus chapters in the Annual Management Case Competition and other awards programs
- Develop professionally
- Serve in leadership positions at the local and national level and participate in chapter management
- Discuss business problems with other members and associates

- Learn and perfect the management theory basics and practice
- Help student members and other associates
- Enhance your resume by becoming a member of a professional management society with 100 years of management excellence.

## **A Guide to Commonly Asked Questions About SAM**

### **Q: What is the philosophy of SAM?**

A: We believe that good management is needed everywhere. Excellence in management is a basic goal — in all organizations, of every size, at all levels, in both for profit and not-for-profit organizations of all types.

We believe that excellence in management is an ongoing and an all-encompassing challenge and pursuit. The changing world and business environment mean that management has been, is, and will continue to be, evolutionary—always changing and always a challenge. SAM provides the means for its members to be on the vanguard of these changes.

SAM focuses on opportunities for life-long learning, education, training, and growth through actual experiences at the local, regional, and national levels with emphasis on opportunities and accomplishments.

### **Q: Why do members join SAM?**

A: There are a variety of reasons for joining SAM. Some of the more popular ones are development of managerial skills, professional development, aid to other members in self-development, exchange of ideas among members, continuation of management education, professional contacts, and continuation of activities following campus membership.

### **Q: How does SAM differ from any other professional organization?**

A: SAM is a professional management organization for the general manager. It is not a purely academic organization. It is designed with the working manager in mind. Therefore, every individual, regardless of the field, should belong to SAM if he/she has an interest in management.

### **Q: What type of membership does SAM provide?**

A: SAM has five types of membership: Professional, Academic, Student, Associate, and Graduate student. Professional membership consists of members currently working in a management capacity for small, medium, or large corporations. SAM has members in many parts of the U.S. and internationally in many other countries. The Campus Division has

many chapters with membership in universities and colleges throughout the U.S. SAM also provides Academic membership to the college professors in two and four-year colleges and universities. For two years after graduation, you may join SAM as an associate member, you will receive all the privileges of Professional Membership for a special price.

### **Q: What is the key ingredient in the success of any SAM chapter?**

A: The involvement of its members.

### **Q: What benefits do members receive from SAM Membership?**

A: All members receive a subscription to our acclaimed quarterly journal, *SAM Advanced Management Journal*, which offers practical information on issues relevant to management. SAM also provides an opportunity for members to publish articles in our publication.

### **Q: How can I benefit from attending the annual SAM International Management Conference?**

A: The annual SAM International Management Conference provides an excellent opportunity to meet other SAM members and business executives from around the world. The conference program consists of special seminars and workshops, academic paper presentations, and speakers. Each year, SAM selects a leading-edge management topic as a theme for the conference. Academic papers and speaker presentations provide an extensive discussion of the selected topic.

### **Q: What do we get from SAM International Office?**

A: SAM tries to provide an environment conducive to the effective accomplishment of members' professional goals. SAM International Office provides the underlying support for the whole organization. Many volunteers who donate their time run SAM. Day-to-day operation is accomplished through a small staff. SAM International Office serves as a source of expertise and assistance, a clearinghouse, an aid to continuity, a keeper of the books, conference organizer, and a publisher.