

# Connected

London South Bank University  
LSBU Association magazine  
Issue 10 > Spring 2011

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## Africa Rocks!

LSBU alumna shake up  
perceptions of Africa

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## Doing the business

How LSBU is helping  
tomorrow's business  
leaders

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A portrait of Frank Brake, an older man with short grey hair and glasses, wearing a dark suit, a blue shirt, and a patterned tie. He is smiling slightly and looking towards the camera. The background is a blurred cityscape with buildings and a clear sky.

# Frank Brake:

# Building on

# solid foundations

# Welcome

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## Welcome from the Editor



Welcome to the spring edition of *Connected*. This issue is dedicated to enterprise and business to highlight our entrepreneurial alumni, students and staff. Throughout the University's 119 year history we have recognised the importance of building strong links with business. These links not only help ensure our qualifications are relevant in the workplace, but also mean our students are given practical experience through placement opportunities. And it does not stop there. LSBU uses its industry links and expertise to help alumni, staff, students and local businesses to get their business ideas off the ground or elevate their company to the next level.

On page 8 we interview alumnus Frank Brake on starting a family business from scratch and how he turned it into the leading European supplier to the catering industry. And on page 10 we interview two LSBU alumnae who are using their entrepreneurial spirit to change the perception of Africa. It can be difficult to start your own business and so on page 14 we look at the help available to LSBU Association members and profile some of their recent success stories.

If you're employed and want to help or inspire prospective or current students, then how about writing a profile on your career for our website? You can also become a Professional Mentor or offer internship or work experience to an LSBU student or recent graduate to improve their employability. If you are interested in getting involved, please contact me on [gravesw@lsbu.ac.uk](mailto:gravesw@lsbu.ac.uk).

I look forward to hearing from you.

**Wendy Graves**

Alumni Marketing Manager

## Welcome from the Vice Chancellor



I was very sad to hear about the deaths of two former LSBU colleagues who made significant contributions to our organisation and who many of you may well remember. Andrew Ehrenberg, Research Professor in Marketing from 1993 to 2004, was a pioneering market researcher and influential academic. You'll remember we shared the news of his life-time achievement award in the last copy of *Connected*. Then the start of 2011 brought news of the death of Roger Smith from the Faculty of Business. Roger joined the University in 1984 as Director of the Centre for Trade Union Studies. He rose through various roles until becoming Pro-Dean for Students and Quality in 2003 in the newly created Faculty of Business, Computing and Information Management. He remained a most trusted, supportive and loyal friend to many and will be much missed for his wisdom, dry humour and undoubted expertise.

It was also a time for reminiscing when the University opened its new Archives Centre. The centre is now home to a unique collection that includes documents, photographs and artefacts. It was opened to celebrate the 118th anniversary since the creation of the Borough Polytechnic Institute. It also features an innovative online catalogue. Find out more about this service in our 'News in Brief' section on page 4 or visit [www.lsbu.ac.uk/archives](http://www.lsbu.ac.uk/archives)

Due to the growing popularity of our courses, with a 25% rise in undergraduate applications in 2010, LSBU is increasing its UCAS Tariff point entry requirement for some of its undergraduate programmes starting this September. This increase in demand highlights LSBU's growing reputation for excellence in the fields of health and social care, business, engineering and the built environment, and the arts and human sciences both at home and abroad. Keeping

true to its ethos of widening participation, which dates back to its foundation in 1892, LSBU will continue to consider applications from those who have gained relevant skills through a wide range of vocational qualifications and relevant work experience.

I was excited to hear that LSBU is now working in partnership with an institution in France to deliver the first international human resources course of its kind in Europe. Delivered in two capital cities, it provides qualifications recognised in both countries. The course is a Masters in International Human Resources (IHR) and is delivered by the Institut Gestion Sociale (IGS) Paris, a graduate school specialising in human resources, and LSBU, which has a national reputation in the teaching of professional human resources programmes. Students complete an internship, dissertation and study during semesters at the two universities and go on to obtain two degrees. We also offer a wide range of postgraduate programmes – you will find details of these in our new Postgraduate and Professional Prospectus 2011. Please visit [www.lsbu.ac.uk/courses](http://www.lsbu.ac.uk/courses) or ring the Course Enquiries office on +44 (0)20 7815 6100.

And finally, it's always a pleasure to invite our alumni back to the university. In December, a selection of the University's top business alumni returned to LSBU to confer awards at the Faculty of Business's Annual Lecture and Prize Giving Ceremony. The awards ceremony followed the Annual Lecture presented by Mick Jarvis from ConocoPhillips Company, one of the world's largest oil refiners. He spoke about the cultural aspects of negotiations, including cross-cultural communications. Throughout the lecture, Mick shared his experiences and offered tips on how to enjoy successful international negotiations. Above all, he stressed the importance of gaining a thorough understanding of cultural difference before entering an international business negotiation with the take-home message of "prepare, prepare, prepare".

We hope to continue to develop our relationship with you in the future. If you have any ideas for an alumni event please contact our Alumni Marketing Manager, Wendy Graves.

Very best wishes to you all.

**Professor Martin J Earwicker**  
Vice Chancellor



# News

in brief

## Bid success for LSBU

LSBU is one of six ‘preferred suppliers’ chosen to deliver MBAs and MPAs to local and central government staff

LSBU is the only London-based university to be chosen to deliver degrees on both a part-time and executive basis over the next three years. ‘The selection process was extremely stringent,’ says Milo Crummie, Head of the Department of Management within the Faculty of Business, ‘so it was particularly gratifying to do so well. Our success reflects both the high quality and value for money we offer. We also have a strong track record of working with the public sector, giving us an excellent understanding of the context in which our students will be working.’

## No fear

LSBU’s Acoustic Research Group is part of a team working on an innovative device that promises to take the fear out of going to the dentist

## Bringing the past to life

A new website offers a fascinating insight into LSBU’s past – and into the history of higher education in London

LSBU’s archive, which includes over 1,500 photos, models, reports, press cuttings and student magazines, is now available online for the first time, and paints a vivid picture of the University’s evolution since its foundation in 1892. From practical lessons in bricklaying, printing and hat-making to pioneering degree courses in areas from heating and ventilation to nuclear power, the collection shows how LSBU has kept pace with a rapidly changing world while staying true to its original aim of equipping students to make a positive contribution to the economy and society as a whole. ‘It’s really exciting to be able to offer our students, staff and the public access to some of the striking documents and photographs in the collection,’ says LSBU archivist



Elizabeth Harper. ‘The archive shows how LSBU has always provided professional skills and qualifications that reflect the economic needs of the local area and demonstrates the institution’s credibility and relevance throughout its history. We’d like to encourage anyone with an interest in history or a connection with LSBU to visit the online catalogue – you may even find a long lost photo of someone you know!’ Browse the archive at [www.lsbu.ac.uk/archivescatalogue](http://www.lsbu.ac.uk/archivescatalogue)



It’s widely agreed that the worst thing about going to the dentist is the sound of the drill – for some people, the phobia is so bad that they actually avoid seeking essential treatment. Now a team of experts from LSBU, King’s College London and Brunel University has developed a device that uses an inverted sound wave to cancel out the noise of the drill and suction equipment. The device, which works much like a pair of noise-cancelling headphones, is plugged into the patient’s MP3 player or mobile phone. They can listen to their own music – and hear the

dentist and other members of the team speaking to them – but all unwanted sounds are filtered out. A prototype has been successfully evaluated, marking the culmination of a decade of work by researchers at the three universities. The team is now looking for an investor to help bring the device to market. An LSBU spokesman said, ‘We are proud to have contributed to the development of a device that could help thousands of people. We hope that this cost-effective product will soon attract an investor, and be used by dental surgeries nationwide.’

## Honours list

Double Olympic champion Dame Kelly Holmes was among a number of outstanding individuals recognised at this year’s honorary degree ceremony



As London’s top modern university for sports-related research, it was fitting that LSBU should honour Dame Kelly for her record-breaking achievements, including winning two gold medals at the 2004 Athens Olympics. Since retiring from the track, Kelly has set up the Dame Kelly Holmes Legacy Trust, which is now working with LSBU’s Academy of Sport to explore the possibility of placing former athletes on community sports boards to exchange skills and knowledge. Dame Kelly was joined at the ceremony, held at Southwark Cathedral on 17 November, by representatives from the worlds of science, technology, engineering, culture and public service: former head of HMRC Ann Chant; Southwark-based writer John Constable; nuclear

expert Dame Sue Ion; chair of Southwark Primary Care Trust Mee Ling Ng; and James Smith, chair of Shell UK and president of the Energy Institute. Around 300 family and friends, LSBU staff, students and local dignitaries attended the ceremony which was followed by a reception at the historic riverside Glaziers Hall at London Bridge. Professor Martin Earwicker, LSBU’s Vice Chancellor, said: ‘We were delighted to present this year’s honorary awards to these exceptional individuals who have shown such an extraordinary commitment to the values and work of our University.’ Find out more and read the full citations at [www.lsbu.ac.uk/about/honoraryCeremony](http://www.lsbu.ac.uk/about/honoraryCeremony)

## HR awards triumph

LSBU graduate Gonda Winternitz has scooped a top national prize for her postgraduate dissertation research

Gonda, who has recently finished studying for an MSc in Human Resource Management, won the Chartered Institute of Personnel and Development’s 2010 Management Research Report prize for her dissertation on leadership behaviour and development. This is the second year running that the prize has gone to an LSBU student. ‘I’m delighted to have won this award,’ says Gonda, who studied for her degree part-time while working for insurance and risk management company Aon. ‘It took a lot of determination to research and write my dissertation, but I was pleased to have great support from my dissertation supervisor and fellow students. It’s also helped me professionally, as I’ve been able to apply some of the recommendations from my report in my day job.’

There was also recognition for LSBU staff, with Mike Rigby and Robin Jarvis from the Faculty of Business winning the Professor Ian Beardwell Prize for the best research paper, for their work on HR support for small firms. Find out more about LSBU courses at [www.lsbu.ac.uk/prospectivestudents/courses/search.shtml](http://www.lsbu.ac.uk/prospectivestudents/courses/search.shtml) or contact Jan Rae on [raeje@lsbu.ac.uk](mailto:raeje@lsbu.ac.uk) for information on the MSc in HR Management or the new MSc in HR Development, starting in September 2011

## A year in the life

Five students have been chosen by the UK’s leading commercial property news magazine, *Property Week*, to document a year in their lives as they study for LSBU’s Masters in Real Estate

With alumni including Nick Leslau of Prestbury, Andrew Rosenfeld of Air Capital, Capital & Counties chief executive Ian Hawksworth, GM Real Estate co-founder Tony Gibbon and Capital Shopping Centres managing director Kay Chaldecott, LSBU’s Built Environment programme has a reputation of being one of the best in the country. So when *Property Week* decided to run its 2011 Diary of a Student initiative, LSBU was the natural choice. The five students will be recording their experiences of studying at LSBU and documenting their efforts to find work throughout the year, with Joe Valley writing a monthly diary for the magazine’s Workplace column and Danielle Lawrence, Henry Cartwright, Ed Westlake and Aysha Taylor blogging regularly at [propertyweek.com](http://propertyweek.com). *Property Week* will also be hosting alumni events where students can network and learn from industry leaders. Catch up with the latest property news at [www.propertyweek.com](http://www.propertyweek.com)



From left to right: Aysha Taylor, Danielle Lawrence, Joe Valley, Ed Westlake, and Henry Cartwright.



# Perfect match

## LSBU's pioneering student shadowing scheme has been nominated for a top award

The scheme, launched in September 2010, is the first of its kind in the UK and aims to give University staff an insight into student life by encouraging them to attend lectures and seminars, visit the library and make use of support services. Since it began, 38 senior managers, including the Vice-Chancellor and members of the Executive Team, have been paired with students. Matches are carefully planned – for example, a computing student with the ICT manager – to ensure that both sides benefit as much as possible.

Now, the scheme has been nominated in the Outstanding Contribution to Leadership Development category of The Times Higher Education Awards. 'We're delighted to have been nominated for such a high-profile award,' says Leonie Saywell, Deputy Director of Staff and Organisational Development. 'The scheme is a great opportunity to really engage with students. By shadowing a student myself, I discovered that making relatively small changes can have a big impact on students.'



Left: Jim Nottingham, Deputy Director of ICT  
Right: Neil Thompson, Building Services student

## Boris Johnson awards £120,000 to street dance project

### Dare2Dance is using street dance to empower girls and young women across eight London boroughs throughout 2011-12

Dare2Dance will run street dance empowerment days, provide training for schools and colleges, and create opportunities for young women to compete and gain their own street dance qualifications. The initiative forms part of the PRO-ACTIVE Central London project, and is run by LSBU's Academy of Sport.

The money has been awarded through the Sports Participation Fund, which aims to create a legacy of increased physical activity and sports participation beyond the 2012 Olympic and Paralympic Games. Andrew Powlesland, Director of LSBU's Academy of Sport, says,



'We are delighted to have secured the funding for such an exciting and innovative project. Previous Dare2Dance projects have really engaged with young women in the capital, and we hope the 2011-12 project will prove even more popular, helping even more people to have fun and stay active.'

Find out more about LSBU's sports development courses at [www.lsbu.ac.uk/sports/courses/index.shtml](http://www.lsbu.ac.uk/sports/courses/index.shtml) or email [longlank@lsbu.ac.uk](mailto:longlank@lsbu.ac.uk)



## Funding boost for climate change teams

### Two research teams led by LSBU academics have won EU funding worth £1.5 million for their work to mitigate climate change

The two projects are developing practical technologies that will help businesses across Europe work more efficiently and reduce their impact on the environment. The first, ICE-E, aims to help cold store operators reduce energy loss by encouraging the uptake of energy-efficient refrigeration technologies while the second focuses on developing new nanomaterials for a range of different products, including organic electronics, solar cells on roof tiles, and lithium ion batteries.

'This is a further sign that LSBU is continuing to develop and improve its research capability and expertise,' says Dr Andy Tilbrook of the Faculty of Engineering Science and the Built Environment. 'The two projects show how we can use the experience of our highly qualified staff to develop practical yet innovative solutions to some of the problems faced by European businesses.'

# Success for LSBU students

## London Awards

### LSBU Arts Management graduate Alice Moore has been shortlisted for the prestigious Spirit of London Awards 2010

The Spirit of London Awards, known as the 'Community Oscars', were launched in 2009 by the Damilola Taylor Trust to celebrate community spirit among young Londoners and reward positive role models. Alice was nominated and shortlisted in the 'Achievement for Art' category for setting up Real Drama, a drama company based on the Aylesbury Estate in Southwark.

Since it began in 2008, Real Drama has evolved into a fully fledged youth-led theatre company which puts on its own productions in venues such as the Unicorn Theatre at London Bridge.

The group has 40 members aged 16-26 and 150+ alumni. There are some notable success stories, including one member who recently won a major role in a new film by the producers of *Hot Fuzz* and *Shaun of the Dead*. As well as attending the awards ceremony, held at indigO2 on 17 November, Alice was also invited to meet the Prime Minister David Cameron at Downing Street. 'It was so exciting to be shortlisted, and going to Downing Street was a once-in-a-lifetime experience,' Alice says. 'I started Real Drama with the simple aim of introducing young people to the idea that they should focus on what they do have, not what they don't. Now, the next step is to become a fully sustainable social enterprise.'

Find out more about Real Drama at <http://rdtheatre.co.uk/>

## Arts students win placements at the BBC

### LSBU Arts Management students Catherine de Val and Martha Fauth have been offered placements at the BBC through the Performing Arts Fund

The placements are designed to give students a taste of the workplace, by spending two days a week for 10 weeks at the BBC. The placement was originally for one student, but interviewers were so impressed they decided to offer placements to both Catherine and Martha. They will be working on evaluation and communication projects for the Choral Ambition Fund, which gives choirs financial support to run developmental schemes and commission new music.

## All LSBU final for MBA 'University Project Challenge'

### LSBU fought off stiff competition from University College London to take first and second place in the University Project Challenge semi-finals

University Project Challenge has been set up by the Association for Project Management (APM) to promote project management skills and encourage participants to work on initiatives that benefit the community. At LSBU, the challenge forms an integral part of the

'Managing Projects' elective for second-year MBA students.

The two finalist teams are both working on projects designed to benefit the local area. The first, *Life Off the Streets*, is run in partnership with The Passage charitable trust for homeless people, which provides survival kits for rough sleepers. The second, *In the Right Places*, is working to reclaim the Elephant and Castle roundabout for the public realm using the ideas of influential Danish urban planner Jan Gehl.

Both teams have been now been awarded £500 to develop their projects further. 'It was a fun

and challenging experience,' said part-time MBA student Georgia Scott, who presented for one of the teams. Colston Sanger, who leads the Managing Projects unit, added: 'Taking part in University Project Challenge represents real added value for our students. They gain first-hand experience of managing a live project and get to network with professional project managers, as well as engaging with the local community.'

Find out more about all LSBU courses, including BA (Hons) Arts Management, the MBA and other business courses at [www.lsbu.ac.uk/prospectivestudents/courses/](http://www.lsbu.ac.uk/prospectivestudents/courses/)

## Platinum and gold for LSBU entrepreneurs

### Zoe Robson and Sarah Elenany beat off stiff competition to scoop the top prizes at the Brand Amplifier awards for female entrepreneurs

Both Zoe and Sarah are graduates of the LSBU Enterprise Associate Scheme (see page 14), a two-year programme that supports students to

explore and develop the commercial potential of their business ideas while studying for an MSc in Enterprise. Zoe's business Zed Studio combines innovative printed technologies with high quality graphic design to help bring clients' brands to life, while Sarah has launched Elenany, a fashion line inspired by Islamic art and culture.

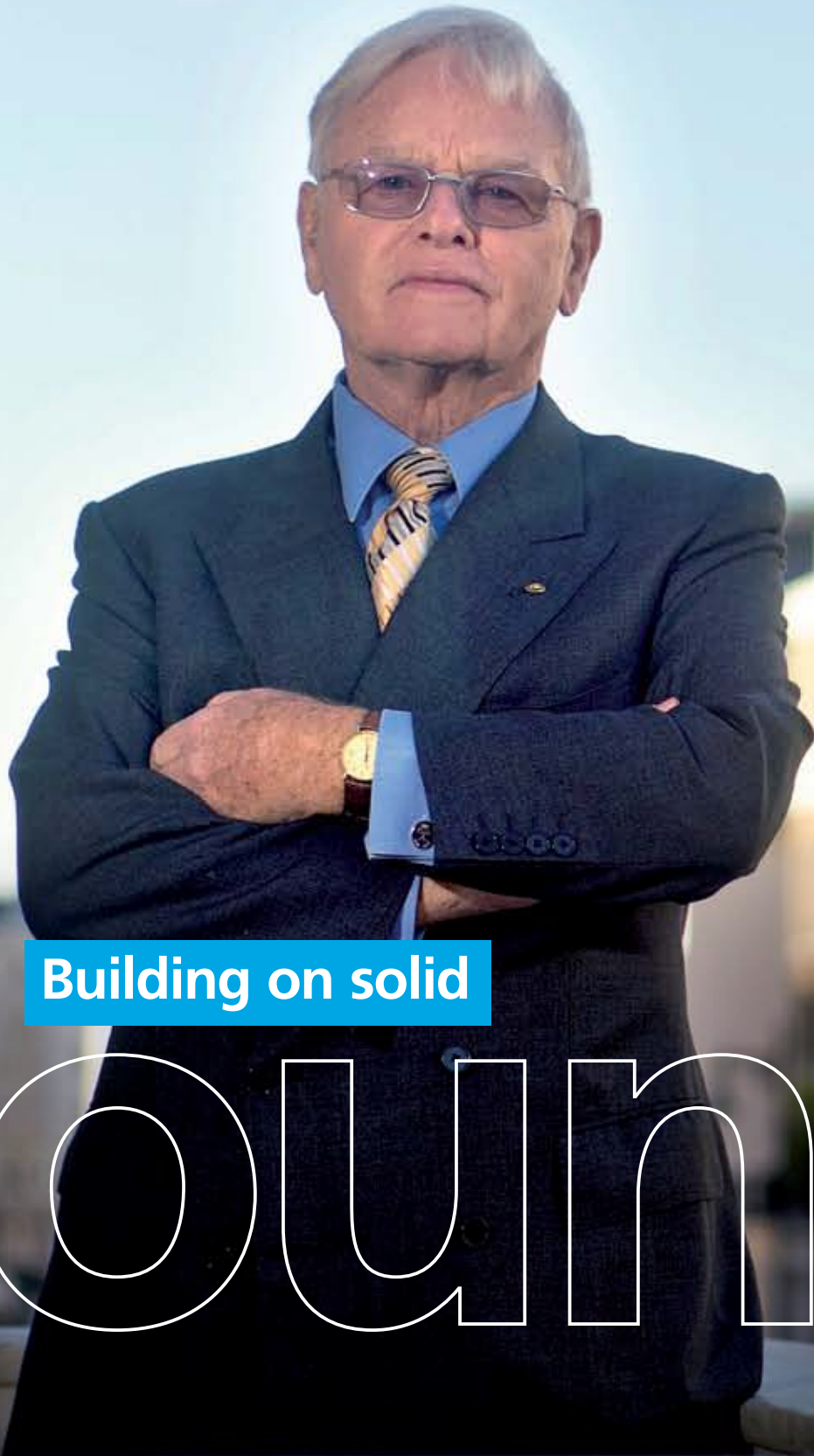
Brand Amplifier, a collaboration between Lambeth Council and Brixton-based communications company JPCreative, is designed to support and recognise emerging female entrepreneurs. Candidates are invited to

attend exclusive workshops with established businesswomen, and to deliver a presentation to the judging panel.

Zoe, who received the top Platinum award, won £1,000, an iPad and the opportunity to work on her brand with MBA and MSc students, plus ongoing mentoring from the Brand Amplifier panel. 'My mentors have shown me how to raise the profile of Zed Studio in a financially manageable way,' she says. 'It couldn't have come at a better time. It's been a really inspiring process and I'm delighted to have won this award.'



One of the country’s leading foodservice suppliers, Brakes has become a byword for high-quality products combined with first-rate service. Frank Brake, co-founder of the company and a former student at Borough Polytechnic, believes that it is this focus on quality – and attention to detail – that is key to the company’s incredible success



Building on solid

# foundations

Frank studied Catering Management at the Polytechnic in the 1950s, leaving to do his National Service before joining his two brothers to establish a small family business, supplying poultry to the catering trade. ‘We started up in a small way. We really just wanted to do our own thing, and be our own boss,’ he explains. ‘We wanted to make things happen for ourselves and our business, something that you can’t necessarily do when you’re an employee.’

From those humble beginnings, Brakes grew into a hugely successful company. By 2002 – when the family sold the business and Frank retired – it had become the UK’s leading supplier of foods to the catering industry, with over 9,000 employees and an annualised turnover of £1.5 billion.

### Focus on quality

The firm blossomed, Frank believes, because of the family’s focus on quality. ‘In the food industry, the quality and safety of the product is paramount,’ he says. ‘So we invested a lot of time and money to ensure that the product the customer received was the very best. Our name was on the box, so it was not only the company’s reputation, but also our personal pride that was at stake.’

Naturally, that dedication to providing the very best was backed up by a great deal of hard work. ‘When we started we needed to get some capital into the business,’ Frank recalls.

‘My brothers and I did two men’s work and took half a man’s pay. We had a very strong determination to succeed. When people ask what motivated us in those early years, I always say it was the pressure to pay last month’s bills!’

### Attention to detail

Without any formal business training, Frank and his brothers relied on common sense. When asked what advice he would give to others starting up in business, Frank is very clear. ‘Attention to detail. It’s easily said, but the detail is where the hard work is. When you’re going into a business, you need to understand it the whole way through and ensure that all the little things are working properly. Attention to detail gives you a solid foundation.’

For Frank personally, maintaining that attention to detail meant planning the whole year’s work and travel plans in advance so that he could make best use of his time. ‘I would travel to depots around the country and the staff would know the dates far in advance. The managers of the depots would plan their holidays around these visits; but in return, I would always ensure that I kept to my schedule – I never cancelled a visit. My time was always full occupied, so I could be as productive as possible.’

From a customer’s perspective, this attention to detail was nowhere more apparent than in Brake’s world-class delivery system. ‘We set up

a tremendous service which other firms couldn’t and hadn’t ever done before,’ Frank explains. ‘We’d take orders ‘til 4.30pm for delivery the next day. We had excellent systems that allowed us to process the order and have it ready to go out at 5am, often delivering to customers as early as 7am. We were able to fulfil 99.9 per cent of orders this way.’

### A sense of pride

All that hard work paid dividends over the years, and when Frank retired as chairman of Brakes, he was able to look back on his career with a sense of achievement. ‘The business was successful, and people enjoyed working there. That’s probably the thing that gives me greatest satisfaction – so many people have told me how proud they were to have worked at Brakes, and how much they enjoyed working in an environment that supported them to be productive in their roles.’

Now that he’s retired, Frank continues to keep himself busy. An active member of the local Rotary Club, he’s also still working on improving his tennis – something which has always been a priority for him. Even in the Brakes days, no matter how busy his schedule, he would always plan to be at home in Kent on a Thursday evening to play his regular tennis match. ‘It’s a little different now,’ Frank says with a smile. ‘I used to have to play in the winter in the dark, but it is nice to know now that on a Monday morning at 10 I have men’s doubles followed by lunch. That’s one of the joys of being retired.’



Two LSBU graduates are aiming to shake up perceptions of Africa with an ambitious new venture – the Africa Rocks Expo



# Africa Rocks

**'We were tired of seeing Africa depicted as stuck in the Third World, not forward-looking or innovative,' explains Chinnelle Anichebe, who graduated with a Postgraduate Diploma in International Marketing in 1998 and makes up one half of Culture Initiative Ltd, the team behind the event. 'We wanted to dispel those perceptions and help bring people together. That's the aim of Africa Rocks Expo.'**

## A taste of Africa

The event - set to run in autumn 2011 - will act as a showcase for Africa's cultures and traditions, promoting awareness and, hopefully, stimulating trade. Visitors will be able to get involved in arts and crafts, dancing and drumming, get a real taste of Africa with authentic food and drink and watch fashion shows and live music. Headline acts will be announced closer to the time.

'We're working so hard to get the right mix of investors, businesses and entertainers involved,' says business partner Amaechi Echedolu, a graduate in Business Information Technology and Management. 'To be worthy of Africa Rocks Expo, it's got to have the "wow" factor.'

## Social enterprise

Africa Rocks Expo is the biggest project to date for the Culture Initiative, a social enterprise set up by Chinnelle and Amaechi to organise events and initiatives that celebrate and promote different cultures. They believe that raising awareness of different cultures and dispelling stereotypes can promote community cohesion and support business development. The social enterprise model means they can focus on reinvesting in the business. 'That's more important to us than making a profit,' says Chinnelle.

By any standards, Africa Rocks Expo is a pretty ambitious undertaking and it will attract an estimated 2000 visitors. Chinnelle and Amaechi aim to engage thousands more people through an extensive marketing and communications programme, before and after the event. They are confident that, between them, they have the skills to make Africa Rocks Expo a success. Where Chinnelle is more strategic, with extensive project management experience, Amaechi is the creative force behind the event. 'Together I think we make a pretty good team,' she says.

## Thinking big

They have also learned a lot from attending past events. 'Often, they've been based on a narrow theme or market,' Amaechi explains. Organisation has also been an issue. 'Organisers often promise more than they can deliver,' Chinnelle says, 'and that leads to a lot of disappointed people. That's not going to happen at Africa Rocks Expo. Everyone who comes is going to have fun, and get something out of the experience.' And this is just the beginning. By 2015, Chinnelle and Amaechi's goal is to have rolled out Africa Rocks across the UK and – eventually – the globe. 'We're thinking big,' they say, 'and we know we've got the skills and the energy to succeed.'

## Join the celebration

Africa Rocks will be in Black History Month. For more information visit [www.africarocksexpo.co.uk](http://www.africarocksexpo.co.uk)

You can also sign up for free updates at the Africa Rocks Expo Facebook page ([www.facebook.com/weafricansrock](http://www.facebook.com/weafricansrock)) or by sending your full name and email address to [info@africarocksexpo.co.uk](mailto:info@africarocksexpo.co.uk) with 'Add me to Africa Rocks Expo mailing list' in the subject line.



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**When the Business Studies class of '78 met up at LSBU last summer, they found the links between them were still strong, more than 30 years on**

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**Friends**

# reunited



## Quotes of the day

'It brought all those student memories flooding back! For me, one of the most impressive things was seeing how much the University had changed. Keyworth is a fantastic building. I hope we can all get together again – we were enjoying ourselves so much, there wasn't time to talk to everyone!' **John Niven**

'What struck me most about meeting up with everyone again was what a fantastic education we all had. What you have with a group of people like this is a shared understanding, and a real respect for each others' learning.'

**Graham Lloyd**

'I was really curious to know what had happened to everyone from the course. We'd all changed – people remembered me having these great big sideburns! Having worked so hard to track everyone down, it was great to see it come to fruition.'

**Mike Hogg**

The idea for the reunion was born when Abby Wilson from LSBU's Development Office contacted Peter Hitchen, a member of the class of '78 who now runs his family business, Lionel Hitchen Essential Oils. 'At the end of the conversation, Abby asked me if I'd thought about a reunion,' Peter recalls. 'I'd stayed in touch with a few people, but I loved the idea of bringing everyone back together.'

Perhaps not surprisingly, tracking everyone down proved easier said than done. Peter's good friend Vaughn Richtor (see interview on opposite page) had kept a list of classmates' names and contact details, which provided a useful starting point, and Wendy Graves in the Alumni Office organised a trawl of the University database.

'One thing led to another,' says Peter. 'It turned out that one member of the class, Mike Hogg, now works at LSBU. He was fantastically helpful in tracking people down. Another former student, John Niven, had bumped into a couple more classmates on a recent trip to Singapore. In the end, we made contact with about 40 people – that's nearly three-quarters of those who graduated in our year.'

The Alumni Office had arranged for the group to meet at the top of the new Keyworth

building, where they enjoyed drinks and nibbles against a backdrop of panoramic views of London. Most of the group then went to a local pub for a meal and more reminiscing over a few drinks. 'It was fantastic to see everyone,' says Peter. 'Some people were in a bit of a state of shock, I think! We first met when we were 18 and now we're all in our early 50s. Some of us have children of university age. There was lots to catch up on, and so many memories to share.'

At the time of writing, Peter was planning to organise an informal pre-Christmas get-together. 'Having reconnected, I think people would like to stay in touch,' he says. 'We've all got each other's details now so fingers crossed we'll be able to make it happen again.'

**Did you graduate in Business Studies in 1978? If so, Peter would love to hear from you. Email the Alumni Office on [alumni@lsbu.ac.uk](mailto:alumni@lsbu.ac.uk) and we will pass on your message to Peter.**

**If you'd like to organise your own reunion, we'd be happy to help. With over 56,000 alumni on our database we can help you track down your friends and, once you've found them, we can help you find the perfect venue at the University. For more information, contact the Alumni Office on 020 7815 6712 or [alumni@lsbu.ac.uk](mailto:alumni@lsbu.ac.uk).**

## Since graduating in 1978, Business Studies alumnus Vaughn Richtor has gone on to pursue a high-flying career in banking and finance

Vaughn's initial decision to study business was essentially a pragmatic one. 'I dreamed of being a musician or sportsman,' he says, 'but I knew I just didn't have the talent. I decided to focus on business, and I wanted to get some real-life experience. LSBU offered a "thick sandwich" course with a whole year out in industry. That really appealed.'

From LSBU, Vaughn took a job in industrial marketing with SKF before moving to Rank Xerox to work in corporate treasury. He then joined insurance giant Sedgwick before making his move into banking. 'It may look like a logical progression,' he laughs, 'but I can assure you everything happened by accident!'

Following a stint with ABN, he joined ING. After a few years in London he was offered the chance of a new challenge – working on a start-up in Sydney. He was to stay in Australia for the next 10 years, and still thinks of the country as home. 'It's where my wife and children are,' he explains, 'and it's the place I go back to whenever I have the chance.'

These days, those chances are few and far between. As regional CEO for ING's Asian banking operations, Vaughn is responsible for operations across Asia including, for example, India, China, the Philippines and Korea together with a few others. He estimates a third of his time is spent at his base in Singapore.

'I love the variety, the challenge,' he says. 'I like change and uncertainty. I guess that's where my entrepreneurial streak comes in. To succeed in creating something new, you've got to be prepared to try and you won't succeed every time – the essential thing is to be ready to learn from your mistakes.'

Perhaps because he spends so much time on the move, staying in touch is very important. Vaughn has always made a point of meeting up with as many LSBU colleagues as possible on his trips back to the UK, and fortunately he was around for last summer's reunion.

'It was fascinating! At first, I didn't recognise some of the people there – well, it had been over 30 years! – but as you start talking, things fall into place. I think as you get older, you realise what you miss when you lose contact with people. I'll definitely be making even more effort to stay in touch from now on.'





# Doing the

There's no denying that starting your own business is hard work. But it can also be incredibly rewarding – a chance to pursue a dream, focus on a product or idea you really believe in, and take charge of your own future. And, increasingly, in today's uncertain economic environment, going it alone is an attractive alternative to braving the job market for those with the passion and drive to succeed.

LSBU has always been committed to encouraging new ideas and helping new ventures get off the ground. 'We're a

### Enterprise in Action

Current LSBU students with a bright idea can now get practical support through the Enterprise in Action (EiA) scheme. This year, eight applicants are getting shared office space, access to a programme of business-focused events and a small bursary which they can use to explore their business ideas, for example by attending a business seminar or buying in some marketing expertise. Members of the University's South Bank Entrepreneur Society can also join Start and Evolve, a series of free workshops on topics like getting funding, finding a mentor and setting up a social enterprise.

- We're always keen to welcome alumni entrepreneurs back to the University. If you're interested in speaking at one of our events or mentoring a student, please contact Wendy Graves on [gravesw@lsbu.ac.uk](mailto:gravesw@lsbu.ac.uk)

## Connected looks at how LSBU's package of support for entrepreneurs is helping tomorrow's business leaders get their ideas off the ground

vocational university,' points out Ed Tinley, head of LSBU's Research and Business Development Office, 'with a focus on solving real-world problems. Combine that with strong links with business, and we're well-placed to help our students and alumni develop the skills they need to set up and run a successful business.'

### Exploring the possibilities

Before you start thinking about setting up a business, you need to thoroughly test your ideas. The Enterprise Associate Scheme is designed to help postgraduate students and alumni to do just that with a package of support that includes a bursary, advice on intellectual property issues, business mentoring and office space. Allied to this and at the end of the two-year programme, Associates can come out with an MSc in Enterprise, plenty of hands-on experience and a business that is ready to go.

As well as tapping into the University's network of business contacts, Associates can also learn a lot from each other. Ed Tinley cites the example of Hayley Smith, who graduated from LSBU's product engineering course then spent several years in industry before joining the Scheme with the aim of taking her business, Such & Such Ltd (see case study), to the next level. 'For the other Associates, having access to someone with that kind of experience is invaluable,' he says.

### Building a business

For entrepreneurs who're ready to take the next step, the London Knowledge Innovation Centre offers a full business incubation service designed to help fledgling hi-tech and

knowledge-based businesses get off the ground. The Centre offers support at every stage 'from innovation to wealth creation', with the emphasis very much on practical help, tailored to the needs of the individual business. LKIC's experienced advisers provide a range of services, including individual mentoring, help with grant and loan applications and IP advice, plus flexible, affordable office and meeting space. Working in partnership with LSBU also means the Centre can offer access to a huge range of resources and facilities in specialist areas, including the London Food Centre, the Human Performance Centre and the Centre for Refrigeration and Air Conditioning.

### Bringing business and academia together

Established businesses may have plenty of good ideas, but lack the expertise or resources to bring them to life. A Knowledge Transfer Partnership (KTP) could be the answer. KTPs are government-funded programmes designed to help businesses boost their competitiveness and increase productivity by harnessing the knowledge and skills of the UK's universities. Partnerships work by matching businesses which have a strategic project in mind with a graduate student – or KTP Associate – with relevant experience. The Associate draws on academic expertise from their university, while the government's Technology Strategy Board covers between one-third and a half of project costs. LSBU is currently one of the UK's top KTP partners, with over 30 projects under way in sectors ranging from not-for-profit to construction to the environment.

# business

## The Daycare Trust: capacity-building in the charity sector

The Daycare Trust campaigns nationally for high quality, accessible, affordable childcare. In an increasingly competitive marketplace, though, the organisation's lack of quantitative research skills was putting it at a disadvantage. 'It restricted our ability to bid for certain projects and, on occasion, to carry out authoritative analysis of certain government data,' explains policy director Kate Groucott.

A KTP that draws on LSBU's expertise in Social and Policy Research has enabled the Trust to develop the skills and embed the software it needs to collect, model, analyse and evaluate data. Now it can bid for a wider range of research and consultancy work, boosting its income and reducing reliance on third-party suppliers. 'By becoming a more dynamic and credible research unit, we can ensure our position as a leading research provider and an authoritative voice on childcare issues,' says Kate.



## Firefly: boost your brain, the natural way

Thanks to a collaboration with LSBU's Human Performance Centre, drinks company Firefly can now back the claims they make for 'Sharpen Up', their natural energy tonic, with hard facts. Sharpen Up contains guarana and yerba mate and is designed to provide a healthy alternative to caffeine.

The drink was pitched against a placebo in a Sustained Attention to Response Test, which showed that people were better able to concentrate and less likely to make mistakes 30 minutes after drinking Sharpen Up. 'Working with the team at LSBU has been a huge privilege for Firefly,' says company founder Marcus Waley-Cohen. 'Thanks to them, Firefly is the first drink based on 100 per cent natural ingredients to be proven to be effective.'



## Such & Such Ltd: products for better living



After graduating from LSBU's engineering product design course, Hayley Smith spent two years making bespoke products for disabled children at the charity MERU before setting up her own business, Such & Such Design. 'Our mission is to deliver innovative and desirable products that improve the lives of elderly and disabled people,' she explains. 'Our style and approach is unique: bright colours, positive terminology and honest pricing.'

In 2009, Hayley applied to join the Enterprise Associate Scheme. 'We wanted to get back to our roots and invent some new products,' she explains. Since joining the scheme, Such and Such has won £9800 proof-of-concept funding, and is using LSBU's rapid prototyping facilities to develop a range of new products which are currently being tested with users and sales partners. 'The scheme has enabled us to evaluate our business and test new ideas in a supportive environment,' Hayley says. 'It's also an opportunity to give something back to the University.'



# Doing the business

## Code 13: a one-stop shop for sports design

Engineering product design graduate Steven Devonshire launched Code 13 Sports Media after joining LSBU's Enterprise Associate Scheme in 2005. The company is now based in central London with a network of resellers in the north of England, and offers a complete design service for rugby league and other sports clubs, from website and graphic design to printing and clothing. Code 13 already provides kit for top rugby league team Harlequins and has just won the contract to kit out the Maltese national team.



## The Energy Dashboard: bringing energy-saving to life

Monitoring and managing energy use is a top priority for businesses. But despite numerous government initiatives, many companies have yet to bring about a lasting change in employees' attitudes towards their own energy consumption. Energy technology company Building Sustainability Ltd set out to meet this challenge by developing the 'Workplace Footprint Tracker', which uses an innovative dashboard-style display to show exactly how much energy is being used. KTP Associate Estelle Jackson is currently halfway through the two-year project to develop the tracker. 'We're moving incredibly fast,' she says, 'and have already met our target of delivering a usable solution for LSBU's new Centre for Efficient and Renewable Energy in Buildings.



## Tyligo: the space-saving transport solution

The idea for the Tyligo – a multipurpose folding trailer that collapses down to just 70cm wide – was born out of inventor Matthieu Philippault's passion for outdoor activities. 'I needed to find a way to transport bulky, expensive sports equipment, and I realised there was a gap in the market,' he explains. Tyligo is strong but light, promoting better fuel economy, and flexible enough to accommodate a wide range of equipment such as quad bikes, jet skis and motorbikes. Matthieu, an LSBU graduate, has used his time on the Enterprise Associate Scheme to develop a working prototype and set up a company to market his new trailer. In 2010, he won a Shell LiveWIRE Grand Ideas Young Entrepreneur Award, putting his prize money towards the cost of exhibiting Tyligo at the Motorcycle News (MCN) Motorcycle Show at the Excel Centre in February 2011.



## Find out more

Find out more about how LSBU is supporting new businesses – and how you could get involved – from the Research and Business Development Office at [www.lsbu.ac.uk/rbdo/home](http://www.lsbu.ac.uk/rbdo/home) and the London Knowledge Innovation Centre at [www.lkic.com](http://www.lkic.com). You can also learn more about enterprise in the UK from the National Consortium of University Entrepreneurs at [www.nacue.com](http://www.nacue.com) and the National Council for Graduate Entrepreneurship at [www.ngce.org.uk](http://www.ngce.org.uk). And look out for this year's LSBU 'Make it Happen' competition – submit your business plan and you could win a package of support to help kick start your venture including a bursary, office space, mentoring and a programme of workshops and events.

# Volunteers wanted



Did you study for a degree in science, technology, engineering or mathematics (STEM)? If so, why not get involved in the STEM ambassador programme and share your experiences to inspire young people and promote careers in STEM

The London Engineering Project (LEP) is based in the Widening Participation Unit at LSBU. The project was set up by the Royal Academy of Engineering to engage young people in the local area in STEM. The project runs a wide range of activities in schools and at LSBU that are designed to show how interesting STEM can be and how the subjects can lead to a rewarding career. As a STEM ambassador, you could get involved in events and activities in a number of ways, including:

- Acting as a role model
- Providing expert advice
- Judging competitions and challenges
- Giving careers presentations, and
- Mentoring.

The STEM ambassador scheme is part of a national programme ran by STEMNET. Ambassadors only need to commit to working one day per year and joining is simple. Just complete an online registration form, attend a two-hour induction session and complete a CRB disclosure form. If you'd like to sign up, or for further information, please contact Laura Chastney on [chastnel@lsbu.ac.uk](mailto:chastnel@lsbu.ac.uk).

# Inspire the next generation

Work placements, internships and short term project work all provide invaluable career experience for students, as well as cost-effective solutions for employers. Find out how you can get involved by offering LSBU students a placement or internship opportunity at your organisation.

At LSBU we like to provide students with the skills needed to stand out from the crowd in the graduate market. As part of this, we encourage our students to take advantage of work experience opportunities. Many of our courses include an optional work placement, to give our students the opportunity to put theory into practice, develop business acumen and improve their employability after University. Work placements not only benefit students, but can reap large rewards for employers too. Employers can sharpen their competitive edge, as students are likely to approach issues with a fresh outlook and not be constrained by established thinking. Employers can also bring current leading edge thinking into the organisation by selecting students from a specific course. Not to mention the fact it is a cost effective and flexible form of recruitment; offers good public relations as your organisation is seen to be investing in the future; and it is an opportunity to forge partnership links with LSBU.

**Can you offer LSBU students work experience?**

Could you offer a work placement to an LSBU student to help them put their course theory into practice? As a graduate you'll appreciate how valuable employability skills are in securing a job. And as an employer you'll realise the need for fresh talent in the workplace and the flexibility work placements provide. We are interested in working with all types and sizes of business across the full business sector. So please contact Wendy Graves on [alumni@lsbu.ac.uk](mailto:alumni@lsbu.ac.uk) to find out more.



# Class notes

We're always keen to find out what you've been up to since you graduated. Whether you've just started a new job, been promoted, got married, set up your own business or embarked on your travels, get in touch and let us know. Email your news and pictures to [alumni@lsbu.ac.uk](mailto:alumni@lsbu.ac.uk). Thanks to everyone who's already sent in their news. Sorry we can't fit you all into this issue!

## 2000

**John Kennedy – Digital Film and Video, 2010**

Since graduating, I've started my own company.

**Rose Manyere – Cert LL, 2010**

My one year at LSBU was a joy. I have already applied for a MA in Education, fingers crossed they will take me back.

**Spiridiona Waltier – BA (Hons) Creative writing & English, 2010**

Since graduating from LSBU I have volunteered in various stage productions in the community.

**Olga Gorbaciova – BA Business Admin, 2010**

I have started a new job as a Knowledge Transfer Partnership Associate with LSBU and Daycare Trust. I am now planning to start an MBA.

**Katie Roberts – BSc Forensic Science and Criminology, 2010**

I started a new job two days after my final exam, looking after victims and witnesses to help them through the court process.

**Sam Roberts – MSc Human Resources, 2009**

Since leaving LSBU, I have launched the ghostsigns archive ([www.ghostsigns.co.uk](http://www.ghostsigns.co.uk)) and have moved to Cambodia. Read Sam's blog at [www.ourvso.com](http://www.ourvso.com)

**Alan Goran – BSc Architectural Engineering, 2009**

I work full-time for Byrne Bros Ltd and I also have set up my own company, Rainbow Learning Ltd.

**Ernest Atta-Atwi – MSc Refugee Studies, 2008**

Since finishing university I have set up a charity called Refugee Aware ([www.refugeeaware.org.uk](http://www.refugeeaware.org.uk)) to provide in-depth understanding of the global refugee situation. I have also had my novel, *ATO the Giant Slayer*, published, and got married.

**Dale Stolzenberg – BA International Politics, 2008**

I have recently begun working as a parliamentary researcher to an opposition MP in the UK parliament.

**Michala Rehan Syeda Dobiasova – LLB Law with Marketing, 2007**

After completing my course I got married to a fellow LSBU alumni in 2008. We met at a fashion show organised by the JobShop as part of a careers fair.

**Chinedu Anyaegbu – Bsc Mental Health Nursing, 2006**

I have recently been promoted into a clinical nurse practitioner position, as deputy manager.

## 1990s

**John Francis McDonald – MSc English and Information Technology, 1993**

Just published my third novel, *Childeyes*. I won a screenwriting award in Los Angeles.

**Sebastian Chikuta – PGD Health service and Hospital administration, 1992**

I have gained a lot of experience working in the ministry of health and now I would like to use this experience to establish a foundation to work with the elderly.

**Stuart Jessop – BSc Building, 1992**

After 5 years with Shepherd Construction, based in York, I have started my own consultancy business. I am now married with two boys aged six and three.

**Kim Clarke – MSc Sociology, 1991**

Since graduating I have continued to work in healthcare. I have been at SLAM for 15 years and have had several promotions. I recently gained my PhD after nine years as a part-time student. I was also co-governor of the BSA Med, Sociology group.

## 1980s

**Kenneth Stanley Jones – Diploma (postgrad) Information Systems Engineering, 1989**

LSBU enabled me to participate in the early advanced technological research ('Eureka' Eu-95) into digital TV, DVD video and HDTV system innovation, which has now resulted in the 'quantum leap' change to digital.

**Leonard Young – BSc Social Sciences, 1988**

I practiced as a social worker, working across most disciplines, since leaving University.

**Antony Hunt – BSc Physical Sciences with Computing, 1987**

I am married with two boys aged 12 and four, and living in Colorado.

## 1970s

**David Widdowson – BA Town Planning, 1976**

I received an MBE in the 2010 New Year Honours List for my work with young people in Chesterfield.

**Anthony Berridge – Ben'g Electrical Engineering, 1974**

I'm actively developing alternative energy systems for my home.

## 1950s

**Peter Dennis Evans – NAPM Paper Manufacturing, 1954**

President of Swindon Rotary Club 1993, President of London guild toastmasters, National Chairman of Contractors Mechanical Plant Engineers 1982.

**John Hussey – National Bakery Diploma, 1952**

After leaving LSBU I gained my MABA and taught at Luton College, now the University of Bedford. I retired in 1986.

**John Stainer – Catering, 1952**

The catering course that completed at LSBU led me to a place at the R.A.F school of cookery in Gloucester.

## Keith Walker

LSBU alumnus Keith Walker has recently published a memoir, *Goodbye, Mango Sergeant*. In the mid-1960s, Keith left Kingston, Jamaica, to join his mother in England. It may have been the era of love and flower power, life in London for a young black man was cold and bleak. The book explores how Keith faced up to the challenges of living in his new adopted home. Keith's book is available in good book shops and some supermarkets.

For more information, go to the *Goodbye, Mango Sergeant* Facebook page.





# What's on

at LSBU

All events are free, unless otherwise stated, and can be booked up to three months in advance by contacting the Alumni Office on 020 7815 6764 or [alumni@lsbu.ac.uk](mailto:alumni@lsbu.ac.uk). All events take place at LSBU's Southwark campus in Elephant and Castle.

## Career lecture series

The LSBU Association, in conjunction with the Employability and Careers Office, has organised a series of evening career talks. Whether you're new to the job market or looking for a career change, there's bound to be an event that matches your needs.

- 23 June 2011 CVs, covering letters and application forms
- 28 September 2011 Essential interview skills
- 28 February 2012 MBTI personality test (fee required)
- 29 May 2012 Entrepreneurship and your career
- 29 August 2012 Job-hunting for recent graduates

## Key skills lecture series

This popular lecture series offers practical advice on developing the soft skills that make a big impact in the business world. Bob Ferguson's highly interactive sessions will help you fine tune your time management, brush up your presentation skills or negotiate those tricky first steps into management.

- 19 April 2011 How to talk to aliens
- 27 July 2011 Office communications
- 25 October 2011 First line management
- 28 March 2012 Presentation skills and public speaking
- 26 June 2012 Assertiveness at Work
- 26 September 2012 Networking for business and career success

## Open Days

Are you thinking of returning to study? If so, why not come along to one of our Open Days to see what courses we have on offer.

- 18 June 2011 Undergraduate Open Day – 11am-3pm
- 30 March 2011 Postgraduate Open Day – 4pm-7pm
- 22 June 2011 Postgraduate Open Day– 4pm-7pm

Find out more at [www.lsbu.ac.uk/prospectivestudents/events/](http://www.lsbu.ac.uk/prospectivestudents/events/)

## Student entrepreneurship

This successful guest lecture series is part of LSBU's Student Entrepreneurship Scheme for current students and those who've graduated within the last five years. The series will restart in the next academic year. Go to <https://alumni.lsbu.ac.uk/> for the latest information.

- 11 May 2011 Different ways to get into business by Simon Hulme  
([www.simonhulme.co.uk](http://www.simonhulme.co.uk) / [www.grahamsawyer.co.uk](http://www.grahamsawyer.co.uk) / [www.card-connection.co.uk](http://www.card-connection.co.uk)). This session will explore non-traditional ways of getting into business. Our keynote speaker, a serial entrepreneur, will share his insights into licensing, franchising, buying and selling a business

## Centre for International Business – free lecture and seminar programme

This popular lecture and seminar programme addresses key business issues of the day. All lectures start at 5pm.

- 31 March 2011 Leadership and Values: Exploring a Research Agenda by Professor Bruce Lloyd
- 5 April 2011 Lecture by Tom Blackett (UK Chairman, Siegel+Gale)
- 10 May 2011 Political Marketing; Theory and Practice by Dr Paul Baines (Reader, Cranfield University)
- 17 May 2011 The G20 and its Institutional Framework by Dr Stephen Barber (LSBU) and Dr Henning Meyer Henning (LSE)

## LSBU Real Estate Society – Lives in Property

This successful lecture programme is designed to give property professionals an insight into the big issues of the day, courtesy of key industry figures, and provide networking opportunities. The next lecture will take place on Thursday 19 May 2011 and include talks from LSBU alumnus Nigel Robson, executive director of Resolutions Property Plc, and LSBU alumnus Tony Giddings, executive director of Argent. Please visit the events page on the Alumni website for more information or contact the Alumni Office of 020 7815 6712 or [alumni@lsbu.ac.uk](mailto:alumni@lsbu.ac.uk)

As a member of the LSBU Association, you can enjoy a variety of free or heavily discounted events. To make sure you never miss out, why not subscribe to our LSBU Association e-newsletter? Simply visit [lsbu.ac.uk](http://lsbu.ac.uk) and click on 'Register now'

## CPD

LSBU offers a range of continuing professional development courses designed to help you maintain and improve your professional knowledge, skills and competence.

To book your place at this one-day conference, go to [www.lsbu.ac.uk/business/training.shtml#maternity](http://www.lsbu.ac.uk/business/training.shtml#maternity)

- 5 April 2011 South London Law Society – Housing Update by Giles Peaker, Anthony Gold Solicitors
- 7 April 2011 The Localism Bill: Working with the Localism Agenda – Implications for housing and planning professionals

To book your place at this one-day conference, go to [www.lsbu.ac.uk/business/training.shtml#mainContent](http://www.lsbu.ac.uk/business/training.shtml#mainContent)

- 13 April 2011 The London Cycling Conference: Policies and Practice for Promoting Pedalling

To book your place, go to [www.lsbu.ac.uk/business/training.shtml#Londoncycling](http://www.lsbu.ac.uk/business/training.shtml#Londoncycling)

- 15 April 2011 Inter-professional working and the Big Society

To book your place at this one-day conference, go to [www.lsbu.ac.uk/business/training.shtml#BigSociety](http://www.lsbu.ac.uk/business/training.shtml#BigSociety)

- 10 May 2011 South London Law Society – Employment Law for Law Firms Update – the Equality Act 2010 by David Taylor, Hanne & Co.

- Various dates Assessment of Professional Competence for Surveyors (APC) – a number of APC events are held throughout the year

Go to [www.lsbu.ac.uk/business/training.shtml#apc](http://www.lsbu.ac.uk/business/training.shtml#apc)

- Various dates Adjudication for the construction industry  
Go to [www.lsbu.ac.uk/business/training.shtml#Adjudication](http://www.lsbu.ac.uk/business/training.shtml#Adjudication) for more information

- TBA One-day conference on gender inequality, cultural misogyny and violence against women

Go to [www.lsbu.ac.uk/business/training.shtml#mainContent](http://www.lsbu.ac.uk/business/training.shtml#mainContent)

## Looking for a venue for your next meeting or conference?

LSBU's Keyworth Centre might just be what you need. Housed in a landmark building at the heart of the University's Southwark campus, our meeting rooms and events theatre (capacity 230) are close to Elephant and Castle tube station and just 10 minutes' walk from Waterloo and London Bridge stations. All meeting rooms have full natural daylight and room hire rates include all the media you will need for a successful meeting. A dedicated Conference Service team member will guide you along every step of your planning, from room selection, to menu creation to on-site assistance.

LSBU Conference Services  
020 7815 7000  
[conferences@lsbu.ac.uk](mailto:conferences@lsbu.ac.uk)

## Organise your own reunion

If you have an idea for an alumni reunion, we'd love to hear from you! We can help you organise course reunions, year group reunions University society reunions, hall of residence reunions, sports team reunions and many more.

Simply email [alumni@lsbu.ac.uk](mailto:alumni@lsbu.ac.uk), phone 020 7815 6712 or write to The LSBU Association, 103 Borough Road, London SE1 0AA.



# LSBU Rewards coming soon!

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**We'd all like our money to go further than it does today, and whilst we can't turn water into wine, we will soon be able to offer all LSBU Association members exclusive use of a new online discount shopping website.**  
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LSBU rewards gives you quick and easy access to exclusive discounts from hundreds of retailers and leading brands. Just a few great ways to save on LSBU Rewards are:

### Personalised Alerts

Receive e-mail alerts when your favourite retailers have a new discount for you

### Points

Earn Points on over 700 retailers – £1 = 100 points

### Overwhelming offers

50% off or more every weekday

### LSBU offers

Discounts on sports centre membership, meeting room hire.

### Example participating retailers

Apple, LA Fitness, Expedia, Philips, John Lewis, Dell, HP, Currys, Comet, Vodafone, Dixons, Waterstones, Debenhams, Marks & Spencer,

House of Fraser, Dorothy Perkins, GAP, Npower, Habitat, Toys R Us, Disneyland, Legoland, Argos, ASDA, Austin Reed, B&Q, Barratts, BHS, Blockbuster, Boden, Body Shop, Boots, Burton, Carphone Warehouse, Chain Reaction Cycles, Comet, Co-Operative, Currys, Debenhams, Dollond & Aitchison, Early Learning Centre, Ernest Jones, Evans, Expedia.co.uk, Focus DIY, GAME, GAP, H Samuel, Halfords, Heals, HMV, Holiday Extras, HolidayLettings.co.uk, Holland & Barrett, Homebase, Hoseasons Holidays, JD Sports, Jigsaw, John Lewis, Jones Bootmaker, lastminute.com, Laura Ashley,LEGO, Lloyds Pharmacy, LOVEFiLM, M and M Direct, Majestic Wine, Miss Selfridge, Moss Bros, Mothercare, National Express, New Look, Oasis, Opodo UK, PC World, Pixmania UK, Play, QVC, Republic, River Island, Sainsburys, Screwfix Direct, Selfridges, Somerfield, Superdrug, Tesco, The TrainLine, Thomas Cook, Thomson Holidays, Thorntons, Vue Entertainment, Waitrose, Wallis, Waterstones, WH Smith, Wickes, Wiggle, Wilkinson.

To find out more information, visit [alumni.lsbu.ac.uk](http://alumni.lsbu.ac.uk)

# Tuition fees: the facts

**The government's recent decision to raise university tuition fees has attracted plenty of controversy. Connected looks at the facts behind the headlines.**

Under the new proposals, from September 2012 universities and colleges will be able to charge tuition fees of up to £9,000 per year in tuition fees. Each institution will set its own fees, and will be able to charge different amounts for different courses. In return, they will have to meet tough new conditions on widening participation and fair access.

At the same time, the government is introducing measures aimed at ensuring that poorer students are not put off entering higher education. Loans will be available to eligible students, including,

for the first time, those studying part-time. Students whose families earn less than £25,000 can claim an increased maintenance grant of up to £3,250, and those from families earning up to £42,000 will be eligible for a partial grant.

Graduates will not need to start repaying their loan until they are earning at least £21,000, up from the current £15,000. Repayments will be made on 9 per cent of income above £21,000, with interest rates tapered so that those on lower salaries pay less. The government has stated that all graduates will face lower monthly repayments and that around a quarter – those with the lowest lifetime earnings – will pay back less overall than they would under the current system.

To find out more about tuition fees, go to [www.bis.gov.uk/news/topstories/2010/Nov/student-finance](http://www.bis.gov.uk/news/topstories/2010/Nov/student-finance)

.....  
**'The political turmoil generated by the tuition fees vote cannot overshadow the inescapable fact that all major political parties agreed that existing funding methods were unsustainable. I am not persuaded that the Government's proposals are in fact detrimental to our students. What we must do now is focus on student success, delivering high added value and offering excellence in both academic programmes and student support.'** **Professor Martin Earwicker, Vice Chancellor of LSBU**  
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# A lasting legacy

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**Hitesh Tailor – 1979 Business Studies alumnus and former Vice-Chair of LSBU Governors – explains why he agreed to talk publicly about leaving a legacy gift to the University in his will**  
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Like many of our alumni, Hitesh is passionately committed to education and particularly to LSBU, the university that educated him in the 1970s and to which he has since given generously of both his time and money. When he stepped down as Vice-Chair of LSBU's board of governors, Hitesh wanted to find a way to maintain that commitment and carry on supporting the University.

As he began to consider the various options, Hitesh saw the potential of legacy gifts to make a substantial difference to the University and its students. 'For many LSBU alumni, a legacy is the opportunity to make a really transformational gift,' he points out. 'It's something that most of us cannot do in our lifetime.'

He also began to wonder why he hadn't heard more from the University about this way of giving. 'Particularly at a time when funding is so uncertain, I began to feel that the University simply wasn't doing enough to promote legacies,' he explains. 'I approached the LSBU Development Office who agreed with me, but explained that such a delicate subject needed someone to help explain it from a personal perspective. At that point I realised I'd rather dropped myself in it!'

Hitesh admits that the Development Office had a point. 'When I first started thinking about a legacy, it seemed like a very private matter,' he says. 'After all, we don't usually discuss our will with anyone but a solicitor. On reflection, though, I realised that by talking publicly about my reasons for leaving a legacy to LSBU, I might be able to encourage others to do the same.'

'Education is deeply important to me. It's a shame that such a significant part of our lives, one that opens up so many opportunities, is often forgotten later in life. Like many other alumni, I spent happy times at what is now LSBU. I made friendships that have lasted

years; and what I learned gave me the foundations on which to build a successful career – a career that means I am now able to give something back.

'I decided to leave a legacy both in gratitude for what the University did for me, and also because of my conviction in what it can do for others now and in the future. It is often said that our universities offer the key to solving the great problems of today. Without their work, or the skills of those educated within them, the questions about how best to solve these problems will go unanswered.

'A legacy is a great way to support the University and the process has been very straightforward – the University has produced a leaflet and my solicitor knew all about legacies, including the tax benefits. Thinking about what can be done with the money in years to come has also made it a rather more upbeat experience than I expected!

'I'm very grateful for what I received from higher education and from LSBU in particular. Especially today, I think it's important that those of us who have benefited do what we can to help future generations – that we don't pull up the ladder behind us, as it were. Clearly we can't all afford huge sums, but most of us can do a little something in our wills. I recently came across a Latin phrase which roughly translates as "Add a little to a little and there will be a great heap". I think we can all see the wisdom in that.'

To find out more about legacies or other ways to help the University, go to [www.lsbu.ac.uk/about/waystogive](http://www.lsbu.ac.uk/about/waystogive) or contact Michael Simmons, Director of Development, on 020 7815 6042 or [michael.simmons@lsbu.ac.uk](mailto:michael.simmons@lsbu.ac.uk) for a confidential chat or to request a copy of our leaflet.

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