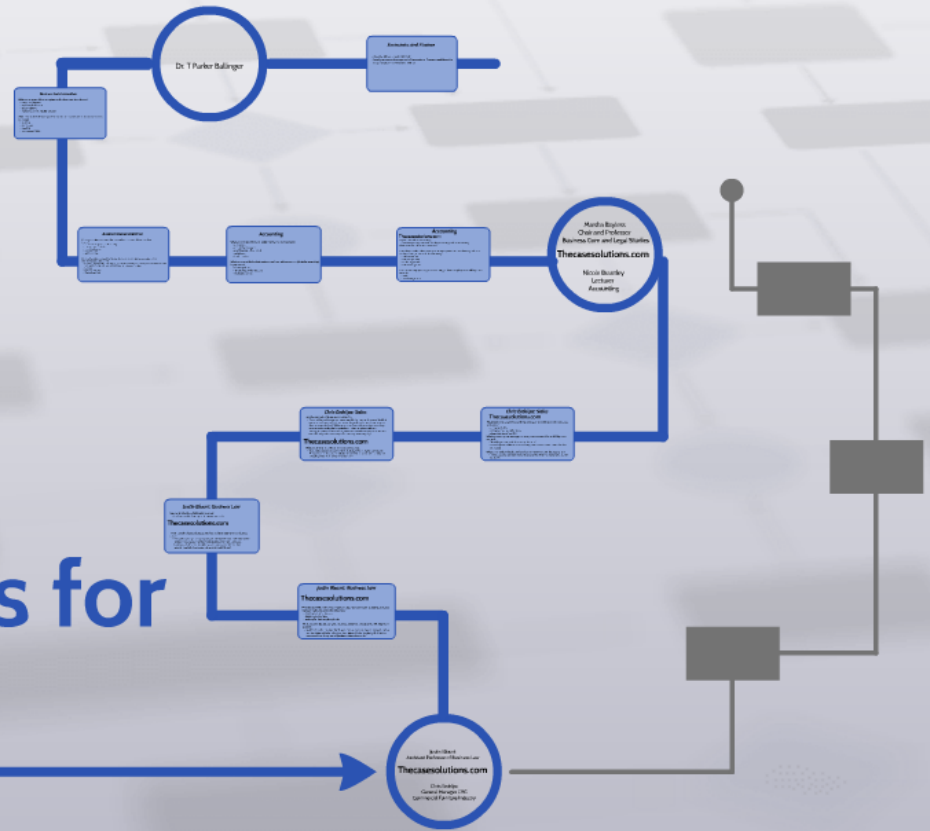


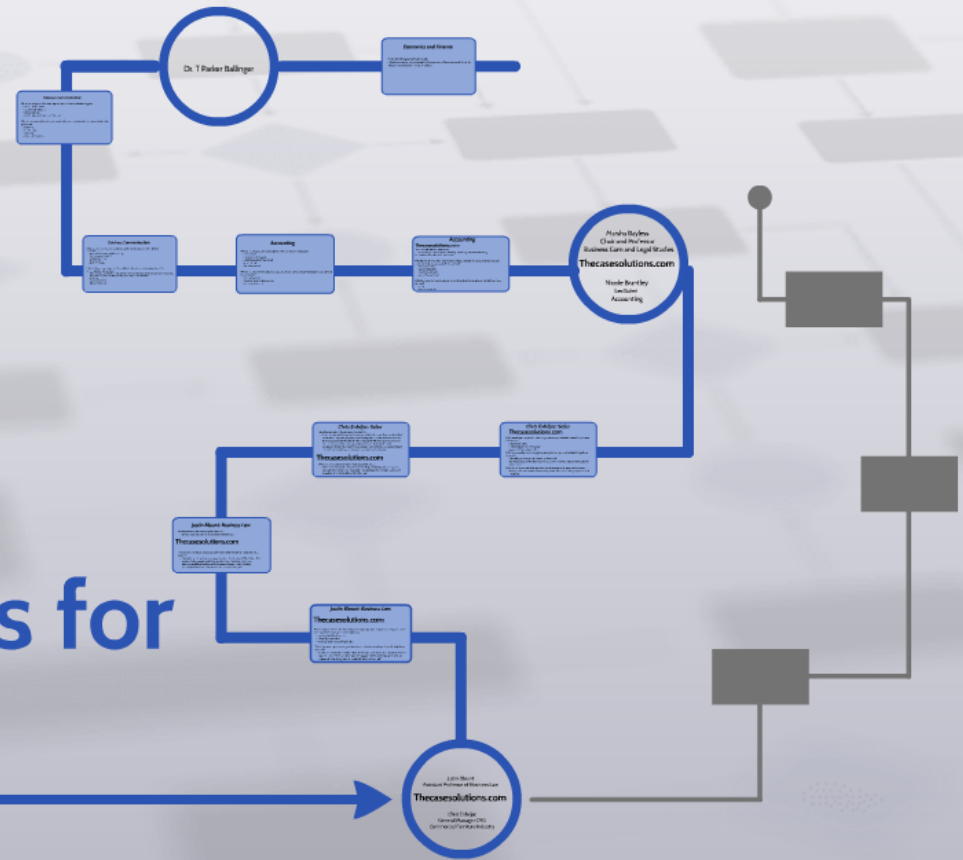
Sathavahana: Strategies for Financial Turnaround


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Justin Blount
Assistant Professor of Business Law

Thecasesolutions.com

Chris Erdeljac
General Manager CRG
Commercial Furniture Industry

Justin Blount: Business Law

Thecasesolutions.com

What do you think are the most important steps you took in your schooling and career that have made you successful in business?

- learning to listen to bosses
- following instructions
- working hard at everything he did

What are some tips you can give a business student or employee that will help them succeed?

- work hard and be trustworthy; "If your employer can trust you to always be where you are supposed to be, when you are supposed to be, and doing what you are supposed to be doing, you will probably always have a job"

Justin Blount: Business Law

Courses to take when studying business law:

- tax law, securities law, corporate law, and contracts

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What is one the hardest obstacles you have had to overcome in your business career?

- "Your job as a lawyer is to give good, accurate legal counsel. Oftentimes that requires telling people that they can't do things that they want to do. Learning to do that and live with the consequences is a difficult but necessary obstacle to overcome to be a successful lawyer"

Chris Erdeljac: Sales

Describe your role in the company you work in.

- "I am the General Manager so I am responsible for the overall success/health of our business. I spend a lot of time connecting with our internal team to ensure they are supported and fulfilled in their roles; and with our customers making sure we are exceeding their expectations. I also work closely with my management team to streamlining processes, control costs, train and motivate our staff and provide necessary reports to our parent company"

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What are some careers offered in your area of business?

- Sales, Sales Support (Customer Service), Design, Marketing, Accounting and Management, Service and Installation (manual labor that includes loading and unloading of trucks, building of furniture, etc.)

Chris Erdeljac: Sales

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What would you say are the main things necessary needed to succeed in your area of business?


- strong work ethic
- willingness to work with a team
- good communication skills

What are some tips you could give a young business person that could help them succeed?

- "Be willing to start at the bottom, or close to it"
- learn all aspects of the business industry, even the ones that are not related to your career

What is the hardest obstacle you have had to overcome in your business career?

- finding a balance between work and personal life while working long hours and weekends



Marsha Bayless
Chair and Professor
Business Com and Legal Studies

Thecasesolutions.com

Nicole Brantley
Lecturer
Accounting

Accounting

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In your words, what is Accounting?

- accounting is the process of recording, measuring, and communicating information about financial transactions

What do you think are the most important steps you took in your schooling and career that have made you successful in Accounting?

- self-assessment
- career exploration
- marketing yourself
- career Management

What are some tips you can give an accounting student or employee that will help them succeed?

- study
- time Management