



UNIVERSITY OF MINNESOTA  
TWIN CITIES

Office of the Dean

Graduate School  
Johnston Hall  
101 Pleasant Street S.E.  
Minneapolis, Minnesota 55455-0421

November 9, 1983

CONFIDENTIAL

Mr. William C. Norris  
Chairman & Chief Executive Officer  
Control Data Corporation  
8100 34th Avenue S.  
Bloomington, Minnesota 55420

RECEIVED  
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W.C. NORRIS

Dear Mr. Norris:

I am pleased to report that you have been nominated for the position of Dean of the School of Management of the University of Minnesota. Enclosed is a copy of the description of the position for your information.

The University's School of Management is one of its largest colleges, and under the deanship of Mr. David Lilly has, in the past five years, made great progress in improving the quality of both its faculty and programs. The size of the faculty has been increased and the qualifications of the new members added during this time have been very strong; the School has begun pursuing a more active program of faculty research; and important changes in the curriculum have been introduced which have greatly increased the strength of programs offered to students at the undergraduate and graduate levels.

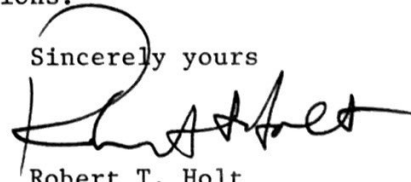
The University is an excellent setting for a first class School of Management. The Twin Cities are the headquarters of a number of major business firms, and the area is also a seed bed for new firms, particularly in the areas of electronics, information processing and biotechnology. This provides a rich setting for research and consulting opportunities for the faculty of the School. The School of Management has developed a productive relationship with many of these firms whose top managers serve on various advisory committees to the School.

The University itself also provides great strength in areas relevant to the research and teaching of the School of Management. The graduate programs in Economics, Psychology and Political Science rank in the top 10 in the country. They constitute a valuable resource for students and faculty in the School of Management due to the close

relations maintained between members of these programs and the faculty of the School. There is a potential for developing more effective relations between the School and strong programs in agriculture and engineering.

We hope that you will be interested in being considered as a candidate for the position of dean, a position which we believe you would find challenging and rewarding. We would like to receive from you a curriculum vita or resume and the names of three people who know you and can comment on your qualifications.

Sincerely yours

A handwritten signature in black ink, appearing to read "R. Holt", written over the typed name.

Robert T. Holt  
Dean and Chairman of the  
Search Committee for the  
Dean of the School  
Management

bdm  
enclosure

DEAN  
SCHOOL OF MANAGEMENT  
UNIVERSITY OF MINNESOTA  
Minneapolis, Minnesota

Applications and nominations are invited for the position of Dean of the School of Management. This is a full-time position as chief administrative officer of one of the University's largest colleges enrolling over 2,000 students and having a faculty of more than 80 members.

Candidates should have (a) an advanced degree in a relevant field and a record of scholarship and administrative or managerial experience or (b) extensive high level administrative experience in a large organization and at least a bachelor's degree. Candidates should submit an up-to-date curriculum vitae with a complete employment history and the names of three referees from whom recommendations may be sought. The deadline for receipt of applications and nominations is November 1, 1983. Position available not later than September 16, 1984.

The University of Minnesota is an equal opportunity educator and employer and specifically invites and encourages applications from women and minorities.

More complete information about the position may be requested from the search committee chair, to whom applications and nominations should also be submitted:

Dean Robert T. Holt  
Search Committee Chair  
322 Johnston Hall  
University of Minnesota  
101 Pleasant Street, S.E.  
Minneapolis, MN 55455