

dents were able to answer the review questions. Additionally, their enthusiasm for the course increased, as I was able to convey the importance and possibilities of information technology relative to their profession. Student presentations on emerging technologies from this group were significantly more encompassing, more drastic (“ethereal” technologies), and more thorough than those from previous classes.⁸

The review of books, tapes, and audio CDs during the time allotted for the Advanced Program Management Course provided significant food for thought as well as valuable suggestions on ways to more effectively communicate with my audience – and hopefully correct the professional shortfall identified by my peers in the PROFILOR assessment.

Editor’s Note: The author welcomes questions or comments on this article. Contact her at carolyn.lee@pentagon.af.mil.

E N D N O T E S

1. J. Mitchell Perry, Dr., “Winning Communication Skills: Four Keys to Personal and Professional Success,” Audio CDs, Jim Perry Corporation.
2. PROFILOR Assessment conducted July 2000; results obtained September 2000, DSMC.
3. Quote from Broadcaster Earl Nightingale in *Earl Nightingale’s Greatest Discovery*, CD 3.
4. Quote from Broadcaster Earl Nightingale in *Earl Nightingale’s Greatest Discovery*, CD 2.
5. Toogood, Granville N., *The Articulate Executive: Learn to Look, Act, and Sound Like a Leader*, McGraw-Hill: New York, 1996, p. 16.
6. White, Julie, “Image and Self-Projection,” LRC, DSMC, Oct. 5, 2000, Video-tape.
7. Sourcecom, “Business Image and Etiquette,” LRC, DSMC, Oct. 5, 2000 (four Audiotapes).
8. Actual tracking of grades was the “tool” required by DSMC for this Program Management and Leadership (PML) activity.

Dr. Mark E. Nissen Named Winner of Naval Postgraduate School 2000 Menneken Faculty Award

Dr. Mark E. Nissen, Manager of the DAU External Acquisition Research Program, was named Winner of the 2000 Menneken Faculty Award for Excellence in Scientific Research. Nissen's award was announced Dec. 15, 2000, at Monterey, Calif., during a ceremony honoring the graduates at the Naval Postgraduate School (NPS). The Menneken represents the highest research award given at NPS, and competition is campus-wide. Nissen's selection as this year's winner is particularly significant, given that the award has never before gone to an acquisition faculty member.



The Menneken Award recognizes recent, highly meritorious research having identifiable impact on Navy or other DoD technology. The award is open to all faculty professor positions. Each year, a committee of distinguished faculty members solicits nominations for the Menneken. Nissen was cited for his “outstanding contribution to knowledge systems, for his ability to demonstrate to DoD and Department of Navy the applicability of his theoretical work in military settings, and for enlisting student involvement in his research work.”

Professor Shu Liao, Associated Chair for Research in the Systems Management Department, NPS, nominated Nissen for the award:

“Despite his relatively junior status at the Naval Postgraduate School (NPS), Professor Nissen is a very promising academic with an already-impressive record of research and publication that directly benefits the Navy and DoD ... [Dr. Nissen] was the first to develop and employ measurement-driven inference for intelligent, automated reasoning about process innovation. His Knowledge-based Organizational Process Redesign system was demonstrated through application to redesign key procurement and contracting processes in a major aviation command of the Navy ... Professor Nissen then further defined the state of the art through research and development of the Intelligent Mall, a multi-agent system to automate and support supply chain processes for the military ... Professor Nissen then adapted this agent technology and integrated his research with novel economics work from Game Theory and Market Theory ... focused on developing agent-based markets for automatically matching sailors with jobs through a Web environment ... Professor Nissen is currently extending his research to focus on the Navy's new concept of knowledge-centric warfare.”

As manager of the DAU External Acquisition Research Program, Nissen is a researcher first and bureaucrat third. This helps the program attract some of the best researchers in the world. Relevant information about Nissen's research is available online at <http://web.nps.navy.mil/~menissen/>.