



School of Business

Grainger Hall
975 University Avenue
Madison, Wisconsin 53706-1323
Telephone 608/263-2538
Fax 608/263-3142

September 12, 2002

Mirwais Qader
1351 South Street, #15
Madison, WI 53715

Dear Mir:

I am very pleased to be a collaborative member of your team to establish a small business development program in Afghanistan. The University of Wisconsin-Madison (UW), the School of Business and many of its key faculty members, myself included, are happy and enthusiastic to be involved in such a worthy cause.

Your work to promote micro-enterprises, small business education and training is fundamental to the reconstruction process of Afghanistan and the ability of grass-roots Afghans to attain self-sufficiency. I believe your five-year plan for establishing small business development centers and rural business incubation programs across Afghanistan, providing access to all Afghans, is well thought out and will yield tangible results.

The University of Wisconsin, its various faculty and I can provide you assistance in a number of program areas:

- ◆ Small business management and entrepreneurship training and services,
- ◆ Marketing management and training,
- ◆ Financial management tools and training: accounting, finance, cash flow, etc.,
- ◆ Management, organization and operations improvement,
- ◆ Human resource management services,
- ◆ Information management services
- ◆ Change and improvement management.

As you are well aware, the small business program at UW has received national recognition and is a highly competitive program attracting the best and brightest Graduate Students. Your past participation and your contacts in the entrepreneurship program are vital to your preparation to establish and run the program in Afghanistan.



School of Business

Grainger Hall
975 University Avenue
Madison, Wisconsin 53706-1323
Telephone 608/263-2538
Fax 608/263-3142

As a contributing member in the Center for Quality and Productivity Improvement, the Center for Quick-Response Manufacturing and as a governing board member of the Center for Manufacturing and Technology Management and the Center for Manufacturing Systems Engineering, and as a teacher, designer and director of the Graduate School of Business master's and Ph.D. programs in quality management I believe I can bring valuable assets to this project. Our programs have helped improve the management systems of more than 150 businesses, government agencies; and nonprofit organizations from four continents. I look forward to participating in your organization's plans and welcome the opportunity to serve.

Good luck in your venture and please do not hesitate to contact me should you need anything to assist in the successful implementation of your project.

Sincerely,

A handwritten signature in black ink that reads "Mark Finster".

Dr. Mark P. Finster
Professor of Business and Engineering
University of Wisconsin - Madison