

Proposal

Martin Fracker Section 905

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Person of Interest

I will be contacting Curtis Hite, CEO of Improving Enterprises. Improving Enterprises is a fast growing company which was founded over 10 years ago by Hite and several others. Hite began his career as a software engineer in the Defense industry, rising through the ranks of Raytheon to eventually become Chief Software Architect. His executive experience continued to grow at Valtech Technologies where he served as CEO for over 5 years. Later he founded Blue Ocean Group, a consulting group which would eventually merge with a small training company, Improving Enterprises.

Personal Rationale

I have been working at Improving Enterprises for 11 months. It is an amazing company, with great values and a fantastic culture. Being an aspiring software engineer, I wish to remain technical throughout my career; although I would still like to hone my leadership skills. I have not personally met Mr. Hite, but he is an inspiration to me not just as a leader but also as a software engineer who puts a lot of value and effort into building trust.

Initial Contact Email

The following is a draft of the initial contact email I will be sending to Curtis Hite.

Dear Mr. Hite,

I am an Associate Consultant at Improving and also a senior computer science student at Texas A&M and I plan to continue working at Improving full-time once I graduate. I was wondering if you would be willing to sit down with me for a 30 minute conversation about cultural diversity and ethics in the consulting industry. As you founded the Blue Ocean Group with an intention of bringing trust back into the industry, I would very much like to hear your perspective on how these topics have impacted your career. With your permission, the conversation would also be videotaped or recorded and compiled in an oral history project for my Cultural Diversity and Ethics class at A&M, but I would still like to hear your perspective even if you are not comfortable being recorded or having the recording on record. You can reach me at mfracker@tamu.edu or 979-676-5680.

Best regards,

Martin Fracker

Open Ended Questions

The following are some open ended questions I plan to get the conversation started with Mr. Hite.

- How did you get into Computer Science?
- What prompted you to want to enter into the consulting industry after Raytheon?
- Can you elaborate on your mission of restoring trust in the consulting industry?

Back-up Questions

I have planned some back-up questions in case the conversation runs a little dry.

- What initially drew you into the defense industry?
- How did you go from Software Engineer to Chief Software Architect?
- What prompted you to form Blue Ocean Group after being CEO of Valtech for over 5 years?

Methods

The Improving Headquarters is located in Dallas, Texas. Once Mr. Hite has agreed to do the interview, I will plan to travel to Dallas since it is only a 3 hour drive. I will have the camera set up behind me so that Mr. Hite is in the center of the frame.

Potential Problems

Being the CEO of a medium-sized company, Mr. Hite is a busy individual. It is likely that the times he will be available to meet with me will conflict with my class schedule, especially since Dallas is 3 hours away. Hopefully he can make himself available on the weekends in this case. If not I will plan to have a skype meeting with him.