THE ELLER WAY

ELLER COLLEGE OF MANAGEMENT **DEAN'S REPORT** 2018-19

THE UNIVERSITY OF ARIZONA

AS A MEMBER OF THE ELLER COLLEGE COMMUNITY, you embrace a long and sustained culture of excellence. Our college is nationally recognized, and your contribution is critical to our continued elevation. Our standards are high and call you to:

- Do the right thing 100 percent of the time: **INTEGRITY**
- Consistently surpass ordinary standards: **EXCELLENCE**
- Create a community where everybody thrives: **INCLUSION**
- Creatively anticipate and leverage change: **INNOVATION**
- See challenges as opportunities: **DETERMINATION**

This is **THE ELLER WAY**

From the Dean

Now entering my fourth year as Dean of the Eller College of Management, I am struck by the accomplishments and milestones we've achieved toward our goal of being a top public business school.

The foundation of our recent success rests on the implementation of our strategic plan, which helped clarify our identity and path forward and gave us a compelling vision and orientation. Coming together around the strategic plan helps enhance the strong quality of our undergraduate program and has led to increased interest in our MBA and specialty master's programs. In fact, at the MBA level, we have risen in national rankings conducted by *Bloomberg Businessweek* and *U.S. News & World Report*, and in part due to the launch of our Technology Leadership Program, we saw a 17 percent increase in MBA applications. Additionally, we have launched online, hybrid and dual-degree programs that appeal to a growing population of working professionals. Our forward-looking portfolio of programs is helping position Eller as the business school for the fourth industrial revolution.

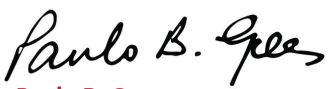
"Nothing we've accomplished these past three years would have been possible without tremendous support from members of the Eller National Board of Advisors as well as donors like you."

Additionally, the prominence and productivity of our outstanding research faculty is something we can all take pride in. Seeing junior, tenure-track and senior professors alike make relevant connections makes our efforts to fund their research worthwhile. The hard work, creativity and dedication they take into the classroom to shape and advance the minds of tomorrow is inspirational.

Nothing we've accomplished these past three years would have been possible without tremendous support from members of the Eller National Board of Advisors as well as donors like you. The Eller College flourishes and is enriched because of your support. We are grateful that you give to our college and to our students in innumerable ways. With your continued support, we have all the ingredients needed to address the challenges of business education in the innovation economy, priming the Eller College for even greater progress.

Please explore our accomplishments in this annual report. We will continue to keep you informed about our initiatives during the coming year, and we look forward to hearing from you.

On behalf of the entire Eller College of Management community, thank you for your continued support.



Paulo B. Goes
Dean and Halle Chair in Leadership
The Eller College of Management
THE UNIVERSITY OF ARIZONA

BUILDING OUR **TALENT POOL**

EXCELLENCE Consistently surpass ordinary standards | **THE ELLER WAY**

JUAN PANTANO

Associate Professor of Economics

PhD, University of California, Los Angeles

EXPERTISE: labor economics, health economics, applied microeconomics

EVAN J. TAYLOR

Assistant Professor of Economics

PhD, University of Michigan

EXPERTISE: labor economics, economics of migration, applied microeconomics, applied econometrics

XINYING HAO

Assistant Professor of Marketing

PhD, McCombs School of Business, University of Texas at Austin

EXPERTISE: digital marketing, mobile advertisement, marketing analytics and machine learning/artificial intelligence

MUHAMMAD TAQI RAZA

Assistant Professor of Management Information Systems

PhD, University of California, Los Angeles

EXPERTISE: systems security and reliability, Internet of Things, mobile 4G/5G, cloud computing

SEOKJUN YOUN

Assistant Professor of Management Information Systems

PhD, Texas A&M University

EXPERTISE: healthcare operations and payment models, food safety logistics

PAM PERRY

Interim Associate Dean, MBA Programs

LIN QIAN

Assistant Dean of Finance and Administration

NEW FACULTY AND STAFF

2018-19 **ENROLLMENT**

THE ELLER WAY | See challenges as opportunities **DETERMINATION**

UNDERGRADUATE

1,600 NEW on-ground Pre-Business and Pre-Economics freshmen

135 **NEW online Pre-Business freshmen**

Juniors started the upper division cohort in Brazil

471 on-ground juniors started the upper division cohort

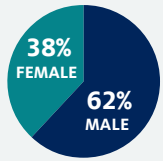
MBA

Do the right thing 100% of the time

INTEGRITY

THE ELLER WAY

FULL-TIME



GMAT 665 | **GPA** 3.46

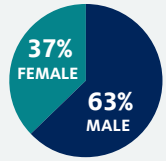
28 years old

4.8 years work experience

50% international

18% military

EVENING



GMAT 608 | **GPA** 3.25

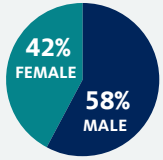
32 years old

7.3 years work experience

4% international

18% military

EXECUTIVE



GMAT N/A | **GPA** 3.39

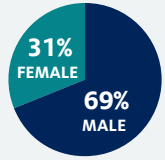
40 years old

11.8 years work experience

9% international

15% military

ONLINE



GMAT 556 | **GPA** 3.33

34 years old

7.3 years work experience

0% international

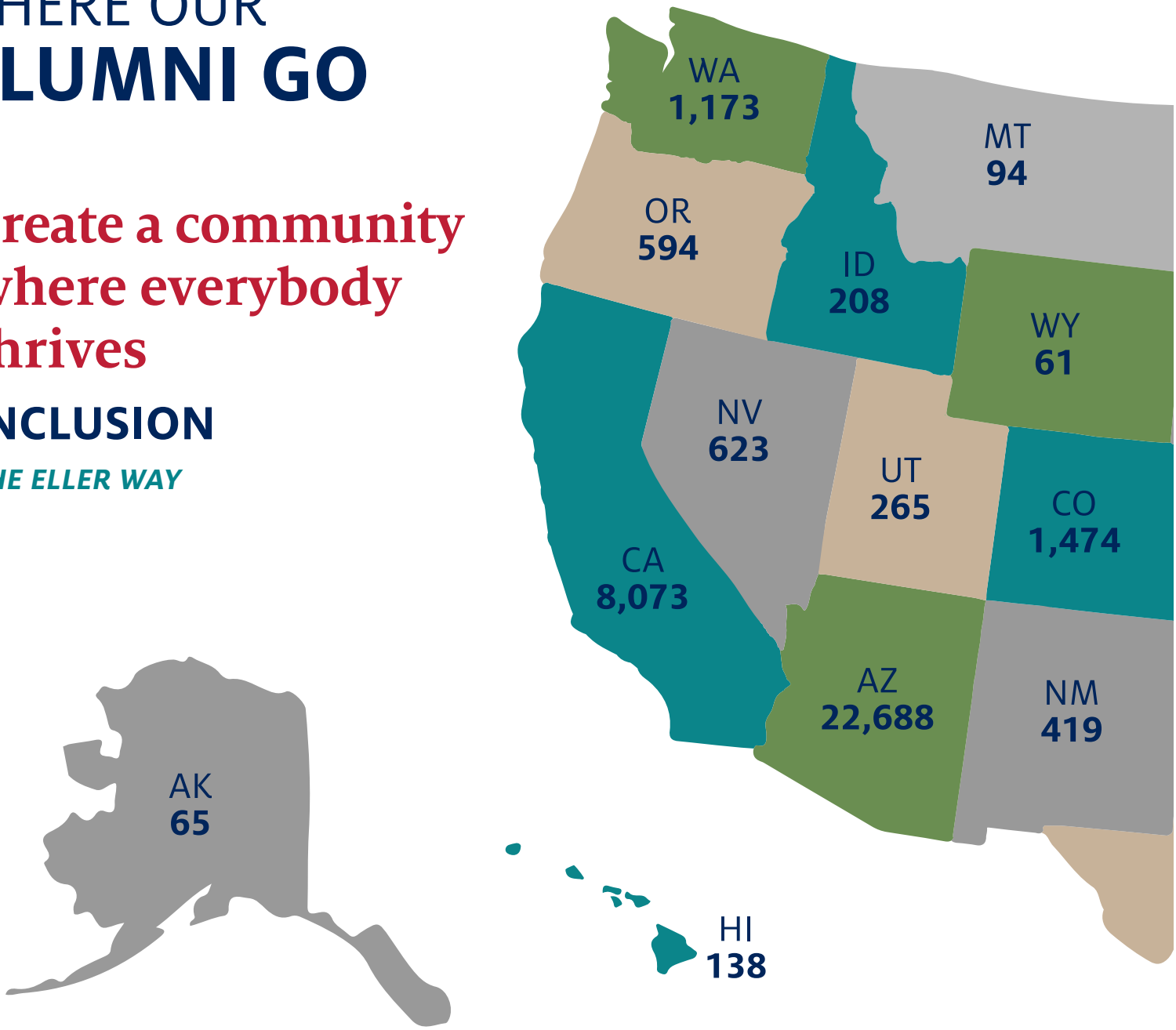
38% military

WHERE OUR **ALUMNI GO**

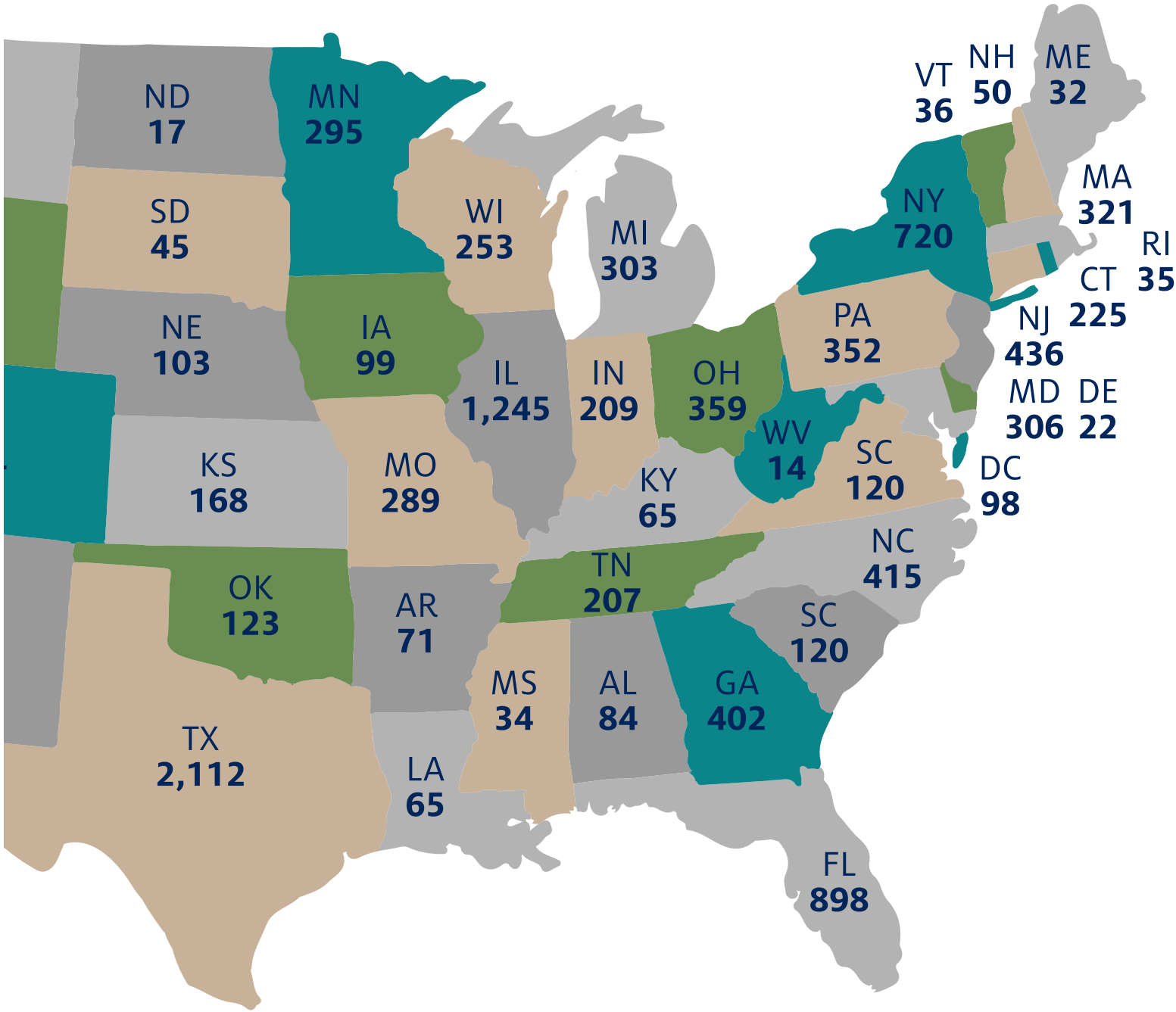
Create a community where everybody thrives

INCLUSION

THE ELLER WAY



**Total alumni as of June 30, 2019*


ND
17
MN
295
SD
45
WI
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MI
303
NE
103
IA
99
IL
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IN
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OH
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KS
168
MO
289
KY
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WV
14
OK
123
AR
71
TN
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MS
34
AL
84
GA
402
TX
2,112
LA
65
FL
898
SC
120
NC
415
VT
36
NH
50
ME
32
NY
720
MA
321
RI
35
CT
225
PA
352
NJ
436
MD
306
DE
22
DC
98

ELLER **IN THE NEWS**

The New York Times

"Is the American Corporation in Trouble?"

August 3, 2018

Kathleen Kahle

Thomas C. Moses Professor of Finance

THE WALL STREET JOURNAL

"Undermined at the Office? How Women Can Cope with Mistreatment from Female Colleagues"

August 22, 2018

Allison Gabriel

Associate Professor of Management and Organizations

GOVERNING

"Want to Make Child Care Cheaper and More Accessible? Deregulate It."

August 14, 2018

Mo Xiao

Associate Professor of Economics

MarketWatch

"Irony Is Back In Style"

September 2, 2018

Caleb Warren

Associate Professor of Marketing

MarketWatch

"Men Are Talking Over Women on Earnings Calls"

September 14, 2018

Elizabeth McClean

Assistant Professor of Management and Organizations

The Boston Globe

"Give Thanksgiving Its Meaning"

November 20, 2018

Melanie Wallendorf

Soldwedel Professor of Marketing

TIME

"Can Eating Dessert Be Good For Your Diet?"

February 22, 2019

Martin Reimann

Associate Professor of Marketing

The Washington Post

"Some Workplace Humor Can Backfire for Women, Study Finds"

March 4, 2019

Jonathan Evans

Doctoral Student, Management and Organizations

npr

"Solar Power Users, Utility At Odds Over Backup Fee"

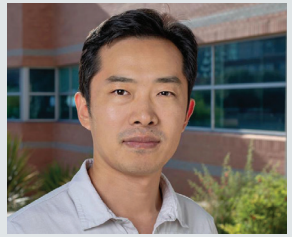
June 2, 2019

Gautam Gowrisankaran

Arizona Public Service Professor of Economics

SCHOLARLY IMPACT

YONG GE, assistant professor of management information systems, was awarded a National Science Foundation (NSF) Faculty Early Career Development Program (CAREER) award.



Ge is the first researcher from the Eller College to win the prestigious CAREER award, which supports early-career faculty who have the potential to serve as academic role models in research and education and to lead advances in the mission of their department or organization.

Ge's proposal is to develop advanced machine learning and data analytics methods to address and bridge the talent gap, a mismatch between the workers that employers need and the workforces that labor markets provide. This is an especially critical issue for STEM-related labor markets and minority groups.

The project focuses on three major tasks: collecting and modeling career, education and job data with machine learning methods, measuring and interpreting the latent gap and developing recommendation solutions to bridge the gap.

The award offers $500,000 over the period of five years. The NSF awards approximately 450 standard grants or continuing grants to early-career scientists and engineers who they believe will build a firm foundation for a lifetime of leadership in integrating education and research.

INVESTING IN THE **FUTURE OF ELLER**

$5.6 million raised

25
first time major gift donors

GIFTS RANGING FROM $25,000-$900,000

62% increase in donations

552
personal development visits

See challenges as opportunities

DETERMINATION

THE ELLER WAY

Donor Funding by Campaign Priority

Academic Programs	$22,305,163
Faculty Research and Development	$2,702,727
Learning Spaces	$31,054
Student Support	$3,158,424

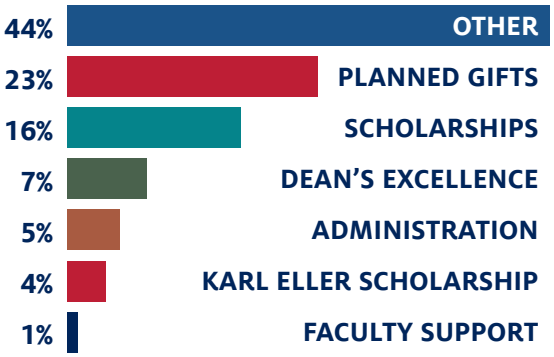
Total Funding by Type

Endowment Gifts	$2,767,159
Expendable Gifts	$2,859,368
Endowment Interest	$2,570,843

Total Funding for Sponsored Research

$5,399,945

Significant Gift Areas



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10X CEO

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Partner
Nextrio

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Director, Print and Digital Operations
Amazon

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WWP–State and Local Tax Consultants

Tom LaMantia
Co-Founder, Managing Director
Magenium Solutions

Anthony Wingate
Senior Sales Executive
Vanguard

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Chief Marketing Officer
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Enterprise Leasing Company of Phoenix
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California State Outdoor Advertising Association
CDW
Eller Accounting Student Association
Eller Advocates Club
Sage and Silver
TEKsystems
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Joan Capen
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Lori Casadei
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Michael Catherall
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Shannon Chen
Martha Churchill
Thomas Churchill
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Somer Chyz
Monte Cinnamon
Robert Clarke
F. Wesley Clelland
Julie Clelland
Virginia Clements
Bradley Cochran
Starr Cochran
Leslie Cohen
Michael Cohen
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Christine Conway
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Lori Cowen
Jennifer Cox
Richard Cox
Ronald Crowe
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Patricia Crowell
Hunter Curtis
Michael Daly
Nicollette Daly
David Damron
Kelly Damron
Michael Danies
Melissa D'Auria
David Deaustin
Michael DeBell
Robyn DeBell
Ann Denk
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Valerie Derryberry
Roman DeSanctis
David DeValk
Kathleen DeValk
Owen Devlin
Donald Diamond
Deo Diaz
Sarah Diaz
Holly Dolgaard
Kimberlyn Drew
Mary Durham-Pflibsen
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Jane Edmunds
Nadia El Murib
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Patrick Farrell
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Irene Fernandez
Ruben Fernandez
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Jeanne Flower
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–Financial Times

UNDERGRADUATE

#20 among publics

#31 overall

–U.S. News & World Report

MBA

#27 among publics

#52 overall

#15 among publics Online

#21 overall, Online

–U.S. News & World Report

#5 among publics, Online

#11 overall, Online

–Poets&Quants

MCGUIRE CENTER FOR ENTREPRENEURSHIP

#8 among publics, undergraduate

#5 among publics, graduate

#16 overall, undergraduate

#12 overall, graduate

–U.S. News & World Report

FINANCE

#6 among publics, graduate

#13 overall, graduate

–Financial Times

MANAGEMENT AND ORGANIZATIONS

#16 among publics, undergraduate

#32 overall, undergraduate

–U.S. News & World Report

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