TRANSFORMATION STARTS WITH EXPLORATION.

Eller College of Management Dean's Report 2017-18





TRANSFORMATION STARTS WITH EXPLORATION.

For tens of thousands of students, the Eller College has been the perfect blend of challenge, community and opportunity. This combination is the foundation of our approach to business education.

WE ARE DIGITAL.

WE ARE FORWARD-LOOKING.

WE ARE COLLABORATIVE.

AND WE ARE ENTREPRENEURIAL. This last is exemplified in the most recent Bloomberg Businessweek MBA rankings, which places us as the #1 business school for entrepreneurship in the state of Arizona and #14 overall in the West.

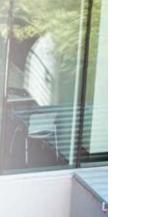
This annual report covers our other wins and accomplishments during the 2017-18 academic year—from the launch of brand new graduate programs to the appointment of our new vice dean for faculty and research, from the reinvigoration of our Center for Innovations in Healthcare Management to the celebration of our presence in Phoenix.

As we continue to excel toward our goals, your support is more important than ever. The Eller College endowment still has room to grow to match those of our peer schools, as well as our own aspirations. We take seriously our responsibility to transform tomorrow's business leaders. In partnership with you, we can sustain our incredible momentum.

Sincerely,

Paulo B. gees

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



Building Our Talent Pool



NEW FACULTY AND STAFF AMANDA FRIEDENBERG **Professor of Economics**

DANIEL HERBST Assistant Professor of Economics



HIDEHIKO ICHIMURA Professor of Economics

ANDREA ROSSI Assistant Professor of Finance



LUSI YANG Assistant Professor of Management Information Systems

STAN REYNOLDS Vice Dean



SHYAM SUNDER Associate Dean of MBA Programs

RICK YNGVE Interim Director of the McGuire Center for Entrepreneurship



PHOEBE CHALK-WADSWORTH Senior Director of Development

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SCHOLARLY IMPACT

Ranked in the top in the United States among business schools for scholarly research contributions

in the **Accounting Review**

for **MIS Quarterly**

ELLER FACULTY

Numbe

Number

48% Professional-track 35% Tenured 22% Tenure-track

61% male 36% female

The Next Generation of Business Leaders

Global Impact



More than 100 companies visited Eller to promote full-time and internship opportunities The professional development resources available to Eller undergrads show our collaborative, goal-oriented atmosphere in action—and in application. Every day, students make use of our incredible Professional Development Center, and professional development is baked in to every Eller curricula and activity.

At the graduate level, career services through programs and departments empower our students to manage their careers in an ever-evolving global marketplace. As a result, our students emerge as some of the best-prepared job seekers out there.

"The Evening MBA program at Eller is **allowing me to change the course of my career path**, providing me with a chance to network and build new skills so I can avoid being pigeonholed in the security field. I believe that getting out of my comfort zone and working in teams builds my leadership skills and teaches me how to work with diverse groups from different cultures and professional backgrounds."

– JOHN YANESH '19 MBA

\$54,348

average starting salary for undergraduate students

\$82,315

average starting salary for MBA students



Niah Curry

"I'm grateful to Eller, particularly to what I learned in Business Communications. I ended up improving my presentation skills so much that when I made a video and posted it on LinkedIn, it ended up going viral. After graduation, LinkedIn hired me into its full-time rotational training program in Northern California."

- NIAH CURRY '18 BSBA (Marketing)

90 percent

of undergraduate students employed within 60 days of May graduation



GLOBAL LOCATIONS

Barcelona	Lisbon	Rome
Buenos Aires	London	Santiago
Dublin	Paris	Singapore
Dubai	Prague	Sydney
Hong Kong	Rio de Janiero	Tokyo



MICRO-CAMPUSES

Cambodia Indonesia Peru



Quanisha Lindsey

"I had the opportunity to go to Hong Kong to work at a startup IT firm. It was really the first time that I stepped out of my comfort zone to see that the world was a lot bigger. I was able to work on an application for the Hong Kong Airport, which was aweome. I wouldn't be where I am today without Eller. **It's changed my life**."

- QUANISHA LINDSEY '19 BSBA (Management Information Systems)

411

undergraduate students interned or studied abroad

Prioritizing Program Innovation

Rhea Pereria



"The part about data I love most is making sense of it.

It's like storytelling. There are so many angles to a story. How do we provide enough analysis to convince our leadership to go a certain route? There are so many ways to go about it, and there are always new analyses that we're doing. From my experience, I know the future is going to be in artificial intelligence and machine learning. It's really huge at Capital One. It will make us much better at protecting from fraud and give us better opportunities to catch fraud, even before it happens."

> - RHEA PERERIA '14 MS MIS

At Eller, students team up with cohorts, colleagues, faculty, leaders and mentors to develop savvy skills and a strong network. We believe collaboration breeds imagination and innovation so our MBA and specialty master's students can dual degree and rise to the top of their fields in one of our highly ranked programs, including new ones we launched this year:

- Master of Healthcare Management
- Master of Business Analytics
- Master of Econometrics and Quantitative Economics

PIA

Phin lunking

ric/ Corridez, MD

Eric Cornidez

Eller Executive MBA student Eric Cornidez '19 has a slightly different resume than some of his peers he's a medical doctor specializing in interventional pain management and anesthesiology.

Although Cornidez memorizes complexities of the human body with ease, he finds the hardest part about being a doctor is understanding how to sustain a practice.

"Unfortunately, they don't teach doctors how to be good business people. Sometimes we forget how to run a successful practice in order to be able to help patients. In the MBA program, I am leveraging my business IQ and learning how to grow the practice to make it smarter, more efficient and more successful so we can build a center of excellence. The way the program is set up is feasible for my schedule. The quality of education and of my classmates is really impressive. I feel like I learn more from them than just a textbook."

- ERIC CORNIDEZ '19 MBA

Brandi Black

has been working and going to school full-time since graduating from high school nine years ago. She started at Pima Community College where she was studying to be an electrical engineer. But her job at Intuit, where she still works, made her decide she wanted to pursue accounting instead.

"Life happened and I couldn't pursue the accounting program at Eller full-time while also working. So I got in touch with the undergraduate office and realized that the online program would be a good fit. My dream is to be a product manager at Intuit. The best part is I get to apply what I learn in the program to my job every day."

- BRANDI BLACK '20 BSBA

Assisting Entrepreneurs and Innovators

MBA Program Enrollment 2017

	FULL-TIME MBA	EVENING MBA	EXECUTIVE MBA	ONLINE MBA
Enrolled	91	214	74	246
GMAT	642	517	N/A	593
GPA	3.34	3.29	3.03	3.36
Female	29%	45%	35%	24%
Veteran	26%	26%	5%	42%
International	35%	6%	9%	0%
Age	27	32	37	32

Undergraduate Program Enrollment 2017

Professionally Admitted Students	1,621
Pre-Business Freshmen	1,809
Non-Resident	64%
Underrrepresented	34%
SAT/ACT	1067/24
International	5%
Average GPA Among Professional Admitted Students (cumulative)	3.57

At Eller, students master the principles of entrepreneurship and startup leadership in the McGuire Center for Entrepreneurship particularly in the New Venture Development Program. From there, they're prepped to move forward and make a lasting mark—in fact:

- 17 percent of last year's grads already own or have co-founded startups
- 30 percent of the startups in McGuire are launched after graduation

75%

of startups launched in McGuire are still in business 10 years later





Alex & Jake Elbogen

Two of three fraternal triplets, all of whom are studying at UA, juniors Alex Elbogen and Jake Elbogen received their real estate licenses by the age of 19. Both spent summers after their freshman and sophomore years working in real estate companies. And both are heavily involved in Eller's Commercial Real Estate Club, which has given them access and exposure to dozens of commercial developers and real estate brokers in multiple, high profile markets.

Both recognize that even though they came in to Eller with serious goals and impressive acumen, they have grown during their time here. "Especially in the first semester, I was challenged to get out of my comfort zone," says Alex. "And I realized in the end, it's those kind of challenges that will make me better."

Investing in the Future of Eller

FISCAL YEAR 2017-18

Donor Funding By Campaign Priority

academic programs \$2,041,955

Faculty research and development \$2,115,623 learning spaces \$40,439 student support \$862,753

Total Funding by Type ENDOWMENT GIFTS \$570,005 EXPENDABLE GIFTS \$2,026,997 ENDOWMENT INTEREST \$2,463,768

Total Funding for Sponsored Research \$2,370,833



Engaging with the Business Community

Every year, the Eller College maintains an active presence with the corporate community, particularly in the greater Phoenix area, which is home to nearly five million people and has one of the highest projected employment growth rates over the next decade in the country.

Phoenix Community Alliance Board of Directors	Board Member
Arizona Small Business Association	Member



March 16, 2018

The Eller Phoenix Experience March 16, 2018 engaged more than 300 undergraduate students with industry professionals and alumni, and featured keynote speaker Jaime Casap, educational evangelist with Google.



April 11, 2018

The inaugural "Bear Down and Pitch," hosted by Eller's McGuire Center for Entrepreneurship, celebrated new student business ventures with some of Arizona's most successful entrepreneurs.

May 17, 2018

To recognize the restructuring of the Department of Accounting to the **School of Accountancy**, faculty, students, staff and alumni came together to network and celebrate.



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David Brown Assistant Professor of Finance

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Inc.

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USNews

"Professor Uses Student ID Card Data to Help Predict Dropouts" April 1, 2018

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"Not Smiling Doesn't Make You Look Cooler" April 16, 2018

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Business Journal

"Is Management Missing in Healtcare?" May 14, 2018

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