



# Links that generate value for all parties

#### **OUR MISSION**

Our mission is to create enduring educational value for our students, for our alumni and for the business and academic communities we serve:

**For our students**—whom we prepare to succeed in a rapidly changing, technology-driven global business environment.

For our alumni—to whom we provide opportunities for continuing professional development and a legacy that appreciates as our excellence grows.

For our business community—to whose economic development we contribute by providing a talented, diverse and highly qualified pool of business professionals and leaders along with educational programs, applied research and collaborative projects.

For the academic community—to whom we bring new knowledge by creating an environment that nurtures high-quality, discipline-based research and the development of future scholars.

#### **OUR VISION**

Our vision is to gain international prominence for providing a high-quality, technologyenabled educational experience rooted in our Miami location and focused on the unique requirements of doing business in a global and interconnected market.

### **OUR STRATEGIC PLAN**

Our five-year strategic plan was developed with contributions from our students, faculty, staff, administrative team, alumni and business community. It outlines challenges in our competitive external environment and our internal resources for addressing them. It also sets forth our strategic goals for which we develop annual objectives.



The College of Business
Administration is an
accredited member of
AACSB International—
The Association to Advance
Collegiate Schools of Business.

# comections

They mean everything in nature. In isolation, all species and populations can accomplish little. It is only when they are connected with others that special things begin to happen and ecosystems begin to flourish. The more links there are, the better things work.

Connections are no less important in business. Few people in business achieve anything just by themselves. Great leaders inspire and motivate those they lead largely through the personal connections they develop with them. Great sales people succeed because of the personal network of loyal customers they have developed. Successful executives know the value of tapping into the knowledge of others. Technology continues to flatten and shrink the globe, providing new ways for businesses to build online connections with their customers, employees and suppliers. And, social media is revolutionizing the way networking and business are conducted.

At Florida International University's College of Business Administration, we have a special appreciation for connections and embrace our role as promoters and enablers of connections in myriad ways:

- Between our students and the business community: with mentoring programs, real-world projects and career services;
- Among the business community, faculty and leadership
  of the college: through their active engagement in
  the Dean's Council, the Alumni Circle, the Latin American
  Forum, advisory boards and the Business Partners
  program;

- Academically among various countries and cultures: through the promotion and establishment of dual degree and study abroad programs;
- Between different disciplines and growing industries: with the development and launch of a new MBA program for healthcare management;
- Among our alumni and current students: through professional development, community-focused initiatives and groups on Facebook and LinkedIn;
- Between small/medium business owners and potential customers and/or investors: with a variety of programs aimed at the entrepreneurship community in Miami and beyond; and
- Among students anywhere in the world who want to take advantage of new technologies to access quality higher education: through the offering of a new fully online MBA.

I am pleased and proud to share with you our *Executive Dean's Report* for 2009-2010.

We have highlighted the year's significant accomplishments while celebrating the college's commitment to developing strong connections among our community of students, faculty, alumni, business partners and academic partners.

Joyce J. Elam, Executive Dean
James L. Knight Eminent Scholar Chair in Management
Information Systems

ever Clam





# A vibrant environment that promotes Synergies

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Through an IT audit project, Master of Accounting students from diverse backgrounds came together and learned the importance of connections.

# Landon R. Kirk Landon Undergraduate School of Business

#### MENTORS AND MENTEES CONNECT.

# Two new programs expand opportunities for students.

A new mentorship program, created by the School of Accounting Alumni Affinity Council and led by Fred Campos (MACC '01, BACC '98), brought 29 mentors from across the accounting field and their undergraduate mentees together at a kickoff breakfast. The pairs meet at least twice each semester.

The MIS Faculty Mentoring Program for MIS Majors bridges the offerings of faculty advisors, who help ensure academic readiness, and career services, which help students prepare for job searches. The program enables the students to tap into the extensive industry expertise of many of their professors and access their industry contacts.

During her 10-week internship through Microsoft Corporation and Campus Entertainment, the marketing partner of the National Association for Campus Activities, MIS major STEFANY MARCELINO helped introduce Windows 7 to students using social networking. "I'm planning a career in MIS where I'll be going into companies recommending products to help them meet their business goals. I did the same thing in the internship, showing students how Windows 7 can help them through the college experience."



Hispanic Business placed the business school **EIGHTH** in the country for **HISPANICS**; U.S.News & World Report's "America's Best Colleges" ranked the undergraduate **INTERNATIONAL BUSINESS PROGRAMS #15**; Bloomberg Business Week placed the college **SEVENTH** in **SUSTAINABILITY** and in the **TOP 25** in **OPERATIONS MANAGEMENT** and **MARKETING**; and for the third time in the last four years, included the Landon School

in the online list of "THE BEST UNDERGRAD B-SCHOOLS."



# UNDERGRADUATES SHINE IN NATIONAL SPOTLIGHT.

# Students gain recognition, contribute to peers.

Among many awards it received at the American Marketing Association's (AMA) International Collegiate Conference, the college's chapter captured "Superior Chapter," placing it among the top eight participating colleges for eight consecutive years; Emory Pinto (BBA '10) was named the first-ever "Student Marketer of the Year"; and the exhibition, "Think Outside the Box—In with the Old and Out with the New" netted second place for "Best Educational Value."

Also for the first time, the Modesto A. Maidique Campus was the site for the annual Florida Regional Collegiate AMA Conference—co-hosted by the college's chapter and the University of South Florida—drawing more than 180 to consider "Stepping into the New Normal."

For the third time, ALPFA named an FIU student—accounting major Daniel Zamora—as "National Student of the Year." He also was one of a group of 35 college students—chosen from a field of almost 600 applicants—to take part in an intense four-day program offered by the Karen Marquez Institute (formerly the Hispanic College Fund) in Washington, DC.

And, three business students were among the 460 students country-wide to participate in the Hispanic National Internship Program of the Hispanic Association of Colleges and Universities, two working in Washington, DC and one in Dallas, Texas.

DANIEL ZAMORA with Manny Espinoza, ALPFA CEO, during the convention at which Zamora was named ALPFA "National Student of the Year."



Attendees at the REGIONAL AMA
CONFERENCE were able to communicate
with Alex Gibelade, product marketing
manager, Google Spain, during a broadcast.



# STUDENT ORGANIZATIONS REACH INTO COMMUNITY.

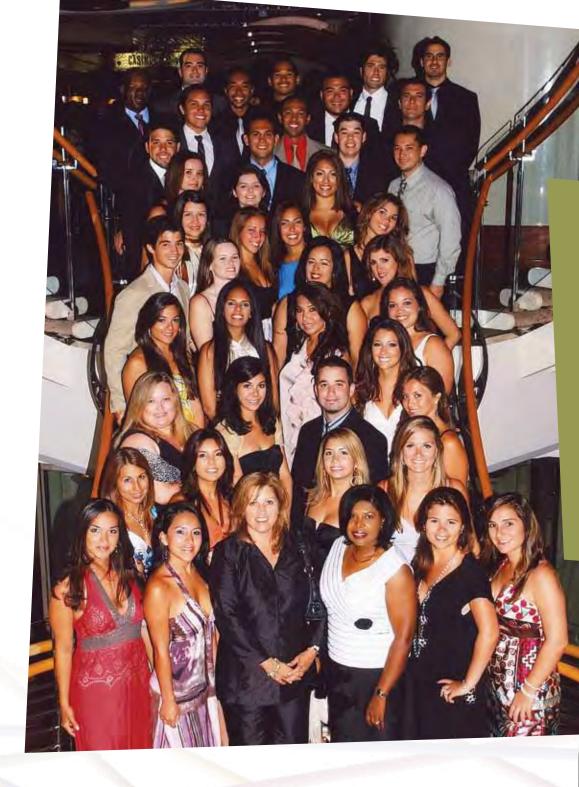
# Groups share expertise, raise awareness and funds.

Each year, hard-working FIU students participate in the Volunteer Income Tax Assistance (VITA) program, a free service established by the Internal Revenue Service to help low-income earners complete their tax forms. This past tax season, 55 students—52 of them accounting students who belong to ALPFA at FIU and Beta Alpha Psi in the School of Accounting—completed a total of 247 returns at several sites. By the end of the effort, they had amassed 1,380 hours easing the process for the residents. As preparation, the dedicated volunteers had to complete three Saturday training sessions on TaxWise software and pass two online exams.

Future Business Leaders of America-Phi Beta Lambda (FBLA-PBL) had an active year including an event to train high school and middle school students and "Tribute to Children," a weeklong fundraiser for the Children's Miracle Network.

The training attracted 350 students and more than 50 career advisors for a day of interactive sessions that addressed a range of topics, from career and internship opportunities to effective interviewing to strategies for building local chapters.

The fundraiser—which generated \$1,300 to benefit children in local hospitals and which involved partnerships among several FIU student organizations—spanned activities from increasing awareness to a Target-sponsored "Children's Miracle Gala," a semi-formal dinner dedicated to providing the children with a night of enjoyment. In between, other events took place such as a "Day of Service," during which FBLA-PBL members volunteered in the Miami Children's Hospital playroom.



#### TOP TEN UNDERGRADUATE EMPLOYERS: Bank of America, Burger King Corporation,

Deloitte, Florida International University, JP Morgan Chase, Kaufman Rossin & Co., KPMG, Marcum Rachlin, PricewaterhouseCoopers LLP, Target Corporation

#### TOP TEN UNDERGRADUATE INTERNSHIP GRANTERS: Bank of America;

BDO USA, LLP; Caterpillar; Cordis, a Johnson & Johnson Company; Enterprise Holdings; Merrill Lynch; Miami-Dade County; Morgan Stanley Smith Barney; PricewaterhouseCoopers LLP; Telemundo

On land and sea, 41 students experienced the business and cultural environments of Rome, Sicily, Athens, Ephesus and Crete ... while taking one or two classes. In Rome, the group paid visits to Wyeth Pharmaceutical Company and American University. Throughout a SEVEN-DAY CRUISE aboard Royal Caribbean's Navigator of the Seas, the OPPORTUNITIES FOR CROSS-CULTURAL ENRICHMENT continued during presentations by members of the crew and interactions with passengers from other countries.

In a new course she developed about consultative selling, NANCY RAUSEO helped students understand and apply the seller-buyer relationship.

# COURSES ADDRESS NEW MARKET REALITIES.

# Students explore selling, sustainability and technology.

A new course developed by Nancy Rauseo focused on how to establish long-term, problem-solving selling relationships. It culminated in an assignment that required the 95 students to put into practice what they had learned about consultative sales through reading, lectures, role plays and presentations. For one-third of their grade, they prepared a detailed sales plan and then videotaped themselves playing the part of both buyer and seller.

Recognizing the viability of green businesses, the college's Green Management Track expanded to include a course in which 60 students went out to the community, auditing actual businesses and developing a green plan for each. The effort helped earn the college its seventh-place standing in sustainability in *Bloomberg BusinessWeek*.

Two faculty members used Second Life, a virtual universe, to create an online campus where students communicated with each other. In one course, adapted from an existing one, rooms simulated a face-to-face meeting environment. In the other, especially developed for Second Life, students visited various islands where they explored bribery activities and different business codes of ethics.

# LANDON PROFILE 2009-2010

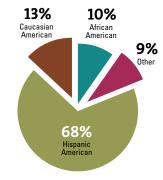
Total Enrollment **6,750**Full-Time Students **3,674** 

Degrees Granted 2,139

Countries Represented 110

#### STUDENT POPULATION

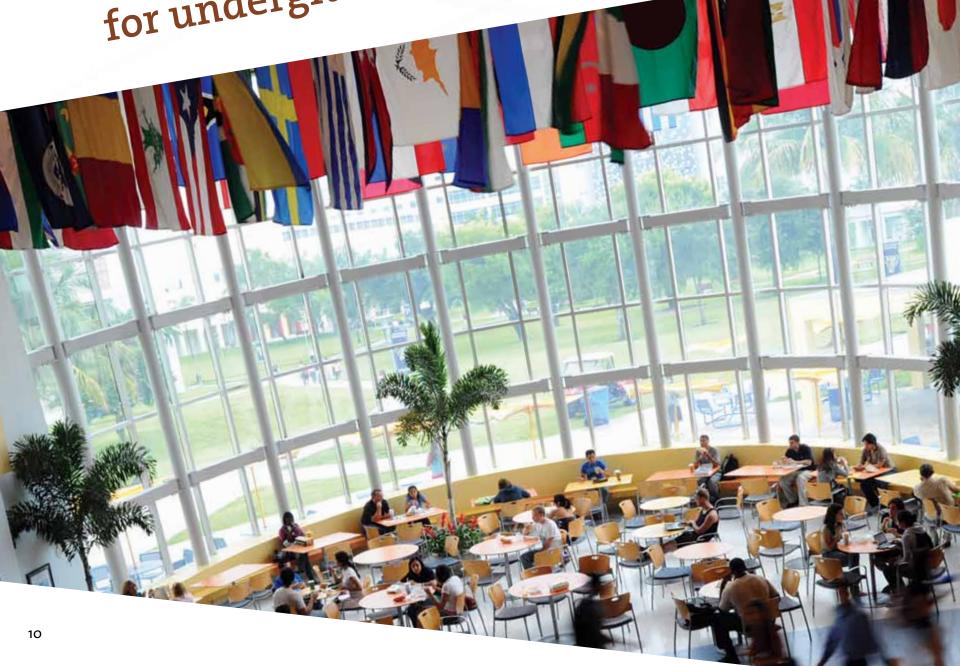








FIU ranked #3 in the country
by Bloomberg Businessweek in
Return on Investment
for undergraduate business programs.

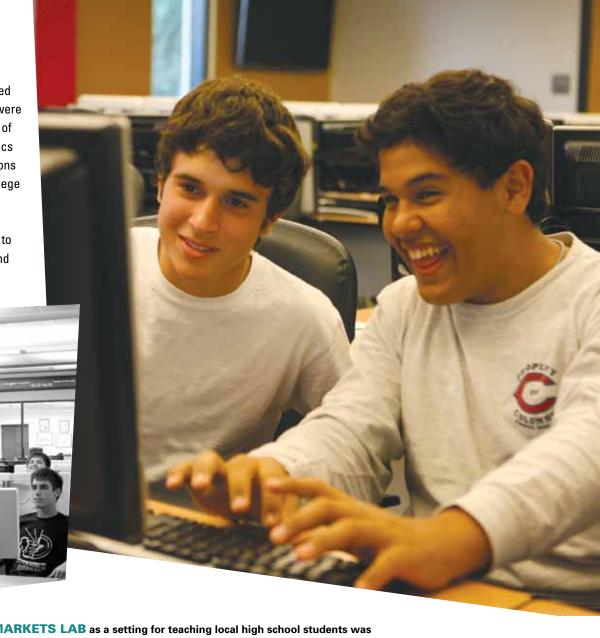


# ACTIVITIES PROVIDE FORUM FOR HONING SKILLS.

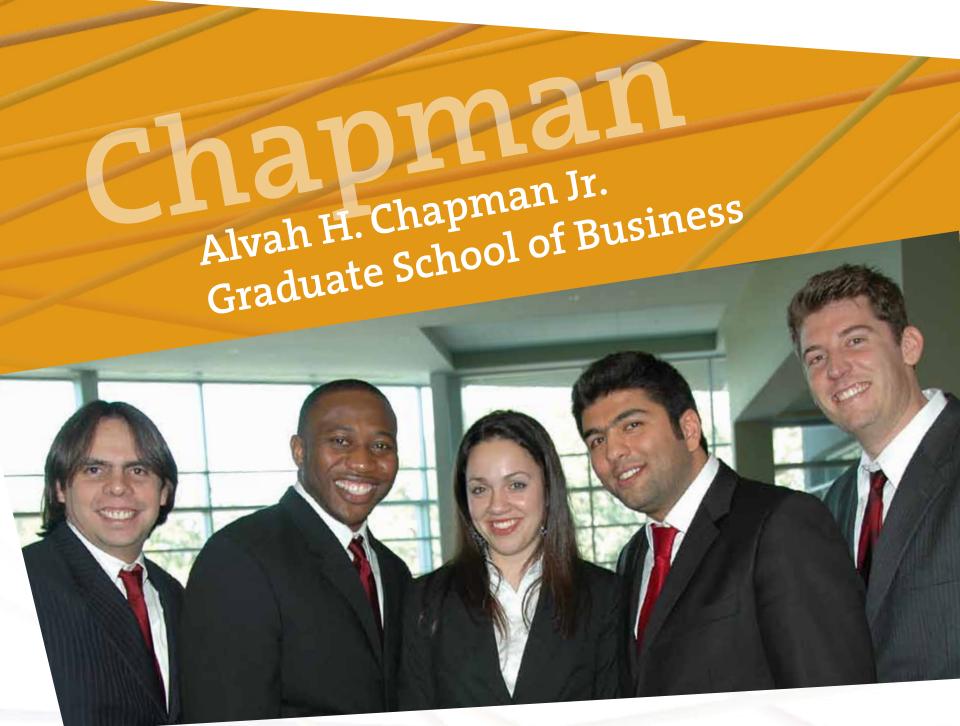
#### Students take their talents public.

Having won a competition at FIU, six students from Alpha Kappa Psi made up one of the teams from top business schools around the country to compete in the Johnson & Johnson case competition, held at J&J headquarters in New Brunswick, New Jersey. The case focused on how a healthcare company could expand its cardiovascular franchise.

Interns in the Capital Markets Lab—a state-of-the-art facility with dual-screen monitors, advanced audio/visual systems and leading industry software—instructed students from Christopher Columbus High School who were eager to learn about financial markets. Over the course of several evenings, the group received instruction on topics including financing sources and instruments. The sessions sought to help them advance the same way as their college counterparts are: building the competencies they need to successfully compete in the financial field. While the training marked the first time the lab offered instruction to high school students, its popularity led to plans to expand the program to other area high schools.



Using the CAPITAL MARKETS LAB as a setting for teaching local high school students was one way the college shared its rich technology and human resources with the local community.



**LEANDRO WONG, FEMI LEWIS, LAURA BACCI, SAMER AZIZ and** 

JASON KLEISS represented the college at the 2010 Intercollegiate Case Competition.

The students integrated all functional areas of their graduate training to address real business problems faced by financial services company Raymond James.

**TOP GRADUATE EMPLOYERS:** Bank of America; BDO, LLP; Burger King Corporation; Deloitte;

Deutsche Bank; Ernst & Young; Goldstein Schechter and Koch; KPMG; Limited Brands; Macy's; Merrill Lynch; PricewaterhouseCoopers LLP; Royal Caribbean Cruises Ltd.; Target Corporation; Yahoo



#### Rodrigo Arboleda Halaby

# TECHNOLOGY AND PARTNERSHIPS ENHANCE NEW CORPORATE MBA.

# Electronic and human connections underpin program.

The Chapman Graduate School added another master's program to its roster, the Corporate MBA, a fully online graduate program that drew 127 students to the initial offering. It takes advantage of the innovative webbased Epic Learning Management System, taps the expertise of full-time business school faculty members and uses academic coaches to ensure that students feel connected to their professors and classmates.

To give students maximum flexibility, the 18-month program has multiple start dates and terms of eight weeks followed by one week off. Also, rather than the GMAT, four years of work experience serves as a key entrance criterion and there is no residency requirement.

The college promotes the program to companies and their employees through corporate partnership agreements. Employees of these corporate partners are eligible to apply for special scholarships.

# SOCIAL RESPONSIBILITY MOTIVATES GRADUATE STUDENTS.

# Groups, individuals create projects, support existing ones.

Hearing from inspirational speakers, including Rodrigo Arboleda Halaby, president and CEO, Ibero-America and the Caribbean for One Laptop per Child and Frank Kelly (BBA '01), a professional speaker and product manager for Johnson & Johnson, increased the resolve of members of FLIP (FIU Leaders in Practice) to give back to the community and gave them ideas for shaping a service project. Through videotaped interviews with area high school students, FLIP members gained a better understanding of the issues they face; showed the video at a fundraiser; and eventually brought students from three high schools to the Modesto A. Maidique Campus for a day of advice on life skills and the college experience.

Graduate students in the International MBA (IMBA) developed a program to increase the financial awareness of individuals who spend time at the Chapman Center in downtown Miami, one of two sites run by Community Partnership for Homeless. The curriculum covered budgeting, banking and credit, giving the participants improved management skills when they transition back into society.

Six IMBA students lent their energy to Habitat for Humanity, helping build a home for a Miami family and coming to see the impact their actions as business people can have on others. The group, which included students from India, Kuwait, Spain and Venezuela, roofed, put up inside walls and reinforced concrete walls with wood.

The Chapman Graduate School was rated among the TOP 15 business schools in two categories—GLOBAL MANAGEMENT and OPERATIONS—surveyed in The Princeton Review's second annual "Student Opinion Honors for Business Schools." The lists reflect the evaluations of 19,000 MBA students. The graduate school also was included on the list last year in the operations category and since 2008 has also been included in The Princeton Review's annual edition of BEST BUSINESS SCHOOLS.

TOP GRADUATE INTERNSHIP PROVIDERS: Bank of America; BDO, LLP; Burger King Corporation;

Deloitte; Deutsche Bank; Ernst & Young; Goldstein Schechter and Koch; KPMG; Limited Brands;

Macy's; Merrill Lynch; PricewaterhouseCoopers LLP; Royal Caribbean Cruises Ltd.;

**Target Corporation; Yahoo** 

# ACTIVITIES CONNECT STUDENTS AND PROFESSIONALS.

# Hands-on and face-to-face experiences expand horizons.

A simulated IT audit process strengthened the knowledge and skills of graduate students in the Master of Accounting program. The case study took the students through the standard phases—from meeting the client and preparing an engagement letter to conducting a risk assessment, developing the audit program and issuing a report to management with findings, risks and recommendations.

Silka M. Gonzalez (MACC '05), president and founder, Enterprise Risk Management, helped prepare course materials, and with colleagues from her firm, provided ongoing guidance to the students.

A career fair organized by Career Management Services with the University of Central Florida and the University of Florida afforded a great opportunity for 44 graduate students to meet potential employers representing 24 companies. Students were able to load a résumé into the event résumé book—sent to employers one week prior to the event—and networked during the bus trip to and from Orlando.



ANTOINETTE LYNCH developed a case study that walked students through a simulated IT audit process.

Graduate students traveled to Orlando for a career fair co-hosted by FIU, the University of Central Florida (the host site) and the University of Florida.



Hispanic Business ranked the Chapman Graduate School in their TOP 10 graduate schools in the country for HISPANIC MBAS.

The business school, which has consistently held a place in the listing,

retained its 2008 eighth-place position. The rankings are based on questionnaires sent in by the schools that provide details about enrollment, percentage of Hispanic faculty, the number of programs that recruit Hispanic students, retention rates and student services.

# INTERNATIONAL VISITORS EXTEND, OPEN RELATIONSHIPS.

# Meetings promise to enlarge students' global opportunities.

Two delegations—one a Dual Degree partner and the other offering potential relationships—visited FIU. Shandong University of Economics (SEU) representatives made their second trip to the Modesto A. Maidique Campus. In addition to meetings, the guests toured the campus, including the College of Business Complex, finding the Bank of America Career Management Services offices and the Capital Markets Lab particularly impressive. Six students from SEU were slated to begin the Master of International Business (MIB) program in the fall 2010 term.

An academic delegation from India traveled to Miami to discuss ways that FIU can partner with schools in their country. The seven-person contingent included the honorable minister for higher education, university officials, a state legislator and an entrepreneur. In addition to meeting with business school administrators and touring the business complex, the group met with FIU provost Douglas Wartzok.

# PROGRAMS PAVE WAY FOR WORLDWIDE CONNECTIONS.

#### Networks remain key.

For their capstone project, students in the Master of International Business (MIB) program serve as consultants to companies to solve real problems. The experience enables them to apply what they have learned in their courses and establish important relationships within the business community. Last year, among many assignments, the students handled projects from LAN Cargo; CVOX Group, LCC; Citigroup; Alliance Française de Miami et Fort Lauderdale; and Baptist Health South Florida.

The Dual Degree Network comprises a set of global partnerships through which students can earn two master's degrees, become immersed in two different cultures and acquire a broader set of relationships.

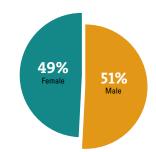
The following business schools joined the network in 2009-2010: in China, Southern Medical University and Tianjin Foreign Studies University; in England, University of Bath; in India, Atal Bihari Vaipayee—The Indian Institute of Information Technology and Management; and in Italy, University of Bari and University Carlo Catteneo.

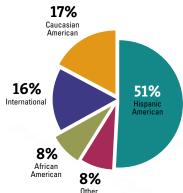
# CHAPMAN PROFILE 2009-2010

Total Enrollment 1,322

Degrees Granted 658

#### STUDENT POPULATION







Medical students at Southern Medical University, Guangzhou, China will complete the Healthcare MBA at FIU to earn a dual degree.

# CASE STUDY COMPETITIONS REINFORCE VALUE OF TEAMWORK.

# Events reward research and presentation abilities.

Students who participated in the South Florida ACG Cup Competition, conducted by the South Florida chapter of the Association for Corporate Growth, had the chance to network with professionals, such as the panel of judges, which included investment bankers. Three teams competed at FIU, with an "all star" team drawn from each of the intramural competitors advancing to compete against four other universities. The cases involved finance, investment banking and private equity.

Another group of FIU graduate students won the 4th annual South Florida Healthcare Executive Forum's (SFHEF) student case competition, with a \$1,000 first-place award. The organization had previously used case studies from Harvard or Babson, but this year had the students address an actual situation. The competitors had to analyze a community hospital and determine two programs it should cut or expand. They also learned the Medi-Dat system, an online business intelligence program for executives, which deepened their understanding of business development and strategy. Barbara Perez-Deppman (BS '00) was the case competition chair.

# PEERS AWARD NATIONAL PRIZE TO FIU BUSINESS.

# College honored for social media achievements.

For the second year in a row, the National Association of Graduate Admissions Professionals (NAGAP) named FIU's business school the winner of its award for promotional excellence. No other school has won the award twice since its initial presentation in 1998. The topic was "Best Use of Social Media." NAGAP's vice president praised the college for being strategic and proactive in using social media to enhance its brand awareness, provide better customer service and increase graduate enrollment numbers, while at the same time reducing operating costs and increasing productivity.







In its ranking of business schools covering exceptional graduate programs globally and in Latin America, *AméricaEconomía*, the leading business magazine in Latin America, placed the Chapman Graduate School **20TH** on the global list and **14TH** in the United States. Within its list of the top ten Latin American schools, **EIGHT** of the institutions are partners in the **DUAL DEGREE NETWORK**.



# HEALTHCARE EVENTS BRING EXPERTS TOGETHER.

# Important economic sector receives in-depth attention.

A CFO Roundtable examined "What Healthcare Reform Means to South Florida," engaging the audience of more than 150 executives, alumni and students by having them assemble six pieces of brightly colored foam into a pencil cube—a symbol for the college's new 18-month Healthcare MBA, which puts the pieces of the complex healthcare puzzle together. The panel, moderated by the president of South Florida Hospital and Healthcare Association, included the vice president of MEDNAX/Pediatrix Medical Group; the CFO of Humana, South Florida; and the CFO of Memorial Healthcare System.

The college also sponsored the South Florida Hospital and Healthcare Association's (SFHHA) fifth annual "Health Reform's Solutions for South Florida's Healthcare System," a two-day session attended by 400. Speakers explained the impact of healthcare reform on their respective segments of the industry, with topics spanning Health IT, patient safety, viability of public hospitals, future facilities, healthcare fraud, and reimbursement and revenue cycle management. The panelists—including the director for economic and policy analysis, Pfizer; president and COO, AvMed Health Plans; director of policy, American Hospital Association, and the president-elect of the American Medical Association—discussed common areas of agreement and compromise with the health reform legislation and areas of disagreement and doubt.

# HEALTHCARE EVENTS SHOWCASE COLLEGE'S COMMITMENT

**TO THE SECTOR.** Attendees at a CFO Roundtable faced a challenge that introduced them to the problems in the South Florida healthcare sector and a solution offered by the business school.

# EXECULTIVE & Professional Education

By attending **DISNEY INSTITUTE** training sessions, approximately 500 individuals gained insights into how to improve their customer service efforts.

Credit union executives from the Caribbean participated in the "STRATEGIC LEADERSHIP AND CREDIT UNION MANAGEMENT PROGRAM," a four-day program prepared by staff members from CUES (the Credit Union Executives Society) and the Office of Executive & Professional Education (EPE). CUES's decision to hold the event on the Modesto A. Maidique campus was based on Miami's convenient location, the rankings of universities in South Florida and FIU's strengths as a research institution, which ensured the strategic and analytic information presented by faculty experts was topical and beneficial.



# COLLEGE BRINGS DISNEY INSTITUTE TRAINERS TO CAMPUS.

# Techniques point way to business improvements.

Nearly 300 professionals from the local business, college and alumni communities attended the Disney Institute's "Keys to Excellence" program, a one-day event hosted by the college that offered participants the opportunity to learn best practices—in leadership, management, customer service and loyalty—from Disney trainers. Discussions centered on how to strengthen customer loyalty and build team involvement while creating a service culture designed to keep the competitive edge sharp.

A second event focused on the importance of service quality in healthcare. Almost 200 healthcare professionals attended the Disney Institute's "Approach to Quality Services for Healthcare Professionals" workshop. Also hosted by FIU Business, the one-day program focused on the simple things that healthcare professionals can do to exceed the expectations of patients, families and visitors—actions that create loyalty to the provider. Case studies from healthcare organizations that have adopted the Disney Institute's best practices showed how anticipating the needs, wants and emotions of patients is key to improving service quality.

# ARE YOU READY TO BITHIN NAMES OF THIS PARTY OF THE PARTY. **NATHAN HILLER** engaged Beckman Coulter managers on the subject of team building.

#### COLLEGE LEVERAGES NETWORK OF EXPERTS TO BENEFIT GLOBAL BUSINESSES.

# Programs embrace cross-discipline and cross-border contributions.

In addition to its full complement of standard courses, EPE customizes programs for leading companies in the United States and Latin America. With faculty members whose expertise spans human resources, leadership, strategic

analysis and every other area of business, the college can offer high-level, tailored programs to global companies. And thanks to its relationships throughout Latin America, it can tap additional resources.

For Baxter Latin America, EPE rolled out a series of seminars aimed at senior executives from Latin America. In 36 hours of instruction divided among three modules, the executives delved into topics such as managing in an uncertain and changing environment, strategic decision making and competitiveness, and building a strong organizational culture. Discussions touched on every aspect of the business, from ethics to leadership.

Beckman Coulter turned to the college to develop a 70-hour certificate program designed for their entry-level, recently promoted or new managers. The program included presentations from the college's

international faculty as well as industry experts. One objective was to help individuals develop their skills and use them to strengthen the company. The program included pre-work, assessments, interactive presentations, experiential activities, case studies and work projects.

The Novartis AMP, a five-week mini-MBA developed by the college in conjunction with Novartis and leading universities in Latin America, concluded this year. It brought together individuals in the company's Latin American operations with demonstrated performance strengths and growth potential, while showcasing the college's ability to forge a consortium of experts to deliver a regional program.



#### CENTER FOR INTERNATIONAL BUSINESS EDUCATION AND RESEARCH

FIU's Center for International Business Education and Research (CIBER) was one of 33 U.S. CIBERs to receive a major grant from the U.S. Department of Education in 2010. Established in 1995 as Florida's first CIBER, its new four-year grant—the largest awarded to Florida's three CIBERs—will yield \$390,800 per year, an annual increase of \$50,000 over the previous funding cycle. In the grant proposal, FIU-CIBER described 53 specific programs it would undertake.

Also, FIU-CIBER named 10 research associates from the business school. They received cash awards based on their work on international research questions.



#### **CENTER FOR LEADERSHIP**

Since joining the business school on July 1, 2009, the Center for Leadership has organized a number of programs, including an innovative Principals Leadership Development Program. The inaugural class of 30 public school principals attended the intense weeklong program, a collaboration between the center and Miami-Dade County Public Schools, with the generous support of the John S. and James L. Knight Foundation. Participants learned proven business practices and how to incorporate FIU's groundbreaking leadership research in their work with students, teachers and staff. Sessions thoroughly explored methods used by successful CEOs.

#### JOYCE J. ELAM.

executive dean, presented key results from the 2010 Florida's WOMAN-LED BUSINESSES study, the fifth of its kind conducted by the Center for Leadership. A luncheon honored top women leaders from for-profit companies, not-for-profits and organizations statewide.

# THE EUGENIO PINO AND FAMILY GLOBAL ENTREPRENEURSHIP CENTER

The Pino Center launched the Global Innovative Ventures Knowledge Base (GIVe KB), which serves as a clearinghouse to match promising, entrepreneurial, innovative companies from South Florida to those firms in Latin America that seek to grow their product portfolio through co-venturing. The center also started the iEntrepreneurship Lab project as a way for graduate students to receive hands-on experience in the due-diligence process via training from New World Angels, a group of private investors that provides equity capital to early-stage companies in South Florida.

# JEROME BAIN REAL ESTATE INSTITUTE

The institute, along with the Real Estate Student
Association—which it supports—sponsored several major
events including "uCREW at FIU," an interactive seminar
offered in conjunction with Commercial Real Estate Women
(CREW) Miami and Bank of America. The institute hosted
the Florida State Attorney General's Foreclosure Workshop,
affording almost 400 area residents with mortgage issues
the chance to meet with volunteer attorneys and mortgage
loan servicers. And the newly revitalized Real Estate Alumni
Affinity Council, along with the local chapter of the Realtors
Commercial Alliance of Greater Miami and the Beaches,
hosted more than 120 alumni, students and real estate
professionals for a panel discussion and networking event.

# RYDER CENTER FOR SUPPLY CHAIN MANAGEMENT

The Third Annual Green Supply Chain Forum, organized by the Ryder Center and hosted by FIU, invited experts in industry and government to help firms determine ways to quantify their green efforts. Through panel discussions, case studies and small group workshops, the 100+ attendees gained peer advice and made connections at networking events. Ryder, UPS, SAP, HP and Universidad Diego Portales sponsored the event. The center also held an intensive Executive Seminar in Supply Chain Management, delivered two webinars on green procurement and reintroduced the undergraduate track in supply chain management.



FIU President Emeritus MODESTO A. MAIDIQUE chats with NANCY BORKOWSKI and GLORIA DECKARD. All three JOINED THE BUSINESS SCHOOL FACULTY this year:

Maidique as professor and Alvah H. Chapman Jr. Eminent Scholar Chair in Leadership in the Department of Management and International Business; Borkowski as director of the new Healthcare MBA program and clinical associate professor in the Department of Decision Sciences and Information Systems; and Deckard as an associate professor in the Department of Decision Sciences and Information Systems.

The college was included in the UNIVERSITY OF TEXAS AT DALLAS (UTD) "Top 100 World Rankings of Business Schools Based on Research Contribution 2005-2009" in the area of accounting. The UTD School of Management uses a database to track publications in 24 leading business journals.

# TWO FACULTY MEMBERS ASSUME NEW LEADERSHIP ROLES.

Mary Ann Von Glinow, professor and Knight Ridder Eminent Scholar Chair in International Management, was inaugurated as president of the Academy of International Business (AIB), the leading association of international business scholars and specialists with more than 3,400 members in 84 countries. The only person to have been elected president of both the Academy of Management and AIB, she is an award-winning researcher; has authored more than 100 journal articles and eleven books; sits on 11 editorial review boards and numerous international panels; and directs FIU's Center for International Business Education and Research (CIBER).

Ruth Ann McEwen was named director of the School of Accounting. Previously, she was the associate dean, dean of accreditation and administration, and professor of accounting for the Sawyer Business School at Suffolk University in Boston. A certified public accountant who received her PhD in accounting from the Georgia Institute of Technology, she has taught graduate courses for more than 20 years and her articles have been widely published in premier journals.

Provost and executive vice president Douglas Wartzok,
President Mark B. Rosenberg, **DONALD ROOMES**,
Board of Trustees Chair Albert E. Dotson Sr.
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Mary Ann Von Glinow



**Ruth Ann McEwen** 

# RESEARCH, ADVISING AND TEACHING EXCELLENCE REWARDED.

Two colleagues in the Department of Marketing—Peter Dickson, professor, Ryder Eminent Scholar Chair in Logistics Management, and Walfried Lassar, Ryder Professor and director, Ryder Center for Supply Chain Management and department chair—won the 2009-2010 Marvin Jolson Award for the "Best Contribution to Selling and Sales Management Practice in the *Journal of Personal Selling and Sales Management*." Titled "The Pursuit of Excellence in Process Thinking and Customer Relationship Management," the paper was co-authored with Gary Hunter and Samit Chakravorti (PhD '06).

Kauffman Grants were awarded to two business faculty members to support their research: Aya S. Chacar, associate professor, Management and International Business, for her submission: "The Impact of Managerial Human and Social Capital on Entrepreneurial Firms' Performance in Complex International Environments"; and Weidong Xia, associate professor, Decision Sciences and Information Systems, for "Designing FIU GIVe Knowledge Base and Profiling Top Innovation Ventures in Emerging Markets."

Donald Roomes, Department of Management and International Business, and Laureano Martinez, Department of Finance and Real Estate, were recognized at the annual Faculty Convocation. Roomes, director of the college's BBA+ programs for fifteen years, was the sole recipient of an award for advising. Martinez, a leader in the banking industry for more than three decades, was one of three adjunct faculty members to receive an award for excellence in teaching.



#### SEMINARS DEEPEN CONNECTIONS **AMONG COLLEAGUES.**

#### Sessions showcase leading researchers.

The college hosted more than a dozen seminars featuring well known professors and journal editors from outside the university—sometimes from outside the country. Scholars shared their research with FIU faculty, doctoral students and guests from other universities. The presentations are designed to enable the college's faculty and students to see useful research directions that can further refine their work and to provide an informal arena for exchanges. Among the guests were faculty members from University of Southern California, University of Notre Dame, Columbia University, University of Pennsylvania Wharton School, Vienna University of Economics and Business and editors of two premier journals in finance. The departments also held seminars at which faculty members and doctoral students presented their work, both finished articles and those in progress.



# FACULTY PREMIER JOURNAL PUBLICATIONS

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C. J. Resick, D. S. Whitman, S. M. Weingarden and Nathan J. Hiller, "The Bright-Side and the Dark-Side of CEO Personality: Examining Core Self-Evaluations, Narcissism, Transformational Leadership and Strategic Influence," Journal of Applied Psychology, 94.6 (December 2009) 1365-1381.

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L. Lopez, Sumit K. Kundu and L. Ciravegna, "Born Global or Born Regional: Evidence from an Exploratory Study in the Costa Rican Software Industry." Journal of International Business Studies, 40.7 (September 2009) 1228-1238.

Edward R. Lawrence, J. Geppert and Arun J. Prakash, "The Empirical Investigation of Campbell Cochrane Habit Utility Model." Journal of Business, Finance and Accounting, 36.5 (July 2009) 774-791.

K. Franceschi, Ronald M. Lee, Steve Zanakis and D. Hinds, "Engaging Group E-Learning in Virtual Worlds," Journal of MIS, 26.1 (Summer 2009) 75-103.

Stephen W. Lin, B. Wang and N. Strong, "Share Repurchases, Clustering Problem and Free Cash Flow Hypothesis," Financial Management, 38.3 (Autumn 2009) 487-505.

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R. A. DeFusco, Suchismita Mishra and Kannan Raghunandan, "Changes in the Information Efficiency of Stock Prices: Additional Evidence." Financial Review. 45.1 (February 2010) 153-165.

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Anthony D. Miyazaki, "Perceived Ethicality of Insurance Claim Fraud: Do Higher Deductibles Lead to Lower Ethical Standards?," Journal of Business Ethics, 87.0 (July 2009) 589-598.

Anthony D. Miyazaki, A. Stanaland and M. O. Lwin, "Self-Regulatory Safeguards and the Online Privacy of Preteen Children: Implications for the Advertising Industry," Journal of Advertising, 38.0 (Winter 2009) 79-91.

D. Chen, S. Park and William Newburry, "Parent Contribution and Organizational Control in International Joint Ventures," Strategic Management Journal, 30.11 (November 2009) 1133-1156.

T. Vermeer, Kannan Raghunandan and D. Forgione, "Audit Fees at U.S. Non-profit Organizations," Auditing: A Journal of Practice and Theory, 28.2 (November 2009) 289-303.

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John Tsalikis and Walfried M. Lassar, "Consumer Perceptions of Business Ethical Behavior in Two Muslim Countries." Journal of Business Ethics, 89.1 (September 2009) 91-98.

#### **FACULTY BOOKS**

2009-2010

Irma Becerra-Fernandez and R. Sabherwal. Business Intelligence: Practices, Technologies, & Management, Edition No. 1, (Hoboken, NY: Wilev. 2010).

Nancy Borkowski, Organizational Behavior, Theory and Design in Health Care, Edition No. 1, (Sudbury, MA: Jones and Bartlett Publishers.

G. Ronald Gilbert, Leaders of Teams, Edition No. 9. (Port St. Lucie, FL: GEMS of Florida, 2009).

Juan I. Sanchez (as a member of the Panel to Review the Occupational Information Network). A Database for a Changing Economy. Review of the Occupational Information Network, Edition No. 1, (Washington D.C.: The National Academies Press. 2010).

Andrew P. Yap, Fundamentals of International Business (Instructor's Manual), Edition No. 2, (Bronxville, New York: Wessex Publishing, 2009).

FROM 27 DIFFERENT

#### DEPARTMENT CHAIRS

**Christos Koulamas Decision Sciences and** Information Systems

**Chun-Hao Chang** Finance and Real Estate

K. Galen Kroeck Management and International Business

**Walfried Lassar** Marketing

**Sharon Lassar** School of Accounting

#### **EMINENT SCHOLAR CHAIRS AND ENDOWED PROFESSORSHIPS**

#### Joyce J. Elam

James L. Knight Eminent Scholar Chair in Management Information Systems

#### Jose de la Torre

Scholar Chair in Strategic Development

Ryder Eminent Scholar Chair in Logistics Management

#### **Christos Koulamas**

Ryder Eminent Scholar Chair in

#### Walfried M. Lassar

#### Modesto A. Maidique

Alvah H. Chapman Jr. Eminent Scholar Chair in Leadership

#### **Paul Miniard**

Ingersoll-Rand Professor in International Business

Knight Ridder JK Batten Eminent

#### **Peter Dickson**

Management Information Systems

Ryder Professor

Knight Ridder Eminent Scholar Chair in Global Marketing

#### Ali Parhizgari

#### Kannan Raghunandan

Ryder Eminent Scholar Chair in **Business Leadership** 

#### Juan I. Sanchez

Knight Ridder Byron Harless Eminent Scholar Chair in Management

#### **Krishnamurthy Surysekar**

Morrison, Brown, Argiz & Farra, LLP Professor

#### Kim Taylor

Macy's Retailing Professor

#### John Tsalikis

**BMI Professor** 

#### **Mary Ann Von Glinow**

Knight Ridder Eminent Scholar Chair in International Management

#### **Clark Wheatley**

SunTrust Professor

#### John S. Zdanowicz

Florida International Bankers Association Professor in Finance

#### **KNIGHT RIDDER CENTER RESEARCH FELLOWS**

#### **Decision Sciences and Information Systems Department**

Sushil K. Gupta George J. Kyparisis Dasaratha V. Rama

#### **Finance and Real Estate** Department

Robert T. Daigler William G. Hardin Suchismita Mishra Arun J. Prakash

#### **Management and International Business Department**

Sumit K. Kundu William Newburry

#### **Marketing Department**

Anthony D. Miyazaki Bruce Seaton

#### **School of Accounting**

Stephen W. Lin Divesh Sharma



# WERTHEIM LECTURERS SHARE DIVERSE PERSPECTIVES.

In addition to Gustavo A. Cisneros' lecture, Doug Gallagher (MSM '74) shared the secret of his entrepreneurial success, most recently through his vineyard in Napa Valley and his wine brand, Soñador.

Also Patrick F. Kennedy, U.S. State Department's Under Secretary of State for Management, spoke about "Good Governance: Opportunities for Business and Management in Foreign Affairs."

The Herbert A. Wertheim Lecture Series has brought distinguished speakers and experts in business leadership and entrepreneurship to FIU since 1993.

# ENTREPRENEURSHIP HALL OF FAME SPOTLIGHTS INNOVATORS.

Carlos Duart (MST '99, BACC '94) and Mariano de Socarraz (BBA '89) were the 2010 inductees to the college's Entrepreneurship Hall of Fame. Duart, president and chief executive officer of Metric Engineering, Inc., received the "Builder Award"; de Socarraz, founder and chief executive officer of CorePlus, LLC, was recognized with the "Founder Award"; and Baptist Health South Florida was named "Entrepreneurial Company of the Year," with Brian Keeley, president and chief executive officer, accepting the award on behalf of the company.

# THE MIAMI HERALD BUSINESS PLAN CHALLENGE WINNERS HONORED.

The winners of *The Miami Herald* Business Plan Challenge, presented by the Eugenio Pino Global Entrepreneurship Center, were announced at the Hall of Fame ceremony. For the first time in 2010, the Challenge featured a separate track exclusively for FIU students, faculty, alumni and staff. First place went to TruCycle, an organic waste, composting and consulting business; second place was awarded to Ecode, an online green-building resource; and third place went to Coaches in Your Corner, an email-based professional coaching service offered by the business school's director of advancement, alumni and corporate relations Monique Catoggio (EMBA '03) and her mother.





Thinh Tran, Baptist Health chief quality officer; Ana Lopez-Blazquez, Baptist Health Enterprises chief executive officer; Brian Keeley; **JOYCE J. ELAM**; and Javier Hernandez Lichtl, CEO, West Kendall Baptist Hospital



#### MENTORING PROGRAM KEEPS CURRENT AND FUTURE ALUMNI IN CLOSE TOUCH.

A mentoring program, under the guidance of the Dean's Alumni Circle, kicked off with an orientation session that brought together 14 students and 14 mentors from the college's alumni and the local business community. Monthly meetings or phone calls keep the pairs in touch as they jointly work to meet the goals outlined in each mentoring action plan. The mentors focus on helping enhance their mentee's learning experience by providing exposure to industry-specific, real-world business experience. They also offer much-needed support to students who may be at risk of dropping out or extending their degree programs. Luisa Mendoza-Chavez (BS '05) and Gloria Romero Roses (BBA '92) co-chair the mentoring program committee.

# SWITCHBOARD OF MIAMI PROJECT ESTABLISHES MULTIPLE CONNECTIONS.

For more than 40 years, Switchboard of Miami has provided hotline and peer counseling services to the local area. A rebranding project for the organization has brought together members of the American Marketing Association (AMA) collegiate chapter; members of the board of directors of Switchboard of Miami; and the Alumni Circle's action and service learning committee—co-chaired by Sheila Shedd (EMBA '09) and Martin Cerda (BBA '86), who sits on Switchboard's board. The students wrote and presented a marketing proposal designed to aid Switchboard in restructuring its financial and brand development, then proposed a multi-prong marketing campaign that includes advertising, technology and social networking components to help spread the word through the community about Switchboard's services.

Fourteen new relationships locked into place at the kickoff of the MENTORING PROGRAM organized by the DEAN'S ALUMNI CIRCLE.

# Nearly 37,000 alumni provide a vast network of successful professionals in more than 80 countries.

#### **GLENN RUFRANO**

Glenn Rufrano (MS Real Estate '74) was appointed president and CEO of Cushman & Wakefield Inc., the world's largest privately held real estate services firm. An important supporter of the college, he has given a prestigious Herbert A. Wertheim Lecture and is an inductee of the college's Entrepreneurship Hall of Fame in the "Builder" category, which honors individuals who have taken an existing business to a new level.

#### **SILKA GONZALEZ**

Silka Gonzalez (MACC '05), president and founder of Enterprise Risk Management—a boutique IT consulting firm specializing in information security—was named one of *South Florida Business Journal*'s Influential Business Women of 2009. A member of the Dean's Council, she recently partnered with a professor to design an IT audit case study, presented lectures in the course and provided ongoing guidance to the students to help prepare them for their careers.

#### **MANLIO VALDES**

Manlio Valdes (MBA '01) was promoted to president of EMEIA (Europe, Middle East, India & Africa) for Ingersoll Rand Climate Solutions. "The business world has become global, and FIU understands that. Our class formed a very nice bond, and we stay in touch after almost ten years. One classmate even sends out emails for everyone's birthday so we can all celebrate from a distance."

#### **JUAN FERREIRA**

Juan Ferreira (MBA '01) serves as vice president, Europe, Middle East & Africa for Monsanto. "FIU gave me a forum where I could exchange ideas, experiences and challenges with a very talented group of individuals from varied backgrounds. I learned to value other people's perspectives, and every time I'm in Miami, I get together with as many classmates as I can."



Glenn Rufrano



Silka Gonzalez



Manlio Valdes



Juan Ferreira



#### **SCHOLARSHIPS**

#### AccuBanker Scholarship

Yirama Medina

#### ANGELINA PEREZ MEMORIAL SCHOLARSHIP

Juan Duarte

## ASSURANT SCHOLARSHIP

Andres Urrutia Marina Gushchina Patricia Sime Lanen Kelly Dobert

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#### BANK OF AMERICA ETHICS BUSINESS SCHOLARSHIP

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#### BRIAN FRASIER MEMORIAL SCHOLARSHIP

Rodrick Wilton

#### CATERPILLAR EXCELLENCE SCHOLARSHIP

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# CBA GENERAL SCHOLARSHIP

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# CUBAN AMERICAN CPAS SCHOLARSHIP

Jacklyn Vazquez Anabel de la Rosa Vanessa Mainero

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#### DELOITTE SCHOLARSHIP

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# FRANK R. MACNEILL SCHOLARSHIP

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#### REGIONS BANK ETHICS BUSINESS SCHOLARSHIP

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#### TARGET CASE COMPETITION SCHOLARSHIP

Erika Santiago Lynnette Marte Simone Worsdale Laura Dettinger

#### Vogel Marketing Scholarship

Emory Pinto

#### WACHOVIA BANK ETHICS BUSINESS SCHOLARSHIP

Sasha Maldonado

# WILLIAM G. McGowan Scholarship

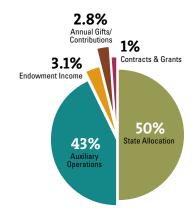
Jasmine Kannikal

#### ROLL OF HONOR

#### Donor contributions July 1, 1994 - June 30, 2010

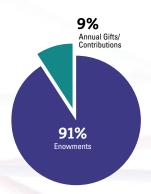
#### **FUNDING SOURCES 2009-2010**

\$45,434,712 Total



#### FOUNDATION BALANCES June 30, 2010

\$23,508,422 Total



#### \$1,000,000+

Bank of America Century Partners Group Betty B. and Alvah H.\* Chapman Jr. Ewing Marion Kauffman Foundation John S. and James L. Knight Foundation

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\* Deceased

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Miriam Macedo

Felipe Medina and

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