

# The Gabelli School at a Glance

# Welcome!

Today we will discuss:

- Goals of the Gabelli School
- Team who will support you
- Core Curriculum Basics
- Programmatic Opportunities
- Personal and Professional Development

# Goal: Develop business leaders

The Gabelli School of Business program is designed specifically to cultivate business **leaders**.

A business leader is someone who can:

- Be an innovative critical thinker
- Analyze a situation quickly and effectively
- Find original solutions to problems
- Work well in teams
- Handle “strategic ambiguity”
- Clearly communicate ideas in a way that will inspire others
- Lead with Purpose
  - Corporate social responsibility
  - Public service, local and international
  - Volunteerism
  - Support for current students and fellow alumni

# Four main areas of focus

We hold ourselves each year to raising the bar ever higher in four areas:

- Academic excellence
- Global perspective
- Student personal and professional development
- Innovation and excellence in teaching

# Leadership



**Donna Rapaccioli**  
Dean

Ph.D., M.S., Accounting  
New York University

B.S., Accounting  
Fordham University

Also serves as Dean of Faculty for both undergraduate and graduate business schools at Fordham



**Harry Kavros**  
Associate Academic Dean

Ph.D., English  
University of California, Berkeley

B.A., English  
Haverford College

Responsible for ensuring that the Gabelli program educates students in both business and liberal arts

# Academic Advisors



**Greer Jason-DiBartolo**

**Freshmen**



**Hanaa Fawzy**

**Sophomores**



**Gabriella Brown**

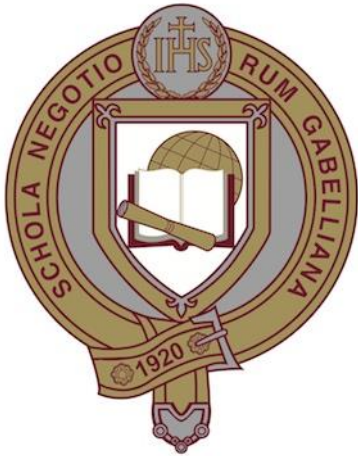
**Juniors**



**Mario DiFiore**

**Seniors**

- Different advisor and advising structure each year
- Help with: registration, course selection, grades, academic planning, absences, etc.
- Freshman year:
  - Mandatory advising meetings, 4-5x per semester, grade P/F
  - Individual meetings with Dean Jason as needed
  - Required meetings if GPA <2.0 at midterm or end of term
  - Advising Assistants: Upperclass students provide advice & mentoring



Academic  
Excellence

# Our academic center: Hughes Hall

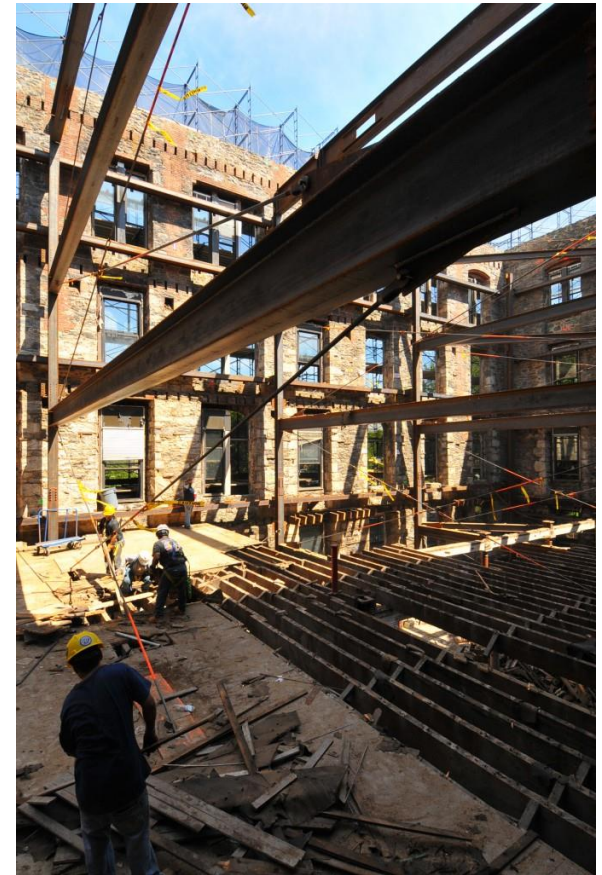
The recent renovation left the building's external shell intact but replaced the interior with a state-of-the-art business learning environment.

## Selected features

- Smart technology-equipped classrooms
- State-of-the-art Information and Media Technology Center (the Trading Room)
- 144-seat auditorium
- Space for classes, networking events and special learning exercises
- Multiple common areas and conference rooms
- Business faculty offices in one cohesive location



# Hughes Hall



# Gabelli at a glance: Class of 2018

**Freshman class enrollment: 466**

**Average SAT score: 1278\***

**International students: 10%**

**Countries represented:**

Brazil

Canada

China

India

Indonesia

Japan

Kuwait

Monaco

Philippines

Singapore

Spain

Thailand

Turkey

United Arab Emirates

\*Average SAT and equivalent ACT score

# Graduation Requirements

- 40 Classes, each at least 3 credits
- 120 Credits
  - Note: Students intending for CPA need 150 credits
- 5 classes/15 credits per semester
- Course Structure:
  - Dual Core Curriculum
    - Liberal Arts Core
    - Integrated Business Core
  - Major/Concentration Classes
  - Electives
- Coming with Credits?
  - AP Credits
    - Need 4 or 5 on AP exam to receive credit
      - May place out of Calculus, Microeconomics, Macroeconomics
      - All other courses will fulfill liberal arts elective requirements
  - College Credit
    - Must have been on a college campus, taught by a college professor, with other college students, and with a minimum grade requirement to be considered
    - May not have been used towards high school graduation requirements or as part of a high school program
  - IB and A-Level also accepted
    - Higher Level Courses required

# Degrees and majors

**Degree awarded:** Bachelor of Science

## **Majors:**

- Applied Accounting and Finance
- Accounting Information Systems
- Business Administration
- Finance
- Information Systems
- Marketing
- Public Accounting
- Business Administration, with a concentration in:
  - Accounting
  - Business Economics
  - Entrepreneurship
  - Finance
  - Information and Communications Systems
  - Marketing
  - Management

**Students choose a major in spring Sophomore year.**

# Minors and Secondary Concentrations

## Minors:

- Gabelli School of Business
  - Accounting
  - Economics
  - Law & Ethics
- Fordham College at Rose Hill
  - Multiple Options
  - Foreign Language often selected
- Joint College
  - Sustainability

## Secondary Concentrations: \*Formerly Known as Specializations

- Communications and Media Management
- International Business (GLOBE)
- Sports Business
- Alternative Investments
- Value Investing

# Why two core curricula?

**We believe business students must have a solid grounding in the liberal arts to be successful business leaders.**

**This includes:**

- Familiarity with great philosophical thinkers
- Understanding of history and historical context
- Coursework in theology
- Writing and presentation skills
- Ability to think critically and break down complex problems

# Liberal Arts Core Requirements

<b>Economics:</b>	Basic Macroeconomics Basic Microeconomics Statistics I
<b>English:</b>	Composition II Text & Context: Advanced English course
<b>Fine Arts:</b>	One choice among several Fine Arts courses
<b>History:</b>	One “Understanding Historical Change” course
<b>Mathematics:</b>	Math for Business: Finite Math for Business: Calculus
<b>Philosophy:</b>	Philosophy of Human Nature Philosophical Ethics
<b>Theology:</b>	Faith and Critical Reasoning Sacred Texts: Advanced Theology course



# The Integrated Business Core

## Business Core Curriculum Requirements

- Ground Floor \*\*Only FR course
- Financial Accounting
- Managerial Accounting
- Marketing Principles
- Information Systems
- Business Communication
- Strategy
- Principles of Management
- Statistical Decision Making
- Legal Frameworks of Business
- Ethics in Business
- Financial Management
- Integrated Projects (4)

## Each course incorporates 12 “threads”:

- Analytical skills
- Career planning
- Discernment/self-awareness
- Entrepreneurial thinking
- Ethics
- Global perspective
- Integrated business thought
- Leadership
- Presentation skills
- Teamwork
- Technology
- Writing/literacy

**Most Core Classes are taken Cohort-Style**



# Typical Freshman Year Schedule

Students will be registered by the University for freshman fall courses; they will be notified via Fordham email when schedules are available just a few days prior to Orientation. Gabelli freshmen will take one of these courses first semester and one second semester:

- **Ground Floor\* & Composition II\*** (one fall & one spring semester; no particular order)
  - Exception: Students who need ESL or Composition I will take ESL or Composition I in fall and BOTH Ground Floor and Composition I or II in spring
- **Basic Macroeconomics\* & Basic Microeconomics\*** (one fall & one spring semester; no particular order)
- **Math for Business: Finite\* & Math for Business: Calculus\*** (usually Finite fall and Calculus spring)
  - Exception: Students who need Pre-Calculus will take Pre-Calc in fall & Math for Business: Finite in spring; Calculus suggested in summer, required by Sophomore year if Pre-Calc taken
- **History** (preferences noted on registration survey; usually fall) & **Statistics I\*** (usually spring)
- **Philosophy of Human Nature & Theology: Faith and Critical Reasoning** (one fall & one spring semester; no particular order)
- **Additional Course Options Freshman Year** (may move Phil, Theo, or Hist to later term):
  - Upper level Liberal Arts Requirement (Advanced English, Theology, or Philosophy)
  - Liberal Arts Elective
    - Foreign Language (optional for Gabelli, required for International Business, indicate on survey)
    - Potential start to a liberal art minor
  - Fine Art (recommend do not take freshman year if intend to study abroad)

**\*REQUIRED COURSE PRIOR TO SOPHOMORE YEAR INTEGRATED BUSINESS CURRICULUM**

# The Ground Floor

## About the course:

- Introduces fundamentals of accounting, finance, marketing, etc.
- Students work in teams to propose a business of their own creation
- Assignments are graded twice: once by a business professor to assess a student's grasp of business fundamentals, and then again by an English professor to evaluate writing mechanics, composition and style

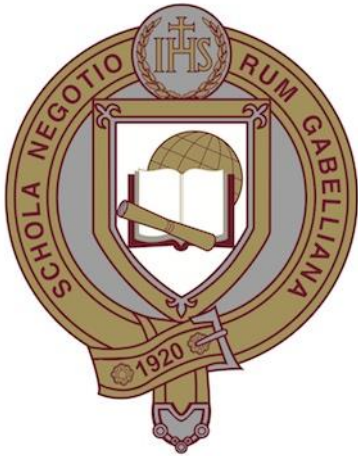
## Course goals:

- Understanding of all business disciplines
- Development of writing, oral presentation, and critical thinking skills
- Practice working in teams
- Learning to think “entrepreneurially”
- Familiarity with Fordham and New York City, via assignments that require students to explore the local area

# Academic Support Options

**A number of departments and services are available to aid students in their transition from high school to college:**

- Tutoring Centers
  - Writing Center
  - Economics Help Room
  - Math Help Room
  - Gabelli Study Center
  - Martyrs' Court Jogues Manresa Program tutors
- Individual Departmental Tutoring
- Office of Disability Services
  - Accommodations for students with disabilities
  - Academic coaching for all students
- Counseling & Psychological Services and Campus Ministry
  - Assistance for students having difficulty adjusting to college
- Individual Advising Appointments with Gabelli Deans and Staff
- Professor Office Hours



# Frequently Accessed Programmatic Opportunities

# What is a “global opportunity”?

## At Fordham, these can happen ...

### In New York:

- Global aspect to all Gabelli coursework
- Internships at Manhattan and NY offices of multinational firms
- Opportunities at governmental and nongovernmental organizations with international reach (United Nations, NYSE/Euronext, etc.)

### Abroad:

- Full semesters abroad (fall, spring, summer)
  - Gabelli London Centre (fall, spring, and summer)
  - Partnerships with other colleges and universities across the globe
- International study tours (one week or two weeks)
- Internships in other countries

# International Business (G.L.O.B.E.) program

## Gabelli's international secondary concentration

- Students select a country of focus
- Three required courses: two global business, one cultural studies
- Language proficiency, second intermediate level
  - Only Gabelli program requiring foreign language study
- Must study abroad or complete a globally focused internship

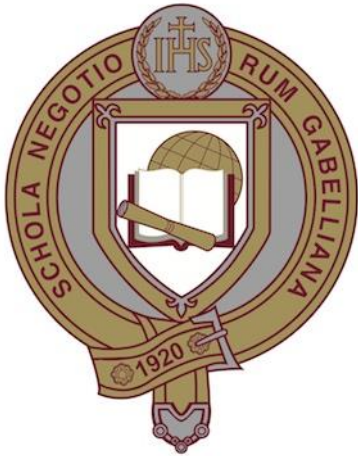
# Dual-degree programs

## About the programs

- High-achieving students earn a bachelor's and master's degree in 5 years total
- Undergraduate Gabelli experience remains the same
- After earning the B.S. degree, students move on to Fordham's Graduate School of Business administration for an M.B.A. or M.S.
- Multiple combinations of degrees and majors/concentrations are available

## Requirements for students

- Application in junior or senior year
- Strong grades in business and liberal arts courses
- High score on GMAT
- Internship experience
- Commitment to active involvement in student life (campus activities, professional societies, extracurricular pursuits)



# Personal and Professional Development



# A commitment to students that goes beyond academics

## Four-year personal and professional development track:

### Personal development:

- Self-discovery and self-awareness
- Character building / values education
  - Cura Personalis: Care for the whole person
  - Homines pro aliis: Men and Women for and with others
  - Unity of Heart and Mind: Connecting the intellect with values
  - Magis: Constantly striving to do better

### Professional development:

- Career-search skills
- Networking and mentoring opportunities
- The Fordham alumni network

# Personal development: IGNITE

**This four-year framework is incorporated into all out-of-classroom Gabelli initiatives. It aims to guide students to discover their strengths, weaknesses and preferences, increasing their overall self-awareness in a way that will last.**

Programs, events, activities, and advising sessions encourage students to...

- Cultivate a sense of exploration
- Engage in reflective thinking
- Practice ethical decision-making
- Reinforce the themes of a Fordham education:
  - Intellectual excellence
  - Respect for others
  - Appreciation of diversity
  - Moral leadership
- Goals each year of study:
  - Freshmen: Self-Awareness
  - Sophomores: Ingenuity
  - Juniors: Passion
  - Seniors: Heroism

# Personal development: Service

**Gabelli School of Business students learn the importance of being “men and women for and with others.”**

They demonstrate this principle by volunteering through dozens of Fordham University social justice and community service programs, including:

Freshman Year:

- Urban Plunge
- Service Learning
- Multiple Justice Opportunities

Later Years:

- Fair Trade Consulting Program
- NYC Consulting Program
- Global Outreach

# Professional development: Doesn't career services do that?

Yes, but we supplement the university's offerings in a way designed specifically to advance the careers of business students.

Director of Personal and Professional Development

## Oversees:

- Employer relationship building
- Career discovery events
- On-campus gatherings with executives
- Small group student/alumni networking dinners
- Interview practice sessions
- ... and much more.

# Sector mentors:

## Accounting, Finance, Marketing

**Tara Naughton**

**Accounting**

**Example program:**

Working directly with highly motivated students in organizations such as Beta Alpha Psi, Smart Woman Securities and ALPFA to advance their career objectives.

**Lisa Henkoff &  
Stephanie Gianakis**

**Finance**

**Example program:**

One-on-one meetings with sophomore, junior and senior finance majors, followed by personal advocacy on students' behalf with known recruiters at firms.

**Gina Hill Lobasso**

**Marketing**

**Example program:**

Marketing practitioner sessions where students meet executives and recruiters by helping them problem-solve an actual challenge faced by the company.

All three sector mentors provide:

- Career coaching: résumé writing, interviewing
- Discipline specific events and conferences
- Networking opportunities with industry professionals

# Where do students and alumni work?

## A few examples from among hundreds of organizations:

ABC TV

Ernst & Young

Michael Kors

Bank of America

GE

MTV

Barclays Bank

Goldman Sachs

New York Yankees

BBDO

IBM

PepsiCo

Citigroup

JPMorgan Chase

PwC

Credit Suisse

KPMG

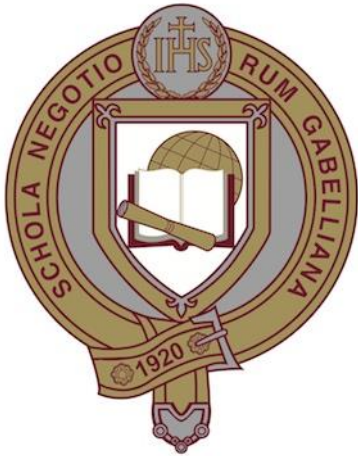
Tiffany & Co.

Deloitte

McCann Erickson

## On Campus Recruiting

- Fordham has ties with **2,600+ firms**
- U.S. News & World Report ranks Fordham **5th nationwide** in universities producing the most interns
- Average 2013 Gabelli School of Business starting salary: **\$56,725**



# Frequently Asked Questions

# What are answers to frequent questions?

What are some important orientation dates?

- The first day of the three day mandatory orientation is Sunday, August 31<sup>st</sup> for both commuters and residents.
- Monday, September 1<sup>st</sup> is Academic Orientation.
- The first day of classes is Wednesday, September 3<sup>rd</sup>.

How can I stay connected to the Gabelli School, both before arrival and after I start classes?

- Read your summer book!
- Gabelli Class of 2018 Facebook Page, launched in July
- [www.fordham.edu/gsb](http://www.fordham.edu/gsb)
- [www.gabelliconnect.com](http://www.gabelliconnect.com)
- [www.twitter.com/fordhamgsb](http://www.twitter.com/fordhamgsb)
- Free WSJ access\*\*

\*\*Will receive access after arrival



# What are answers to frequent questions?

I'm not in Gabelli, but I would like to be/am supposed to be?

- Contact the Office of Admission, specifically, the person listed on your letter of acceptance.

When should I buy my books?

- After the semester begins, you will receive a syllabus from each professor. At that time you will know what books to purchase. If you buy online, be sure they will arrive quickly! You also have the option of ordering books online from the Fordham bookstore when you get access to your schedule a few days prior to orientation and picking them up pre-packaged upon arrival.

Should I buy a computer? If so, what kind should I get?

- This is a personal choice. If you do choose to buy a computer, we recommend that you follow the Gabelli guidelines outlined in the Technology policy mailed to your Fordham email account earlier this summer. If not, there are plenty of computer labs on campus.