**The Gabelli School of Business:**

**A Vision for a Unified Business School**

**Defined by Academic Excellence at all Levels, Undergraduate and Graduate**

**One Name. One School. One Goal.**

**Building a Better World through Business.**

In the 21st century, business is said to travel at the speed of thought. Driven by technology, commerce changes daily to yield new opportunities. At the same time, business is being challenged in entirely new ways, facing decisions that have a profoundly human impact. While recent advances have the capacity to disrupt and transform, they can also create societal chasms on an unprecedented scale—chasms that are even more pronounced when the community in question spans the globe. The time has come for a business school to prepare leaders who embrace the bold possibility that business can build a better world.

Building on our core principles of business education, a unified Gabelli School of Business will prepare students at all levels to become the compassionate business leaders our world needs. The school will harness a single brand, the efficiencies of combined leadership and resources, the unparalleled year-round internship and business immersion opportunities of New York City, and the engagement of empowered faculty, students and alumni. Using all these strengths, the school will move into the top 25 for business education nationally (a goal that itself requires global benchmarking, partnerships and reach) and into the international top 25 as well.

Together, we will embrace this challenge by building on signature strengths of Fordham business education that stem from the University’s Jesuit mission, including:

* A core curriculum that blends business and liberal arts courses to foster communication skills, sound moral and ethical judgment, a humanist perspective, and a sophisticated sense of how to handle ambiguous business situations that arise in a global society.
* A student-focused approach at all levels that incorporates personal and professional development so that students learn to assess their own strengths and leadership styles.
* Applied learning programs that reflect real-world situations but provide students with support and constructive feedback.
* Exceptional programs including the Executive MBA (or EMBA), the Master of Science in Quantitative Finance, the Global Business Honors Program, the undergraduate value investing curriculum, and programs in the financial services area.
* The understanding that “international business” is all business, and that students must be equipped with an outlook and competencies that transcend national boundaries.

**Power of a Single Brand: One Name.** Unification of the undergraduate and graduate programs under a single Gabelli School of Business umbrella will help Fordham become a business education leader that has a distinctive philosophy and market niche.

* Consistent branding, marketing and communications will build a strong message.
* Improved name recognition will make Fordham more competitive in the recruitment of high-quality students and faculty.
* A stronger business school reputation will benefit Fordham University as a whole.

**Efficiencies of Unification: One School.** A dedicated, state-of-the art facility at Lincoln Center will bring together business students from the undergraduate through doctoral levels under one roof in the heart of Manhattan. Complementing the Gabelli School’s home at Hughes Hall on the Rose Hill campus, the Lincoln Center facility will leverage a highly visible and desirable Midtown location for students, faculty and alumni.

* Consolidation and expansion will pave the way for partnerships with New York-based multinational businesses.
* Alumni will be rallied around one school and one cause, setting the stage for increased engagement and giving.
* Unified administration and support services will strengthen organizational sustainability.
* Space for hosting global conferences and industry gatherings.

**Primacy of Intellectual Excellence: One Goal.** The value of membership in the Fordham business community—as a faculty member, student or alumnus—will rise as the Gabelli School earns new respect for faculty achievement and academic excellence. Fordham’s academic approach, across the graduate and undergraduate levels, will stress three elements: interdisciplinary thinking, a global mindset, and applied learning. Initiatives will include:

* A nationally distinguished MBA program, revamped to give new attention to applied learning, leadership skills, and purpose-driven business. Students will hone their business skills by completing a social entrepreneurship project and a consulting project for a New York-area company, and will develop their personal leadership styles through role-playing and self-assessments. A course titled Markets, Business and Society will challenge them to make decisions around sustainability, responsibility, and profitability in real-world scenarios.
* Joint programs with other Fordham schools, especially Fordham Law School. The J.D./M.B.A. program will be enhanced to provide students with more professional development, and to better prepare them for various career tracks such as work in international business and emerging markets. New joint-degree programs could meld a law degree with a master’s in investor relations, information systems, or other fields.
* International opportunities. We will establish a global reputation for excellence in business education and expand our international networks in academia, industry, and government. Achieving this, we will be able to give every student international experience—through graduate and undergraduate study tours, graduate coursework, or other avenues.
* Internships. We will capitalize upon an opportunity that our New York City location enables us to offer, which other institutions elsewhere cannot: the ability for students to complete multiple internships at top-tier organizations, fall, spring, and summer. We will create the conditions needed to expand internship options for all students, undergraduate and graduate, and leverage our corporate relationships to provide internships abroad.
* Faculty Excellence. Fordham seeks to attract and retain an internationally diverse, high-caliber faculty and enable its members to build distinguished careers at Fordham through:
* Development of doctoral programs in two interdisciplinary areas (strategy/decision-making and financial services or capital markets).
* Promotion of faculty in the media as experts and thought leaders.
* A new system for recruiting and mentoring promising junior researchers.
* Research centers that bridge the academic and business worlds, merging theory and practice.

**Engagement of Empowered Faculty, Students and Alumni: Broad Opportunities.** A unified business school will create a virtuous circle of momentum. As Fordham’s reputation attracts more interest from potential faculty members and students, the attachment and investment of the school’s 35,000 alumni will grow, further increasing the school’s reputation and appeal.

* Faculty members will have a more far-reaching global impact on scholarship and industry, greater relevance and effectiveness as a group, and stronger individual reputations by association with a well-ranked school and its clearly defined brand.
* Clinical and adjunct professorships and guest speakerships will enable us to bring more industry practitioners, especially alumni, into the classroom. Fordham students will benefit from a specific type of instructor that is not accessible to their peers attending business school outside of a world-class commercial center such as New York City.
* Students will enjoy a larger and more diverse learning community and better career prospects because of the combined undergraduate and graduate alumni network.
* Alumni will also benefit from this combined network, and their degrees will grow in value as well because of Fordham’s new stature.
* Fordham will capture an opportunity to cultivate its worldwide reputation as a Jesuit institution whose humanist message has relevance in an increasingly complex and ambiguous business environment.

**Long-term goals**

Below are the metrics in recruitment, student outcomes, and other areas from two recent academic years, with corresponding projections for 2020.

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| --- | --- | --- | --- | --- |
|  |  | 2007/8 | 2012/13 | 2020 |
|  |  |  |  |  |
|  |  |  |  |  |
| Faculty |  | 97 | 126 | 145 |
| Clinicals |  | 10 | 16 | 25 |
| GMAT |  | 585 | 620/586 | 700-720 |
| SAT |  | 1190 | 1271 | 1300-1340 |
| Career staff |  | 1 | 14 | 20 |
| Acceptance rate |  |  |  | 30% |
| Discount rate |  |  |  | Less than 20% |
| Student retention |  |  |  | 94% |
| % of students holding internships by graduation |  |  | 93% | 99% |
| % of students having global experiences by graduation |  | 25% | 32% | 75% |
| 6-year graduation rate |  |  |  | 92% |
| Career placement, 3 months post-graduation (undergraduate) |  | 86% | 81.50% | 95% |
| Career placement, 3 months post-graduation (graduate) |  |  | 17%-44% | 95% |
| Alumni giving participation |  | Gabelli School: 25%  Graduate School: 10% | 21%  10% | 40%  40% |