

Advisory Board Meeting

February 16, 2017

Minutes

In attendance

Board members: Hilal Aytemiz, Gerard Byrne, William Catucci, Marianne Cooper, Sander Flaum, Sunil Garga, Michael Gatto, Sihien Goh, Nora Grose, Michael Inserra, Joseph Liberatore, Frank Loughlin, Kevin Meenan, Andrea Mennillo, Laura Roche, Louis Romeo, J Brendan Ryan, Emily L. Smith, Jamie Viceconte, Manuel Villar, Eileen Walsh, Kate Walton

Administrative liaisons: Dean Donna Rapaccioli, Lerzan Aksoy, Nicole Gesualdo, Dennis Grant, Jeffrey Haynes, Rose McSween, Patricia Peek, Francis Petit, An Yan

Staff: Randi Linde, Hilary Kersten Hope Ogletree,

Dean Donna Rapaccioli called the meeting to order at 8:40 am. She began by welcoming the two of the three new board members who were in attendance: Kate Walton, vice president at Gerson Lehrman and Sunil Garga founder and chief executive of Sapient Mphasize LLC. Both introduced themselves and gave a brief description of their professional experience.

Dean Rapaccioli stated that we are seeking to strategically diversify the board and, to that end, are looking for new board member nominations, primarily for individuals who work outside of financial services.

Dean Rapaccioli then highlighted some items that she had gone over in detail in her pre-recorded presentation that was sent to all board members in advance. She outlined the current state of the Gabelli School's local (school-level) strategic planning process, including the four major "goal areas" that underpin the planning effort

- 1) Producing original insights through research
- 2) Leading globally in curriculum through industry relevance and industry connectivity
- 3) Producing outstanding post-graduate outcomes.
- 4) Increasing Impact

She noted that the fourth goal area is very broad, and within it is the idea that we need to get the Gabelli School's mission and narrative more visibly out into the marketplace.

Dean Rapaccioli then opened the floor for observations and questions by board members. One member provided positive feedback on the pre-recorded presentation. He also suggested that while the Gabelli School has a good faculty we need *great* faculty. Dean Rapaccioli replied that we have made progress on recruiting better faculty and that the number of faculty published in the Financial Times 50 has doubled, but that said, we are limited by our resources. Other comments included the idea that jobs for students should be the primary goal, that the school needs to take better advantage of its New York location, that a continued rise in reputation is paramount, and that the school must educate students for the highly skilled jobs not of today, but of tomorrow (and into the future).

Dean Rapaccioli explained that the goal is to create balance between the Jesuit philosophy and the need to create graduates who are "skill ready", with strong foundations for long careers and the ability to be adaptable. She pointed out that undergraduate Gabelli students stand out to employers because of their combined liberal arts and business education. One board member echoed that concept of balance, saying that students don't have to sacrifice the Jesuit purpose to get a good business education. Those two things can coexist, and in fact, students today *prefer* an environment where they can have a purpose and make a difference while obtaining the knowledge and skills needed for high-level employment

To demonstrate how cutting-edge knowledge and skills are incorporated into the current curriculum, Lerzan Aksoy and Dean Rapaccioli provided examples of specific programs: the junior- year analytics Integrated Project, which uses tools such as Tableau and Spitfire; the accounting analytics course offered in partnership with EY; the MS in Business Analytics; and analytics coursework in the MBA program. When it comes to scaling up cutting-edge offerings into full programs, Dean Rapaccioli, reminded the board that the Gabelli school faces regulatory and staffing challenges just like many companies that seek to grow: New York State must approve all new degree-granting academic programs (a process that often can take well over a year), and programs must be built within the framework of existing faculty strengths. The school has aimed to remain nimble by rolling out new offerings in ways that work within regulation and capacity parameters--as individual courses, or as flexible three-or four-course "concentrations" that allow students to specialize. Dean Rapaccioli also hopes to invest further energy and resources into certificate programs that can carry forward the school's strengths

and identity while providing additional post-graduate learning opportunities for alumni.

Board members also suggested that the school pursue visibility-and revenue-generating strategies such as the Dartmouth summer business academy for liberal arts students. Dean Rapaccioli described the Gabelli School's unique entry in that regard: the New York City Business Insider program, a one-week business immersion for high school students that has shown early promise in seeding interest in future applications to Fordham.

Other board member suggestions included owning a sector of the market, such as media and digital communication; making a greater effort to attract veterans, the full community of which numbers 12,000 studying in New York; and emphasizing globalization. To the last point, -Dean Rapaccioli provided examples of some of the partnerships we do have abroad and gave an update on Gabelli's study-abroad satellite campus in London which remains popular with undergraduates.

The last topic related to MBA career placement at three months post-graduation, which for the class of 2016 was 72 percent. Dean Rapaccioli indicated that this was a great improvement over two years ago, but the target remains near 100%. To achieve this, we are recruiting stronger MBA candidates and preparing them better via the two recently revised MBA curricula. We are adding or expanding 20 to 30 corporate partnerships per year but continue to need more leads on new recruiting organizations. Dean Rapaccioli called for all board members to help by identifying possible companies and organizations and making an introduction.

In general, the need is for board members and all alumni to become involved and stay involved. We recently developed a list of alumni participation opportunities for graduates of all ages, class years, academic programs, distances from New York City, and available time resources. The list can be found here:

https://www.fordham.edu/info/20454/alumni/3524/alumni_involvement_opportunities

This concluded the discussion portion of the meeting, allowing the MBA networking session to begin at 9:30 a.m. To get the event underway, Dean Rapaccioli suggested three questions that the board members might ask the MBA students, who spent the next hour with the board.

The meeting concluded at 10:30 a.m.

Submitted by: Randi Linde

