



**Advisory Board Meeting  
April 20, 2020**

**Minutes – Confidential for Advisory Board Members Only**

**Additional Notes Breakout:**

**Market sentiment and any anecdotal evidence of what is happening to entry level and graduate level internships and hiring**

- Overall feedback is that consulting, tech and financial services are honoring all of the internship offers for this summer. In some cases JP Morgan (will pay for June, don't plan on working until July) or Citibank (making full time offers to interns prior to the end of the summer).
- Retail, marketing, ad agencies are being impacted to a greater degree.
- Bigger issue for current seniors entering the job market in May, than the rising juniors.
- Covid19 Response Tracking 2020
- PWC has asked its partners to take a pay reduction to protect internships and hiring while also slowing down the recruiting / offer process for now
- Anecdotal evidence that the Financial Services industry will continue to contract
- Cruise lines like Carnival have suspended all internships
- Citigroup offer virtual internships that are ½ standard duration but offering full salary and employment to all who accept internship position
- Deloitte and Marriot are working together to repurpose / redirect employee workforce to work with Government on Covid response (e.g., helping deliver new programs such as SBA loans)
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**Any actions taken or being planned by companies / industries that might help inform the Gabelli School as it plans for the next 18 - 24 months of delivering hybrid courses (on-line and in person) - for example insights into remote working, team collaboration learnings, etc.,**

- Companies are very focused on introducing, upgrading or improving technology for remote communication / learning.
- Shifting the workforce to where the needs are. Lou spoke about Deloitte supporting client Marriott. Worked with the State of NY to move furloughed workers from Marriott to help with filing of unemployment claims.
- Certain companies in the fashion industry are asking employees to work 3-4 days at reduced pay in order to avoid layoffs.
- Many brick and mortar retailers who generate 85-90% of their sales in store are trying to aggressively pivot to accelerate their eCommerce business. Marketing, communications and logistics focused on letting consumers know they are open for business.
- Observation that several universities are already adopting a modular learning approach as this is what is being asked for by students and companies rather than standard full-time programs at the graduate level

- Observation that many students (and companies) view the networking activities of leading business schools and alumni as having more “value” than content – so the question is what actions can the GSB take to strengthen this capability and make it more visible
- Healthcare industry appears to be accelerating their transformation (e.g., telemedicine) and unlikely they will go back to pre-Covid practices
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**Any ideas for virtual speaker series that could enhance GSB standing and be of value to alumni, businesses and the community given the current environment**

- Healthcare / Healthcare Service (online diagnosis, support)
- Opportunities in Tech (Amazon, Google, Microsoft, Salesforce etc.)
- Analytics & Data Science /
- Effective Networking / Alumni Connections
- How to Learn Effectively in a Virtual World
- Opportunities in the Start-Up World
- series on how to work remotely, manage remote workforce, etc.,

**Ideas / recommendations for celebrating the centennial during the rest of the year while in person events are prohibited (this is not industry focused per se but interested in brainstorming ideas)**

Feedback to move events into 2021; the need for the in person events, celebration etc. would be more important than having online events this year -

**Any other ideas the group has or research topics we should investigate that could help the GSB pursue its mission while we all move to the "new normal" of post Cover-19**

- Reminder that we need to anchor our changes to what students and companies want as we design new capabilities / approaches
- Northwell’s Michael Dowling as well as Governor Cuomo are both Fordham alumni and driving visible responses to the virus – is there a role for GSB / Fordham to team with them on the “reimagine” New York agenda
- Entrepreneurship seems a ripe opportunity – is there a role for GSB to get more involved in helping next generation of entrepreneurs – topics like disaster preparedness, cyber resiliency are key and this community will need training / skills in these areas
- Note that many students are more comfortable and experienced at online services than some professors and we must meet pace of students not be slowed by pace of professors
- 3 factors for future course design – 1) online modality of teaching, 2) digital business content (cloud computing, AI, social, etc.,) and 3) content itself such as new trends in marketing / business analytics, etc.,
- 1:1 student / professor counseling could be a differentiator and we should make this more visible given many schools have class sizes that make this prohibitive – this could be a differentiator for GSB and attract students
- Please remember that sophomores and junior may be more impacted by virus aftermath than seniors
- Focus on helping companies develop new ways to hire and train a workforce where more virtual approaches become standard
- Recognize that healthcare, technology as industries will be among most affected and that data analytics will become even more important