Update from Dean Sharpe

Students, Parents and Members of the Georgetown McDonough Community,

As we begin a new semester, we remain committed to our mission to be the premier destination for global business education. Our newest venture is the Global Business Fellows Program, which we launched in January in collaboration with the Walsh School of Foreign Service. This program combines the fundamental principles of business with the required understanding of international affairs in the areas of geopolitics, diplomacy, and international development. According to Ricardo Ernst, professor of operations and director of the Global Business Initiative, “The new fellows program continues our commitment to offering collaborative global educational opportunities with other schools across the university.”

This Global Business Fellows Program expands our global offerings beyond our four-week custom summer programs in Oxford, Barcelona, Hong Kong, and Nicaragua – and adds to our semester-long study abroad options at nearly 70 institutions worldwide. Among all top-tier undergraduate business programs, we continue to rank near the top in the percentage of students (nearly 60 percent) who have a global experience that is at least four weeks in length. If we include students who obtain internships abroad, who live abroad, and who are international (non-U.S. citizens), the percentage of our students who have a global experience approaches 70 percent.

I believe that Georgetown is uniquely positioned to create innovative global opportunities for our students, and we will continue to expand our global partnerships. As we continue our important work in this area, we thank the faculty, alumni, and parents who support our programs. If you want to be involved in our Parents Advisory Council, please email Sharon Gibson, director of development for undergraduate programs.

We hope to see you soon back on the Hilltop!

Norean R. Sharpe, Ph.D.
Senior Associate Dean
Director of Undergraduate Programs

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Events and Important Dates
- Careers in Wealth Management.
  Tuesday, January 13
- GE Financial Analyst Internship Information Session.
  Tuesday, January 20
- Millennium Management Information Session
  Wednesday, January 21
- Alumni Mentor Program Networking Event
  Thursday, January 29
- Careers for the Common Good,
  Wednesday, February 11
- Real Estate Week
  February 18 - 20
  - Careers in Real Estate
    February 18
  - Mock Interview Workshop
    February 19
- Deloitte Team Road Show
  Tuesday, February 24
McDonough Hilltop Business Strategy Challenge

Between Tuesday, February 3, and Saturday, February 7, the McDonough School of Business hosted its 11th annual McDonough-Hilltop Business Case Competition. Each year, this event gathers outstanding business students from around the globe to work on real nonprofit business cases. Again this year we welcomed nearly 20 diverse schools to campus, including teams from Hong Kong University, University of Michigan, Singapore's Nanyang University, University of North Carolina at Chapel Hill, Canada's McGill University, and the University of Texas at Austin. Primarily student-organized, the competition included a scavenger hunt on the National Mall, an opening reception and workshops focused on presentation skills, and nonprofit consulting delivered by KPMG and the Plexus Consulting Group.

Written by McDonough School of Business students, this year's case presented the challenges facing For Love of Children (FLOC), a Washington, D.C.-based nonprofit organization. FLOC offers educational programs to primarily elementary through high school students testing below grade level. Relying on significant volunteer staff, FLOC seeks to expand its Washington, D.C., services. Teams rigorously prepared their case solutions from Thursday afternoon until early Saturday morning. With 20 industry professionals judging, preliminary and final round presentations took place on February 7. Georgetown's team received an honorable mention for second place within their preliminary bracket, behind the University of North Carolina at Chapel Hill, which advanced to the finals and finished in first place again this year.

Global Business Fellows Program Welcomes First Cohort

In January, the Undergraduate Program launched the Global Business Fellows Program. This new venture is an innovative joint program between the McDonough School of Business and the Walsh School of Foreign Service that combines fundamental business principles with coursework in international affairs, economics, and languages. The interdisciplinary curriculum enables students to analyze and solve challenges that impact business and public policy on a global scale.

Students from Georgetown McDonough and the Walsh School of Foreign Service will collaborate and engage core courses in business, economics, and international affairs, as well as the capstone Global Business Experience course. Students in the program will also interact with economic leaders and public policy decision-makers in Washington, D.C.

Global Retail/Luxury Summit

The Georgetown Retail and Luxury Association (GRLA), the Office of Alumni and External Relations, and the Global Business Initiative hosted the inaugural Global Luxury Summit, which focused on the challenges of marketing and selling luxury goods in a global economy.

Contact Us
McDonough School of Business
Rafik B. Hariri Building, Suite 120
37th & O Streets, NW
Washington, DC 20057
msb-undergrad@georgetown.edu
Global Retail/Luxury Summit, continued
The summit took place on Thursday, January 29, in New York City and featured Professor Ricardo Ernst (moderator), Fabrizio Freda (CEO, Estee Lauder), John Idol (CEO, Michael Kors Holdings), Domenico De Sole (Chairman, Tom Ford International), Kara Ross (CEO, Kara Ross New York), and Gildo Zegna (CEO, Ermenegildo Zegna). The panel was introduced by President John J. DeGioia and was attended by more than 300 Georgetown alumni and students.

Student Highlights

Alpha Sigma Nu Inducts Six McDonough Students into its 2014-2015 Class

Six McDonough School of Business students were inducted into the 2014-15 Alpha Sigma Nu Jesuit Honor Society on February 1. Alpha Sigma Nu is an honor society of Jesuit colleges and universities and the oldest existing society at Georgetown. The organization recognizes the qualities of scholarship, service, and loyalty to the Jesuit ideals of education. Members of the Georgetown chapter participate in a select set of special lectures, service projects, and social functions in fulfillment of these ideals throughout the academic year.

Students are included from all four undergraduate schools, from diverse religious and cultural backgrounds, and with varied academic and service interests. The McDonough students who were inducted for 2014-15 are Stephen Cacace (B ’16), Christopher Cannataro (B ’15), Justin Chapman (B ’15), Kaitlyn Cheney (B ’16), Natalia Ferre (B ’15), and Tiffany Li (B ’16).

Georgetown McDonough Student Receives Academic Excellence Award While Studying Abroad

Each semester the Danish Institute for Study Abroad (DIS) in Copenhagen recognizes one student from its International Business Program and honors him/her with the Academic Excellence Award. This past fall, Kelsey Begin (B ’16) was recognized by the DIS faculty and program staff for her leadership, academic performance, and overall program involvement. Her professor Niels Hald, head of the Danish Brewers Association, commended her and stated that she had excellent academic performance, active and supportive class participation, and was a very positive and helpful role model in the classroom.

Alumni Highlights

Kelly Donlin (B’12)

Since graduating from Georgetown with a degree in marketing, Kelly Donlin (B ’12) has worked for major accounts at several New York City advertising agencies. She is currently the senior search and biddable executive at Essence, where she works on digital campaigns for the Google account. Previously Kelly was the digital and social media manager at Pace Advertising, a small, real estate-focused advertising agency. She first entered the world of Madison Avenue at McCann Erickson, where she worked on the MasterCard account and the company’s Priceless commercials. In her spare time she writes a fashion and lifestyle blog, Sparkles and Shoes (http://www.sparklesandshoes.com), which she launched shortly after graduation. The blog has 20,000 followers and allows Kelly to attend fashion week events as well as new product launches throughout the city.

Her advice to students looking to enter the industry is to reach out to alumni through Hoya Career Connection and to use LinkedIn. Kelly also found that candidly speaking to professors before graduation about her options as well as staying in touch with them post-graduation was helpful.
National Association Names Jeff Reid to Board of Directors

Jeff Reid, an adjunct professor of strategy at the McDonough School of Business and founding director of the Georgetown Entrepreneurship Initiative, has been elected by the United States Association for Small Business and Entrepreneurship (USASBE) to its board of directors. Reid will serve as senior vice president of development. In his role, Reid will help plan the association’s events and help to ensure the financial security of the organization through fundraising. “As entrepreneurship education continues to grow and innovate as an industry, it is increasingly valuable to learn from your colleagues who are all blazing trails at their own institutions,” Reid said.

USASBE is the largest independent, professional, academic organization in the world dedicated to advancing the discipline of entrepreneurship. With more than 1,000 members from universities and colleges, for-profit businesses, nonprofit organizations, and the public sector, USASBE is a diverse mix of professionals that share a common commitment to fostering entrepreneurial attitudes and behaviors.

Faculty Publishing


Robert Bies, professor of management and founder of the Executive Master’s in Leadership Program at the McDonough School of Business at Georgetown University is having his paper “At the Crossroads of Trust and Distrust: Skepticism and Ambivalence Towards Business” published in Public Trust in Business (Cambridge: Cambridge University Press. Ed. By J.D. Harris, B.T. Moriarty, & A.C. Wicks).


Natalia Lorinkova, assistant professor of management recently had a study published in the Journal of Management titled “The Role of Leader-Leader Exchange in Empowering Leadership, Cynicism, and Time Theft” (with S.J. Perry)

Nathan Miller, assistant professor, (with Matthew Osborne), will have their article “Consistency and Asymptotic Normality for Equilibrium Models with Partially Observed Outcome Variables” published in the forthcoming Economics Letters. In addition, Nathan Miller’s article “Bias in Reduced Form Estimates of Pass-Through” (with Alexander MacKay, Marc Remer, and Gloria Sheu) will also be featured in the same issue of Economics Letters.

Chris Rider, assistant professor of strategy and a Junior Faculty Fellow of the Ewing M. Kauffman Foundation will have his study “Organizational Failure and Intra-professional Status Loss” (with Giacomo Negro) published in the “Articles in Advance” section of Organization Science.

Sunita Sah, assistant professor of business ethics and a research fellow at the Ethics Center of Harvard University will have a paper titled: “Investigations Before Examinations: This is How We Practice Medicine Here” published in JAMA Internal Medicine.

Have a wonderful spring!