Update from Dean Sharpe

Students, Parents and Members of the Georgetown McDonough Community,

As we conclude another semester on the Hilltop, I am grateful for all the faculty, parents, and alumni who have contributed their time and energy so generously to our school. Their volunteerism enables us to develop innovative programs and helps sustain our successful curricular and co-curricular initiatives.

In March, we celebrated the naming of the Wang Family Undergraduate Dean’s Suite, thanks to the generosity of Alice and JP Wang (P ’06, P ’15). Dean David Thomas and many faculty, parents, and alumni helped us honor the dedication of the Wangs.

More recently, at John Carroll Weekend in Los Angeles, Reena Aggarwal, McDonough Professor of Business Administration and professor of finance and Matthew Cypher, Director of the Steers Center for Global Real Estate, moderated discussions on the global economy and global commercial real estate markets. Both sessions highlighted the strength of Georgetown McDonough’s global expertise and scholarship.

On campus, we continue to expand our global opportunities and this semester launched our Global Business Fellows Program in collaboration with the School of Foreign Service (SFS). This unique program provides an opportunity for students from both Georgetown McDonough and SFS to study business, international affairs, economics, and language to gain a broad interdisciplinary perspective of multinational organizations. In addition, our four custom summer programs in Hong Kong, Barcelona, Oxford, and Nicaragua provide valuable insights to working with for-profit and not-for-profit firms abroad, in addition to learning about global strategy and commerce.

None of these innovative initiatives are possible without a dedicated and talented team, so we thank the faculty, staff, alumni, and parents who continue to support our programs. I look forward to seeing many of you at commencement on May 16.

Warm Regards,

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

New Wang Family Undergraduate Dean’s Suite Unveiled

A Georgetown McDonough family has given $1.5 million to the Undergraduate Program to help attract top high school students from diverse backgrounds and to support entrepreneurship and career coaching. The contribution from J.P. and Alice Wang, who serve on the Parents Advisory Council, and their son Dennis (B’06), will support need-based scholarships, the Entrepreneurship Fellows Program, the undergraduate Office of Professional Development, and the Global Parents Fund, which assists students who want to participate in the school’s global summer programs.

"Without scholarships growing up, I never would have had the chance to pursue higher education and live the American dream. This is my chance to provide others the same opportunities," said J.P. Wang. In appreciation, the school named the undergraduate dean’s office the Wang Family Undergraduate Dean’s Suite. J.P. and Alice Wang also are parents of current student Derek (B ’15).

"I owe a great deal of gratitude to the Wang family," said Norean R. Sharpe, senior associate dean and director of the Undergraduate Program. "Their gift is helping to sustain essential programs that are supporting young scholars, interns, and entrepreneurs."

John Carroll Weekend in Los Angeles, CA

During the first day of John Carroll Weekend (JCW), Thursday, April 16, Reena Aggarwal, McDonough Professor of Business Administration and professor of finance and director of the Georgetown Center for Financial Markets and Policy, facilitated a panel of alumni in the finance industry to discuss “Restructuring the Global Economy.” Panelists included Sam Bakhshandehpour (B ’97), Jeff Hogan (F ’86), Paul Harvey (B ’85), and Bill Sonneborn (B ’92).

Later in the day, Professor of the Practice Matthew Cypher, director of the Steers Center for Global Real Estate, had a fireside chat with Peter Lowy, co-chief executive officer of Australia-based Westfield Corporation. The discussion centered around transforming the face of global real estate in a hyper-competitive environment, where e-commerce and online retailers continue to gain prominence. Westfield has focused on a business strategy developing iconic shopping centers in major world markets that integrate fashion, food, leisure, and entertainment.

During the weekend, the John Carroll Award was given to five alumni. This award was established by the Georgetown University Alumni Association in 1952 to honor alumni whose achievements exemplify the ideals and traditions of Georgetown University and its founder, Archbishop John Carroll. The John Carroll Award is the highest honor bestowed by the alumni association for those who have distinguished themselves through lifetime achievement and outstanding service to their alma mater. This year, one of the recipients was a member of our McDonough Parents Advisory Council: Mary Machado Schammel (C’80, P’17).

Parents’ Advisory Council Update

The McDonough Parents Advisory Council (PAC) had its annual spring meeting March 20 and received updates on the Undergraduate Office of Professional Development from Director Rebecca Cassidy; our growth in diversity and inclusion programming from Senior Assistant Dean Patricia Grant; and the launch of the new Hong Kong Program from Teaching Professor Arthur Dong. Co-chairs Peter Johnson and Stephanie Tolleson (P’15) led a strategic discussion on the growth and direction of the PAC.

Facts and Stats

Incoming Students:* From AY 2010 to AY 2014, Georgetown McDonough undergraduates’ mean verbal SAT scores increased 14 points to 674. During the same period, students’ mean math SAT scores increased 11 points to 706.

Outgoing Students:** In the Class of 2015, 94% of students participated in at least one internship during their undergraduate career . . . and 84% of the job-seeking students have already received a full time offer prior to graduating.

*according to Georgetown University Office of Assessment and Decision Support  ** according to an internal survey conducted by the Georgetown McDonough Office of Professional Development. Response rate is 66%
Parents' Advisory Council, continued . . .

Most recently, Parents Advisory Council members invited California parents and alumni for a reception on April 15 (hosted by Keith and Robyn Zimmet, P '17) and a luncheon on April 17 (hosted by Yoel and Sherry Neman, P '07, P '18). Both events featured Dean Sharpe discussing new global programming being offered by McDonough.

If you would like to learn more about the Parents Advisory Council, please email Sharon Gibson at sharon.gibson@georgetown.edu, director of undergraduate development.

(L to R) Yoel and Sherry Neman P '07, P'18, Norean and Peter Sharpe (P'14)

Student Highlights

Shaq Delivers Keynote at Annual Diversity Dialogue Conference

Olympian and serial entrepreneur Shaquille O'Neal delivered the keynote address at the Second Annual Diversity Dialogue Conference February 27, sharing his insights on business with an audience of nearly 400 students, faculty, and administrators from 17 universities. The event was co-sponsored by the Undergraduate Program Office and its student organization GAMBLE (Georgetown Aspiring Minority Business Leaders and Entrepreneurs). The focus of this year’s event was on affirming identity, building bridges, and empowering success. This conference underscored the changing business landscape and engaged critical conversations surrounding diversity and inclusion in myriad business sectors.

Participating institutions included neighboring institutions American University, The George Washington University, and Howard University, as well as the College of William & Mary, who joined McDonough students in workshops on academic, economic, and recruiting challenges. The conference also offered a job fair attended by corporations including Oracle, Capital One, Deloitte, Ernst & Young, Michael Kors, Morgan Stanley, and PwC. Conference sessions included a Chief Diversity Officer Panel moderated by Georgetown’s Rosemary Kilkenny, vice president for institutional diversity and equity, as well as a variety of concurrent sessions. Other speakers included: Georgetown McDonough Dean David A. Thomas and Melissa Bradley, professor of the practice and managing director at New Capitalist.

Georgetown McDonough Admissions Program (MAP) Information Sessions Continue to Expand

The McDonough Undergraduate Program hosts frequent information sessions (weekly in the spring and summer) conducted by academic deans. These sessions offer prospective students and their families the opportunity to learn more about our innovative global programming, individualized academic advising, exceptional research opportunities, personalized career services, unique service projects, and co-curricular experiences.

This spring, the undergraduate office experienced record breaking attendance with more than 150 visitors during our Easter Monday session. To date, we have received reservations from 350 participants who will travel from 25 states and five different countries to hear more about our undergraduate business program this summer. Individuals interested in attending a session, should visit http://msb.georgetown.edu/content/visit-8 to reserve a seat.
Undergraduate Highlights

Georgetown McDonough Senior Awarded Fulbright Teaching Grant

Savannah Quental (B ’15) has been awarded the prestigious Fulbright Teaching Grant. The Fulbright U.S. Student Program is the largest U.S. exchange program and offers opportunities for students to pursue international graduate study, advanced research, university teaching, and primary and secondary school teaching worldwide. The program currently awards approximately 1,900 grants annually in all fields of study and operates in more than 140 countries worldwide.

Quental, a marketing and international business major, will teach English in Argentina beginning March 2016 at the Argentine Teaching Colleges, where soon-to-be Argentine English teachers study. In addition to teaching, she plans to work with Fundación Huerta Niño, an organization that couples education and social justice action by developing acre orchards in Argentine schools and providing rural subsistence education.

“I look forward to the opportunity to both educate and empower Argentine communities through teaching English and representing the Georgetown community while abroad,” Quental said. “I hope to foster the Jesuit value of being a ‘woman for others’ in the Argentine community.”

Successful Trip for Global Business Experience Students in Barcelona

For the second year, students traveled to Barcelona during spring break as part of their Global Business Experience (GBE) class. Accompanied by Georgetown McDonough Professor Ricardo Ernst and Senior Associate Dean Norean Sharpe, 21 Georgetown McDonough and 4 School of Foreign Service students met with executive leaders from the Lindt and Mars corporations to learn more about the global confectionery industry. After months of preparation at Georgetown, the GBE students put their classroom knowledge into practice, acquired an international and more nuanced cultural perspective, and gained access to industry leaders as they completed and presented their team projects.

Working in teams throughout the semester, students analyzed one of several global confectionery companies – Mars, Lindt, Hershey, Nestle, Mondelez, or Ferrero – and provided strategic recommendations for improvement. After seven weeks of team work, students presented their projects to executive management from Lindt, Mars, Haribo and professors at Barcelona’s ESADE Business School.

Following the student presentations, one of the judges remarked: “I was extremely impressed by the quality of the presentations. The students were thoroughly prepared, professional, and answered our questions showing a depth of knowledge and expertise far beyond their years. I would hire any of them to come join my team.”

In addition to confectionery industry visits, the GBE students explored Barcelona to learn about its rich history as one of the cultural and commercial centers in Europe, viewed the famous architecture of Antoni Gaudi, touched the pitch on FC Barcelona’s soccer stadium, and ended the exciting week with a tour of the magnificent Codorniu Winery, a family-owned business founded in 1551.

The GBE program is a collaboration between the undergraduate program and the school’s Global Business Initiative as a result of a generous gift from alumni Joseph (B ’93) and Abigail Baratta (SFS ’96).

Georgetown McDonough Students Take Part in Sophomore Service Project

For the third year in a row, Georgetown McDonough students participated in the Sophomore Service Project, an alternative spring break during which students complete a week of service. This year, seven Georgetown McDonough students completed the service project tutoring and mentoring students at Cristo Rey Philadelphia High School (CRPHS). CRPHS is part of a nation-wide network of schools at which high school students attend school four days per week and work at a private company on the fifth day. In return, the student's employer pays a majority of the student’s tuition to the school. Albert Lee (B ’17) reflected on the Cristo Rey network model saying, “In the classroom, we learn about how businesses practice social responsibility. To actually see and experience a successful public-private partnership like Cristo Rey High School, breathes life into our learning.”

While at the high school, Georgetown McDonough students reviewed basic math skills with the students and delivered presentations on college life. They also toured Philadelphia, participated in
Georgetown McDonough Students Take Part in Sophomore Service Project continued . . .

evening reflections as a group, visited a sponsoring company, and attended a workshop on poverty and education in Philadelphia.

Participant Ambika Ahuja (B ‘17) said, “The city of Philadelphia, with its diverse neighborhoods, beautiful street art, and rich history, was an adventure to explore. Coming from a fairly privileged educational background, it was humbling to immerse myself in the issues of Philadelphia’s education system. The city and its people embody a strong sense of grit and resilience, qualities salient in the students with whom we worked at Cristo Rey. The kids were brilliant and witty, with big dreams and an even greater amount of potential to achieve them. I look forward to seeing which colleges and careers they pursue.”

Financial Management Association (FMA) Visits New York Stock Exchange

In April, 18 first-year and sophomore students took part in the annual Financial Management Association’s trip to New York City to learn about the financial services industry. The students visited Bank of America Merrill Lynch, Goldman Sachs, and Royal Bank of Canada. At each stop, students had the opportunity to meet with Georgetown alumni, learn about the various roles at each bank, and discuss day-to-day responsibilities for each alumnus at each bank.

“Speaking with Georgetown McDonough alumni currently working at New York banks allows students to picture themselves working for these firms,” said Teaching Professor of Finance Lynn Doran, who also is the faculty advisor for the Financial Management Association.

The last stop of the trip was the New York Stock Exchange. Students were treated to an information session about the history of the Exchange and then visited the trading floor where they saw traders and reporters from Fox Business News and CNBC at work.

Georgetown McDonough Team Takes Second Place in The Deloitte Foundation Cyber Threat Competition

Georgetown’s undergraduate team placed second at The Deloitte Foundation Cyber Threat Competition at Deloitte University in Westlake, Texas. Members of the Georgetown team were Team Coach Liz Robbins (B ‘14) and contestants Jill Weakland (B ‘15), Jeff Tso (SFS ‘16), and Nathan Hauke (G ‘17).

The two-day competition asked teams in the finals to apply logic, creativity, and problem-solving skills to real-world cyber challenges and showcase presentation skills to a panel of Deloitte leaders.

Georgetown McDonough School of Business Academic Council Hosts "Cupcakes with the Council"

This semester, the McDonough School of Business Academic Council sponsored an event connecting students to their class representatives. The McDonough Academic Council aims to foster and facilitate relationships between the students, faculty, and the Dean’s Office.

Sprinkles Cupcakes sponsored the event and generously provided an assortment of cupcakes. Students were encouraged to fill out suggestion forms and chat with representatives all while enjoying a cupcake. Given the success of the event, in the future the McDonough Academic Council hopes to repeat such events that strengthen its relationship with the students. Please see the McDonough School of Business Academic Council official Facebook page for more information.

Lemonade Day in D.C.

This spring, 18 Georgetown McDonough students participated in Washington, D.C.’s Lemonade Day mentoring program. Students traveled to Amidon Bowen Elementary School to speak to fourth graders about how to start their own entrepreneurial venture, a lemonade stand. Georgetown students helped the elementary school children with their “business plan,” including setting goals, choosing a location, marketing their product, creating a budget, and finding investors. The elementary students were Continued . . .
Lemonade Day D.C. Continued . . .

ready for Lemonade Day on Saturday, April 11, and set up stands Southwest D.C.

Senior Nick Bielski commented on his mentoring experience. "McDonough students experience accounting, finance, operations, and management during their time at Georgetown, but I hope that every student gets a chance to volunteer in the community as well. The wealth gap within D.C. is painfully obvious to economists, but students here may not get a chance to see it," he said. "Education is a way to end generational and multi-generational poverty, and I believe providing these small gestures of encouragement through volunteering can help make a difference."

TCU’s Values and Ventures Competition® Awards $10,000 to Georgetown University Entrepreneurs

Seniors Ann Yang and Phil Wong, co-founders of MISFIT Juicery, won $10,000 in the 5th Annual Values and Ventures Competition hosted by Texas Christian University (TCU) on April 10-11. Georgetown placed 3rd out of 49 teams representing schools from across the country and around the world in the competition that spotlights social ventures.

MISFIT Juicery fights “produce prejudice” by making premium cold-pressed juice from surplus fruits and vegetables that never reach supermarket shelves due to minor cosmetic imperfections. Six billion pounds of produce go unharvested or unsold every year because they are the wrong shape, size, slightly damaged, or simply in excess. MISFIT Juicery now sells juice in 11 D.C. locations and plans to scale up rapidly after Yang and Wong graduate this year.

Yang is a 2015 Entrepreneurship Fellow, and the idea for MISFIT Juicery was first conceived by the duo last spring when they were students in one of Georgetown McDonough’s core entrepreneurship classes, Launching the Venture. MISFIT Juicery also was a winner in last year’s StartupHoyas Challenge. Georgetown McDonough’s Undergraduate Program Office funded the students’ travel and they were accompanied by Alyssa Lovegrove, associate director of the Georgetown Entrepreneurship Initiative and co-director of the Entrepreneurship Fellows Program. Congratulations!

Alumni News

After graduating from Georgetown University McDonough School of Business in May of 2009, Brittany Skoda joined Goldman Sachs as an analyst in their Tech, Media and Telecom (TMT) division. In May of 2014, Skoda’s team led Goldman Sachs to become the “left-lead bookrunner” for client Zendesk Inc.’s initial public offering, meaning hers was the primary team that supported the IPO transaction. She and her team were noted for their efforts in the 2014 Goldman Sachs’ annual report. Skoda has since moved to a role as Vice President in the Software/Internet Focused Coverage division of Goldman, where she is today.


Faculty Notes


Bill Baber’s paper “External Corporate Governance and Accounting Misstatement” (with Sok-Hyon Kang, Lihong Liang, and Zinan Zhu) is forthcoming in Contemporary Accounting Research.

Jennie Bai’s paper “Anchoring Credit Default Swap Spreads to Firm Fundamentals” (with Liuren Wu) is forthcoming in Journal of Financial & Quantitative Analysis.

Turan Bali’s article “A New Approach to Measuring Riskiness in the Equity Market: Implications for the Risk Premium” (with Nusret Cakici) has been accepted for publication in the Journal of Banking and Finance.
Robert Bies’ papers “International Justice: Looking Backward, Looking Forward” and “Doing Justice: Antecedents and Consequences of Revenge in the Workplace” (with T.M. Tripp) were accepted for publication in Handbook Organizational Justice.

Sandeep Dahiya and Bardia Kamrad’s paper “Operating Performance and Stock Price Dynamics of Firms Announcing Outsourcing” (with Akhtarur Siddique) is forthcoming in the International Journal of Operations and Quantitative Management.


Kasra Ferdows and Jason Schloetzer’s article “Implementing Corporate Lean Programs: The Effect of Management Control Practices” (with Torbjorn Netland) is forthcoming at Journal of Operations Management.

Christine Porath’s paper “The Effects of Civility on Advice, Leadership, and Performance” (with A. Gerbasi and S.L. Schorh) is in press at Journal of Applied Psychology.

Betsy Sigman’s book Splunk Essentials (Birmingham, UK: Packt Publishing) has been published.


Important Dates and Events

Georgetown University Senior Convocation
Thursday, May 14, 2015
2:00 p.m.
McDonough Arena

Georgetown University McDonough School of Business
Tropaia Exercises
Friday, May 15, 2015
10:00 a.m.
Gaston Hall

Georgetown University McDonough School of Business Commencement Ceremony
Saturday, May 16, 2014
6:00 p.m.
Healy Lawn