



COLLEGE OF
BUSINESS
DONOR
REPORT
2016



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LETTER FROM JOSE M. ALDRICH, *ACTING DEAN, COLLEGE OF BUSINESS*

With the help of our supporters, Florida International University's College of Business is making its mark as an important educational resource. In the past year, the college has dramatically accelerated its progress toward achieving our vision: to be an internationally recognized leader in global business education. We are proud of the growing worldwide recognition we have received for excellence in teaching, scholarship and student success:

- We are leaders in international business education, confirmed by our **#5** ranking for our undergraduate international program in **U.S. News & World Report's 2017 Best Colleges** survey, our highest ranking yet, and **#15** rank for our **International MBA** in the publication's 2016 survey of Best Graduate Schools.
- Our online programs scored double-digit gains in the **U.S. News rankings**, with our non-MBA (Specialty Masters) programs now ranked **#16**, up from **#30**, and our **MBA** now ranked **#42**, up from **#60**.

- Our faculty and programs have also been notably ranked, including the Journal of Real Estate Literature's **#2** global ranking for our **real estate faculty's research** and a **#2** ranking that our **Master of Science in Human Resources Management** received from HR.com.
- Our student organizations have earned a number of national awards, including the prestigious Gold Chapter status for our Beta Alpha Psi honor society and national awards for our **American Marketing Association** chapter, **AMA at FIU**, and our Future Business Leaders of America chapter, **FBLA-PBL**.

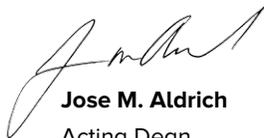
We owe our success in these and many other areas to the dedication and support of the alumni, community and business leaders who support our college. Advisory board members, classroom speakers, mentors and donors all give back in honor of the positive impact the college has had on their own lives as well as the vibrancy of our community. Each and every individual who engages with us makes an invaluable contribution.

This publication, our first-ever Donor Report, focuses on the many ways our supporters help us realize our mission of transforming the lives of our students, while impacting the wider business community.

Thanks to your support of our vision for the future, the college is well-positioned to rise to even greater heights. In the coming years, we will turn to our community of supporters to help us build on our five areas of strategic excellence that will profoundly impact the global business community: international business, business analytics, healthcare, supply chain and enterprise risk. We seek to build on our world-class educational resources for these initiatives.

We hope you'll enjoy reading about the work of our students, faculty and donors. We look forward to partnering with you to achieve international recognition as a leader in business education.

Our faculty, staff and students are energized by your support and commitment.



Jose M. Aldrich
Acting Dean
College of Business
Florida International University

COLLEGE OF BUSINESS BY THE NUMBERS

Florida International University's College of Business, South Florida's leading business school, plays an essential role in the development of global business leaders. The largest of FIU's professional schools, the College of Business has unique expertise in international business, data analytics, entrepreneurship, healthcare management, and a broad range of financial services.

The College of Business is ranked fifth among the best undergraduate international business programs in *U.S. News & World Report's* 2017 edition of Best Colleges. Two of its graduate international business programs are ranked among the Top 15 nationwide by *U.S. News & World Report* and *Financial Times*.

More than **8,000** students are enrolled in undergraduate business courses in its R. Kirk Landon Undergraduate School of Business, and over **2,000** graduate students study in its Alvah H. Chapman Jr. Graduate School of Business every year. Among the college's more than **52,000** alumni are some of South Florida's most successful business leaders and entrepreneurs.

Students

College of Business Total: 10,161

- Undergraduate – **78.99%** (8,026)
- Graduate – **21.01%** (2,135)

ETHNICITY

Hispanic – **66.14%** (6,688)



Other – **11.16%** (1,148)



White – **10.05%** (1,016)



African-American – **10.02%** (948)



Asian – **2.40%** (243)



Part-time: 34.50% (3,506)
Full-time: 65.50% (6,655)

Undergraduate

ETHNICITY

Hispanic – **69.43%** (5,570)



Other – **9.85%** (800)

White – **9.02%** (724)

African-American – **8.65%** (694)

Asian – **2.36%** (189)

 **Men:**
52.78%
(4,236)

 **Women:**
47.22%
(3,790)



Full-time: **63.54%** (5,100)

Part-time: **36.46%** (2,926)

Graduate

ETHNICITY

Hispanic – **53.52%** (1,118)



Other – **17.14%** (358)

White – **13.98%** (292)

African-American – **12.16%** (254)

Asian – **2.58%** (54)

 **Men:**
48.20%
(1,029)

 **Women:**
51.80%
(1,106)



Full-time: **72.83%** (1,555)

Part-time: **27.17%** (580)

Alumni



Total:
52,509



U.S. and Territories:
50,576



International:
1,933



KIRK LANDON: A BUSINESS SUCCESS STORY

R. Kirk Landon (1928-2015) wanted FIU's College of Business to grow – and he was certainly a man who knew what business growth was all about.

Landon was born in New York City, served in the U.S. Navy, and graduated from Georgia Institute of Technology with a Bachelor of Science in Industrial Management.

His nearly 50-year career was a study in business excellence, as he turned American Bankers Insurance Group from a small family-owned business started by his father into a multi-billion-dollar corporation. Landon pioneered innovative ideas in employee benefits, such as providing childcare and an elementary school right at the company. He served as chairman until 1999 when he sold the business to Fortis, now Assurant.

“He was a phenomenal leader,” said Landon Fellow Nancy Rauseo, a senior lecturer in the Department of Marketing and a former employee of American Bankers Insurance. “Every day at 3:00, Mr. Landon would walk through the halls of the entire company, saying hello to everyone. He knew just about everyone’s name and there were over 1,000 employees then!”

It was that genuine concern for people, combined with a passion for education, that fueled Landon’s remarkable legacy as a donor, friend and champion of FIU and its College of Business.

THE INCREDIBLE INFLUENCE OF R. KIRK LANDON

When a person is as generous as R. Kirk Landon was to Florida International University, you can see some pretty amazing examples of his philanthropy. Landon’s \$5 million gift to the College of Business, the largest in the College’s history, was instrumental in creating a new building complex for the undergraduate school, now named for him.



The FIU Stadium’s fieldhouse also bears Landon’s name, in appreciation of his \$1 million donation to Panthers football.

His generosity to Phi Gamma Delta Fraternity at FIU resulted in the construction of the R. Kirk Landon FIJI House. Landon, who passed away in 2015, was also a founder of the FIU College of Medicine.

But beyond buildings and generous gifts, Landon’s influence lives on in hundreds of other significant ways, as students and faculty continue to benefit from this remarkable man’s support of the university. His legacy looms large, particularly in FIU’s College of Business.

“Kirk noticed that many business leaders in South Florida are FIU grads. He knew the future of Miami was coming out of FIU,” said Rosa Santiago, president of The Kirk Foundation, established in



“Kirk leaves our community an invaluable legacy of leadership and generosity that will impact future generations of Panthers.”

FIU President Mark B. Rosenberg

1998. “Kirk always believed in strengthening Miami and in the power of education, so helping FIU’s business school fit his goals in many ways.”

“I’ve used money from my R. Kirk Landon Teaching and Student Engagement Fellowship in Undergraduate Education to offset the cost of students attending the annual AMA International Conference in New Orleans,” reports Senior Instructor Tim Birrittella, faculty advisor of the American Marketing Association (AMA) at FIU, which has ranked as a top 10 chapter for 14 years. “These undergraduate students get to attend the first professional conference of their careers, thanks to Mr. Landon.”

When Pia Celestino (BA ’13) was taking a Social Entrepreneurship class in 2012, she and three teammates were able to travel to a competition at the University of Washington to present their invention: EyeTalk, eye glasses that read what a blind person is holding. “I had never done anything like that before, presenting a business plan, and it was thanks to the generosity of Mr. Landon,” said Celestino, who now herself gives back as a member of the Awesome Foundation chapter in Miami.

Katherine Grau, capital markets lab manager, makes sure new students participating in the Student Managed Investment Fund (SMIF) know it

was Landon, along with donor Danny Garcia, who provided \$100,000 for the fund. “The SMIF gives students a remarkable hands-on experience with equity analysis and portfolio management,” she said.

BELOVED FRIEND

FIU President Mark B. Rosenberg calls R. Kirk Landon a “beloved friend” to the university community. “Through the years, in addition to the very generous gifts, he also gave freely of himself,” said Rosenberg. “He advocated. He pushed. He guided and mentored. He made us all better.”

“Mr. Landon would invite the fellowship recipients to his office to tell him what we were doing with the funding,” said Landon Fellow Seema Pissaris, clinical professor of management. “He really listened. He truly wanted us to be better so our students would be better.”

Landon, with his easy-going style, got to know students, often taking presidents of student organizations to lunch and mentoring many business students over the years.

Joyce Elam, dean emeritus of the College of Business, remembers how strongly Landon believed in the business school. She recalls the dinner party

at her house when she asked him to be a lead donor in funding the business school complex. “He really didn’t take that much convincing,” she said with a smile. “Kirk was a ‘big picture’ guy who wanted to build a better Miami. He was one of the most generous and genuine people I’ve ever met.” Elam adds that she is grateful that Landon also was a mentor to her.

Landon gave freely of his time to the College of Business and to FIU. He served on the College of Business Dean’s Council, on the FIU Board of Trustees, the University Advisory Board, University Founders Council and the FIU Foundation Board. Each gathering was better because of his insight and enthusiasm.

In 2007, Landon was inducted into FIU’s Torch Society, a prestigious giving society and donor recognition program that honors the university’s most generous benefactors. In 2014, at the College of

Business Hall of Fame event, cheers and a standing ovation occurred when Landon was given a Lifetime Achievement Award.

“R. Kirk Landon’s belief in the College of Business strengthened our school at a critical period in our growth, and his influence continues to be felt on this campus every day,” said Acting Dean Jose Aldrich.

“It’s so appropriate that FIU’s undergraduate school of business should be named for Kirk Landon, a successful business leader who was also passionate about the importance of education.”

Joyce Elam, dean emeritus

GLOBAL SCHOLARS TAKE IN NEW YORK, STEP UP TO CAREER SUCCESS

FIU Business students have had the opportunity to visit New York City, tour its leading companies, and engage with some of the world's finest financial minds, thanks to FIU alumni Eric and Sandra Maldonado.



Eric (BBA '86) and Sandi (BS '89) Maldonado, now based in New York, created the Global Scholars Program, an introduction to the elements of career success in a global business capital.

Eric is a graduate of the College of Business, an FIU Business Hall of Fame inductee and a successful New York businessman. Sandi, an alumnus of the College of Arts, Sciences and Education, has a strong track record as a successful home decor entrepreneur. Their gift funds travel costs for outstanding business students whose academic and professional records demonstrate strong potential for successful careers.

“What motivated us was the desire to increase the awareness of opportunities in New York City for graduating FIU business students,” Eric Maldonado said. “We also wanted to give students real visibility to world-class businesses, to help them make their career goals more tangible. Finally, we wanted to help them realize the power of the FIU alumni network, which they will be part of going forward.”

The first Global Scholars program took place in April 2016. Ten students, chosen from a group of over 150 applicants, arrived in New York prepared for a whirlwind four-day tour of the financial

capital, including visits to the NASDAQ, BNY Mellon, Citibank, mutual fund leader BlackRock, and Markit, where they met Eric Maldonado.

Students participated in extensive research and career preparation prior to the trip to prepare for the demanding pace of New York.

At the conclusion of the corporate visits, students had the opportunity to mingle with alumni, including Sandi Maldonado, at FIU's Worlds Ahead reception.

For the ten students on the trip, the experience was a revelation. Most had never been to New York City; some had never been on an airplane. Each student left New York fascinated with the pulse and opportunity of the city, and determined to spend at least part of their career there.

The trip also launched networking relationships that students hope to build into internships and jobs.

“Our students got a sense of what it really takes to live, work and achieve in one of the financial capitals of the world,” said John Nykolaiszyn, director of the college's Career Management Services office, who helped prepare students for the trip. “This scholarship validates the achievements of our high-performing students, and also challenges them to work hard to prepare for their futures.”

“We also wanted to give students real visibility to world-class businesses, to help them make their career goals more tangible”

Eric Maldonado



BIZLIFE: PWC SUPPORTS A “WELCOME” TRADITION



Global accounting firm PwC has stepped up to support the college and its activities, both in and outside the classroom.

Since 2014, PwC has sponsored the college’s start-of-semester tradition, Welcome to BizLife. The event shines the spotlight on the College of Business’ broad range of co-curricular and academic offerings. It welcomes new and returning business students with food, fun and giveaways.

Welcome to BizLife is an informal way to familiarize new students with the college’s wide range of resources, including career management services, undergraduate advising and international study opportunities as well as over a dozen student organizations. Students learn first-hand how they can incorporate these opportunities into their undergraduate and graduate studies.

It’s also a good opportunity for new students to start a conversation with members of PwC, a global firm with a strong presence in Miami. At each celebration, PwC representatives connect with students about the internship and career opportunities it offers. Each year, PwC recruits between 20 and 50 FIU students for their internships as well as full-time positions.

In recognition of the firm’s additional contributions in support of the college and its infrastructure projects, MANGO 222, a high-tech lecture classroom in the college’s newest building, has been named the PwC Classroom.



Scholars



EY SCHOLARS PROGRAM GRANTS SCHOLARSHIPS TO ACCOUNTING STUDENTS

A group of College of Business alumni and friends from EY (Ernst & Young) awarded a gift of \$128,000 to create scholarships for School of Accounting students. The EY Scholars Program provides support for undergraduate accounting students who intend to pursue a master's degree in accounting. The scholarship is available beginning in students' first year of undergraduate work through their graduate studies.

"We are elated with the new EY Scholarship," said Ruth Ann McEwen, senior associate dean, College of Business and director, School of Accounting. "Our graduates at EY are global leaders in their field, and we are humbled by the gratitude and confidence in our school that they have shown through their ongoing support of this institution."

"Our graduates at EY are global leaders in their field, and we are humbled by the gratitude and confidence in our school ."

Ruth Ann McEwen
Associate Dean, College of Business

The first set of scholarships were awarded in the Fall 2014 semester. Hector Tundidor (BAcc '92), donor and managing partner of EY's Miami office said, "This is our way of saying 'thank you' to an institution that gave us

an excellent education that was fundamental in developing our careers."

In addition to Tundidor, the donors included Steven J. Davis (BBA '91, MBA '93), Alvaro R. Flores (BBA '88), Timothy P. LaMacchia (BBA '85), Jose M. Martinez (BAcc'93), Mark A. Garces (BAcc '98), Rick Gonzalez (BBA '90), and EY partner Oscar Suarez, a former College of Business Dean's Council member who now serves on the FIU Foundation Board of Directors.



DIANE FAULCONER: ADVOCATE FOR THE GIFT OF EDUCATION

A magazine once called her “The Nurse Innovator.” It was a title that fit Diane Ramy Faulconer (BS '74, MSM '74) well.

As an emergency care and ambulatory services administrator for Mount Sinai Hospital in the 1970s, she assigned nurses to senior food centers to check seniors’ blood pressure and discuss their medications, and had vans available to bring potentially at-risk seniors to the geriatric outpatient clinic. She travelled the world, studying healthcare systems in Scandinavia, as well as Socialist and Communist countries during the Cold War, to see which practices might move the U.S. healthcare system forward. She studied health care management specialties such as operating rooms, ambulatory services and emergency medicine administrative services during her undergraduate work in Health Care Management.

As a student in the Masters in Management program at FIU’s College of Business, she found kindred spirits in fellow students who had life experience, and faculty members who wanted them to succeed. She took finance and accounting courses that supported her ambitions, and helped build the groundwork for the development of new business practices in healthcare administration.

As an executive management consultant specializing in surgical and emergency management services at Ernst & Young, she consulted in over 100 hospitals in the U.S. and Canada.

The concept of enabling hard work and uplifting ambitious students led her to establish the Prentiss Lee Faulconer, Jr. and Diane Ramy Faulconer Endowment Fund, which also serves to further the work of her late husband, known as Lee.

Faulconer’s investment in FIU will be used to award scholarships for graduate students in disciplines that reflected their work in the fields of business and nursing. At the College of Business, the scholarship will support graduate students in the fields of accounting, finance and health informatics.

“Without outside support for our academic institutions, there is no way that students and professions can evolve,” she said. “I hope that our contribution motivates many others to consider the lasting benefits of planned giving and the positive impact it will have on countless students.”



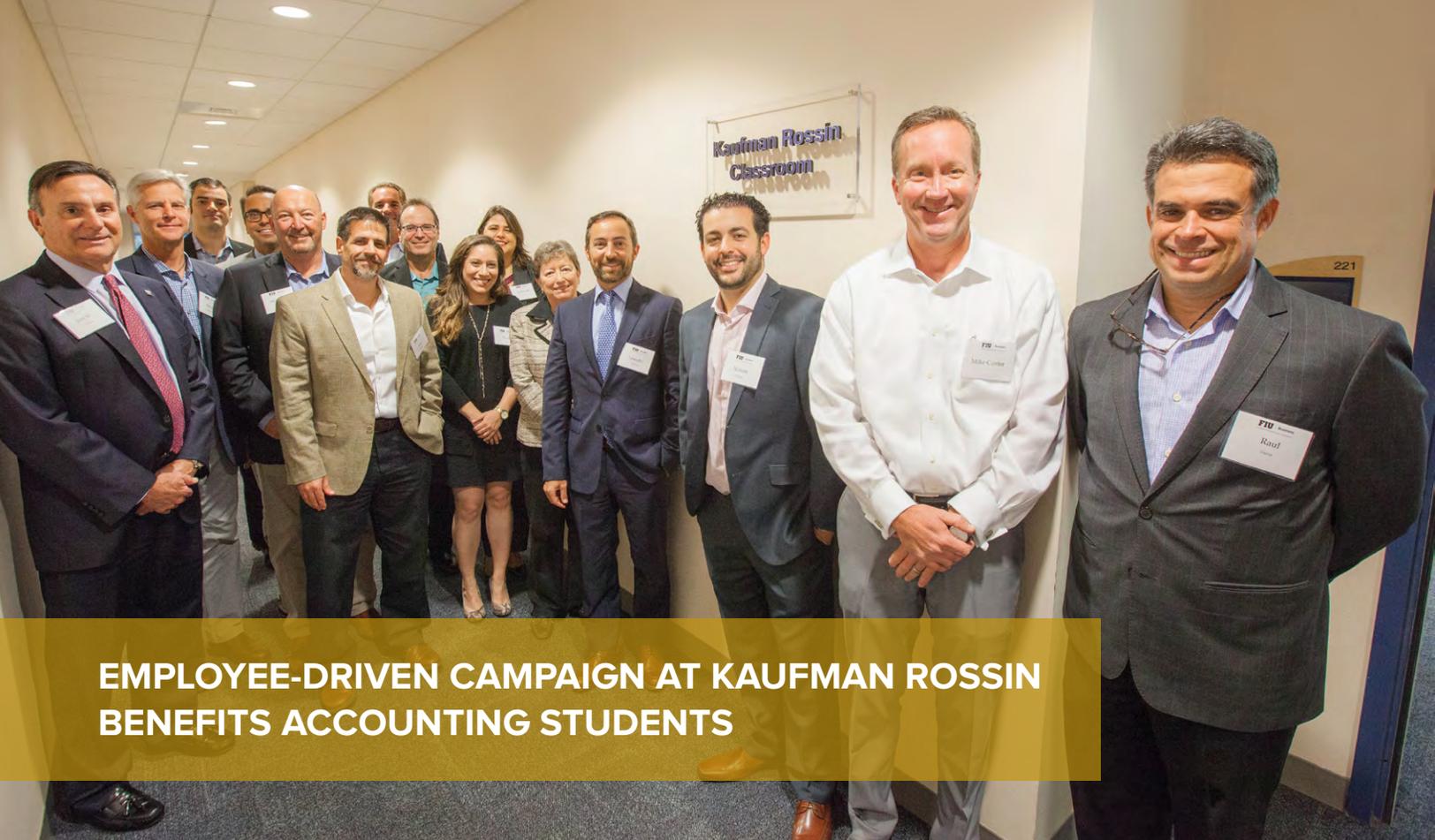
SUNTRUST FOUNDATION ENCOURAGES FINANCIAL WELL-BEING IN PARTNERSHIP WITH FIU

The SunTrust Foundation awarded FIU's College of Business a \$600,000 grant to create a first-of-its kind program designed to inform and engage students, parents and South Florida residents on making sound financial decisions. The SunTrust FIU Financial Wellness Clinic will build on FIU's internationally recognized expertise to create innovative programs offering comprehensive financial literacy.

Workshops will cover topics including personal finance, student loans and retirement planning. Participants in the SunTrust FIU Financial Wellness Clinic's robust academic program will fine-tune their finance skills and be better prepared for the college application process.

Led by the College of Business' Capital Markets Lab, the program will also develop a tailored curriculum for Miami-Dade County's Academies of Finance high schools. High school students will visit FIU frequently and will work hand-in-hand with FIU faculty and students. Representatives of the SunTrust FIU Financial Wellness team will also reach out to low-income and hard-to-reach families that have limited access to guidance from established financial institutions.

The state-of-the-art SunTrust FIU Financial Wellness Clinic will be outfitted with the latest technology and will reside in the Management and New Growth Opportunities (MANGO) building at FIU's MMC campus.



EMPLOYEE-DRIVEN CAMPAIGN AT KAUFMAN ROSSIN BENEFITS ACCOUNTING STUDENTS

The employees at Kaufman Rossin, one of Florida's largest independent accounting firms, donated funds to establish scholarship gifts for graduate students and support other needs in the School of Accounting. Nearly one-third of Kaufman Rossin employees are FIU alumni, but donations to the recent effort came from non-alumni as well as from the firm itself.

The effort was organized by Steven Berwick (BBA '74), CPA, CVA, CITP, CFF, Principal of Assurance, Advisory Services and Litigation Consulting at Kaufman Rossin.

"FIU's College of Business and School of Accounting have been great sources of talent for us," said Berwick, one of the first graduates of FIU who now serves on the FIU Foundation Board of Directors, the FIU President's Council and the School of Accounting Advisory Board. "We interview candidates from all over the country, but the students coming out of FIU's School of Accounting are consistently some of the brightest and most industrious professionals that we hire."

Eight years ago, Berwick spearheaded another internal fundraising campaign at Kaufman Rossin which raised funds for FIU's College of Business.

"This time, we wanted to do even more and really get our employees engaged in giving back to the university," said Berwick. Employees were encouraged to commit to

a five-year gift via payroll deductions and the firm matched the funds raised.

In appreciation for the gift, Room 221 in MANGO will be named for Kaufman Rossin. The room was dedicated in a ceremony this fall.

Kaufman Rossin was recently named one of the

2016 "Best Accounting Firms to Work For" by Accounting Today in partnership with Best Companies Group.

"We look forward to continuing our relationship with the university and helping develop students who will shape the future of public accounting," said Berwick.

"We interview candidates from all over the country, but the students coming out of FIU's School of Accounting are consistently some of the brightest and most industrious professionals that we hire."

Steven Berwick (BBA '74), CPA, CVA, CITP, CFF,
Principal of Assurance, Advisory Services and Litigation Consulting at Kaufman Rossin.



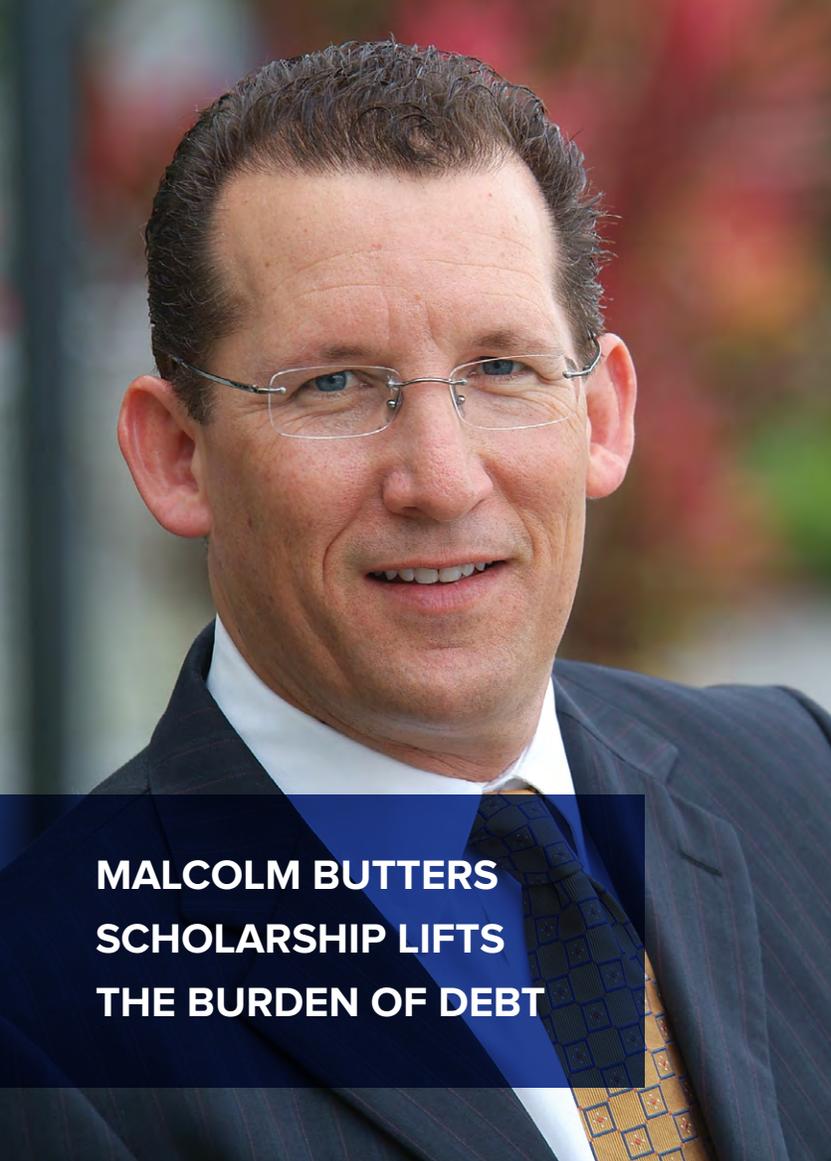
A CREATIVE COLLABORATION: PARK WEST'S GIFT OF ART

Thanks to the collaborative work of a group of FIU Business alumni and friends, a gift of over \$800,000 of artwork has been made to the college by Albert Scaglione, CEO and founder of Park West Gallery.

When former FIU student Charlie Cartaya came aboard as Director of Plant Operations at Park West Gallery, he asked his wife, College of Business alumna Barbara Pestana (BBA '02), if FIU would be interested in receiving a donation from Park West. Cartaya and Pestana, who first met at FIU, thought the university would be a good fit for a Park West gift. In addition to its headquarters and gallery in Southfield, Michigan, Park West has a gallery and distribution center in Miami Lakes, Florida. The group also got help from former FIU student Arnaldo Puig, regional director of TransGroup MIA, who agreed to transport the artwork and absorb the cost of transporting and storing the art.

The gift from Park West, a commercial art gallery well known for their art auctions on cruise lines throughout the world, encompasses over 300 pieces of art including works by Mark Kanovich, Linda Le Kinff and Zamy Steynovitz. As part of their contribution, Park West has also provided custom framing for the art work, and will assist the college with the placement of the art throughout the business school facilities including the College of Business Complex, the Ryder Business Building and MANGO.

Pestana, an Alumni Board member who also serves as a mentor to FIU students, encourages other alumni to be creative in finding ways to support the university. "Of course, financial contributions from alumni are the usual way of helping, and very much needed," she said, "but think outside the box and look for other opportunities. Being creative is a good way of paying it forward to create opportunities for future students."



**MALCOLM BUTTERS
SCHOLARSHIP LIFTS
THE BURDEN OF DEBT**

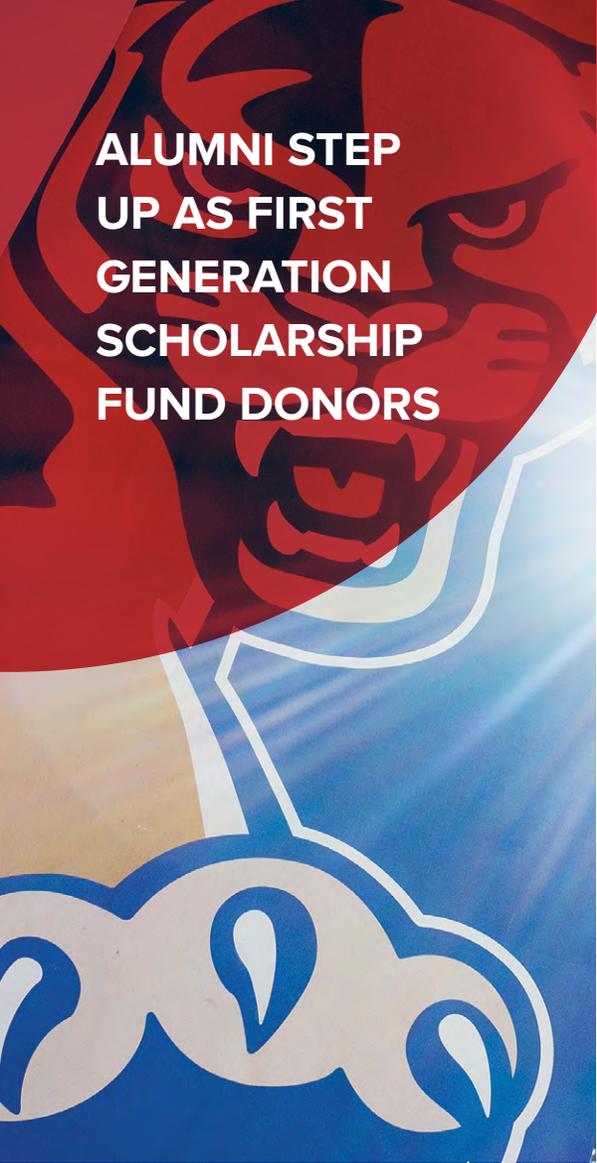


As a successful developer, FIU College of Business alumnus Malcolm Butters (MSIRE '84) understands how debilitating the burden of debt can be—and how many choices can open up to an individual once that debt is removed.

This experience, combined with Butters' support of the College of Business' real estate education, led him to establish the Malcolm Butters Real Estate Scholarship. For each of the past three years, the president and co-founder of Butters Construction & Development, Inc., has personally presented checks to two high-achieving graduates of the Hollo School's Master of Science in International Real Estate. Announced at a ceremony during the school's graduation dinner, they have provided a unique opportunity for the new class

of graduates, many of whom are active real estate professionals, to network with and learn from an accomplished South Florida real estate leader.

At a recent dinner, Butters shared how FIU helped him achieve success, and why he is committed to helping FIU students, many of whom are local and take out student loans, move forward with a lightened debt load. "It's great to see the joy in their faces," he said. "To me, FIU is a special place."



**ALUMNI STEP
UP AS FIRST
GENERATION
SCHOLARSHIP
FUND DONORS**



“We’ve been fortunate in life. I think if you get to be smart enough and wise enough, you’ll learn that a lot of people contributed to where you are today, and it’s your turn to step up and do likewise.”

Those words expressed the sentiments of Herman Cajigas (BBA '84) as he and his wife Teresita “Tere” Venta Cajigas (BBA '83) presented Florida International University with a donation for FIU’s First Generation Scholarship Fund.

Donations made to this program, which financially supports students whose parents or legal guardians have not earned a baccalaureate degree, are matched 100 percent by the State of Florida. Since the

program’s inception in 2006, more than 10,000 First Generation Scholarships have been allocated to FIU students, totaling more than \$7.9 million.

The Cajigas, both graduates of FIU’s College of Business, are owners of On-Q Business Consultants Inc. and On-Q Software Inc., both Miami-based businesses.

Herman noted that with a degree, “students can empower not only themselves but also their whole family and community.”

FIU President Mark B. Rosenberg was also a first generation college student and recently donated \$1 million to FIU’s First Generation Scholarship Program.



sors



MasterCard

FIU 50

HALL OF FAME HONORS OUTSTANDING BUSINESS ALUMNI AND COMMUNITY ACHIEVEMENT

Continuing its legacy of recognizing outstanding alumni achievement and groundbreaking community contributions, the FIU Business Hall of Fame honored prominent alumni and business leaders at its annual ceremonies. The event drew leaders from throughout the South Florida business community to network and celebrate the best in business.

At a gala celebrating the 15th anniversary of the Hall of Fame in 2014, the Lifetime Achievement award went to the late R. Kirk Landon, former president of the Kirk Foundation and namesake of the Landon Undergraduate School and a long-time college supporter.

The 2014 Hall of Fame inductees included the founder of a home-grown global fashion brand, a prominent local artist, and three banking and investment executives:

- **Alexander Mijares** (MBA '11)
artist, A. Mijares Art
- **Alina Villasante**, Alumna,
designer & creator, Peace Love World
- **Guillermo G. Castillo** (BBA '81)
*president, middle market banking,
JP Morgan Chase*
- **Eric Maldonado** (BBA '86)
managing director, Markit
- **Randy Robertson** (BBA '84)
managing director, BlackRock

In 2015, Manny Medina, president of Medina Capital and founder of eMerge Americas, received the Lifetime Achievement recognition.



Manny Medina,
president of Medina Capital

Other alumni honorees came from the worlds of media, real estate, financial services and hospitality:

- **Mario de Armas** (BAcc '85)
CFO, Mexican Region, PwC
- **Francis Hondal** (BBA '87, MBA '94)
*executive vice president, Global Consumer Credit
and Loyalty Solutions, MasterCard Worldwide*
- **Jose I. Juncadella** (BBA '81)
principal, Fairchild Partners
- **Michael Kappitt** (BAcc '92)
chief marketing officer, Bloomin' Brands
- **Pamela Silva Conde** (BS '03, MBA '12)
*co-anchor of Univision Network's
weekdaynewsmagazine "Primer Impacto"*



2014 Hall of Fame winners



Ignacio Urbieto



Lorenzo Perez Jr.



To mark its 15th anniversary, the 2014 Hall of Fame celebration expanded to include an Alumni Panel. Hall of Fame members came to FIU and shared valuable lessons about their careers as leaders and entrepreneurs. Participants offered insights on topics including challenges faced, lessons learned, and for some, memories of their days at FIU. Speaking at the 2014 panel were:

- **Ignacio Urbieto** (MBA '85)
CEO, Urbieto Oil Co.
- **Mayi de la Vega** (BBA '81)
CEO and founder, ONE Sotheby's International Realty
- **Malcolm Butters** (MS '83)
president and co-founder, Butters Construction & Development
- **Tibor Hollo**
chairman and president, Florida East Coast Realty
- **Monica Chiarini Tremblay**
chair, Department of Information Systems & Business Analytics, moderator

The 2015 panel focused on the entrepreneurial success journeys of four outstanding alumni, who also shared insights about how their FIU education impacted their careers:

- **Jose Manuel Diaz** (BBA '86)
CEO, Compass Office Solutions
- **Lorenzo Perez Jr.** (MSIRE '07)
CEO, Premier International Properties
- **Andres Campo** (BBA '00)
owner, Axxis Solutions
- **Misha Kuryla-Gomez** (MIB '04)
owner, Misha's Cupcakes
- **Seema Pissaris**
clinical instructor, Department of Management and International Business, moderator



MANGO BRINGS NEW POSSIBILITIES TO COLLEGE OF BUSINESS

Amidst a fast-changing educational landscape driven by digital technology and students' evolving needs, Florida International University officially inaugurated its six-story, state-of-the-art Management and New Growth Opportunities (MANGO) building in January 2015.

MANGO is a key component of FIU's strategy of growth and entrepreneurship designed to expand classroom space, add laboratories and support innovation.

The 107,912-square-foot building has over 12,000 square feet of potential study space, over 7,000 square feet of classrooms and labs, and more than 340 office spaces.

As the new home to the School of Accounting, MANGO has brought faculty and staff into the same office, increasing collegiality and collaboration.

"It fosters working together on research projects," said Ruth Ann McEwen, director of the School of Accounting and senior associate dean of the College of Business. "We've also added a layer of new technology to our classrooms." The building also houses the Department of International Business, Undergraduate Academic Advising, Office of Global Initiatives and the SunTrust FIU Financial Wellness Clinic.

MANGO delivers two additional benefits: more dining options – Panda Express, Starbucks and Taco Bell – plus a place to study on the west side of FIU's campus. Dynamic spaces use technology to enhance face-to-face, online and hybrid learning. The building's second floor offers state-of-the-art classrooms outfitted with the latest technology, including sophisticated projectors, document cameras, and touch whiteboards.

Advanced course capture technology can digitally record all lectures, allowing students to listen to classes they may have missed and to review concepts they didn't understand the first time in class. MANGO's four break-out rooms have TVs with a built-in computer plus a webcam, making it easier for students to work in groups and with peers in other countries.

It has emerged as a center for education and collaboration that creates new opportunities for students, faculty and staff.



MENTORING PROGRAM: A WAY TO CONNECT TO THE FUTURE



Many FIU Business alumni remember what it was like to be the first in their family to go to college, or feel confused about their career path – and how helpful it was to have guidance from a mentor who knew the ropes and could advise them. That helps explain why, right from the start, the Mentoring Program at the College of Business has enjoyed outstanding success. In the past year, the program grew to 152 students paired with mentors—an increase of an impressive 151 percent.

While the program began with only alumni mentors, it wasn't long before non-alumni colleagues of mentors wanted to get in on the project. Alumna Francis Hondal (BBA '87, MBA '94), executive vice president, Global Consumer Credit and Loyalty Solutions at MasterCard

Worldwide, brought colleagues from MasterCard into the program, and MasterCard became the college's leading corporate provider of mentors. While some mentored face-to-face, others met with their mentees via email, texting and Skype. The flexibility allowed students taking courses online to participate to a similar degree as their on-campus peers.

Alumni contributions have funded the mentoring program, enabling pairs to attend luncheons and networking events together, strengthening their bonds. With an increasingly mobile workforce, the ability to successfully mentor from around the globe is an essential asset. A gift from The Graham Companies by executive vice president and chief financial officer Andre Teixeira (BAcc '92, MAcc '93) facilitated the purchase of new software that will enable and strengthen mentee-mentor conversations.



EXECUTIVE-IN-RESIDENCE

The Executive-in-Residence program brings experienced business leaders, many of them FIU Business graduates, to campus. They share career lessons, provide invaluable guidance, and serve as an inspiration for students, many of whom seek to follow in their footsteps.

Manuel J. Perez de la Mesa (BBA '77), president and CEO of PoolCorp, the world's largest distributor of swimming pool and related products, told students that communications skills and the ability to build a strong team are the true keys to leadership. In his September 2015 lecture, he shared his journey, from his life as a child of an immigrant family to the leadership of a public company with \$2 billion in sales. He urged students to pursue opportunities even if they seemed beyond their grasp. Perez worked days and studied nights while at FIU, and his professors shared real-life business experiences that helped him integrate both worlds: "They not only taught the subject matter, but gave live examples. These individuals helped me connect the dots."

John Zamora (BAcc '94, MAcc '96), national managing partner of Deloitte, told students at an October 2015 visit to campus that the discipline he learned while juggling multiple responsibilities during his years at FIU was essential to his success. "Working and going to school was really hard, but it helped me prepare for life," he said, noting that he now looks for the same skills when he recruits. Zamora also shared his thoughts on the future of the accounting profession and urged students to add technology and data analytics skills to their financial education.



David A. Rocker, retired hedge fund manager and a two-time Harvard University graduate, delivered a thought-provoking February 2014 lecture, "Sometimes You Are the Dog and Sometimes You Are the Tree: The Politics of Youth." Rocker, who founded a hedge fund and retired after two decades in the business, drew students' attention to a future made more challenging by limited financial resources and demands of special interest groups. He urged students to unite to advocate for situations that will benefit them. "Young people need to pay attention," he said.



**BUSINESS STUDENT
PHILANTHROPY COUNCIL
LEADS EFFORT TO
“GIVE BACK”**

To mark the 50th anniversary of the founding of the College of Business, and to raise awareness of the importance of philanthropy, a group of FIU Business students created the Business Student Philanthropy Council in fall of 2014. The goal: highlight the many ways philanthropy touches students' lives, and foster a culture of giving back among undergraduate students before they leave the university.

The group's first project: establishing the FIU Business Class Gift from the Class of 2015. As a thank-you for contributions starting at \$20.15, participating students received a cord to wear at commencement, or for a larger gift, an FIU Business stole. In total, 400 members of the Class of 2015 participated, raising a total of \$12,000.



As a thank-you for contributions starting at \$20.15, participating students received a cord to wear at commencement

The Class of 2015's gift went to the FIU Student Enhancement Fund, which helps pay for out-of-the-classroom experiences such as case competitions and professional development opportunities, scholarships and mentoring programs. Graduating students, many of whom had received funding for activities through the fund, were gratified to help replenish the fund to create opportunities for students of the future. The Class Gift project was so successful that it will be adopted by the entire university.

For their next project, the council partnered with Bank of New York Mellon to present a Spring 2016 workshop on philanthropy in the workplace, sharing guidance on how a practice of giving back stands as an important part of a successful business career. Future projects will continue to focus on helping students understand and develop an ongoing culture of giving back.

STUDENT MANAGED INVESTMENT FUND BRINGS WALL STREET WORK TO THE COLLEGE CAMPUS

The Student Managed Investment Fund combines textbook theory with real world application as it provides hands-on experience in equity analysis and portfolio management. Under the guidance of Department of Finance faculty member, Flavio Carrillo, students in this class engage in fundamental analysis of equities to discover undervalued and profitable long term positions in U.S. markets, exposing them to the tools and techniques used on Wall Street.

Organized into sector teams, each with a sector manager, the students exchange ideas and stay up-to-date on market news using the Capital Markets Lab, with its 49 dual-screen computer terminals equipped with finance and business software. At the end of the course, students pitch their ideas to an Advisory Board of industry professionals, who provide feedback and can approve new long-term investments for the fund itself.

The months spent analyzing companies and creating financial models provide students with the confidence to interview at firms, and the opportunity to network with leading finance professionals gives them a leg up in the job market. In fact, students often enroll in the course multiple times for the experience, rather than the credit.





GLOBAL SALES PROGRAM: AN INCUBATOR OF LEARNING



Business savvy and performance under pressure are key to sales success—and that’s how the College of Business’ Global Sales Program prepares students for careers in professional selling and elevates the sales profession.

The program continues to expand its footprint, drawing new sponsors and connecting students with more potential employers, who are increasingly impressed with students’ ability to adapt to unfamiliar situations, a key facet of sales.

Some of the sponsors for the Department of Marketing’s Sales Program for the 2016-2017 academic year are ADP, Aerotek, Celebrity Cruises, DHL Express, Comcast Spotlight, AT&T, Enterprise Rent-A-Car, C.H. Robinson, Northwestern Mutual, Axxis Solutions and City Furniture.

A central part of the Sales Program is the Global Sales Lab, which features 12 sales training rooms, each equipped with a camera and microphones, and recording and playback capabilities. Students can conduct mock interviews, work on role-play exercises and record sales presentations. Executives and recruiters can watch students’ archived videos, interview students, and determine which are best suited for internships or jobs. The Global Sales Lab is also the stage for two important sales competitions: FIU’s Panther Sales Tournament and the Global Bilingual Sales Competition.



ATOM: A new faculty analytics consulting group benefits students, companies

ATOM, which stands for Analytics, Technology, and Operations Management, is FIU's first faculty technology consulting practice. Led by Karlene Cousins, faculty member of the Information Systems and Business Analytics (ISBA) Department, ATOM provides businesses with innovative services from leading faculty experts in the technology area, while giving students experiential learning opportunities. Faculty and graduate students use cutting-edge technology to solve real-world problems for the business community, providing their services at an affordable cost. For large companies, ATOM aims to be a key asset for corporate IT teams who don't have the internal resources or time to dedicate to new or overflow projects.

In its first year, ATOM offered opportunities for students to showcase their talents using publicly-available business data. In its first ATOM-sponsored business analytics competition, the winning team presented its findings on the rise of Uber at eMerge, Miami's preeminent technology and entrepreneurship conference. Many presenting students received job offers as a result of contacts made at the conference. As a consultancy, ATOM brought state-of-the-art analytical tools to Global Health Intelligence, a firm that provides healthcare market insights in Latin America and Asia.

CHAIRS, PROFESSORSHIPS AND FELLOWS

EMINENT SCHOLAR CHAIRS

Christos Koulamas

Ryder Eminent Scholar Chair in Management Information Systems

Sumit Kundu

James K. Batten Eminent Scholar Chair in International Business

Steve Wen-Jen Lin

Knight Ridder Eminent Scholar Chair in Accounting

Modesto Maidique

Alvah Chapman Eminent Chair

William Newburry

Ryder Eminent Scholar Chair in Global Business

Kannan Raghunandan

Ryder Chair in Business Leadership

Juan Sanchez

Knight Ridder Byron Harless Eminent Scholar Chair in Management

Mary Ann Von Glinow

Knight Ridder Eminent Scholar Chair in International Management

ENDOWED PROFESSORSHIPS

Abhijit Barua

Morrison, Brown, Argiz, & Farra, LLP Professorship in Accounting

Aya Chacar

Ingersoll-Rand Professor in International Business

Walfried Lassar

Ryder Professor

Edward Lawrence

Florida International Bankers

Association Professor

Anthony Miyazaki

Macy's Retailing Professorship

Dasaratha Rama

Knight Ridder Center Research Fellow

SunTrust Bank Professorship

John Tsalikis

BMI Professorship in Marketing

KNIGHT RIDDER CENTER RESEARCH FELLOWS

Wen-Hsiu Chou

Robert Daigler

Nathan Hiller

Xiaoquan Jiang

Richard Klein Jr.

George Kyparisis

Suchismita Mishra

Ozde Oztekin

Ronaldo Parente

Arun Prakash

Debra VanderMeer

Weidong Xia

R. KIRK LANDON TEACHING AND STUDENT ENGAGEMENT FELLOWS IN UNDERGRADUATE EDUCATION

Tim Birrittella

Wendy Gelman

Seema Pissaris

Nancy Rauseo

David Wernick

TIBOR AND SHEILA HOLLO RESEARCH FELLOWS IN REAL ESTATE

William Hardin

Zhonghua Wu

Zhenguo Lin



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The logo for Florida International University (FIU) consists of the letters 'FIU' in a bold, blue, serif font with a yellow outline. A thin yellow horizontal line is positioned directly below the letters.

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