



OUR DNA:
Four strategic themes

EXECUTIVE DEAN'S
REPORT 2010-2011

COLLEGE OF BUSINESS ADMINISTRATION

R. KIRK LANDON UNDERGRADUATE SCHOOL OF BUSINESS
ALVAH H. CHAPMAN JR. GRADUATE SCHOOL OF BUSINESS

FIU

Business

FLORIDA INTERNATIONAL UNIVERSITY

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INTERNATIONAL BUSINESS

ENTREPRENEURSHIP

HEALTHCARE MANAGEMENT

FINANCIAL SERVICES

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OUR MISSION

Our mission is to create enduring educational value for our students, for our alumni and for the business and academic communities we serve:

For our students—whom we prepare to succeed in a rapidly changing, technology-driven global business environment.

For our alumni—to whom we provide opportunities for continuing professional development and a legacy that appreciates as our excellence grows.

For our business community—to whose economic development we contribute by providing a talented, diverse and highly qualified pool of business professionals and leaders along with educational programs, applied research and collaborative projects.

For the academic community—to whom we bring new knowledge by creating an environment that nurtures high-quality, discipline-based research and the development of future scholars.

OUR VISION

Our vision is to gain international prominence for providing a high-quality, technology-enabled educational experience rooted in our Miami location and focused on the unique requirements of doing business in a global and interconnected market.

OUR STRATEGIC PLAN

Our five-year strategic plan was developed with contributions from our students, faculty, staff, administrative team, alumni and business community. It outlines challenges in our competitive external environment and our internal resources for addressing them. It also sets forth our strategic goals for which we develop annual objectives.



The College of Business Administration is an accredited member of AACSB International—The Association to Advance Collegiate Schools of Business.



IN THE COLLEGE OF BUSINESS
ADMINISTRATION, WE RESPOND
TO THE SEISMIC CHANGES IN THE
WORLD THAT DEMAND NEW VISION
AND LEARNING OPPORTUNITIES.



DNA. IT'S THE MATTER WE'RE MADE OF, THE CORE OF WHO WE ARE. It shapes what we do organically, forming the basis of how we act, think and move forward in the world.

In the College of Business Administration, we respond to the seismic changes in the world that demand new vision and learning opportunities. Yet the strands of our organizational DNA remain intact as our guide:

- **International business.** As we develop new partnerships and create global study opportunities for our students, international exchange has become an underlying mission so essential to our college that we naturally incorporate a global learning dimension into all we do;
- **Entrepreneurship.** As we educate entrepreneurs through opportunities for professional growth, skill development and networking, we prepare them to take leadership roles in a community with a natural affinity for small business;
- **Healthcare management.** As we prepare students for leadership roles in one of South Florida's largest and most complex industries, we work to ensure they have an outstanding grasp of healthcare's unique business and financial principles;
- **Financial services.** As we provide educational support for South Florida's vital accounting, finance and real estate sectors, we offer students unique global experiences that foster understanding of financial services worldwide.

Like DNA strands woven through all life forms, these four core concepts of FIU Business intertwine, and each of our accomplishments in the past year embodies them.

We continue to demonstrate our strengths as the business school of an international university—a college that consistently wins national recognition for its international business programs, validating our focus on preparing students to play a central role on the global stage across various sectors.

I am pleased and proud to share with you our Executive Dean's Report for 2010-2011.

In its pages, you will read stories of the men and women who share our DNA as they absorb and support our educational mission. We take pride in creating an environment that helps all those we serve flourish in today's business ecosystem.

Joyce J. Elam, Executive Dean

James L. Knight Eminent Scholar Chair in Management Information Systems



INTERNATIONAL BUSINESS

Although the college's focus on international business threads through all our initiatives, we also offer specific programs that prepare students to do business in a rapidly changing global environment. These programs give them the knowledge and skills to contribute across geographies, while enabling the college to reach into the community—local and global—to share our expertise and our connections to business leaders.

Study abroad programs immersed students in different cultures including enriching visits to businesses and academic institutions. At home, long- and short-term programs for FIU Business students and those from other countries afforded opportunities for them to engage business experts from around the world. And the college continued to expand and deepen its **relationships with leading universities worldwide** through its unique dual degree program format to advance a global community by welcoming students to FIU for graduate work.



ENTREPRENEURSHIP

The fostering of entrepreneurship and the training of entrepreneurs flourish as primary goals in the college. An entrepreneurial orientation pervades the curriculum and the business school participates in events that involve other FIU colleges as well as the community. Last year, the inaugural **Americas Venture Capital Conference** established the business school as a champion of economic expansion in the hemisphere, with entrepreneurs from Latin America and financiers from throughout the world coming together at FIU. The college named its first **Executive in Residence**—one of the world's most successful entrepreneurs—who shares his knowledge and provides guidance to students and faculty. As has been the case 11 times in the past, the college devoted its major alumni event to the recognition of success in our community: a graduate who has founded a business, one who grew an existing enterprise and a non-alumni South Florida entrepreneur.

THE STRANDS OF OUR
ORGANIZATIONAL DNA
REMAIN INTACT AS
OUR GUIDE.

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HEALTHCARE MANAGEMENT

With its array of personnel and technological demands, the sector provides FIU Business ideal opportunities to contribute through the strengths of its faculty and innovative outreach efforts. The college launched the **Healthcare MBA** in fall 2010 with a curriculum designed with the active participation of the region's healthcare community. Courses provide students with the vital understanding of how healthcare services will be administered in the coming years, while faculty experts were tapped to undertake key research projects. The college brought in nationally regarded speakers to discuss key drivers in the sector at events that drew hundreds of healthcare managers to FIU. And, recognizing the global dimensions of healthcare challenges, the college established a dual degree agreement with a **medical university in China** enabling their students to travel to the United States and earn a Healthcare MBA from FIU.



LIKE DNA STRANDS WOVEN
THROUGH ALL LIFE FORMS,
THESE FOUR CORE CONCEPTS
OF FIU BUSINESS INTERTWINE.

FINANCIAL SERVICES

In an economy in transition, FIU Business programs related to financial services took on new depth. With a commitment to broaden the scope of **financial literacy programs** for students as well as the wider community, the business school welcomed new corporate partners for the State Farm Financial Literacy Lab. The support made it possible to extend an already-popular program for high school students to more schools and provided a means for partners to be actively involved in the lab's outreach. Finance students taught the program, created by the lab's director, sharpening their presentation skills and increasing their expertise. With all eyes focused on an unstable housing market, faculty **research on residential real estate** received widespread national media play. And in a challenging year for investments, funds managed by students—under the guidance of a faculty advisor and a board of local business people—outpaced the rate of return of the overall market.

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UNDERGRADUATES INCREASE THEIR SKILLS

NEW GROUP EMPOWERS STUDENT LEADERS.

Through the Student Leadership Group (SLG), launched in September 2010, key officers of the college's 11 student organizations gained a valuable way to provide input; interact with alumni, faculty and staff; and develop leadership skills. At the first meeting, Angel Garcia, former assistant director, FIU's Center for Leadership and Service, explained the key components of leadership in today's society.

The brainchild of Michael Fenton (BBA '07), past Business Alumni Chapter (BAC) president, SLG capitalizes on a 2009 study done by then-student Miguel Lugo (BBA '10) in conjunction with the college's chapter of the American Marketing Association (AMA). The research found that students are 30 percent more likely to join the alumni chapter after graduation if they are involved with one of the student business organizations.

SLG plans to host presentations by alumni about their industries, engage college deans in discussions and organize other social and professional events. It also serves as a forum in which the student leaders can share best practices. Advisor Yanyn San Luis (BA '10), student and alumni relations coordinator, Department of Advancement, Alumni and Corporate Relations, has spearheaded many of the activities.

In spring 2011, Executive Dean Joyce J. Elam hosted a roundtable discussion attended by 27 SLG members. The gathering provided an opportunity for her to hear the students' insights and for her to communicate the extent to which the college values their input.

The Business Student Council, which previously acted as a liaison between student organizations and the BAC, was folded into SLG bringing all the business student organizations together in one leadership group.



Student Leadership Group advisor
Yanyn San Luis with members
of the organization

THROUGHOUT THEIR YEARS IN THE BUSINESS SCHOOL,
UNDERGRADUATES COMPLETE A CURRICULUM AND
PARTICIPATE IN BUSINESS ORGANIZATIONS THAT HELP
THEM INTERNALIZE OUR CORE PRINCIPLES.

U.S. News & World Report's "AMERICA'S BEST COLLEGES" ranked FIU's undergraduate international business programs #15. **Bloomberg Businessweek** ranked FIU's UNDERGRADUATE INTERNATIONAL BUSINESS programs #21.

STUDENTS GAIN NATIONAL RECOGNITION.

For the fourth time, and for the second consecutive year, ALPFA named an FIU student "National Student of the Year." In 2010, Christopher Houseman (BACC '10) won the highest student award given by the organization. In addition, a team of five students competed in the KPMG case competition, advancing to the final six from a field of 25.

At the American Marketing Association's Annual International Collegiate Chapter Conference, the title of "International Collegiate Chapter of the Year" went to FIU—the second time in six years that the chapter received the highest honor. The group captured nine other awards, including a first place to Jeff Zelaya (BBA '11) in the Northwestern Mutual Sales Competition.

In 2010, at the Future Business Leaders of America-Phi Beta Lambda (FBLA-PBL) Annual National Leadership Conference, FIU's chapter was recognized as the fifth best in the nation. In 2011, already named the Florida Chapter of the Year, they topped their 2010 achievement at the national event, moving up to second in the country. The chapter also was recognized as a Gold Seal Chapter, a designation given to only the top five percent.



3 Kickoff meeting of Student Leadership Group



1 Christopher Houseman with Manny Espinoza, ALPFA CEO

2 Student Leadership Group with Joyce J. Elam

4 FIU's "International Collegiate Chapter of the Year" of the American Marketing Association

STUDY ABROAD PROGRAMS CAPTIVATE

DURING 2010-2011, SEVEN STUDY ABROAD PROGRAMS ENABLED 162 STUDENTS TO EXPERIENCE 23 CITIES IN 11 COUNTRIES.

Designed to expose students to the cultural context in which international business takes place, the trips share a number of features. The FIU Center for International Business Education and Research (CIBER) handles many of the logistics. Business faculty members pack itineraries with meetings with business leaders and academics. Participants visit landmarks, forge friendships with other FIU Business students and continue their coursework. And everyone sees practical applications of theories dealt with in class. Doreen Gooden serves as faculty director for the college's study abroad programs; Elisabeth Beristain is program director for marketing study abroad programs. CIBER staff members and other FIU personnel assist on the trips. In chronological order, the study abroad programs were:

Spain, Italy and France

On the first Professional BBA study abroad program, 42 students traveled to Spain, Italy and France, spending part of the time on Royal Caribbean's *Voyager of the Seas*.

During the cruise, they stopped in Naples, visiting Agriturismo La Galatea Farm, learning about the making of olive oil and enjoying a tasting event; traveled in the French Riviera where they learned about the cultural and business practices of various cities; and boarded the national frigate at the National Military Base in Toulon.

In Rome, they had a once-in-a-lifetime chance to hear the pope speak in an auditorium at the Vatican.

STUDY ABROAD PROGRAMS MAKE INTERNATIONAL BUSINESS REAL.



1 Tatiana Diaz and Diana Rico in Paris

2 Kelly Cao in Cairo, Egypt

3 Marketing study abroad program to China

TOP 10 UNDERGRADUATE EMPLOYERS: Bank of America; BDO USA, LLP; Deloitte; Ernst & Young; Florida International University; JP Morgan Chase; KPMG; Merrill Lynch; Omnipoint LLC; PricewaterhouseCoopers, LLP

China and Hong Kong

A 12-day study excursion took 30 students to Beijing, Shanghai and Hong Kong, revealing the differences between how business is conducted on mainland China and in Hong Kong.

Their eight business and academic stops included the Shougang Group, a large-scale enterprise group in Beijing; the Shanghai Shen Mei Beverage & Food Co. Ltd.; and the Hong Kong Stock Exchange. While in Beijing, they visited Tiananmen Square, the Forbidden City and the Great Wall.

Egypt

The 24 students who ventured to Egypt for a 12-day program went to Cairo, Aswan, Edfu and Luxor, arriving at several of the destinations via cruise ship. In addition to lectures at the American University at Cairo and several U.S. government agencies, they heard presentations or toured Orascom Telecom and General Motors.



Yader Chavez and Izzet Melo in front of the BMW Museum in Munich

Italy

Fourteen students participated in a nine-day, marketing-focused study abroad program to Florence and Milan, with visits to Venice and Pisa.

While in Florence, they had a factory tour at GE, were guided through the Salvatore Ferragamo Museum and visited the artisan quarters, with the city's breathtaking art and architecture visible at every turn.

In Milan, they met with executives at the Y&R Group of Agencies, including public relations giant Burson Marsteller, heard a presentation at the U.S. Commercial Service and explored the city's world-renowned fashion district.

Munich and Paris

A nine-day trip centered on Munich and Paris.

Among their experiences in Munich, the 31 students toured a BMW plant, where they viewed most of the process of car fabrication, an experience that brought to life what they had learned in their operations and supply chain management courses.

In Paris, they met with the co-owner of Entrepreneur Resources Group (ERG), an interim executive management company; visited ExxonMobil; and toured the Palace of Versailles and the Louvre.

China

Eleven students spent 12 days in Beijing and Shanghai on a marketing study abroad program. In addition to spending time at Y&R, PR Newswire, Coca Cola and Walmart, among the 10 plus business visits as well as Tiananmen Square, the Forbidden City and the Great Wall, they enhanced their cultural awareness by participating in a cooking class.

Czech Republic and Austria

For nine days, 10 students toured the Czech Republic and Austria, visiting Prague and Vienna. At Prague's Skoda Car parts manufacturing and car assembly plants, they saw the joining of theories of value chain analysis and the science of operations management. At Ludwig Reiter, a manufacturer of 100% leather shoes and bags in Vienna, they learned about the company's history and its business.

WORKING PROFESSIONALS COMPLETE DEGREES

WEEKEND AND SUNRISE PROGRAMS CELEBRATE ACHIEVEMENTS.

The largest class ever to take the college's Professional BBA Weekend program graduated on April 8, 2011. Seventy strong, the group awarded prizes at a celebration dinner. This was the 28th session for the Professional BBA Weekend program, formerly known as BBA+ Weekend. Clifford Perry, associate dean at the time, was the program's director.

Rosita Gonzalez (PBBA '11) was valedictorian, Lily Guerrero (PBBA '11) received the Classroom Leadership Award, and the class designated Brian Schriener to receive the Best Professor Award.

A special certificate of achievement was presented to Maria Page (PBBA '11), who had surgery on both hands but with help from her nine-year old son Kevin managed to complete her studies.

The event included a video made by the students as well as the presentation of appreciation gifts to Angie Letona (BA '05), program coordinator; Neda Augusto, program assistant; and Luis Irizarry, student assistant.

Also on April 1, 2011, 45 people graduated from the PBBA Sunrise program, which was offered for the seventh time.

Julio Arboleda (PBBA '11) and Joel D. Valencia (PBBA '11) were class valedictorians. Ternecia Mosley (PBBA '11) received the Class Leadership Award and the Circle of Excellence Award was presented to faculty member Wendy Gelman.

The part-time PBBA program offers an accelerated Bachelor's of Business Administration for working professionals who have earned an Associate of Arts degree in a Florida public institution or 60 college credits but never completed their degree. A group enters at the same time and takes all courses together.

1 Professional BBA Sunrise graduates

2 PBBA Weekend graduate Lily Guerrero and Clifford Perry

3 Angie Letona, PBBA program coordinator, PBBA Weekend graduate Maria Page and her son Kevin



TOP 10 UNDERGRADUATE INTERNSHIP PROVIDERS: Bank of America; Citigroup; Deloitte; Discovery Channel; Macy's; Merrill Lynch; PricewaterhouseCoopers, LLP; Sony Pictures Entertainment; Telemundo; Walt Disney

STATE FARM FINANCIAL LITERACY LAB INCREASES IMPACT

LAB ACQUIRES NAME AND EXPANDS PROGRAMMING.

A generous gift to the business school from the State Farm Mutual Automobile Insurance Company resulted in the renaming of the Capital Markets Lab to the State Farm Financial Literacy Lab.



The newly renamed State Farm Financial Literacy Lab

The name was only one change for the 2,200 square-foot state-of-the-art facility, which boasts 50 high-end, networked workstations with dual-screen monitors, advanced audio/visual systems, plasma screens, a ticker tape display with real-time data and television business broadcasts.

In 2010, for the second year, students from the Christopher Columbus High School in Miami benefited from a thorough introduction into finance and business; the popular offering was set to expand to other high schools in Miami-Dade County, supported by funds from State Farm and JPMorgan Chase Foundation. The program was the brainchild of the lab's director, Helen Simon, a member of the Department of Finance and Real Estate, who developed the course specifically for high school learners. Lab interns—generally finance majors—conduct the sessions.

In addition, Alex Acosta (BBA '08), Sofia Bitela (MSF '10), Jack Christian and Nina Nikolic (BBA '10) joined the board of the Student Management Investment Fund (SMIF), a group that invests real money under the board's guidance. These members of the business community ask the students tough questions and decide, along with input from Simon—SMIF advisor—the investments to be made. On April 30, 2010, the value of the portfolio was \$204,169.89; the year closed on April 29, 2011 with a portfolio value of \$214,575.31. The actual total return for the period was 5.1%.

LANDON PROFILE 2010-2011

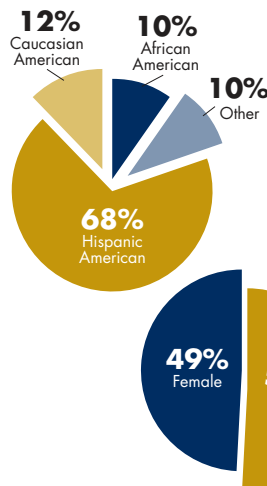
Total Enrollment
6,515

Full-Time Students
3,822

International Students¹
5%

Countries Represented²
118

Student Population



¹ Percent of total enrollment

² Includes U.S. permanent residents and naturalized citizens

THE STATE FARM FINANCIAL LITERACY LAB REFLECTS OUR CORE COMMITMENT TO SHARE EXPERTISE IN AN AREA THAT HAS A DAILY EFFECT ON PEOPLE'S LIVES.



HEALTHCARE MBA LAUNCHES

THE COLLEGE ACHIEVED GREAT SUCCESS IN ITS COMMITMENT TO HEALTHCARE INFORMATION RESEARCH AND MANAGEMENT EDUCATION.

The 18-month Healthcare MBA, launched in the fall of 2010, currently has 111 students; 29 of them started at the program's outset and 30 began in the spring of 2011. The program—with its strong emphasis on practical applications and a range of management skills—has drawn working professionals from throughout the healthcare spectrum as well as those who want to transition into healthcare.

Among the students is a group from Southern Medical University (SMU) in Guangzhou, China. During the week of August 30, 2010, a four-person group from the college participated in the opening ceremony of the Healthcare MBA program as part of the dual degree agreement between the two universities. It was the second visit to SMU for Nancy Borkowski, the graduate school's director of Health Management Programs.

Faculty members Monica Chiarini Tremblay and Gloria Deckard received a \$495,980 grant from the Agency for Health Care Administration (AHCA) to evaluate the statewide health information exchange being implemented by Harris Corporation for Florida. Funded by the federal Office of National Coordinator for Health Information Technology (ONC), the three-year study will examine stakeholders' reactions and interactions with the health information exchange process and behavioral and sociological barriers to its success. It will include the development of a knowledge management system to track and maintain project information for the state to conduct a self-evaluation of the project and to inform national program-level evaluation.



1 Monica Chiarini Tremblay and Gloria Deckard, recipients of a major, three-year grant



2 John Iglehart

**WITH HEALTHCARE MANAGEMENT AS
A CORE THEME, WE DRAW FROM AND BUILD
A COMMUNITY OF PROFESSIONALS.**

AméricaEconomía placed the Chapman Graduate School 27th among U.S. business schools and 48th in the world. Nine of the top ten Latin American business schools are members of FIU's Dual Degree network. **Diverse: Issues in Higher Education** magazine ranked FIU as the TOP DEGREE PRODUCER for Hispanic students in business management, marketing and related support services. **Hispanic Business** ranked the college the #8 BUSINESS SCHOOL FOR HISPANICS. The college was included in The Princeton Review's **The Best 300 Business Schools: 2011 Edition**. **U.S. News & World Report** ranked the Chapman Graduate School 24th in the INTERNATIONAL SPECIALTY.



HEALTHCARE MBA STUDENTS HELP ORGANIZE EVENTS THAT ALSO ENABLE THEM TO ENGAGE DIRECTLY WITH INDUSTRY LEADERS.

On February 16, 2011, John Iglehart, Health Affairs founding editor and *New England Journal of Medicine* national correspondent, spoke to 125 guests—including leading members of South Florida’s healthcare community, educators and practitioners—on “Health Reform, Mounting Deficits and Partisan Politics: A Perilous Path on Uncertain Terrain.” Trane Commercial Systems was the underwriter; co-sponsors were the college, Health Foundation of South Florida, and FIU’s Robert Stempel College of Public Health and Social Work, and the College of Nursing and Health Sciences.

More than 65 industry leaders gathered at the college for “Healthcare Facility of the Future,” a South Florida Healthcare Executive Forum (SFHEF) educational program, held on May 5, 2011.

The three-hour symposium explored the impact of new technology including electronic health records and new clinical diagnostics as well as patient safety and quality patient-centered care in designing new construction.

Trane was the underwriter and presenting sponsor. SFHEF, the Florida Chapter of the Healthcare Financial Management Association and the South Florida Chapter of the National Association of Health Services Executives were co-sponsors.



3 Nancy Borkowski and attendees at the John Iglehart lecture

4 Jaime Caldwell, vice president of the South Florida Hospital and Healthcare Association, moderated the “Healthcare Facility of the Future” forum.

5 Healthcare MBA students met with John Iglehart.



CORPORATE MBAs GRADUATE

ONLINE PROGRAM DELIVERS QUALITY TO STUDENTS ACROSS THE COUNTRY AND WORLD.

In 2009, the college launched a Corporate MBA—a fully online 18-month program. The second class, a group of 48, completed the program in 2011 and marked the occasion with a graduation reception at the College of Business Administration. Currently, there are 633 students from 36 U.S. states and four countries enrolled in the program.

Abdelaziz “Aziz” Zakkout (CMBA ’11), a project manager for Global Financial and Consulting, based in La Jolla, California, learned about the program when his father, Adnan Zakkout (MBA ’81), received an email describing it. Zakkout admits he originally had a negative view of online education.

“I prefer the Socratic method of learning and didn’t think much of online education,” he said. “But FIU’s online classes and discussions made it an enriching way to learn.”

Despite reservations about an online program, he was attracted to this offering because of the university’s reputation and the program’s international aspects.

“Why sit in class with five people from your hometown?” he said. “I attended online classes with people I now know from Africa, Puerto Rico and Tennessee, among many places.”

“I knew I wanted an online program for my master’s,” said Rene Arroliga (CMBA ’11, BS ’00), who moved to Raleigh, North Carolina shortly after completing his bachelor’s degree. “I was only working part-time. If I got a full-time job, I wanted to be able to continue to work on my degree.”

That contingency planning paid off. In February 2010, he started with Allscripts Software the same day his MBA classes began.

“A friend’s online master’s was a ‘canned program’ with a disconnect between him and his professors and peers,” Arroliga said. “From the start, I was engaged. Remarkably, a coach telephones you on the first day of each semester to provide any assistance you need.”



1 Abdelaziz “Aziz” Zakkout



2 Rene Arroliga

CHAPMAN PROFILE 2010-2011

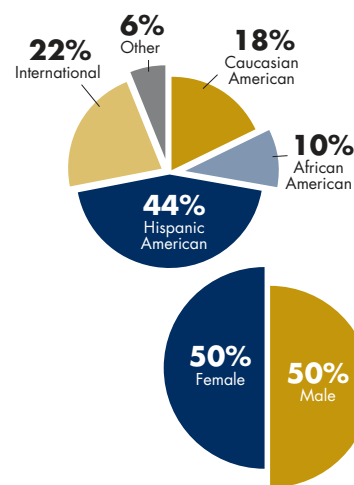
Total Enrollment
1,830

Part-Time Students
1,598

International Students¹
22%

Countries Represented²
91

Student Population



¹ Percent of total enrollment

² Includes U.S. permanent residents and naturalized citizens

TOP 10 GRADUATE EMPLOYERS: America Movil; Bank of America; Cap Gemini Consulting; Ericsson; Espirito Santo Bank; Mercer; PricewaterhouseCoopers LLP; Revenue Management & Analytic Organization; StateTrust Capital LLC; Target Corporation

WEEK FOCUSES ON ENTREPRENEURSHIP

INTERNATIONAL MBA STUDENTS ENGAGE ESTABLISHED ENTREPRENEURS.

“Global Entrepreneurship Week: Secrets of New Business Development” took place at FIU April 4-7, 2011. The Eugenio Pino and Family Global Entrepreneurship Center presented the event, organized by Dileep Rao, clinical professor in the Department of Management and International Business.

He designed the event to fulfill a request from Joyce J. Elam, executive dean, who wanted a program specifically created to expose International MBA (IMBA) students to the wisdom of experienced professionals.

Rao assembled a team of seasoned and successful business leaders to share their advice and experience with 100 students at the weeklong program, which combined speakers and panels. Topics included “Building Ventures in a Global Environment,” “Trends in Global Entrepreneurial Media” and “How to Build a \$100 Million+ Company.”

FIU President Mark B. Rosenberg attended the keynote address, delivered by John H. Dasburg, chairman and CEO of ASTAR USA and former president of Burger King and Northwest Airlines. His talk was titled “Entrepreneurship in the Corporate Environment: A Global and Local Perspective.”

Modesto A. Maidique, FIU president emeritus and executive director of the FIU Center for Leadership; Lloyd Sigel, founder of Lloyd’s Barbecue; Maria Elena Ibanez, founder of Intermark Foods; and additional entrepreneurs, lawyers, publishers and experts presented. Both Luis Casas, then director of marketing, communications and recruiting; and Jerry Haar, associate dean for international programs, spoke and helped Rao obtain panelists. The Center for Leadership provided funds for an award to the student team that delivered the best recap at the week’s conclusion.



- 1 IMBA students at a “Global Entrepreneurship Week” lecture
- 2 John H. Dasburg
- 3 Dileep Rao



THE COLLEGE OFFERS PROGRAMS THAT COMBINE ELEMENTS OF OUR DNA, UNDERSCORING OUR INTERDISCIPLINARY FOCUS WITH INTERNATIONAL BUSINESS AS A RECURRING THEME.

NETWORK MAXIMIZES INTERNATIONAL EXPERIENCES

MASTER OF INTERNATIONAL BUSINESS MAINTAINS STRONG ENROLLMENT.

Partner schools in the Dual Degree network collaborate on programs that enable students to experience two different academic and cultural environments while earning two complementary degrees: an MBA from their home institution and a master's—generally a Master of International Business (MIB)—from FIU. In 2010, one student pursued the Master of Science in Management Information Systems (MSMIS) as part of a dual degree.

For the 2010-2011 academic year, dual degree students came from China, Colombia, France, Germany, Italy, Peru, Puerto Rico, Spain, Trinidad and Tobago and Venezuela.

Forty of the 49 students who enrolled in the MIB program in the fall were part of the Dual Degree program, 21 of them from China. On November 17, 2010, the college hosted a luncheon for them attended by program staff; Mark B. Rosenberg, FIU president; and Joyce J. Elam, executive dean of the business school.

In the spring 2011 term, the college enrolled 25 MIB students, four of them from the Dual Degree program, and in the summer, when enrollment was limited to dual degree students, four began their MIBs.



DUAL DEGREE NETWORK

Argentina

IAE Business School, Universidad Austral (Buenos Aires); UADE Business School, Universidad Argentina de la Empresa, (Buenos Aires); Universidad Católica de Córdoba

Chile

Universidad de Chile (Santiago); Universidad Adolfo Ibáñez (Santiago); Universidad Católica de Chile (Santiago)

China

Qingdao University; Shandong Economic University (Jinan); Southern Medical University (Guangzhou); Tianjin Foreign Studies University

Colombia

Universidad de los Andes (Bogota); Universidad del Norte (Barranquilla); Universidad EAFIT (Medellin)

Costa Rica

INCAE (San Jose)

Croatia

Zagreb School of Economics and Management

Ecuador

IDE Business School (Guayaquil)

France

EDHEC Business School (Nice and Lille); ESC Clermont Graduate School of Management; Sup de Co Montpellier Business School

Germany

Munich Business School

Guatemala

Universidad Francisco Marroquín (Guatemala City)

Students from China with

Executive Dean Joyce J. Elam

India

Atal Bihari Institute of Information Technology and Management (Gwalior); ICFAI Business School (Hyderabad)

Italy

ALMA Graduate School at Università Di Bologna; MIP School of Management, Politecnico di Milano; Università Carlo Cattaneo (Milan); University of Bari

Kuwait

Gulf University of Science and Technology (Hawally)

Mexico

EGADE Graduate Business School, Instituto Tecnológico de Monterrey; Instituto Tecnológico Autónomo de México (ITAM) (Mexico City); Universidad Anáhuac (Mexico City)

Peru

Universidad ESAN (Lima)

Portugal

ISCTE Business School, Instituto Universitário de Lisboa

Puerto Rico

Universidad de Puerto Rico (San Juan)

Spain

ESIC Business & Marketing School (Madrid)

Trinidad and Tobago

Arthur Lok Jack Graduate School of Business, University of West Indies (Port of Spain)

United Kingdom

University of Bath

Uruguay

Universidad ORT (Montevideo)

Venezuela

IESA (Caracas)

TOP 10 GRADUATE INTERNSHIP PROVIDERS: Bupa Latin America; Costa Farms; Ernst & Young; Espirito Santo Bank; Hilton Miami Airport; Mercantil Commercebank; Pizza Fusion Corporate Headquarters; Sony; UBS Financial Services; Walt Disney

RESEARCH MAKES IMPACT

FACULTY STUDIES GARNER WIDESPREAD ATTENTION.

"The University of Texas at Dallas (UT Dallas) Top 100 North American Rankings of Business Schools Based on Research Contribution 2006-2010," which appeared on March 15, 2011, ranked the college for the first time on its prestigious listing, ranking it at #98. Contributions from 17 faculty members made the ranking—based on publications in 24 leading journals in major business disciplines for the previous five years—possible.

In his October 11, 2010 *New Yorker* article "Talent Grab," best-selling author Malcolm Gladwell frequently points to research by Aya Chacar, associate professor and Knight Ridder Center Research Fellow, Department of Management and International Business. He references her 2008 co-authored paper, "Institutional settings and rent appropriation by knowledge based employees: the case of Major League Baseball," which appeared in *Managerial and Decision Economics*.

"Buy vs. rent: these days, buying wins," an article in *CNN Money*, cited research by Ken H. Johnson, associate professor and Knight Ridder Center Research Fellow, Department of Finance and Real Estate. The piece subsequently appeared on more than 5,000 Realtor websites and Facebook pages, reaching millions of readers.



Standing: Andrew Sbaraglia, Weidong Xia, Abhijit Barua, William Newburry and Stephen Lin; seated: Antoinette Smith, Sumit Kundu and Aya Chacar. The other contributors were Kaushik Dutta, Sushil Gupta, Nathan Hiller, Christos Koulamas, Kuldeep Kumar, George Kyparisis, Kannan Raghunandan, Dasaratha Rama and Mary Ann Von Glinow.

FACULTY MEMBERS HELP PROTOTYPE "MEDICAL PASSPORT" FOR CHILDREN

Monica Chiarini Tremblay, assistant professor, and Weidong Xia, associate professor and Knight Ridder Center Research Fellow, colleagues in the Department of Decision Sciences and Information Systems, conducted research, including eight focus group sessions, for Our Kids of Miami-Dade/Monroe, Inc. to outline important content for a "medical passport" for each foster child in the area. In September 2010, they first solicited feedback from foster care case workers about the design, using the business school's behavioral lab.

The passport will keep details about the child's health care and be accessible even when a child changes foster parents. Instead of records being not transferred, not communicated or lost altogether, the medical passport will hold information about the child's medical condition (including allergies and immunizations) and treatment along with contact information of healthcare providers. This will lead to consistency of care. Pat Smith, CIO of Our Kids, along with members of her information technology department, worked on the prototype.

FACULTY MEMBERS TAKE ON INTERNATIONAL ROLES

INTERNATIONAL ORGANIZATIONS TAP TWO FOR LEADERSHIP POSITIONS.

At the Annual Meeting of the Business Association of Latin American Studies (BALAS), an international organization of business professors and researchers who focus on Latin America and the Caribbean, Jerry Haar, associate dean for international affairs and projects, professor and research fellow, was elected president for a two-year term. The meeting took place in Santiago, Chile on April 15, 2011.

Kenneth Henry (PhD '08), clinical associate professor, School of Accounting, was elected to the board of directors of the Association of Chartered Certified Accountants (ACCA)—the first and only U.S.-based member. He represents all ACCA members in 170 countries and U.S. interests and issues.



Jerry Haar



Kenneth Henry

NEW FACULTY



Stephen Barnett
Professor
PhD, Georgia State University
Department of Marketing



Manuel Lasaga
Clinical Professor
PhD, University of Pennsylvania
Department of Finance and Real Estate



Anastasios Moysidis
Instructor
MS, Florida International University
Department of Finance and Real Estate



Elisabeth K. Beristain
Instructor
MA, University of Michigan
Department of Marketing



Deisell Martinez
Assistant Professor
PhD, University of Miami
Department of Decision Sciences and Information Systems



Dileep Rao
Clinical Professor
PhD, University of Minnesota
Department of Management and International Business



Min Chen
Assistant Professor
PhD, Northwestern University
Department of Finance and Real Estate



Louis Melbourne
Instructor
MBA, Florida International University
Department of Management and International Business



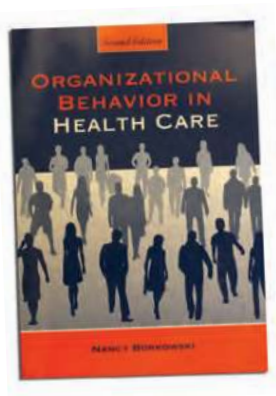
Lewis Davidson

LEWIS DAVIDSON RETIRES: After a career long enough to have taught approximately 15,000 students, Lewis Davidson—who, as director of the School of Accounting helped grow it from a small regional program to one of the country's largest—retired. Forty-four friends, colleagues, former students and family honored him on April 27, 2011. Ruth Ann McEwen, the school's current director, along with Manny Dieguez, who retired in 2008 after 32 years of service, and John Wrieden, distinguished senior lecturer, lauded him at the reception.

FACULTY PREMIER JOURNAL PUBLICATIONS 2010-2011

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- P. Tanyi, **Kannan Raghunandan,** and **Abhijit Barua** (2010). "Audit report lags after voluntary and involuntary auditor changes." *Accounting Horizons*, 24(4), 671-688.
- Abhijit Barua, Stephen W. Lin,** and **Andrew M. Sbaraglia** (2010). "Earnings management using discontinued operations." *The Accounting Review*, 85(5), 1485-1509.
- S. Tallman and **Aya S. Chacar** (2011). "Knowledge accumulation and dissemination in MNEs: a practice-based framework." *Journal of Management Studies*, 48(2), 278-304.
- Aya S. Chacar, William Newburry,** and B. Vissa (2010). "Bringing institutions into performance persistence research: exploring the impact of the product, financial and labor market institutions." *Journal of International Business Studies*, 41(7), 1119-1140.
- B. C. Stahl, **Monica Chiarini Tremblay,** and LeRouge, C. (2011). "Focus groups as a method of critical social information systems research: how the choice of method can promote emancipation." *European Journal of Information Systems*, 20, 378-394.
- Z. Wang and **Robert T. Daigler** (2011). "The performance of VIX option pricing models: empirical evidence beyond simulation." *Journal of Futures Markets*, 31(3), 251-281.
- Brice Dupoyet, Robert T. Daigler,** and Z. Chen (2011). "A simplified pricing model for volatility futures." *Journal of Futures Markets*, 31(4), 307-339.
- L. You and **Robert T. Daigler** (2010). "Using four-moment tail risk to examine financial and commodity instrument diversification." *Financial Review*, 45(4), 1101-1123.
- Sushil K. Gupta** and **Kaushik Dutta** (2011). "Modeling of financial supply chain." *European Journal of Operational Research*, 211(1), 47-56.
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- J. Spencer and **Carolina B. Gomez** (2011). "MNEs and corruption: the impact of national institutions and subsidiary strategy." *Strategic Management Journal*, 32, 280-300.
- Christos Koulamas, Sushil K. Gupta,** and **George J. Kyparisis** (2010). "A unified analysis for the single-machine scheduling problem with controllable and non-controllable variable job processing times." *European Journal of Operational Research*, 205(2), 479-482.
- William G. Hardin** and **Zhonghua Wu** (2010). "Banking relationships and REIT financing policies." *Real Estate Economics*, 38(2), 257-284.
- William G. Hardin, Xiaoquan Jiang,** and **Zhonghua Wu** (2010). "REIT stock prices with inflation hedging and illusion." *Journal of Real Estate Finance and Economics*.
- R. Brastow, B. D. Waller, and **Ken H. Johnson** (2010). "Listing contract length and listing duration." *Journal of Real Estate Research*, 32(3), 271-288.
- J. A. Wiley, Benefield, J. D., and **Ken H. Johnson** (2010). "Green design and the market for commercial office space." *Journal of Real Estate Finance and Economics*, 41(2), 228-243.
- Christos Koulamas** (2010). "A note on single-machine scheduling with job-dependent learning effects." *European Journal of Operational Research*, 207(2), 1142-1143.
- George J. Kyparisis** and **Christos Koulamas** (2011). "A note on the classification of consumer demand functions with respect to retailer pass-through rates." *European Journal of Operational Research*, 211(1), 213-215.
- George J. Kyparisis** and **Christos Koulamas** (2011). "A note on the optimality of index priority rules for search and sequencing problems." *Naval Research Logistics*, 58(2), 83-87.
- F. J. Contractor, Farok J., Kumar, V., **Sumit K. Kundu,** and Pedersen, T. (2010). "Reconceptualizing the firm in a world of outsourcing and offshoring: the organizational and geographical relocation of high-value company functions." *Journal of Management Studies*, 47(2), 1417-1433.
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- M. Davies, **Walfried M. Lassar,** Manolis, C., Prince, M., and Winsor, R. D. (2011). "A model of trust and compliance in franchise relationships." *Journal of Business Venturing*, 26(3), 321-340.
- C. Mazza, Hunton, J., and **Ruth Ann McEwen** (2011). "Fair value (U.S. GAAP) and entity-specific (IFRS) measurements for asset retirement obligations: effects of incentives and benchmarks on earnings management potential." *Journal of Behavioral Finance*, 12(2), 68-77.
- William Newburry** and Thakur, W. P. (2010). "Multi-level impacts on perceived career opportunity from global integration: human capital development within internal institutional environments." *International Journal of Human Resource Management*, 21(13), 2358-2380.
- M. Meyskens and **Karen Paul** (2010). "Evolution of corporate social reporting practices in Mexico." *Journal of Business Ethics*, 91(2), 211-227.
- V. Munsif, **Kannan Raghunandan, Dasaratha V. Rama,** and Singhvi, M. (2011). "Audit fees after remediation of internal control weaknesses." *Accounting Horizons*, 25(1), 87-106.
- John Tsalikis,** P. L. Shepherd, and **Bruce Seaton** (2010) "The Business Ethics Index as a leading economic indicator." *Journal of Business Ethics*, 99(4) 519-525.
- L. L. Reed, **Deborah Vidaver-Cohen,** and Colwell, S. R. (2011). "A new scale to measure executive servant leadership: development, analysis, and implications for research." *Journal of Business Ethics*, 101(3), 415-434.
- W. Hensiz, Mansfield, E., and **Mary Ann Von Glinow** (2010). "Conflict, security and political risk: international business in challenging times." *Journal of International Business Studies*, 41(5), 759-764.
- D. Shapiro, Boss, A., Salas, S., Tangirala, S., and **Mary Ann Von Glinow** (2011). "When are transgressing leaders punitively judged? an empirical test." *Journal of Applied Psychology*, 96(2), 412-422.
- P. C. Prashant, King, R. C., **Weidong Xia** and Palvia, S. C. (2010). "Capability, quality and performance of offshore IS vendors: a theoretical framework and empirical investigation." *Decision Sciences*, 41(2), 231-270.
- D. Q. Chen, Preston, D. S., and **Weidong Xia** (2010), "Antecedents and effects of CIO supply-side and demand-side leadership: a staged maturity model." *Journal of MIS*, 27(1), 231-272.

FACULTY BOOKS 2010-2011



Nancy Borkowski (2011). *Organizational Behavior in Health Care*. Sudbury, MA: Jones and Barlett.



Robert W. McGee and Preobragenskaya, G. G. (2010). *Accounting and Financial System Reform in a Transition Economy: A Case Study of Russia*. Dongbei, China: Dongbei University of Finance & Economics Press.



S. McShane and **Mary Ann Von Glinow** (2010). *Organizational Behavior*. New York, NY: McGraw-Hill Irwin.

FACULTY MEMBERS MADE SIGNIFICANT CONTRIBUTIONS TO RESEARCH CENTERED AROUND EACH OF THE STRANDS OF OUR DNA: INTERNATIONAL BUSINESS, ENTREPRENEURSHIP, HEALTHCARE MANAGEMENT AND FINANCIAL SERVICES.

Christos Koulamas

Chair
Department of Decision Sciences and Information Systems

Chun-Hao Chang

Chair
Department of Finance and Real Estate

K. Galen Kroeck

Chair
Department of Management and International Business

Walfried M. Lassar

Chair
Department of Marketing

Ruth Ann McEwen

Director
School of Accounting

EMINENT SCHOLAR CHAIRS

Joyce J. Elam

James L. Knight Eminent Scholar Chair in Management Information Systems

Peter Dickson

Ryder Eminent Scholar Chair in Logistics Management

Christos Koulamas

Ryder Eminent Scholar Chair in Management Information Systems

Modesto A. Maidique

Alvah H. Chapman Jr. Eminent Scholar in Leadership

Paul Miniard

Knight Ridder Eminent Scholar Chair in Global Marketing

Kannan Raghunandan

Ryder Eminent Scholar Chair in Business Leadership

Juan I. Sanchez

Knight Ridder Byron Harless Eminent Scholar Chair in Management

Mary Ann Von Glinow

Knight Ridder Eminent Scholar Chair in International Management

ENDOWED PROFESSORSHIPS

Brice Dupoyet

Florida International Bankers Association Professorship

Walfried M. Lassar

Ryder Professorship

Stephen Lin

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

William Newbury

SunTrust Professorship

Ali Parhizgari

Ingersoll Rand Professorship in International Business

Kimberly Taylor

Macy's Retailing Professorship

John Tsalikis

BMI Professorship

FOUR MEMBERS OF THE COLLEGE PURSUE RESEARCH AS KAUFFMAN PROFESSORS

ASPECTS OF ENTREPRENEURSHIP TO BE SCRUTINIZED.

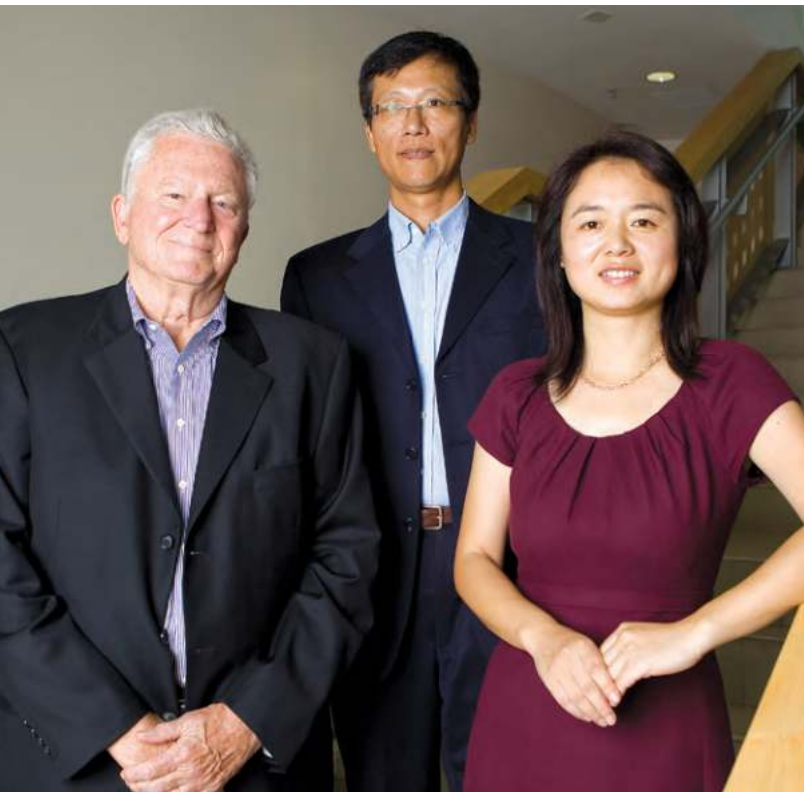
Three faculty members from the business school were among the FIU professors to be named 2011 Kauffman Professors. The Ewing Marion Kauffman Professors Program, part of a grant from the Kauffman Foundation to the Eugenio Pino and Family Global Entrepreneurship Center, is intended to create an awareness of, an appetite for and application of entrepreneurship.

Yunhao Chen, assistant professor, School of Accounting, and Xiaoquan Jiang, assistant professor, Department of Finance and Real Estate, won for their proposal titled "Risk assessment and business valuation of new entrepreneur companies in Latin America and South Florida."

Stephen Barnett, professor in the Department of Marketing, won for his proposal "Development of an MBA specialization/concentration in family business."

In addition, Dina Abdel Zaher, a doctoral candidate in the Department of Management and International Business, won the 2011 Kauffman Doctoral Assistant Award for her submission "Examining the relationships between global entrepreneurship and global mindsets: and where do we score?"

THE KAUFFMAN PROFESSORS PROGRAM EMBODIES THE COLLEGE'S CORE PRINCIPLE OF ENTREPRENEURSHIP.



Stephen Barnett, Xiaoquan Jiang and Yunhao Chen

KNIGHT RIDDER CENTER RESEARCH FELLOWS

Decision Sciences and Information Systems Department

Sushil Gupta
George J. Kyparisis
Dasaratha Rama

Finance and Real Estate Department

Robert Daigler
William G. Hardin III
Ken H. Johnson
Suchismita Mishra
Arun J. Prakash

Management and International Business Department

Aya Chacar
Sumit K. Kundu

Marketing Department

Anthony Miyazaki
Bruce Seaton

CENTERS CONTRIBUTE TO KNOWLEDGE CREATION

CENTER FOR INTERNATIONAL BUSINESS EDUCATION AND RESEARCH

The Center for International Business Education and Research (CIBER) organized two Faculty Development in International Business (FDIB) programs in 2010-2011.

From January 1-9, 2011, Sumit K. Kundu, professor and Knight Ridder Research Professor of International Business, and Sonia Verdu, associate director, CIBER, led an FDIB to India.

The group of 10 academics—among them Sungu Armagan, who teaches organizational behavior in the college—traveled to Mumbai and Bangalore. In Mumbai, they toured Siemens and Welspun Limited, and in Bangalore, they had a plant tour of Caterpillar, a presentation about innovation at Infosys Limited, and a visit to information technology services company Mphasis. George Washington University's CIBER co-sponsored the program.

CIBER director Mary Ann Von Glinow, professor and Knight Ridder Eminent Scholar Chair in International Management, Department of Management and International Business, and Verdu organized the 15th Annual FDIB Mercosur Program. From May 7-18, 2011, 17 professors from across the country toured Brazil, Argentina and Chile, accompanied by Verdu. The FDIB included Brice Dupoyet, a member of the Department of Finance and Real Estate.

They visited leading Latin American companies such as Disney Latin America, Globant and Petrobras and met with representatives of area business and agricultural organizations as well as academics.

In addition to cultural activities, the group made time for the beach in Brazil, spent a day in the Andes Mountains and enjoyed a tango dinner (and lessons) in Buenos Aires.

CENTER FOR LEADERSHIP

From May 10-13, 2011, the Center for Leadership presented its first offering of The High Potential Leader program, which attracted 22 executives who have to manage upward, outward and downward. Members of the center developed the program with Nathan Hiller from the college's Department of Management and International Business, who served as the academic director.

Using classroom presentations, panel discussions, highly interactive exercises, self-assessments and other learning methods, the program enabled attendees to understand their responsibilities for executing their CEO's vision. Course content drew from specific findings from executive and workplace studies, delivering concrete ideas for immediate implementation.



1 Inaugural Americas Venture Capital Conference

2 Participants in The High Potential Leader program with Modesto A. Maidique

3 Infosys Bangalore Campus, a site visit during the FDIB to India

4 The 15th Annual Mercosur Program included time in the Chilean Andes.



A panel of senior industry leaders shared their journey to the top and described what they look for in promotable, high potential executives. In addition, the program included 50 minutes of one-on-one executive coaching and individual assistance to participants as they prepared an action plan for their return to the workplace.

Faculty members included Modesto A. Maidique, FIU president emeritus, professor, Alvah H. Chapman Jr. Eminent Scholar Chair in Leadership, and the center's executive director; industrial and organizational psychologists Michael Woodward, Leslie DeChurch and Hiller; and Kaihan Krippendorf, a founding fellow of the center and an adjunct professor in the business school.

THE EUGENIO PINO AND FAMILY GLOBAL ENTREPRENEURSHIP CENTER

The inaugural Americas Venture Capital Conference, presented by the Eugenio Pino and Family Global Entrepreneurship Center, took place November 17-18, 2010. More than 350 Latin American and U.S. entrepreneurs, financiers, service providers and others invested in the growth of Latin American business attended.

Don Browne, then president of Telemundo Communications Group, Inc.; Gustavo A. Cisneros, chairman, Cisneros Group of Companies; and Constancio Largaia, founder, Weemba and Patagon, gave keynote addresses.

Four outstanding ventures won prizes with Oncobiomed, a Chilean biotechnology company focused on the prevention and treatment of cancer, receiving the largest: the Tres Mares Innovation Prize, which carried an award of \$10,000 and an artistic rendition of innovation by Miler Lagos valued at \$5,000. The other top winners were Baby Abuelita,

a producer of Hispanic cultural toys and education products; Open English, an online provider offering a customized program of English Language instruction; and Yellow Pepper Mobile Financial Solutions, provider of mobile financial solutions to consumers in Latin America.

FIU Vice Provost Irma Becerra-Fernandez (PhD '94), then director of the Pino Center, and Faquiry Diaz Cala, CEO and president of Tres Mares Group, were conference co-chairs. Cisneros Group of Companies and Citi Foundation were the Platinum Sponsors.



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COLLEGE COLLABORATES WITH NORWEGIAN CRUISE LINE TO DELIVER LEADERSHIP COURSE

PROGRAM BUILDS ON *GOOD TO GREAT*.

In November 2010, the college's Office of Executive and Professional Education (EPE) launched an ambitious 40-hour leadership development program specifically created for Norwegian Cruise Line. Piloted to 60 directors, the program was refined, then continued rolling out to 180 additional company directors.

Called "Norwegian Cruise Line Leadership Academy," the offering combined several key elements. At its foundation was the vision of Norwegian CEO Kevin Sheehan. From the college came a team comprising faculty members, consultants and practitioners who partner with the business school to deliver customized training. The goal of the FIU team was to develop and deliver a program that would help Norwegian directors refine their skills, positioning them to better implement Sheehan's vision. Tying everything together was Jim Collins' stimulating book *Good to Great*.

The advantage of using the book, which Sheehan wanted as a framework, was that it afforded everyone a common starting point, without constraining the discussion. All seven presenters representing FIU read the book, and the course designers related points back to it as well as to Sheehan's goals for reshaping Norwegian's culture. Because the program took a highly practical approach, participants could apply what they learned to their jobs even as they learned ways to support the company's strategy through new competencies and the acquisition of new management tools.

According to Ron Gilbert, the program's faculty director, after extensive meetings with Norwegian he, Rosangel Quintero (PMBA '10), EPE assistant director—who coordinated the course development and logistics—and Joyce J. Elam, executive dean of the business school and one of the presenters, "developed 10 topic areas that seemed to fit the company's unique needs. With the help of Norwegian's human resources experts, we also made sure that we got the right faculty on the right seat on the bus—a concept we took to heart from Collins' text."

Sessions included lectures, case studies and interactive presentations. Participants had an opportunity to problem-solve with their peers and senior leaders as they learned communication skills, how to build and lead cross-functional teams, how to motivate performance in others and much more.

At the program's conclusion, Zarahys Leon, director of employment and organizational development, who was one of the key collaborators from Norwegian Cruise Line, presented a certificate of appreciation to members of the FIU team in acknowledgment of the successful collaboration between EPE and Norwegian.



1 Model of a Norwegian Cruise Line ship

2 Ron Gilbert

3 Ian McCluskey, founder and principal, Thought Leadership International

INTERNATIONAL STUDENTS GAIN NEW PERSPECTIVE

MIAMI OFFERS STIMULATING ENVIRONMENT FOR IN-DEPTH STUDIES.

In its 2010-2011 fiscal year, the college offered three Inbound Study Tours—short, non-credit residencies mixing classroom experiences and business tours designed by Jerry Haar, associate dean for international programs, and developed and administered by EPE.

Thirty undergraduate business students from Universidad Iberoamericana (UNIBE) in the Dominican Republic participated in a one-week “Inbound Study Tour in International Commerce” program in August 2010.

Classroom learning spanned roundtable discussions and presentations by professors and guest speakers on international topics such as marketing, finance, banking and supply chain management, and the social media revolution.

In January 2011, 28 graduate students from Brazil’s Escola Superior de Propaganda e Marketing (ESPM) were on the Modesto A. Maidique campus for two weeks.

Through presentations and roundtable discussions, faculty and guest speakers provided timely information on international trade and global business, international banking, upcoming innovations, human resources management and other topics.

Sessions on social media, marketing in global villages, and media and information in the world economy helped students learn more about today’s ever-broadening international marketing methods.

Tours and presentations at NBC/Telemundo Studios, the Apple Store, Nepresso, ApexBrasil/Miami Free Zone and the Simon Mall gave attendees firsthand knowledge about the international business environment.

Also in January 2011, graduate students from Universidad Externado in Colombia took a weeklong residency titled “Introduction to International Business” and centered on international trade and commerce. Business professors covered such topics as Latin American energy markets, media and information in the world economy, international banking, human resource management, marketing in global villages and more.

Guest lectures covered “Introduction to Innovation and the Decade Ahead” and “Colombia Pro Expo Trade and Latin America.”

The students toured the Port of Miami; Terremark, an international Internet routing company; and the Miami Free Zone, a unique area where companies sell their goods tax free.



**BUSINESS STUDENTS FROM OTHER COUNTRIES
DEEPEN THEIR GLOBAL VIEW BY STUDYING IN MIAMI.**

COLLEGE HOSTS EVENTS OF COMMUNITY INTEREST

TWO WERTHEIM LECTURES TAKE PLACE IN 2010-2011.

The Herbert A. Wertheim Lecture Series has brought distinguished speakers and experts in business leadership and entrepreneurship to FIU since 1993. During 2010-2011, two industry leaders delivered Wertheim Lectures at the college.

On October 14, 2010, Jeff Zucker, a Miami public school graduate who rose to the CEO's office at NBC Universal, told an audience of more than 200, including his parents who live in Miami, that taking risks—and accepting responsibility—were the foundations of his success in business. In a talk titled "Leadership Success in a Changing Media Landscape," he urged attendees to "think about the status quo and question the business models in place each step of the way."

Zucker, who began his 25-year tenure at NBC with an internship at the Olympics, also shared memories of FIU as a small campus where he took his first courses in the then-new field of computer programming.

Julious Grant, senior vice president and national sales distributor for Bacardi U.S.A. Inc., who joined the company in 2007 and has more than 21 years' experience in the wine and spirits industry, spoke on March 10, 2011 on the topic "Bacardi: Our Route to Consumers in the United States of America." He described the marketing paths Bacardi has followed to become the largest privately held spirits company in the world with more than 200 labels.

Among the 90 in attendance were members of the Bacardi family, who helped secure his visit.



1 Jeff Zucker

2 Joyce J. Elam and Julious Grant



EXECUTIVE IN RESIDENCE: Gustavo A. Cisneros, one of the world's most successful businessmen, and chairman of the Cisneros Group of Companies, became the college's first Executive in Residence. For several years, he will share his expertise with faculty and students in the areas of international business, entrepreneurship and leadership. In 2010-2011, he visited campus three times. He heard from various members of the university community including directors of several of the college's research centers. He responded with specific advice about areas the college has the expertise to develop, pointed to appropriate resources and answered questions from a group of 15 International MBA students.

TWELFTH ANNUAL ENTREPRENEURSHIP HALL OF FAME CELEBRATES BUSINESS LEADERS

"MAGIC OF ENTREPRENEURSHIP" DRAWS MORE THAN 300.

Two accomplished young alumni and a ground-breaking healthcare entrepreneur were honored at the 12th annual Entrepreneurship Hall of Fame ceremony, held on May 19, 2011. More than 300 alumni and friends of the university gathered for the event, titled "The Magic of Entrepreneurship."

Winners of *The Miami Herald* Business Plan Challenge, sponsored by the college, were also recognized during the ceremony, the college's largest annual alumni event. Net proceeds support the business school's entrepreneurship programs.

Executive Dean Joyce J. Elam presided at the induction of Monique Hamaty-Simmonds (BBA '96), CEO of Tortuga Rum Cake Company, who received the Builder Award for having built an existing company that has been named by INC 5000 as one of the fastest growing private businesses in the United States for four consecutive years, and Algerto Aghion (BBA '99), COO and co-founder of Zumba Fitness, LLC, who was the Founder Award honoree. A visionary in the healthcare field, Benjamin Leon Jr., chairman and founder of Leon Medical Centers Inc., was honored as South Florida Entrepreneur of the Year.

FIU President Mark B. Rosenberg cited Leon Medical Center's focus on quality medical care under one roof for

South Florida seniors as "a national model of how to take care of people"; praised Hamaty-Simmonds' stewardship of her family's company and her creation of a product that stands as the top take-home gift on cruise ships and in many Caribbean ports; and called attention to Algion's success in taking Zumba "from a single class to a global phenomenon," now available at more than 90,000 locations worldwide, with a following of more than 10 million people.

Morrison, Brown, Argiz & Farra, LLC was the presenting sponsor for the event, which included a networking reception, silent auction and entertainment as well as the induction ceremony.



Tony Argiz; Benjamin Leon, South Florida Entrepreneur of the Year; and Joyce J. Elam

**A KEY EXAMPLE OF OUR ENTREPRENEURSHIP CORE THEME
IS OUR ANNUAL ENTREPRENEURSHIP HALL OF FAME.**

MIKE TOMAS

ENTREPRENEUR ASSUMES LEADERSHIP ROLE AT BIOHEART.

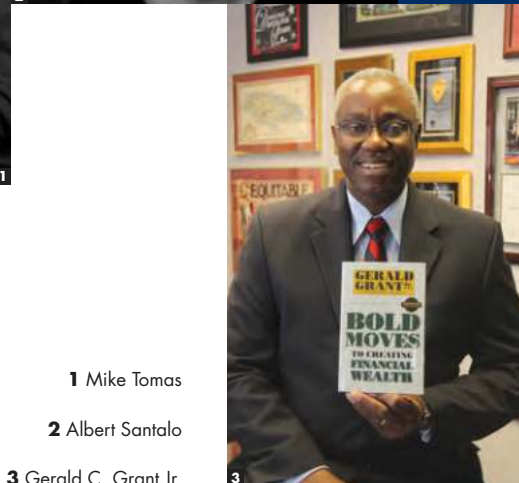
Mike Tomas (BA '90), chair of the advisory board of the Eugenio Pino and Family Global Entrepreneurship Center, was appointed president, chief executive officer and member of the board of directors at Bioheart, a company that helps monitor, diagnose and treat heart failure and other cardiovascular diseases.

For the previous nine years, he was president of The ASTRI Group, an early stage private equity investment company in Florida with an investment in Bioheart since 2001.

From 2003 to 2008, he served on Bioheart's board as the independent representative of The ASTRI Group.

Tomas expressed confidence that Bioheart's products will save the lives of thousands of people with congestive heart failure, and said it was his mandate to bring those products to fruition.

Tomas was actively involved in the advisory board for the first Americas Venture Capital Conference, hosted by the Pino Center on November 17-18, 2010, and the center's Venture Mentor Service.



1 Mike Tomas

2 Albert Santalo

3 Gerald C. Grant Jr.

ALBERT SANTALO

CARECLOUD WINS PRIZES.

CareCloud—with Albert Santalo (EMBA '97) serving as chairman, president and CEO—was one of two companies to receive the "IBM SmartCamp Silicon Valley" award. A web-based software and services company, CareCloud modernizes workflow in medical practices through cloud-computing solutions that connect doctors and patients via a secure healthcare ecosystem to provide better healthcare. Santalo accepted the trophy in Palo Alto, California on September 19, 2010.

The company competed with hundreds of start-ups that are creating new technologies in critical areas such as healthcare, water management and food solutions. IBM SmartCamp judges the best start-up company in different cities worldwide, rewarding the winners with mentoring, services, access to industry experts and deeper partnership opportunities from IBM, venture capital firms and industry partners.

CareCloud also picked up two of three prizes from IBM's SmartCamp cosponsors: the Ballou PR award, offered by international public relations firm Ballou, and the SDForum high technology award.

GERALD C. GRANT JR.: The author of *Bold Moves to Creating Financial Wealth*, Gerald C. Grant Jr. (MBA '89, BBA '78), branch director of financial planning for AXA Advisors' South Florida Branch, received the company's 2011 National Honor Associate Award. A committee of his peers chose Grant for the prestigious honor from among thousands of candidates. The annual award is presented to a financial professional who represents the "total professional" by best exemplifying the esteemed qualities and attributes of community service, loyalty, leadership and respect.

OGUZ AKLAR

ALUMNUS OWNS BURGER KING IN ISTANBUL.

Oguz Aklar (MIB '02) owns a Burger King franchise, located in the historic district of Uskudar in Istanbul, Turkey. Armed with a Master of International Business (MIB) degree and seven years advancing in a New York City-based department store chain, he returned to his home country and opened his eatery in 2009. His team of 32 employees serves Whoppers and other favorites to 1,500 customers per day. Burger King has 374 locations in Turkey; during 2010, his restaurant revenue increased by 42 percent and net operational profit more than doubled.

TORCH AWARDS

ALUMNI WIN PRESTIGIOUS FIU AWARDS.

Alfredo Cepero (MACC '90, BACC '88), assurance partner, BDO USA, LLP, and Monique Hamaty-Simmonds (BBA '96), chief executive officer and president, Tortuga Rum Cake Company/Tortuga Imports, Inc., were honored at the 10th Annual Torch Awards Gala held on March 19, 2011. Hamaty-Simmonds received the Charles E. Perry Young Alumni Visionary Award.

The Torch Awards recognize selected individuals for the positive impact they make on their profession, the community and the university. The awards were created to honor the memory of Senator Ernest R. Graham, who helped create FIU 44 years ago.

CHAPMAN EXECUTIVE WOMEN'S ASSOCIATION

CEWA BEGINS ACTIVITIES.

In October 2010, female graduates with master's degrees launched the Chapman Executive Women's Association (CEWA). Executive Dean Joyce J. Elam was enthusiastic about the idea and hosted 30 members at the first CEWA meeting at a brunch in her home. During the organization's inaugural year, the group hosted "Leadership: What's Next for Me?" a lecture by Sherry Harriman, divisional vice president of Walmart Supply Chain Florida-Puerto Rico, on April 27, 2011 and made plans for quarterly workshops or lectures on leadership to help address the specific challenges women executives face.

CARLOS MIGOYA

ALUMNUS IS NEW PRESIDENT AND CEO OF JACKSON HEALTH SYSTEM.

Carlos Migoya (BBA '74) was selected to lead Jackson Health System as president and chief executive officer. Migoya joined the Dean's Council in 1997 to assist with Executive Dean Joyce J. Elam's initial fundraising efforts. He also has served as Florida International University Foundation, Inc. chairman and has been a local corporate/community leader. He had a long career as a banking executive prior to accepting the position at Jackson Health System.



1 Founding CEWA members
Stefanie Anding, Joanne Mena,
Olga Gonzalez and
Jacqueline Cabrera

2 Torch Award recipient
Monique Hamaty-Simmonds
with family members

3 Oguz Aklar at his
Burger King franchise
in Istanbul

4 Carlos Migoya

GENEROUS GIFTS BENEFIT COLLEGE AND COMMUNITY

DONATIONS POINT TO STRONG FUTURE.

In In 2010-2011, the college received a number of major gifts. The generosity of donors will support programs, build endowments and provide funds for the college’s planned building expansion. Throughout this section, we acknowledge the individuals and companies that have helped position the college for continued success.

State Farm Mutual Automobile Insurance Company made a generous gift to the State Farm Financial Literacy Lab. The gift will enable the college to expand its role in the education of business students and the local community. Specifically, it will support the operation of the lab and eight service learning projects led by FIU students in collaboration with State Farm employees and FIU faculty during 2011-2014.

A second gift to the lab came from JP Morgan. This major donation is providing support to the lab’s educational outreach by helping fund a popular program for high school students. The program began with students from one local high school and will expand to other high schools in Miami-Dade County.



1 Students at work in the State Farm Financial Literacy Lab

2 FIU’s Annabelle Rojas, Nicole Kaufman, Joyce J. Elam, Barry Shiflett, Helen Simon, Jackie Valle and Monique Catoggio with State Farm’s Cheryl Herrin, vice president and chair of the State Farm Education Initiative in Florida; Jim Thompson, senior vice president and head of State Farm’s Florida activities; and Don Dye, human resources representative



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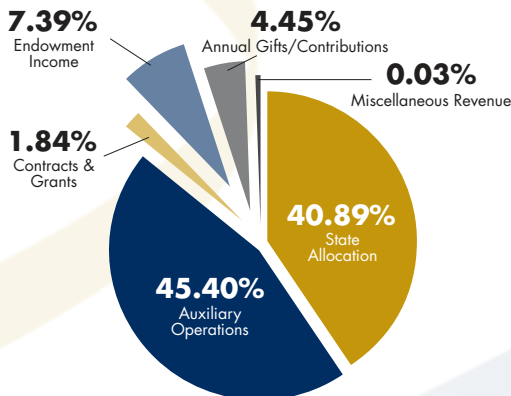
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*Deceased

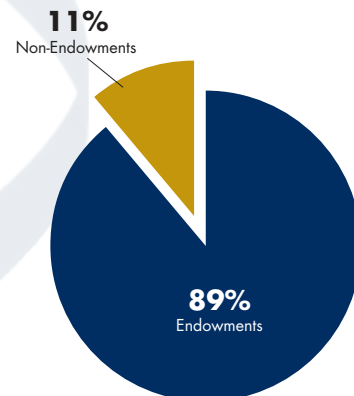
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