

WARRINGTON

COLLEGE *of* BUSINESS

2017-18

DEAN'S REPORT

ABOUT THE

WARRINGTON COLLEGE OF BUSINESS

Prominently placed as the entrance to the University of Florida, our corner of The Gator Nation is where we develop dedicated business leaders. From here, we influence the world, pushing to stay on the forefront of research and education. But this isn't about a classroom. The Warrington College of Business is designed to help students change the way they view obstacles in the real world and preparing them to raise the bar.



FROM THE DEAN'S DESK

Innovation is the standard at the Warrington College of Business. It drives our decisions and shapes the way we think about the future of business education. That continued in an important way during the 2017-18 academic year.

Warrington unveiled a fully online MBA program that requires zero campus visits, created many socially-minded programs, moved closer to offering online versions of the specialty master's programs that have been so important to our progress and sustained growth in many other important areas.

As we move forward and continue to produce well-rounded business leaders, your support grows as well. The College's endowment went over \$200 million for the first time this year, enabling us to constantly push into the future and remain on the cutting edge.

It's a responsibility we take seriously and a standard we are committed to uphold.

Thank you,



JOHN KRAFT

SUSAN M. CAMERON CHAIR, DEAN
Warrington College of Business, University of Florida

CONTENTS

→ **FACULTY**

Warrington faculty are always searching for the next piece of influential research. While shaping future business leaders in the classroom, faculty members are moving the business world forward as mentors and thought leaders.

→ **ACADEMICS**

The world of higher education is constantly changing. Warrington is prepared to continue leading. As pioneers in online education, the College's online offerings continue to expand without losing any quality.

→ **GLOBAL**

Impact has limited importance if it's contained by the borders of a state or country. At Warrington, business education is a global experience. Students have opportunities to travel the world and learn more about business markets in other countries.

→ **ENTREPRENEURSHIP**

Warrington provides students with the tools to start their own venture through the Entrepreneurship and Innovation Center. The audience for the Center's programs are consistently expanding to meet needs.

→ **CAREER**

With demanding curriculum and classroom experiences that produce business leaders, the Business Career Services office makes sure students can translate their academic experience into professional success. This background ensures graduates are ready for impact on day one of a job.

→ **ALUMNI**

Warrington alumni are standing out around the world. From leading major companies to giving back their time and resources, graduates understand that a Warrington degree is a bond to live a life of significance.

→ **RANKINGS**

Warrington has prioritized business education, and the rankings continue to show its value. The most respected rankings in the world see Warrington as a leader in the industry.

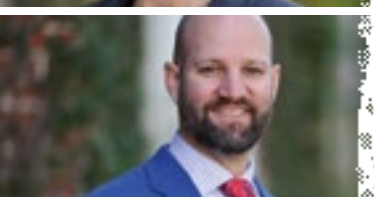
COLLEGE INFORMATION

FOUNDED	1926
FACULTY/STAFF	111/147
RESEARCH CENTERS	11
ENDOWMENT VALUE	\$208 MILLION
UNDERGRADUATE MAJORS	7
MINORS	6
MASTER'S PROGRAMS	8
PH.D. PROGRAMS	5
PROFESSIONAL DOCTORATE.....	1
STUDENT POPULATION	6,799
→ UNDERGRADUATE	5,093
→ MASTER'S	1,591
→ PH.D.	55
→ DBA	60

DEGREES CONFERRED IN 2017-18

TOTAL	2,362
UNDERGRADUATE	1,225
MBA	486
PH.D.	15
DBA	14
SPECIALIZED MASTER'S	622
MINORS	579





WARRINGTON LEADERSHIP

DEAN

→ **JOHN KRAFT**
(*SUSAN M. CAMERON CHAIR*)

SENIOR ASSOCIATE DEAN AND DIRECTOR

→ **S. SELCUK ERENGUC**
(*GEORGE W. ETHERIDGE & LISA
O. ETHERIDGE PROFESSOR*)
Hough Graduate School of Business

ASSOCIATE DEANS AND DIRECTORS

→ **GARY MCGILL**
(*J. ROY DUGGAN PROFESSOR*)
Fisher School of Accounting

→ **ALEX SEVILLA**
Heavener School of Business

ASSISTANT DEANS

→ **SHERRY DEIST**

→ **JOHN GRESLEY**

→ **ROBERT THOMAS**
(*DARDEN RESTAURANTS
PROFESSOR*)



LEADING AN INDUSTRY

Making a difference is imperative to Warrington faculty. That can come through discovering the next groundbreaking piece of business research or by impacting the life of the next great business leader. No matter how their impact is shown, Warrington faculty are motivated by shaping the future of their industry.

SCHOLARLY IMPACT

Warrington faculty had 176 papers accepted or published in the 2017-18 academic year.

The College's research productivity during the 2017-18 academic year ranked among the world's top business schools, according to the University of Texas at Dallas' top 100 business schools research rankings.

#45 GLOBAL

#35 NATIONAL

#19 AMONG US PUBLICS



To learn more about faculty at Warrington, visit news.warrington.ufl.edu/dean



WHY

DO WE HATE MAKING FINANCIAL DECISIONS?

ANER SELA (*John I. Williams Jr. Professor*)

We make tough decisions all the time, but choices relating to money send many of us running in the other direction. The science of decision-making offers some explanations for why we do this: We're befuddled by too many choices, content to defer to our partner, or think we don't have the expertise to do a good job.

Consumer behavior expert Aner Sela thought there was more to the story. His research points to another reason, driven by our stereotypes about money matters.

"There's something that feels very cold and unemotional about financial decisions," explained Sela, a marketing professor at the University of Florida's Warrington College of Business. "The more we see ourselves as emotional decision-makers, the more we see financial decisions as something that's just not for us."



For more on Dr. Sela's research,
visit news.warrington.ufl.edu/dean



WHO HAS THE ADVANTAGE WHEN STARTING A BUSINESS—YOUNGER OR OLDER ENTREPRENEURS?

MO WANG (*Lanzillotti-McKethan Eminent Scholar Chair*)

As entrepreneurship continues to grow in the United States, scholars have questioned if there is an age that gives entrepreneurs a better chance at success.

According to new research from Mo Wang and colleagues, the age-associated characteristics of the estimated 27 million entrepreneurs in the U.S. can actually both hinder and facilitate the process of starting a business.

After surveying 343 working adults ages 20 to 69, their research, titled *Age in the Entrepreneurial Process: The Role of Future Time Perspective and Prior Entrepreneurial Experience*, concluded that younger entrepreneurs are more likely to form entrepreneurial intentions after having identified a potential business opportunity. Older entrepreneurs, though, are more likely to turn entrepreneurial intentions into entrepreneurial activity.



For more on Dr. Wang's research,
visit news.warrington.ufl.edu/dean



WHY

BRICK-AND-MORTAR RETAIL IS STILL RELEVANT

ANUJ KUMAR (*William R. Hough Faculty Fellow*)

Prominent retailers like Walmart and Macy's are closing physical stores at increasing rates and funneling more money into their online retail channels. While this might seem like a smart strategy, Dr. Anuj Kumar of the Department of Information Systems and Operations Management at the University of Florida Warrington College of Business asserts this might not be the failsafe answer retailers are looking for. In fact, he argues that ignoring the strengths of brick-and-mortar stores and established brand image play directly into the hands of internet-based companies like Amazon.

According to Dr. Kumar's research, higher brick-and-mortar store availability not only increased customers' in-store purchases, but also increased their online purchases.

Dr. Kumar and his colleagues found when stores were more easily available, customers visit stores more frequently and make higher purchases from stores, which is not surprising. But interestingly, these customers also made 29 percent higher purchases from the online channel of the retailer.



For more on Dr. Kumar's research,
visit news.warrington.ufl.edu/dean



WHY AGREEING TO DISAGREE LEADS TO BETTER TEAM PERFORMANCE

KLODIANA LANAJ (*Walter J. Matherly Professor*)

Teams aren't always going to agree, and while that might seem to only cause issues, it could actually be more helpful than previously thought. In fact, according to research from Walter J. Matherly Professor Klodiana Lanaj, disagreements among teams and the conversations that result, can lead to success for certain teams that are dealing with complex issues.

While conventional thinking might suggest that since these multi-team systems are complex, it would be best to have all teams agree on a solution and strategy quickly. Lanaj and her colleagues found otherwise.

The research shows that multi-team systems actually perform better when teams disagree with leadership decisions about how much risk the multi-team system should take. Lanaj and colleagues think this likely happens because agreement may lead to premature consensus, and without disagreement, everyone involved may not have the opportunity to express their ideas, concerns and thoughts. If all ideas are out on the table, the team could consider better solutions.



For more on Dr. Lanaj's research,
visit news.warrington.ufl.edu/dean

NEW FACULTY

- **BAOLIAN WANG**
ASSISTANT PROFESSOR
Finance, Insurance & Real Estate
- **ROBERT CARNES**
ASSISTANT PROFESSOR
Fisher School of Accounting
- **KUTSAL DOGAN**
CLINICAL ASSOCIATE PROFESSOR
Information Systems & Operations Management
- **MEGAN MOCKO**
LECTURER
Information Systems & Operations Management
- **BRIAN SWIDER**
ASSISTANT PROFESSOR
Management
- **AARON HILL**
ASSISTANT PROFESSOR
Management
- **ALEX SETTLES**
CLINICAL ASSOCIATE PROFESSOR
Management
- **DENNIS DIPASQUALE**
LECTURER
Marketing

FACULTY HIGHLIGHTS

CHRIS JANISZEWSKI

(Russell Berrie Eminent Scholar Chair)

One of 33 faculty members at the University of Florida to be named a UF Research Foundation (URF) Professor for 2018–2021.

Named the third-most prolific author in premier marketing journals, according to AMA DocSig.

RICHARD LUTZ

(JCPenney Professor)

Named a fellow of the Association of Consumer Research at its annual conference.

MO WANG

*(Lanzollotti-McKethan
Eminent Scholar Chair)*

Received the 2017 Journal of Management Scholarly Impact Award for the Journal of Management.

ROBERT EMERSON

(Huber Hurst Professor)

Earn the Best Paper Award at the International Society of Franchising (ISoF) Annual Conference.

AMIR EREZ

(W.A. McGriff, III Professor)

Elected Membership in Society of Organizational Behavior.

GWEN LEE

(Chester C. Holloway Professor)

Honored with exemplary performance as Editorial Board Outstanding Reviewer for the Academy of Management Journal.

STEVE SHUGAN

*(McKethan-Matherly
Eminent Scholar Chair)*

First faculty member from UF to win the 2018 Churchill Award from the American Marketing Association (AMA) Marketing Research Special Interest Group.

NITISH KUMAR *(William
R. Hough Faculty Fellow)*

AND YUEHUA TANG

Received the First-Place Paper Award at the 23rd Annual Chicago Quantitative Alliance (CQA) Competition.

BRIAN RAY, LIANGFEI QIU, BERNADINE THOMAS AND GUS KREATSOULAS

Ray and Qui received the College's 2017–2018 Teaching Award while Kreatsoulas and Thomas were honored with the College's 2016–2017 Advising Award.

FACULTY PROFILE



→ Tenure = 47

→ Non Tenure Track = 42

→ Tenure Track = 22

75% ♂ 25% ♀

23% INTERNATIONAL

BY DEPARTMENT



→ Finance, Insurance & Real Estate = 26

→ Accounting = 18

→ Information Systems & Operations Management = 22

→ Management = 21

→ Marketing = 14

→ Management Communication = 6

→ Administration = 4



WARRINGTON CREATES INITIATIVE PROMOTING ROBUST AND RELIABLE RESEARCH

As the research community faces the challenge of promoting replicable and reliable research, the Warrington College of Business at the University of Florida is looking to provide a solution.

Chester C. Holloway Professor of Management Dr. Gwendolyn Lee has created Reliable Research in Business, an initiative that aims to address the challenges associated with promoting reliable, robust, replicable, reproducible, generalizable and rigorously peer reviewed research across the Science of Organizations and other social, behavioral and economic sciences by providing a standardized, educational approach and training to research activities.

“This project seeks to create a collection of educational materials on best practices [for scientific research],” Lee said. “We’ve created an organized ‘digital reader’ of information from academic journal editors, university faculty members, academic researchers, industry leaders and students on how to create robust and reliable research.”



For more on Dr. Lee's initiative,
visit news.warrington.ufl.edu/dean

GATORS GO GLOBAL

The Warrington experience has no borders. Students have many options available for international trips to learn more about the global market throughout their time at Warrington. They graduate with eyes set on impacting their industry not just in the United States, but around the world.

INTERNATIONAL IMPACT

During the 2017-18 year, 538 undergraduate students participated in a Heavener study abroad program, which was 129 more than the previous year's total.

33% of students studying abroad also participated in an internship while studying abroad.

51% of Heavener students graduated with an international experience.

In total...

870 Warrington students went on an international trip during the 2017-18 year.



To see how Warrington goes global, visit news.warrington.ufl.edu/dean

A BUSINESS BACKGROUND BENEFITS PERU

A photograph showing the backs of four people standing on a mountain ridge, looking out over a vast valley. The person on the far left is wearing a blue jacket, the second is in a red jacket, the third is in a light-colored jacket, and the fourth is in a dark jacket. The landscape is hilly and green, with a clear blue sky in the background.

The summer before Nicolette Duong (BS '17, MIB '18) began her freshman year at the University of Florida, she took a trip to Peru that she thought would just be a visit to see family. Instead, it would inspire her passion for helping others in need.

While shadowing her medical student cousin, Duong questioned why the emergency room they were in was so full.

"I learned that half the patients suffered from diabetes-related complications," she said. "After learning that these complications were due to errors at a cellular level in humans, I sought to study microbiology and cell science because of its relation to the well-being of individuals."

Duong completed her bachelor's degree in microbiology and cell science in 2017 but knew something was missing from her education that would help her accomplish her ultimate goal, which was to enter the healthcare system and collaborate with governmental organizations in Peru and the U.S. to provide accessible clinics in rural communities.

"Learning truly is accomplished through practice, but I realized that what I needed was mentorship. The Master of International Business (MIB) program has acted as a mentor to my career path by offering coursework to support my learning, guidance from faculty, leadership and teaching skills as a teaching assistant."



To read Duong's full story,
visit news.warrington.ufl.edu/dean



HEAVENER INTERNATIONAL CASE COMPETITION CONTINUES TO GAIN RESPECT

Twenty teams of undergraduate students traveled to the Heavener School of Business in February for the third annual Heavener International Case Competition.

Teams from the United States, Canada, Europe, Asia, Oceania and the Middle East competed for the coveted Gator Trophy and the chance to later participate in the Champions Trophy Case Competition, of which the Heavener International Case Competition is a qualifying case competition. The competition was sponsored by Booz Allen Hamilton, Disney and Harris Corporation.

“One of the things I’m most proud of about the Heavener International Case Competition is that after its first year, we were selected to be a Champions Trophy Case Competition qualifier,” said Dr. Sean Limon, Heavener International Case Competition faculty advisor and Senior Lecturer at Warrington’s Management Communication Center. “It shows how quickly everyone was impressed with our competition.”



To read more about the competition,
visit news.warrington.ufl.edu/dean



DR. KNECHEL RECEIVES PRESTIGIOUS HONOR

Dr. W. Robert Knechel, Frederick E. Fisher Eminent Scholar Chair and Director of the International Accounting and Auditing Center, received an honorary doctorate from BI Norwegian School of Business this June in recognition of his significant contributions to the field of accounting.

“This was quite a surprise, and a real honor,” Knechel said. “The recipients come from a number of elite schools—Harvard, Stanford, Columbia—and include a Nobel laureate in economics. To place an audit researcher in that company is extremely humbling. The Oslo Town Hall is an amazing venue to have this ceremony.”



To read more about Dr. Knechel's honor,
visit **news.warrington.ufl.edu/dean**

GRADUATE PROGRAMS PRIORITIZING GLOBAL EXPERIENCES

10

Graduate program trips

332

Total students involved

LOCATIONS

- **Argentina**
- **Austria**
- **China**
- **Finland**
- **Hungary**
- **Ireland**
- **Japan**
- **Slovenia**
- **South Africa**
- **Vietnam**

MODERNIZING BUSINESS EDUCATION

As higher education evolves, Warrington continues to stay ahead of the pack. The demand for more online programs is growing, and to continue serving those needs, Warrington is developing new programs that ensure students receive the same quality business education at their convenience.

PRIORITIZING A MASTER'S DEGREE

From 2015-17, the Warrington College of Business conferred 2,781 master's degrees, which accounts for 30 percent of all master's degrees conferred by the University of Florida.



For more innovation at Warrington,
visit news.warrington.ufl.edu/dean



UF MBA CONTINUES TO INNOVATE WITH NEW PROGRAM

Warrington has long prioritized innovation within the educational experience. The College's newest program, a fully online MBA program that requires zero campus visit for students, is just the latest example.

While the program has served as a pioneer in the online MBA industry and later developed professional MBA programs that require only one campus visit per month, Dean John Kraft wanted to ensure that the College remained in front of the competition.

UF MBA's new fully online program, which started in the summer of 2018, ensures that there truly is a program option for every interested student.

"What became obvious to us was the market for professional degrees is a large group of the people who consume degrees in different ways," Kraft said. "Some aren't able to come to campus once a month. We also noticed that they are more used to and open to learning through technology."



*To learn more about this innovative program,
visit **news.warrington.ufl.edu/dean***



UF AND WALMART BEGIN ASSOCIATE EDUCATION PROGRAM

Walmart unveiled a new associate education benefit designed to remove barriers to college enrollment and graduation. The program reflects the company's commitment to train and educate workers to advance in the jobs of today—and the future.

In partnership with Guild Education, a leading education benefits platform, Walmart associates will be able to access affordable, high-quality associate's and bachelor's degrees in Business or Supply Chain Management from the Warrington College of Business.

"In partnership with Walmart, we are pleased to provide an educational opportunity for their employees through UF Online, the University of Florida's online undergraduate experience," UF Provost Joe Glover said. "This partnership is a wonderful example of how a public, research institution can apply 21st century teaching technologies to enable these employees to pursue a valuable degree while remaining in the workforce. Everyone wins."

Said Greg Foran, CEO of Walmart U.S.: "Investing in the personal and professional success of our associates is vital to Walmart's future success. We know training and learning opportunities empower associates to deliver for customers while growing and advancing in their careers."



SUPPORTING WOMEN INNOVATORS

The Collaboratory for Women Innovations opened its doors on January 2, seeking to boost the opportunity of building better businesses through inclusivity by focusing on inspiring, educating and empowering women to attain leadership in all phases of the innovation life-cycle. Using extensive knowledge gained from research about the barriers to entry for women in the innovation life-cycle, the Collaboratory has developed a holistic, concrete and replicable plan for helping women overcome these barriers and changing the paradigm.

“The Collaboratory offers a place where people can learn and network with others that are trying to do the same thing, as well as help people find mentors and advisors that can support them along the way,” said Nola Miyasaki, executive director of outreach, incubation and women’s initiatives at the University of Florida Entrepreneurship & Innovation Center. “That’s where The Collaboratory provides value for people, as well as the community, and makes an impact.”



To read more about the Collaboratory,
visit news.warrington.ufl.edu/dean



BEATING

THE BEST

Case competitions continue to be a priority at Warrington. Students from many academic programs have an opportunity to participate, and they benefit from real-world experience, critical thinking and preparation for their first job after graduation.

Warrington students spend time competing with, and often defeating, the world's best business schools at competitions around the globe. This year was no different, highlighted by a team of three William R. Hough Master of Science in Finance students.

The team of James Goyer, Kristen Mousa and Paul Stanley won the stock pitch competition at the ENGAGE® Undergraduate Investment Conference at the University of Michigan's Ross School of Business in October. They followed that up by winning the Harvard University Stock Pitch Competition in November, topping teams from Harvard, Columbia, Brown, Cornell, NYU, University of Pennsylvania, University of Texas Austin and University of Virginia. The trio also won competitions at the University of Georgia and Ohio State University.

"It was an amazing experience to present in front of some of the leading investment funds in the U.S.," Goyer said.



To read more about the MSF team's success,
visit news.warrington.ufl.edu/dean



LEARNING FOR A CAUSE

The Gator Student Investment Fund (GSIF) made a **\$9,500 donation to the Machen Florida Opportunity Scholars Program** this spring.

Last year, the fund announced it would be making annual payments through an endowment-like structure that pays three percent of the portfolio value to the Florida Opportunity Scholars Program, which pursues the primary goal of graduating first-generation, low-income undergraduate students.

GSIF is a student-managed investment fund that gives members a realistic asset management experience. The fund currently has \$500,000 assets under management.

"The Florida Opportunity Scholars Program is a program that the students recognize is very valuable because it gives students who wouldn't have the means to go to college an opportunity to do so," said Finance professor Dr. Dave Brown, who is on the fund's Investment Advisory Committee. "That's the driving force."



WELCOMING BUSINESS LEADERS TO WARRINGTON

Warrington prioritizes bringing some of the top business minds to campus throughout the year. These visits give students an opportunity to hear about new career possibilities but also find out how innovative business leaders got into their current roles.

In the 2017-18 year, Warrington hosted more than 300 speakers, including William H. Rogers, Jr., chairman and chief executive officer of SunTrust Banks, Inc.

"It's not about what you learn, but how you learn," Rogers said during his talk with students. "You need to continue to reinvest in yourself. Don't ever feel comfortable in your knowledge base."



To read more about Warrington's 300+ speakers, visit news.warrington.ufl.edu/dean

MAKING LEARNING MORE PERSONAL



As Warrington continues to expand its online program offerings, the latest innovation will provide those programs with an enhanced student experience.

Warrington developed a new lightboard studio that is available for faculty lectures and provides students with a more personal experience while watching online lectures. Instead of staring at a faculty member's back while writing on a chalkboard, this new lightboard gives faculty members the ability to make eye contact with the camera while writing and solving problems on a board.

Between the camera and the faculty member is a piece of glass that serves as the focus of the lecture. As the faculty member writes on the board, a digital box in the camera flips the image so the viewer can read it left-to-right on their screen. That happens without interruption and without eye contact being broken between the faculty member and the camera.

"Students need some sense of connection with their instructor or they can be less engaged and less excited about what they're learning," said Megan Leroy, Director of the Teaching and Learning Center. "The lightboard lets students be present as if they're in a small classroom with a professor writing on a whiteboard. Their experience and virtual proximity to their professor is similar to what they would experience in an on-campus setting. That can make it feel for students like the faculty-student ratio is much smaller."



To learn more about this innovative educational tool, visit news.warrington.ufl.edu/dean

SPECIALTY MASTER'S PROGRAMS EARN RAVE REVIEWS

Five programs across the Hough Graduate School of Business remained in the top five among public institutions in the 2018 edition of Eduniversal's Best Master's Ranking.

- *Nathan S. Collier*
Master of Science in Real Estate
№ 1 in the U.S.
- Master of Science in Management
№ 1 among U.S. publics
- Master of International Business
№ 3 among U.S. publics
- *Thomas S. Johnson*
Master of Science in Entrepreneurship
№ 3 among U.S. publics
- Full-Time MBA program
№ 5 among U.S. publics



To read more about Warrington's strong rankings,
visit news.warrington.ufl.edu/dean

CONSTRUCTING IMPACTFUL EMPLOYEES

After serving only one-third of the Warrington population a year ago, the Business Career Services office underwent a large expansion to now offer services to every Warrington student. This expansion means more influential graduates leaving the College and heading into the workforce ready to put the Warrington stamp on their industry.

HISTORY OF MBA PLACEMENT (2010-18)

→ Job Placement

66% → 96%

→ Salary + Bonus Increase

\$71K → \$120K+

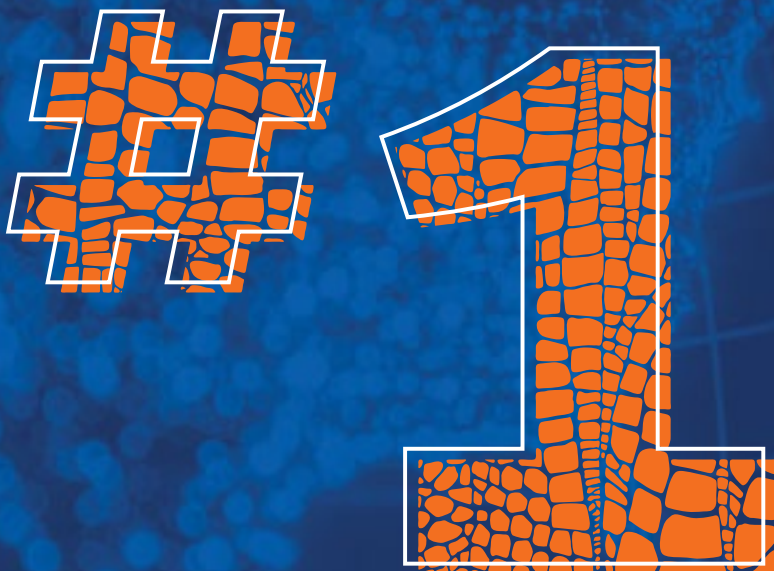
→ Geographical Diversity of
Placements

42% → 76% *outside of Florida*



For more on Warrington's career services,
visit news.warrington.ufl.edu/dean

NATIONAL NOTORIETY



Alumnus Rating of Career Services

(THE ECONOMIST 2017)

Open New Career Opportunities

(student assessment of Career Services; Diversity of Recruiters; Job Placement Success)

(THE ECONOMIST 2017)



LEARNING FROM THOSE WHO KNOW THE INDUSTRY

The Business Career Services office boasts 80+ years of combined work experience in the private sector, as well as 80+ years of combined work experience in academia. Our Career Coaches consist of former Executive Recruiters, Consultants, Human Resources Executives and Campus Recruiters.



UF MBA RECEIVES HIGHEST INCREASE IN AVERAGE PAY

The University of Florida MBA program once again proved itself to be one of the top MBA programs for value and return on investment. According to the U.S. News & World Report's "Best Graduate Schools 2019" ranking, UF MBA has the highest increase in average pay for its graduates between 2013 and 2017 **with 38 percent growth.**

Poets & Quants reported that out of the 127 ranked schools, **the UF MBA program was the No. 1 school** for highest increase in average salary, averaging \$116,281 in 2017.



*To read more about the increase,
visit news.warrington.ufl.edu/dean*

A professional headshot of Craig Petrus, a middle-aged man with short brown hair and blue eyes, wearing a dark suit, white shirt, and blue tie. He is looking directly at the camera with a slight smile. The background is a solid dark blue.

INSERTING CAREER INTO CURRICULUM

Craig Petrus, Executive Director of Career Services at Warrington, teaches the Career Success Class for second-year undergraduate students. The goal of the class is to help students narrow the scope of their career exploration based upon the majors offered within the College, with the ultimate goal of securing an internship and full-time job prior to their graduation from Warrington.

It's a lab-based class that features in-class exercises and hands-on learning to improve their career and professional development skills, along with their internship/job-search skills. The class provides extensive interaction with CAP Mentors and employers.

TURNING BUSINESS IDEAS INTO REALITY

Entrepreneurship is a Warrington cornerstone. It fosters creativity and encourages future business leaders to chase dreams of starting a venture. Entrepreneurship students benefit from the backing of the Entrepreneurship and Innovation Center, but the benefit also spans to the many groups served by the Center.

ASSISTING ENTREPRENEURS

- **300+ student ventures assisted by Entrepreneurship Center**
- **25+ courses in entrepreneurship and 2,500+ students in those courses in 2017-18**
- **3,500+ total students reached by entrepreneurship program at UF in 2017-18**



For more on Warrington's entrepreneurial impact, visit news.warrington.ufl.edu/dean

RECOGNIZED FOR EDUCATION

Entrepreneurial education at the Warrington College of Business continues to earn strong rankings from multiple publications.

#13 U.S. publics

**(2017 U.S. NEWS & WORLD REPORT
BEST COLLEGES RANKING)**

#38

Global

#9

U.S. publics

**(2018 EDUNIVERSAL'S BEST
MASTERS RANKING)**



WARRINGTON ALUMNI RECEIVE ENTREPRENEURSHIP AWARDS

The Entrepreneurship and Innovation Center at the Warrington College of Business recently honored two successful alumni with prestigious awards.

Steven Schnall (BSBA '89) was named the 2018 Distinguished Alumni Entrepreneur, and Ethan Fieldman (BSBA '03) was named the 2018 Emerging Alumni Entrepreneur.

Schnall, 51, is a serial entrepreneur with a passion for business startups and a track record of successful ventures across a variety of industries. He is the CEO, Chairman and controlling shareholder of Quontic Bank, a federally chartered, civically focused bank located in New York City.

Fieldman is the founder and president of Study Edge, Tutor Matching Service, and several other ventures (which currently employ more than 30 full time people and over 100 part-time people).



*To read more about Schnall and Fieldman,
visit news.warrington.ufl.edu/dean*

A background image showing several hands of different skin tones stacked on top of each other in a circular arrangement, symbolizing unity and teamwork.

PRIORITIZING SOCIAL IMPACT

The UF Entrepreneurship and Innovation Center prioritizes entrepreneurial education for students and people of many backgrounds. The Center's dedication to serving many groups of people in the Gainesville community and across the world has led to programs that ensure business students and leaders have access to entrepreneurial training.

The Center targets a wide range of people with many programs, all aiming to have a social impact on those who need resources the most. Programs are specifically assist veterans, low income entrepreneurs and disadvantaged entrepreneurs in South Africa.

"The UF Entrepreneurship and Innovation Center pushes to be rooted in the entrepreneurial community in order to provide deep experiential learning opportunities for our students while at the same time offering community-based entrepreneurs educational outreach and support," Jamie Kraft, Director of the Entrepreneurship and Innovation Center. "While many of those entrepreneurs are not resource-challenged, we specifically make an effort through a number of programs to work with groups who face more adversity than most, including low-income entrepreneurs and disabled veterans. It's important for us to play a social impact role in our community."



To read more about the Center's impact,
visit news.warrington.ufl.edu/dean



A NATIONAL HONOR

The Entrepreneurship and Innovation Center
at the Warrington College of Business was
named a finalist for the 2017 NASDAQ Center
for Entrepreneurial Excellence.

TOGETHER WE GO GREATER

The University of Florida is in the midst of the most ambitious fundraising campaign in its history. Running from 2014-22, the Go Greater campaign is among the largest active campaigns for a public university, and Warrington is aiming to raise \$250 million of UF's \$3 billion goal.

October 2018 marks the halfway point of the Go Greater campaign, and we have already raised \$126 million toward Warrington's goal. Here are some ways your gift can impact the College for years to come:

INVEST IN INTELLECTUAL CAPITAL

- Hire and retain high-performance faculty with a focus on research scholars and experienced practitioners
- Strengthen the quality of the business Ph.D. program through an intensified recruitment process

DELIVER HIGH QUALITY TEACHING PROGRAMS

- Develop innovative teaching methods to optimize curriculum delivery and meet diverse learning styles
- Expand access to our combined degree programs
- Employ technology to increase access, deepen understanding and improve efficiency of curriculum delivery
- Expand scope of value-added training in communications, leadership and business ethics

STRENGTHEN STUDENT EXPERIENCE BEYOND THE CLASSROOM

- Enhance student career preparedness and professional development advising
- Connect students with the business environment through real world activities
- Expand access to our study abroad and global immersion experiences



To learn more about the campaign, visit warrington.ufl.edu/gogreater

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WE ARE WARRINGTON

Scan the QR code to experience Warrington's new anthem video



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SUPPORTING THE FUTURE OF WARRINGTON



Since graduating from the University of Florida, Tom Frankland (BSBA '70) has watched the university grow from a small state university to one of the top 10 public universities in the country. Frankland, who retired after serving as President and Chief Executive Officer of Atlantic Coast Financial

Corporation and Chairman and CEO of Atlantic Coast Bank, has seen his support help UF and the Warrington College of Business become leaders in education.

His most recent gift was made to ensure that won't change. Frankland and his wife, Debbie, recently donated \$250,000 to support the Teaching and Learning Center, which is dedicated to the support and enhancement of quality in the College's courses and degree programs. The gift continues to position Warrington as a trailblazer in transforming how the business leaders of tomorrow are educated.

"One of the reasons we've continued to support UF and Warrington is that they prepared me to get where I am today by putting me on a path to be in control of my future," Frankland said. "It prepared me for a career that spanned numerous companies. I learned that it's not just about knowledge, but it's about knowing how to use information to lead a team through a strategic and tactical process to success."



To read more about Frankland's gift,
visit news.warrington.ufl.edu/dean



SWIMMING WITH THE SHARKS

Alfonso Tejada decided to apply to be on Shark Tank in the summer of 2017, hoping he'd be selected sometime to pitch his product to the sharks. He was shocked to hear back from producers the next day.

Months later, Tejada (BSBA '09, MBA '11) was on Shark Tank pitching his product, Palmini, a healthy pasta substitute made of hearts of palm that only has 15-20 calories and 4 grams of carbs per serving and is gluten and sugar free.

"I love Palmini," Tejada said. "It's hearts of palm, sliced and linguini shaped. It's cooked and preserved a little differently so it tastes like pasta. Our goal was to have a neutral, pasta tasting product."

Sharks Lori Greiner and Mark Cuban were impressed with Tejada's presentation and the taste of Palmini, offering him \$300,000 for 25 percent of his company.



*For more about Tejada's experience on Shark Tank, visit **news.warrington.ufl.edu/dean***



UF WARRINGTON GOING GREEN TO DRIVE SUSTAINABILITY EFFORTS

The Warrington College of Business was honored to receive a gift of an electric vehicle (EV) from both Alan Starling (BSBA '69) and Andrew Starling (BSBA '11, MBA-JD '14) in May.

The new Chevrolet Bolt, which is the first street legal EV donated to the university, demonstrates Warrington's commitment to sustainability and reducing its environmental impact to preserve Florida's natural beauty. It is the first EV at the College of Business and will be used for official College business needs.

With over 25,000 EVs registered in the state of Florida, UF aims to join the charge by having EVs make up 10 percent of the university's fleet by 2025. There are currently 26 charging stations on the UF campus.

"We are very thankful for the Starling family's generosity," said John Kraft, dean of the Warrington College of Business. "Their gift allows the College to continue moving forward with our sustainability efforts to ensure we protect our area's natural resources for future generations."



To read more the Starlings' gift,
visit news.warrington.ufl.edu/dean

WARRINGTON COLLEGE OF BUSINESS

2017-18 RANKINGS

U.S. NEWS & WORLD REPORT

Best Graduate Schools

- Full-Time MBA: #14 among publics; #34 overall
- Part-Time MBA: #18 among publics; #30 overall
- Accounting: #8 among publics; #23 overall
- Marketing: #7 among publics; #20 overall
- Highest increase in average pay for graduates between 2013-2017

Best Online MBA Programs

- #5 among publics; #6 overall
- Admissions selectivity: #4 among publics; #5 overall

Best Colleges

- Heavener School of Business: #14 among publics; #24 overall
- Fisher School of Accounting: #6 among publics; #11 overall
- Entrepreneurship: #13 among publics; #29 overall
- Finance: #8 among publics; #18 overall
- Marketing: #8 among publics; #12 overall
- Real Estate: #5 among publics; #8 overall
- MBAs with the Highest Return for Grads Earning \$100,000+: #2 overall

FINANCIAL TIMES

- Global MBA Ranking: #13 among publics; #30 in the U.S., #58 worldwide
- Value for Money: #1 worldwide
- Salary Percentage Increase: #1 in the U.S., #6 worldwide
- Top 20 Online MBA Rankings: #4 among U.S. schools; #7 overall
- Aims Achieved: #6 among U.S. schools; #9 overall
- Program Delivery: #2 overall
- Online Interaction: #2 among U.S. schools; #3 overall
- Career Service: #9 among U.S. schools; #10 overall
- Research Ranks: #2 among U.S. schools; #3 overall

BLOOMBERG BUSINESSWEEK

Best Business Schools

- Full-Time MBA: #24 among publics; #48 overall
- Job Placement Rank: #10 among publics

THE ECONOMIST

Which MBA?

- Full-Time MBA: #5 among publics; #16 in the U.S., #20 worldwide
- Open New Career Opportunities: #1 overall
- Alumnus Rating of Career Service: #1 overall
- Potential to Network: #21 overall
- Master in Management: #2 among publics; #6 in the U.S.; #32 overall
- Diversity of recruiters/Evenness of spread: #2 overall
- Ratio of faculty-to-students: #4 overall
- Student/alumnus rating of facilities and other services: #4 overall
- Faculty quality: #11 overall
- Salary: #17 overall
- Alumnus rating of career services: #17

EDUNIVERSAL

Best Masters

- Real Estate: #1 among publics; #2 in the U.S.; #16 in the world
- Management: #1 among publics; #5 in the U.S.; #10 in North America
- International Business: #3 among publics; #5 in the U.S.; #10 in North America
- Full-Time MBA: #5 among publics; #21 in the U.S.; #26 in North America
- MBA/Marketing: #14 among publics; #23 in the U.S.; #30 in North America
- Entrepreneurship: #3 among publics; #9 in the U.S.; #38 in the world
- Information Systems & Operations Management: #16 among publics; #21 in the U.S.; #27 in North America
- Accounting: #11 among publics; #17 in the U.S.; #22 in North America
- Finance: #10 among publics; #23 in the U.S.; #99 in the world

IVY EXEC

- Best Executive MBA Program: #10 among publics; #34 overall
- Best Executive MBA Program in the U.S. South, MidAtlantic Region: #10
- Life Balance: #8
- Global Experience: #12
- Prestige: #13
- Curriculum: #14
- Career Advancement: #15

PRINCETON REVIEW

- Top 25 Online MBA Programs for 2018: #4 among publics; #5 overall

POETS & QUANTS

- 2018 Top 25 Online MBA Rankings: #2 among publics; #3 overall

PUBLIC ACCOUNTING REPORT

36th Annual Survey of Accounting Professors

- Undergraduate program: #7 among publics; #10 overall
- Undergraduate program among mid-sized faculty: #3 overall
- Master's program: #8 among publics; #11 overall
- Master's program among mid-sized faculty: #4 overall
- Doctoral program: #12 among publics; #15 overall

FACULTY RANKINGS

Texas A&M/University of Georgia Rankings in Management

- Research productivity per capita: #1
- Research productivity per capita 2012-16: #7

UNIVERSITY OF TEXAS AT DALLAS TOP 100 BUSINESS SCHOOL RESEARCH RANKINGS

- Faculty research productivity per capita in Marketing: #4 among U.S. schools; #9 worldwide
- Overall research productivity: #11 worldwide

JOURNAL OF BUSINESS RESEARCH

- Steven Shugan: #1 top-ranked research author in marketing worldwide
- Chris Janiszewski: #20 ranked research author in marketing worldwide

WARRINGTON.UFL.EDU



warrington.ufl.edu/social

 **WARRINGTON**
COLLEGE *of* BUSINESS