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At the Fisher College of Business, we inspire leadership through passion, integrity, hard work, and the desire to succeed. Mastering the evolving demands of leadership has been at the core of our success for 90 years.

After serving as dean for 15 of those years, I am continually impressed by the insights on leadership and demonstrated successes of Fisher’s faculty, alumni, staff, and especially—students.

As a student here in 1930, Max Fisher often remarked about the character of his classmates, the motivation of his peers, and the lasting relationships he formed at The Ohio State University that followed him throughout his accomplished life. After nearly a century, I believe Max would be pleased to know that while many aspects of our learning environment have improved and evolved, our core commitment remains the same—to develop community-minded leaders who reshape the way global organizations do business.

Students join our programs because of the culture we have designed and our emphasis on high-impact research and teaching. Our efforts have created a climate in which leadership is exercised by all members of our community and celebrated as an approach to life. This environment encourages our graduates to pursue continuous learning and development as well as provides a platform for success.
Much of this success stems from our renowned faculty whose research influences their ability to teach creatively as well as effectively. Because of this, corporate leaders are drawn to our executive education programs and collaborate with our business partnership centers. As a result, Fisher students are found in every corner of the globe leading major corporations, nonprofit organizations, and new ventures.

Recruiters consistently hire our graduates not only for their business acumen but also for their ability to collaborate and manage new ideas. Our sought-after students remain distinctive in the marketplace because of their in-depth exposure to global study, rigorous course work, team-oriented projects, research opportunities, and personal insights received from executives.

Fisher students are strategic thinkers who affect positive corporate change. They are bright, creative, and bold. More importantly, like Max Fisher, they are risk takers who are not afraid to stand out and make a significant impact on the world. This mosaic of individual and collective success points to our college as one continuously gaining momentum as reflected in recognition of our faculty research impact, national program rankings, and financial support of our initiatives.

The stories in this year’s annual report offer insight into the Fisher experience through the voices of our exceptional students. I hope it gives you a sense of the energy, drive, and spirit of this community of leaders.

Joseph A. Alutto
Dean and John W. Berry, Sr.
Chair in Business
Differentiating its students is what Fisher is all about. Just ask undergraduate Dan Irby. As a member of the Ohio Army National Guard and Fisher Honors Cohort, Irby was chosen to be part of Fisher Futures, a selective program that provides investment banking opportunities for students on Wall Street and beyond.

He spent the summer interning as a sales and trading equities analyst with UBS on the largest trading floor in the country. “Fisher’s career opportunities have given me the ability to go to the next level academically as well as personally. My experience with UBS gave me a true insider’s look into the market,” Irby says.

Fisher Futures identifies qualified undergraduates who go through a rigorous application process and are then matched with a coaching team who helps the students develop resumes and prepares them for the challenging interviewing experience including honing soft skills such as professionalism, dedication, and motivation.

The successful program is an effort between the Office of Career Services, the MBA Finance Club, the Department of Finance, and Fisher alumni across the country. Irby received internship assistance from Sponsors for Educational Opportunity, a New York nonprofit organization that supports young people of color. According to Irby, alumni have been instrumental from a networking and advising perspective. He also attributes his personal success to Fisher faculty. “My professors do more than just teach. They push me to think outside the classroom and to develop an analytical thought process that has allowed me to distinguish myself from my peers at other b-schools. I’m continually presented with challenging opportunities.”

The program is not only enabling Fisher students to intern on Wall Street, their hard work is also leading to job offers and entrepreneurial ventures. Which is why Irby’s future plans include starting his own investment firm in Malibu. “It’s a lot warmer than the East Coast,” he says.
Global Exposure

Nearly a dozen undergraduates spent their summer in Ireland working for major firms and top industries to hone their international business skills and gain course credit. As part of a new partnership among Fisher’s International Programs Office, the Office of Career Services, and European Study Abroad, Fisher students took part in eight-week internships with companies throughout Dublin. The students were exposed to global firms and culture, making them appealing candidates for multinational companies. Due to the success of the program, Fisher may expand internship opportunities to other cities including Madrid, Paris, and London.

Major Minor

Through a unique collaboration of five colleges across the university, Ohio State’s new interdisciplinary minor in entrepreneurship launched by Fisher’s Center for Entrepreneurship is offered jointly with the Colleges of the Arts and Sciences; Engineering; Food, Agricultural, and Environmental Sciences; and Education and Human Ecology. Open to all Ohio State undergraduates, the interdisciplinary approach allows students to apply the entrepreneurial process model to their individual disciplines and fields of study. The new minor requires the completion of 20 credit hours composed of two core business courses and at least three additional courses selected from an array of advanced electives offered by the participating colleges. In addition to required courses, the Center for Entrepreneurship offers a variety of experiential learning opportunities, including consulting and team projects, internships, and a mentorship program in conjunction with course study.

Panama Lessons

Lush, tropical rain forests and the world’s most famous canal provided the backdrop for a new business course offered to first-year students in the Pre-Business Living and Learning Program. A one-week trip to Panama in June capped off the new survey course, which focuses on various business disciplines. According to Management Sciences Professor Steven M. Dickstein, the course gives students an early taste of life at Fisher as well as a unique international experience. The program is a partnership between the college, the Office of International Education, and Ohio State’s Housing and Residence Education programs.

Strategic Thinking

Last year, students in Professor Leslie Fine’s (left) managerial marketing course developed initiatives to build awareness of The Women’s Fund of Central Ohio. The students met with Sharon Steele (right), president and CEO of the organization, which is devoted to transforming the lives of women and girls by providing grants for social change initiatives. The creative and cost-effective strategies presented by students such as Kelly Sakai (center) provided needed assistance to the nonprofit organization as well as an internship offer to Sakai.
Winning Research
For the second straight year, a Fisher student earned top marks at the annual Denman Research Forum. Sameem Lutfi’s (right) research about stocks and foreign investment in emerging markets won the Business/Behavior and Social Sciences division. Lutfi, a senior double-majoring in finance and risk management and insurance, was advised by Assistant Finance Professor Kewei Hou. Accounting honors and biology student Tom Hagele also won first place in the Agriculture/Environmental Sciences category for his research titled “Mercury Activates Phospholipase D Signaling in Vascular Endothelial Cells: Mechanism of Vasculotoxicity.”

World Host
Business students from Europe, Asia, Central America, and the United States converged on Fisher’s campus last October for the Center for International Business Education and Research (CIBER) Case Challenge. Hosted by the International Programs Office and CIBER, the competition is organized by undergraduate students in coordination with faculty and staff. Teams of students from 12 universities analyzed international business cases and prepared solutions for presentation to multinational corporate executives and international business scholars who served as judges. This is the second year Fisher has hosted the event.

Charitable Giving
Honors research examining the reasons why people are motivated to give caught the attention of the United Nations World Food Program during last year’s Denman Undergraduate Research Forum, which recognizes the best in Ohio State student research. The study by ’05 graduates Carolyn Ujicic and Katherine Beaulieu (below), entitled “Why We Give: An Investigation of the Donor Decision Process,” found significance between an organization’s activities and an individual’s own life as a motivating factor.

Rankings

Public Accounting Report 2005
10th in accounting

18th overall, 10th among public universities
4th supply chain management and logistics
10th finance
8th production and operations management
15th marketing
13th accounting
11th real estate
20th management
Liz Lubnina
As a triple major in finance, international business, and Russian, Liz Lubnina entered Fisher as one of 10 Presidential Scholars nominated for both a Marshall and Fulbright scholarship. A member of the Honor Society of Phi Kappa Phi and Honors Collegium, she was one of eight students selected to represent the college in the 2005 publication of *Who’s Who Among Students in American Universities and Colleges*. A mentor with Big Brothers Big Sisters, Lubnina has served as president of the Russian Club and has been active with the International Organization of Students of Economics and Business.

Last summer, she worked for Kolaja & Partners, a leading interim management and restructuring firm that took her to Poland, Serbia, Hungary, Russia, Latvia, Lithuania, and the Ukraine. There, she conducted bilingual interviews with Russian-speaking clients, developed complex financial models for a Serbian distribution network, and helped shape the Central and East European expansion strategy for Poland’s largest domestic appliances company. According to Lubnina, her international internship opportunity was unparalleled in scope and significance.

Her experience also includes work with Merrill Lynch in New York City and Columbus. The 2006 graduate is now with the Capital Markets Program of ABN AMRO in Chicago and says she believes the personal attention of the Fisher community has made the difference in her professional career. “The real support comes from the exceptional Fisher faculty, alumni, and staff I’ve been able to interact with and get to know. The passion for their teaching, research, and life experiences has opened doors of unbelievable opportunities for me.”

Yoonhee Ha
Fisher’s Yoonhee Ha was among 75 students nationwide selected as a 2006 Truman Scholar. The scholarship, which provides a $30,000 award for graduate study, recognizes students who have passion, intellect, and leadership potential and are committed to careers in government, nonprofit, education, or other public service. This year’s scholars were selected from 598 candidates nominated by 311 colleges and universities.

Ha is double-majoring in finance and biology and serves as the undergraduate student representative on Ohio State’s Board of Trustees. She is director of the Ohio Academy of Science’s Student Advisory Council and a member of Fisher’s Honors Cohort Program, the university’s Honors Collegium, and the Honors Program Student Advisory Board.

Focused on improving health care for underserved populations, Ha plans to attend medical school to study health policy after completing her undergraduate studies. Although her future plans don’t include a corporate setting, Ha says her business training will be very valuable in her pursuit of a career in public health care.

“I feel that studying biology and finance will allow me to serve as a link between health care providers and policymakers,” Ha, who is a volunteer at Ohio State’s Arthur G. James Cancer Hospital and Richard J. Solove Research Institute, says. “A Fisher education isn’t limited to a corporate setting; it’s applicable to multiple fields. I’ve definitely developed a lot of skills through my curriculum at Fisher that have helped me in my other areas of study.”
Leadership was one skill that Doug Kondrath knew he wouldn’t develop by simply studying and acing exams—but as a student in Fisher’s undergraduate honors program, he found plenty of leadership opportunities outside the classroom.

As president of the Undergraduate Business Council and a co-founder of the successful *Fisher Ink* business magazine, Kondrath was able to develop his management skills through extracurricular experiences on the Fisher campus.

A brainchild of Kondrath, *Fisher Ink* is a biweekly, full-color publication geared toward undergraduate students, some of whom also manage and operate the magazine. “I knew that leading an organization and helping to manage projects like the magazine would remove me from my comfort zone and allow me to grow in a way that I couldn’t through just taking classes,” Kondrath says.

Outstanding faculty and expertise from Fisher’s career services staff allowed Kondrath to grow not only academically but also personally. “I’ve come to know so many students, faculty, and staff that the Fisher campus feels like a tight-knit community. The advice and personal attention I’ve received has prepared me to successfully enter the corporate world.”

Kondrath’s character and leadership qualities earned him the Robert E. Georges Senior Scholarship for the most outstanding senior. It also landed him a financial analyst position with Intel Corp. in Phoenix, Arizona, where he’ll be able to apply the management skills he learned at Fisher.


**Undergraduate Teaching Awards**

**Stephen Hills**, Associate Professor of Management and Human Resources

Instructional Innovation Award

**Nancy Lahmers**, Honors Cohort Coordinator

Honors Teaching Award

**Eric Spires**, Associate Professor of Accounting

Honors Teaching Award

**Paul Weinstock**, Senior Lecturer of Finance and Business Law

Major Course Teaching Award

**Staff Award**

**Pamela Park-Curry**, Director of Undergraduate Career Services

Service Award

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**Fisher Ink.**

The inaugural issue of *Fisher Ink.*, a magazine by and for undergraduate students, made its debut in January. Supported through advertising dollars raised by the students, the biweekly magazine includes articles on business and career topics.

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**Super Scholars**

The Roy F. and Joann Cole Mitte Foundation awarded more than $250,000 in undergraduate scholarships to outstanding Fisher students with high academic ability and a commitment to serve the community through volunteer activities. Last year, 40 Mitte scholars donated 1,500 hours of their time by serving meals at homeless shelters, collecting goods for food pantries, and tutoring children at Columbus city schools.

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**Recruiting**

**Career Positions**

Interviews conducted on campus: 3,151

Number of companies: 274

Average starting salary: $43,692

Average signing bonus: $3,240

**Internships**

Interviews conducted on campus: 1,014

Number of companies: 103

Average monthly salary: $2,502

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**Pure Genius**

Honors students Reed Blocksom and Sara Smith were awarded the Rosenfield Family Prize for Excellence in Security Analysis in fall 2005. The Rosenfield prize is awarded each quarter to students who develop the best security analysis report on a company. The Rosenfield Family Prize is made possible through a gift by brothers Jack (BSBA ’71) and Daniel (BSBA ’73, MA ’74) Rosenfield.

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Royce West, adjunct professor of finance; prizewinners Reed Blocksom and Sara Smith; Professor Andrew Karolyi, Charles R. Webb Professor of Finance and director, Student Investment Management Program.
transplant to Columbus from the San Francisco Bay area, MBA student Wake Norris wasted no time making his presence known at Fisher. Even before his classes began in 2004, Norris was looking for a way to contribute something meaningful that would outlive his tenure at Ohio State.

That meaningful something was the creation of Fisher Board Fellows, a partnership with local nonprofits where MBAs provide strategic business assistance to boards while exposing Fisher students to diverse experiences that exercise their business acumen. Projects that have been undertaken include organizational reviews, marketing, and general strategic long-term planning. According to Norris, boards are looking for new insight, and MBA candidates bring that to the table. “Plus, our partner organizations are excited about being able to shape the community’s future leaders.”

To be selected as a fellow, MBA students go through a challenging application process. Selection is followed by training courses led by faculty and community executives that cover topics such as board operations, legal aspects of nonprofit governance, and fund accounting. After that, fellows are matched with nonprofit organizations including Leadership Columbus, the Columbus Symphony Orchestra, and the Junior League of Columbus. And word is spreading—there are more organizations interested in hosting fellows than there are fellows to place. According to Norris, it’s a wonderful problem to have.

Norris says that when he returns to campus as an alum he expects the program will be flourishing. “To me, the success of Fisher Board Fellows is that other people walk out of it with a new view of what their potential is.”
When Sara Engleka left Washington, D.C., to begin her Fisher MBA, her expectations were that she would use the degree to pursue a career in international marketing.

Engleka, who received a bachelor’s degree in languages at Georgetown University, had worked for the U.S. Department of Justice and a small ecotourism Web site. As a student at Fisher, she worked as a summer intern in international marketing strategy for Kimberly-Clark.

Her Fisher education and the culmination of her work experience led Engleka to an important realization: “There’s plenty of good that can be done in the world from a business standpoint.”

It’s one reason she applied to become a volunteer with the MBA Enterprise Corps. The nonprofit organization puts recent MBA graduates to work in emerging economies to help businesses in developing countries become competitive in the global marketplace.

“It’s work that means something,” Engleka says about her volunteer assignment in South America where she will be working with local businesses. “I’m in an assignment where I know I will be having an impact.”

She is among several Fisher graduates from the class of 2006 who are using their business degrees to serve the public good. Engleka, who was president of Fisher’s International Business Club, will work with the Guyana Trade and Investment Support program, which is funded through the United States Agency for International Development. She will help identify new markets for Guyanese products and services and increase exports across five sectors: ecotourism, agribusiness, fisheries, nontraditional agriculture products, and tropical wood products.

For students like Engleka, the ability to gain perspective on another way of applying current corporate thinking to this different area of work will provide a great advantage for years to come.
Leadership and Professional Development
This year, Fisher’s MBA program formally launched its leadership and professional development (LPD) curriculum. LPD complements the traditional MBA curriculum and emphasizes leadership as an ongoing dynamic process that requires a deep understanding of oneself, of others, and of organizations. It consists of a planned sequence of assessments, workshops, events, and activities that takes place outside the classroom and is supported by faculty, career coaches, and mentors. The LPD curriculum is flexible, allowing each student to create a plan for individual development by choosing events, activities, and experiences that address an individual’s needs, goals, and aspirations.

In designing their individual leadership development plans, students choose from activities including career-focused seminars, networking events, as well as technical skills, self-assessments, and workplace workshops. Another component of LPD is the Sander Flaum Leadership Speaker Series that brings executives to campus. Guest Stephen Pratt (above), CEO of Infosys Consulting and one of the country’s leading consultants, spoke with students about the creation of his revolutionary consulting model. Along with former colleagues from Deloitte Consulting, Pratt’s efforts have resulted in a more simplified and cost-efficient global network that is helping change the industry.

Customized Curriculum
Fisher’s MBA curriculum has been revamped to allow students more choice and flexibility. One important element of the change is the addition of a “make your own” option where students draw from over 100 elective MBA courses as well as university offerings to create their own major. Another addition is the creation of interdisciplinary career tracks to complement major courses of study, including Consulting and Project Management, Entrepreneurship, Leadership and Values in Decision Making, Lean Management and Six Sigma, Real Estate Management, Services Management, and another “make your own” track. Individualized courses of study created by students include arts and nonprofit management, health care management, media management, strategic global sourcing, financial engineering, and organizational strategy and design.

Rankings

Full-Time MBA
U.S. News and World Report 2007
• 22nd overall, 8th among public universities
• 4th supply chain management and logistics
• 10th accounting
• 13th production and operations
• 15th finance
• 24th marketing

Wall Street Journal 2005
• 3rd nationally among schools with strong regional recruiting bases
• 9th globally in job placement within 3 months of graduation

Economist Intelligence Unit 2005
• 29th worldwide, 17th in the United States, 5th among public business schools
• 1st in diversity of recruiters
• 6th in percentage of students who find jobs through Fisher’s career services office
• 10th in ability to open up new career opportunities for graduating students

Part-Time MBA
U.S. News & World Report 2006
• 25th in the nation
Networking Advantages
Over the past year, Fisher's Office of Career Services arranged a record number of career networking opportunities that brought MBA students together for high-quality, interactive discussions with top executives and alumni. Chicago’s Diversity on LaSalle Street program took students to the Chicago Board of Trade to witness live trading and meet with executives from companies including Boeing, LaSalle Bank, Accenture, and Wrigley Co.

Best Practices
The third annual Summit at Fisher, a two-day winter conference for MBA career services and admissions professionals, brought together administrators from public, private, and internationally and nationally ranked programs including Darden, Tuck, Ross, and Zicklin schools of business. Issues related to program delivery, branding and promotion, and improving the collaboration of admissions and career services in attracting and developing MBA students were discussed. Recruiters from Limited Brands, Diamond Innovations, and Procter & Gamble participated in the corporate panel.

Special Delivery
Mary Fisher (above), renowned speaker, artist, author, activist, and daughter of the college's namesake Max Fisher, delivered this year's MBA pre-commencement address. Fisher, who was recently appointed special representative of the Joint United Nations Programme on HIV/AIDS, founded the Mary Fisher Center for AIDS Research and Education (CARE) Fund. As an artist, Fisher is best known for her work in handmade papers, including Pick the Poppies featured in Fisher Hall.

Recruiting Pit Stop
Shell's recruiting efforts at Fisher included hosting a Grand Prix-winning Formula One Ferrari Pit Stop Challenge during the college’s fall career fair. Over 100 companies, including Shell, were on campus to recruit leading graduate and undergraduate students.

A sampling of companies who extended offers to the MBA class of 2006:
- American Greetings
- Capital One
- Cardinal Health
- Emerson
- General Electric
- Kimberly-Clark
- Lancaster Pollard
- Lehman Brothers
- Limited Brands
- McKinsey
- Motorola
- Nationwide
- Nestle
- Oracle
- PricewaterhouseCoopers
- Procter & Gamble
- United Stationers
- Walt Disney Co.

Class of 2006
Average salary: $81,735
Average salary plus 1st year guaranteed compensation: $103,837
Average signing bonus: $11,038
Percent of class employed: 80% (as of August 1, 2006)

Recruiting
The Graduate Programs Office received a 2005 Educational Partner of the Year Award from the National Black MBA Association for outstanding and continued support.
Jane Zachariah came to Fisher because it offered her something other business schools didn’t—options. Utilizing Fisher’s customized MBA program, she developed her own degree to embark on a career in organizational development. For Zachariah, the choices, flexibility, and individualized courses of study set Fisher apart.

While her professional aspirations didn’t fit cleanly into an established degree program, Zachariah says Karen Hopper Wruck, associate dean for MBA programs, helped her discover interdisciplinary career tracks that made her degree unique to her talent and passion. “Fisher affords you many choices if you’re passionate and willing to explore options,” she says.

The small class size of the program was another plus. “It’s really one of Fisher’s greatest features, in addition to the amazing campus. I’ve made friendships with diverse students from all walks of life, experiences, and cultures. It’s a reassuring network.”

Zachariah, who was also president of the Fisher Graduate Women in Business Club and the vice president of the International Business Club, has taken her unique path to Eaton Corp.’s Electrical Division where she serves as a lead analyst in organizational development. She attributes the efforts of Fisher’s career services staff and on-campus recruiting to helping her get a foot in the door with this Fortune 500 company.

Zachariah says she couldn’t have achieved her goals without the help of Fisher faculty and research centers.
Laine Powers knew returning to school with family obligations wouldn’t be easy. What he didn’t realize were the many MBA fellowship and scholarship opportunities that awaited him at Fisher. With assistance from generous donors and alumni, Powers was able to not only pay for his two-year study, but he and his family were also able to live rent-free through a unique housing partnership between Fisher and Columbus’ leading real-estate developers.

“My wife and I are very grateful for the commitment of Fisher supporters who allowed me to pursue my education without amassing student loans and housing costs,” Powers says. He was awarded financial aid including the Moritz Family MBA Scholarship, the COE Supply Chain Management Scholarship, and the Rouda Scholarship for Graduate Education in Real Estate.

These awards enabled Powers to concentrate on completing his major in operations and logistics without taking time from his role as a father. He also found time to serve as president of Fisher’s Operations and Logistics Management Association and volunteer for Fisher’s community outreach tax clinic, which provides free tax services to low-income taxpayers in Columbus.

“Fisher’s highly ranked supply chain and logistics programs allowed me to completely retool my existing CPA skill set and set me up to compete for some of the country’s best career opportunities in the field,” he says.

According to Powers, the advice and expertise he received from career services staff enabled him to fit well with Chicago-based United Stationers, Inc., as manager of supply chain strategy. Thanks in part to his Fisher experience, Powers has bigger plans for his future. “My long-term goals are to help redesign America’s strategy on distribution, routing, and transportation,” he says.
Big Ten Success
For the 14th year, Fisher organized and hosted the annual Big Ten Case Competition in April with support from the Ford Motor Company and full participation from all 11 schools. Winning first place this year was Fisher’s team of Abigail Glass, Robert Scholl, Michael Sims, and Chris Welter coached by senior lecturers Daniel Oglevee and Marc Ankerman. Welter also received the best individual Q&A award. Second place was taken by Illinois and third place by Minnesota.

Winning Teams
Fisher’s student team, coached by Daniel Oglevee, earned second place in the CIBER Annual MBA Case Competition. The competition, held at the University of Wisconsin, hosts teams from business schools around the world. In November, Fisher’s team placed third in KeyBank’s Minority Case Competition, held at the company headquarters in Cleveland.

Community Commitment
More than 170 Fisher students invested nearly 1,000 hours of their time to benefit Ohio community projects during September’s Community Day. The event is led by FisherServes, a student-run volunteer graduate organization that promotes social responsibility through service-based initiatives. The group also sponsored the third annual spring Fisher 5k Run with 330 participants generating over $5,000 for the Boys and Girls Club of Columbus.
David Friedrich and Kurt Strominger (left and right) are more than top MBAs—they’re experienced consultants. As consulting team leaders for Fisher Professional Services (FPS), these savvy students offer innovative solutions to some of Ohio’s most successful Fortune 500 companies.

Led by Jim Lane (center), a former Ernst & Young consulting partner, FPS utilizes MBA expertise to provide new ideas to companies looking for ways to solve various management issues. According to Lane, students like Friedrich and Strominger bring a wealth of fresh talent to the table with resume skills in marketing, human resources, finance, IT, operations, and logistics. “Whether our partner companies are looking to improve their sales, profits, or market value, we develop an edge-to-edge review of an organization and then create customized solutions to meet their business challenges,” Lane says.

As methodology partner for FPS, Strominger says his background in IT consulting was a perfect fit while the relationships he developed with his instructors helped him explore a new career path in management consulting with American Greetings. Friedrich agrees. With a focus in strategy, he feels he benefited greatly from professors who brought their real-world experience into the classroom. Combined with his FPS experience, role as an Ohio State Student Ambassador, and member of Fisher’s Big Ten Case Competition team, Friedrich is more than prepared to take on the senior consulting job Deloitte Consulting offered him.

The highly successful program boasts Fortune-listed clients including AEP, Cardinal Health, Greif, Limited Brands, and Mettler-Toledo who rely on students like Friedrich and Strominger for fact-based exhibits and business performance management insight.

“There is a great balance here between classroom work, practical experience, and networking opportunities. My two goals at Fisher were to gain the skills necessary to run my own business someday and to meet great colleagues with whom I could form lasting relationships. The Fisher community helped me achieve both,” he says.
Studying at Fisher opened up a world of opportunity for Arenda Culver. During her two years in the MLHR program, she researched foreign cultures and business climates, then took her global interests to the next level.

Through the Center for International Business Education and Research’s Emerging Markets Field Study course, she studied the economic and cultural nuances of Brazil and then put that knowledge into action during a weeklong visit to the country to further examine local businesses.

Closer to home, Culver and five classmates applied their knowledge of recruiting, staffing, and retention issues for the American Embassy and Consulate in Nigeria to win the first U.S. Department of State National Case Study Competition last spring. The winning case was presented to a judging panel that included U.S. Ambassador to Nigeria John Campbell.

When she wasn’t traveling the globe or presenting to high-ranking officials at the State Department, Culver’s work as an academic advisor to undergraduate students and her term as vice president of the Graduate Human Resources Association allowed her to give back. “Since I’ve been at Fisher, I’ve been able to challenge myself personally. I’ve met so many creative and talented people through my classes, group projects, internships, and community involvement. I’d like to think that I’ve made a difference here,” says Culver.

According to the 2006 graduate, the lessons learned at Fisher and abroad have been invaluable as a human resources analyst for Royal Dutch Shell’s Norco Refinery near New Orleans, Louisiana.
Fast Track
In partnership with Ohio State’s College of Education, Fisher now offers a combined master’s program in Labor and Human Resources and Education with specialization in Higher Education and Student Affairs. Students will be able to complete both degrees in three years rather than four.

MLHR Program Profile

- Enrollment: 40
- Average years of work experience: 2.5
- Average GPA: 3.5
- Female: 68%
- Minority: 28%
- International: 30%

Management and Human Resources Professor Jeff Ford was named the outstanding faculty member of the year by the MLHR class of 2006.

Bright Minds
LaKisha Partman, a second-year MLHR student, was selected to receive the Gregory A. Boyd Scholarship by the National Black MBA Association. More than $300,000 in scholarships and gifts to doctoral, graduate, undergraduate, and high school students was awarded last year by the association.

Team Success
A team of six MLHR students took third place in a national case competition organized by the U.S. Department of State in the nation’s capital. Katie Campbell, Emily Douglas, Angela Lincoln, Ebony McKnight, Emmanuella Saint-Hubert, Beth Theiss, and Laura Yeager comprised the team that made it all the way to the final round.

Top companies hiring MLHR students:
- Eaton Corp.
- ExxonMobil
- General Electric
- Newell Rubbermaid
- Raytheon
- Shell

PhD Program

Global Impact
Fisher doctoral graduates are among some of the nation’s best in terms of impact of their research on their profession. Last year, Fisher PhDs received jobs with leading organizations and institutions including Northeastern University, The University of Georgia, The University of Alabama, University of Arkansas, The Hong Kong Polytechnic University, University of Notre Dame, DePaul University, Purdue University, Southern Methodist University, Rutgers, and The Chinese University of Hong Kong.

PhD Program Profile

- Enrollment: 14
- Female: 28%
- Minority: 7%
- International: 23%
One of the things that Adrienne Rodriguez appreciates most about her Fisher education was that her learning experience was unrestricted. Although she was a student in the rigorous MAcc program, Rodriguez says she didn’t feel the curriculum requirements limited her ability to gain knowledge in other business areas.

“I especially enjoyed that I could take tax classes as well as marketing, finance, and logistics,” says the Miami, Florida, native who graduated in June 2006. “The Fisher MAcc provides students with an opportunity to enhance their graduate experience through challenging course work in various disciplines.”

Rodriguez’s graduate education was funded through the University Enrichment Fellowship, which allowed her to enroll in the program as a full-time student. She also served as vice president of finance and communications for the MAcc Association and was a member of the steering committee that founded the organization. Rodriguez participated extensively in professional development programs including executive luncheons and business debates. She credits those programs, along with collegial relationships with students and faculty, in preparing her to meet challenges in the corporate world.

“Fisher provided me with an exceptional graduate education through interaction with a diverse group of bright and talented individuals. The professors are experts in their fields, yet are accessible and approachable,” she says. “The MAcc program has not only prepared me for my career with Ernst & Young, but it has also provided me with a better understanding of the business environment.”
Fresh Ideas
The E&Y Lecture Series brings distinguished speakers to campus every year with the support of the Ernst & Young Endowment. A sampling of 2006 speakers included representatives from Carnegie-Mellon University, International Accounting Standards Board, KPMG, Plante & Moran, Deloitte & Touche, Grant Thornton, and PricewaterhouseCoopers. Through additional support from the Ernst & Young Endowment, the MAcc Student Association created an E&Y Luncheon Series where students gather to discuss accounting policy and professional issues.

Historic Events
Through the leadership of emeritus Deloitte & Touche Accounting Professor and MAcc Director Daniel Jensen, the college hosted the Accounting Profession in Transition conference co-sponsored by the Accounting Hall of Fame and the Academy of Accounting Historians. With coordination from MAcc students, the event showcased the accounting profession through expert panel discussions and breakout sessions.

Bright Minds
Robert Sledge (MAcc ’06) was selected by the Financial Accounting Standards Board as a Postgraduate Technical Assistant. Awarded to only a handful of high-achieving new professionals in a national competition, the assistantship provides exposure to the accounting standard-setting process and top executives in the field. Another MAcc student, Elana Amit, was awarded the John C. Carey Scholarship by the American Institute of Certified Public Accountants. The scholarship encourages graduates with degrees in liberal arts to pursue graduate studies in accounting.

Giving Back
Fisher's Tax Clinic utilizes the accounting expertise of MAcc, MBA, and undergraduate students to help low-income taxpayers with their tax preparation. Led by tax faculty member William Raabe, 45 students helped 200 families and individuals receive nearly $300,000 in 2005 refunds. The Tax Clinic works as partners with Columbus City Council, the IRS, OSU Extension, and the Godman Guild Community Center and receives financial support from the Ernst & Young Endowment.

Teaching Excellence
Accounting and MIS Professor Anil Arya was awarded the Ernst & Young Award for Excellence in Teaching in the MAcc program.

2005 Accounting Hall of Fame inductees
William T. Baxter, professor emeritus at the London School of Economics
Edmund L. Jenkins, former chair of the Financial Accounting Standards Board

Over 50 different undergraduate universities are represented in the current class of MAcc students.

Rankings
10th in the nation
Public Accounting Report 2005
11th in the nation

OSU MAcc Program Profile
Enrollment: 90
Average GMAT: 620
Average GPA: 3.6
Female: 55%
Minority: 16%
International: 12%
Average starting salary: $47,789
Average signing bonus: $3,062
Master of Business Logistics Engineering Program

The national reputation of Fisher’s transportation and logistics programs was the deciding factor for Sawako Iwata to return to Ohio State.

Graduating with a Fisher bachelor degree two years ago and working for a Tokyo logistics software company, Iwata realized the importance of the engineering and management side of logistics. When she heard about the MBLE program, she knew it was the perfect approach to further her skills.

“One of the greatest strengths of learning at Fisher is the ability to work with a wide variety of students from various cultures. The exposure to different people and ideas allowed me to learn beyond books. As treasurer of the MBLE student organization, I have an opportunity to share my thoughts with peers from all over the world.”

According to Iwata, her MBLE courses were stimulating yet relevant to her work experience. She says the personal attention, support, and exposure to research activities from faculty, including Marketing and Logistics Professor Martha Cooper (above left) and MBLE Director Walter Zinn (opposite), impacted her perception of logistics. “My professors have given me constant support in my academic journey. They have played a critical role in helping me focus my strengths and abilities as well as guiding me toward possible career opportunities.”

As a writer for Logi-Biz, the sole business logistics magazine in Japan, Iwata is well on her way to serving as a bridge between business, academia, and cultures. Her monthly articles speak to the differences and similarities of logistics education between the U.S and Japan while suggesting methods of interaction for business and academia.

“I feel my Fisher experiences have been a great start in realizing my long-term goal to work as a logistics professional in the United States,” she says.
Course Creation
Last spring, the MBLE program graduated its first class of students who were able to take advantage of two new course offerings created by faculty: Warehouse and Facility Design and Logistics Software and Technology. The new courses are open to MBA students as well.

Hiring Strategies
In an effort to make recruiting students simple and effective, Fisher offers companies career services consultants who connect MBLE and other graduate students with employers interested in specific functional areas. The consultants provide tailored strategies for hiring students for short-term projects, internships, and career positions.

A select list of companies interested in Fisher MBLE students:

- AEP
- AmericanGreetings Corp.
- Anchor Hocking
- Bearing Point, Inc.
- Capital One
- Cardinal Health
- Caterpillar, Inc.
- CSX Corp.
- Dell
- DSC Logistics
- Eagle Family Foods
- Exel
- Federal Express
- Ford Motor Co.
- General Electric
- IBM
- ICG Commerce
- Ingersoll-Rand Co.
- Liebert Corp.
- Lowe’s
- Moen, Inc.
- Motorola
- PricewaterhouseCoopers
- Roxane Laboratories, Inc.
- Samsung Electronics
- The Scotts Co.
- Staples
- Stryker Corp.
- Total Quality Logistics
- United Stationers, Inc.
- The Walt Disney Co.
- Whirlpool Corp.
- Williams-Sonoma

Fisher’s MBLE, one of only a few programs of its kind in the country, is backed by Fisher’s logistics program, ranked 4th in the nation by U.S. News & World Report.
Aaron Hunt did his homework before choosing an Executive MBA program. After researching several graduate programs, he realized the diverse expertise and backgrounds of Fisher faculty could give him knowledge and perspective that he couldn’t find anywhere else.

The flexible schedule was another plus, but it was the BusinessWeek ranking placing the program 13th worldwide that made Hunt’s choice clear. Fisher’s Executive MBA program is tailored in both philosophy and design to meet the needs of high-potential business managers. Leaders like Hunt already have expertise in their fields. Fisher provides the strategy to make them even more effective. The EMBA course schedule is also conducive to busy executives—students do much of their work online and meet on campus one weekend a month during the 18-month program.

“There have been many opportunities to apply in real-time the material we are learning,” Hunt, a Six Sigma specialist at aircraft manufacturer Cessna, says. “The program and faculty are excellent at stimulating discussion and challenging the class to view issues from different perspectives. I’ve found many times the lessons learned are related and can be applied to many of the issues challenging our business.”

Hunt’s classmates are also a good business resource. He says the bonds he’s forming with the small-by-design EMBA classes will help him throughout his career.

According to Hunt, he’ll continue to apply the wide base of knowledge gained at Ohio State to his current and future responsibilities. “Even though my EMBA class has spent only a few months together, I’m beginning to see the foundations of solid relationships forming, which will facilitate an open dialogue on best practices, business trends, and other future points of discussion for many years.”
Strategic Thinking
Thirty-five principals and administrators from the Columbus Public Schools joined together on Fisher’s campus to learn business management and leadership skills from top faculty members, including Management and Human Resources Professors Jay Barney, Roy Lewicki, and Jay Anand, as well as Marketing and Logistics Professor Neeli Bendapudi. The program, which was developed from assessment data on the schools collected by faculty, provided sessions on how to create vision, personal leadership brand, change management, and communications. The group convened last winter for review and further discussions. Support from the Nationwide Endowment provides quarterly programs to continue this successful community leadership effort.

Profit Margins
As a result of organizational change within merchandising giant RG Barry, company leadership turned to Fisher faculty to understand financial implications of their new strategic marketing model. In the role of academic director, Professor H. Lee “Buck” Mathews along with Management Sciences Professor James Hill (right) delivered a highly customized profitability retail program that was specific to company goals.

Global Supply
Through the efforts of Professor Doug Lambert (above), Raymond E. Mason Chair in Transportation and Logistics, Fisher offered its premier supply chain management program in Buenos Aires, Argentina, in June. In September, the program was held at Cranfield University School of Management in Bedfordshire, England.

Market Structure
The Textron Marketing Leadership Program developed last year was designed to increase the marketing knowledge of Textron’s 200 top marketing leaders over a two-year time period. The positive impact after only several months prompted Textron senior leadership to announce the expansion of this program to its top 1,000 business leaders. This expansion of scope prompted the program’s name change to the Growth Leadership Program.

Lean Mexico
Fisher has partnered with Productivity, Inc., to offer a new Lean Manager Certificate Program in Monterrey, Mexico. Management Sciences Department Chair Peter Ward leads this biannual four nonconsecutive week program that teaches Lean Management concepts and tools focusing on the four key phases of implementation: plan, pilot, deploy, and integrate. In between the weeks of training, managers apply the new methods of operations at their own companies and present their results to the class.
Real Growth
Through the Harley E. (BS ’53) and Marlese Neher (BS ’52) Rouda Fund, the Columbus Leaders Forum creates awareness of Ohio growth and development. During 2006, Fisher partnered with the Columbus Chamber of Commerce and Real Living to provide a stimulating symposium, titled “The Future Is Now,” aimed at increasing knowledge of the economic benefits and development of new business and technology in Central Ohio. Speakers included Rich Karlgaard, publisher of Forbes; Mark Schweitzer of the Federal Reserve Bank of Cleveland; Rich Langdale, CEO of NCT Ventures; Jay Anand, associate professor of management and human resources at Fisher; and Harley E. Rouda, Jr., CEO and managing partner of Real Living.

Collaborative Solutions
Fisher’s CIO Solutions Gallery expanded its CIO participation as well as its financial support from companies including SAS, Intel, and Tata. This successful program blends academia and corporate community learning through collaborative seminars on today’s IT business challenges. The program now includes the Ohio CIO Executive Summit, an annual program that brings together CIOs from organizations valued at $250 million and up.

Best Practices
Fisher has joined forces with Moresteam.com to offer a collaborative peer-based session once a quarter to Six Sigma Black Belt specialists in Central Ohio, allowing for a network of practitioners to share ideas and best practices.

On-Demand Learning
A new online leadership product enables executives to learn or refresh skills at their convenience. The set of 12 web-based leadership courses is available on demand, allowing individuals to select what they need to learn when they want to learn it.

Core Competencies
The college’s new Fisher Business Education Series offers partner companies 10 one-day sessions that focus on key management competencies based on data from partner companies providing input on topics to include in the series.
2005-2006 Speakers

Jaimie Alexander  
Principal  
Frame 360

John Alexander  
Senior Director  
Bank One (retired)

Bob Althoff  
President  
AD Farrow Harley Davidson

Joseph A. Alutto  
Dean  
Fisher College of Business

Bernie Brown  
Vice President Logistics  
Limited Brands

Christine Carmazzi  
AERS Partner  
Deloitte & Touche

Ed Cohn  
CEO and President  
Big Brothers Big Sisters of Central Ohio

Laura Cooper  
CFO  
Wedekind-Steiner & Associates

Neal Desai  
Architecture Manager  
Shell

Larry First  
CFO  
Lang Stone Co.

Larry Fultz  
Senior Vice President  
Human Resources  
Cintas

Shail Godambe  
Senior Vice President  
Motorola, Inc.

Michael Gonsiorowski  
President and CEO  
National City Bank

Tom Green  
Chairman and CEO  
Lancaster Pollard

Patrick Hurley  
Vice President Supply Chain  
Goodyear Tire

Artie Isaac  
Young Isaac

Rick Jones  
Central District Engineering Group Manager  
UPS Supply Chain Solutions

Jeff Keyser  
Vice President Marketing  
The Scotts-Miracle Gro Company

Cynthia Lazarus  
CEO  
YWCA

Charlie McGuigan  
CIO  
Limited Brands

Tom Manahan  
Vice President and Manager  
Turner Construction

Todd Manifold  
General Manager  
Mettler-Toledo

Eric Miller  
Senior Vice President Marketing  
Intuitive Surgical

Fred Sanfilippo  
Senior Vice President and Dean  
OSU Medical Center

Lorrie Secrest-Osman  
Vice President Communications  
Raytheon Co.

Denis Shibiko  
Vice President  
JP Morgan

Lorenzo Styles  
Vice President Development  
RCD Real Estate Services

John Wooldridge  
Project Manager  
KBK Enterprises

The late Dr. W. Arthur Cullman

W. Arthur Cullman Executive Luncheon Series
Marketing and Logistics Professor Martha Cooper was awarded the Eccles Medal by the International Society of Logistics in recognition of her outstanding achievements in the development or administration of logistics education.

The University Alumni Award for Distinguished Teaching was presented to Anil Makhija, the David A. Rismiller Professor of Finance and associate dean for executive programs. The Ohio State University presents the awards to only 10 faculty members out of over 1,000 nominations for superior teaching chosen by a committee of alumni, students, and faculty.

Jerald Greenberg, the Irving Abramowitz Memorial Professor in Business Policy and Ethics, has received the Distinguished Scientific Contributions Award from the Society of Industrial and Organizational Psychology. The honor recognizes long-time and significant scientific advancements in the field of industrial-organizational psychology. Greenberg is recognized as the leading researcher in organizational justice, and nearly all scholarly articles on the subject refer to his work.

W.C. Benton, professor of operations and systems management, and David Harrison, director of minority student services, were selected for the ’06 edition of Who’s Who in Black Columbus.

Richard Young, director of the honors accounting program, has been selected as the editor of the Journal of Management Accounting Research.

Greg Allenby, the Helen C. Kurtz Chair in Marketing, has been selected as an associate editor of the Journal of Marketing Research. He will assist the quarterly journal in the area of Bayesian statistics and economics.

Management and Human Resources Professor Oded Shenkar, Ford Motor Company Chair in Global Business Management, has been named program chair for the Academy of International Business for the 2006-07 year.

The University of Texas at Dallas School of Management ranks Fisher 21st in North America and 22nd worldwide for faculty research productivity. The rankings are based on the number of articles published in 24 journals by faculty member peers over the last five years.

Fisher’s faculty is rated 16th in the nation among business schools by the Social Science Research Network (SSRN), which collects and disseminates scholarly research in management disciplines. The SSRN rankings are based in part on the quantity of downloads of research papers and indicates the influence that faculty scholarship has on the research of others. Fisher’s faculty rank among the nation’s best in terms of the research process, impact, and productivity alongside peers including Duke, Dartmouth, Yale, Stanford, Northwestern, and University of Chicago.
Articles


Books


Jill Ellingson, assistant professor of management and human resources


**Book Chapters**


Leadership Essentials
Sponsored by the Pace Setters Board of Trustees, the annual Dean’s Leadership Conference helps top undergraduate students further develop their leadership skills. Students are selected to participate based on their academic excellence, dedication to the community, and leadership skills. The May seminar, entitled “A Day with the Deans,” gave students, business professionals, and Fisher top administration an opportunity to come together through leadership activities.

Crucial Catalysts
Fisher has a strong and personalized alumni relations program that relies on outstanding members who work to make a difference. The Alumni Board provides direction for the alumni relations team in addition to serving as a sounding board for new ideas and implementing programs, events, and networking opportunities. They also act as mentors and provide guidance to current and new students—10% of the MBA class of 2007 was referred by Fisher alumni.

Hot Spots
Local, regional, and international events were hosted around the world last year and included alumni activities in many cities including Chicago, Cleveland, Boston, San Francisco, Los Angeles, New York, Washington D.C., and Paris. These gatherings provide a way for graduates to reconnect and offer prospective students living in these cities a chance to experience Fisher through alumni interaction and support.

2006 Pace Setter Awards
Pace Setter Executive Award
Elizabeth Mily
Managing Director, Goldman Sachs

Walter M. Rudin Junior Scholarship
Awarded to the most outstanding undergraduate junior
Yoonhee Ha

Robert E. Georges Senior Scholarship
Awarded to the most outstanding undergraduate senior
Douglas Kondrath

S. Maurice Bostic and Birch S.M.
Bostic Memorial Award
Awarded to the outstanding male member of the graduating class
Robert Trask

Katherine Porter Allen Prize
Awarded to the outstanding female member of the graduating class
Laura Pratt

Jack W. Stephenson Scholarship
Awarded to the student with outstanding scholarship, leadership, and athletic accomplishments
Shayla Moore

2006 Pace Setter Faculty Awards
Daniel Westerbeck Teaching Excellence Awards
Undergraduate Teaching
Thomas Otter
Graduate Teaching
Bob Leone

The Bostic-Georges Faculty Service Award
Karen Hopper Wruck

Outstanding Research Award
Mona Makhija
Keely Croxton
With Fisher alumni found in every corner of the world, our impact is truly global:
62,000 Fisher alumni worldwide
6 continents
19 countries in Asia
10 countries in Africa
23 countries in Europe
19 countries in the Caribbean and Latin America
9 countries in the Middle East
All 50 states in the United States

Forward Thinking
Fisher’s 2006 Diversity Business Awards Program and Alumni Reception honored magna cum laude graduate, Ohio State basketball and NBA star Lawrence Funderburke for his efforts and personal dedication to help underprivileged youth succeed both in and outside the classroom. The evening featured keynote speaker Ramona Reyes, human resource specialist with Nationwide, and also recognized Ernst & Young, LLP for its support of Fisher diversity initiatives.

2005 Alumni Awards
Distinguished Alumnus Award
Tanny Crane

International Alumni Award
Paul T. Yin

Community Service Award
Raquel Diaz-Sprague

Young Professional Achievement
Thomas Lah
Kathleen L. Smith

Alumni Board
David Ahnmark MBA ’78
Brian Benson MBA ’04
Katy Brownley MBA ’02
L. Keenan Delaney BSBA ’84
Randy Gerber BSBA ’90
Kenneth Gould MBA ’04
Jennifer Heathcote MBA ’04
Garrett Hunt MBA ’01
Robert Hutchinson MBA ’98
David Jacobs BSBA ’84
Jim Johns BSBA ’92, MBA ’95
Dipan Karumsi MBA ’02
Roman Khlupin MBA ’98
Kevin Korney BSBA ’91
Mark Kuchenrither BSBA ’89
Catherine Kupec MBA ’98
Eric Lenard BSBA ’97, MBA ’97
D. Gregory Meredith MBA ’02

Alumni and Pace Setters 38 Fisher College of Business
Fisher research centers offer corporate partners the benefits of faculty expertise while providing students real-world examples of management challenges and solutions.

**Center for Business Performance Management**
Facilitates performance management innovation
J. Richard Dietrich, Academic Director
Louis L. Straney, Executive Director

**Charles A. Dice Center for Research in Financial Economics**
Promotes high-quality research in financial economics
René M. Stulz, Academic Director

**Center for Entrepreneurship**
Facilitates research, education, and community involvement in entrepreneurship
S. Michael Camp, Academic Director
Jay B. Barney, Chase Chair for Excellence in Corporate Strategy
Sharon A. Alvarez, Assistant Professor of Entrepreneurship

**Center for Operational Excellence**
Focuses on overall operational excellence and continuous improvement initiatives
William L. Berry and John Dix, Co-Directors
Peter T. Ward, Associate Director, Research and Communications
Nancy K. Lahmers, Administrative Director

One of only 31 CIBERs in the country, Fisher’s center was awarded a $1.4 million grant from the U.S. Department of Education. The grant enables the center to focus on projects tied to the globalization of knowledge management in eastern, southern, and central Asia as well as in Latin America over the next four years.

**Center for International Business Education and Research**
Promotes excellence in international business education and research
Stephen M. Hills, Academic Director
Cheryl Ryan, Administrative Director

**Center for Real Estate Education and Research**
Focuses on improving the quality of education and research for the Ohio real estate industry
Anthony B. Sanders, Academic Director

**Global Supply Chain Forum**
Pursues issues related to customer satisfaction and operational excellence
Douglas M. Lambert, Academic Director

**Initiative for Managing Services**
Addresses issues associated with building and managing effective service organizations
Neeli M. Bendapudi, Academic Director
David Greenberger, Faculty Fellow
Mindy Stobart, Associate Director

**Supply Chain Management Research Group**
Promotes high-quality research and education in supply chain management and logistics
James L. Ginter and Bernard J. La Londe, Academic Directors
Name Change
Fisher’s CEMM name change to Center for Operational Excellence reflects the center’s 17 global company manufacturing members’ focus on overall operational excellence and continuous improvement initiatives.

Growing Exports
Business executives from around the state participated in CIBER’s Growing Your Central American Exports – New Opportunities and the Role of CAFTA. The September 2005 seminar was co-sponsored by Ohio State’s Center for Latin American Studies, the U.S. Commercial Service, and the State of Ohio’s International Trade Division. Experts from the business community offered insight into their own Central American business activity, and international trade advisors in El Salvador, Costa Rica, and the Dominican Republic counseled attendees via videoconference on key industries welcoming U.S. business exports.

Company partners with Fisher’s research centers include:
Accenture
Advanced Research Associates, Inc.
Alliance Data Systems
Ashland Specialty Chemical Co.
The Auld Co.
Cafee, Halter & Griswold
Cardinal Health
Cargill
The Coca-Cola Co.
Colgate-Palmolive Co.
Commerce National Bank
Convergys
The Crane Group
Deloitte & Touche
Duke-Weeks Realty Corp.
Fidelity Investments
Ford Motor Co.
Hallmark Cards, Inc.
HER Realtors
Hewlett-Packard Co.
Hyperion Solutions Corp.
International Paper
LaSalle ABN AMRO Bank
Lean Enterprise Institute
Limited Brands
Masterfoods USA
Moen, Inc.
New Product Innovations, Inc.
Pizzuti
Porter, Wright, Morris & Arthur
Productivity, Inc.
Shell Global Solutions International B.V.
Squire, Sanders & Dempsey, LLP
State Auto
3M
Valeant Pharmaceuticals International
Wendy’s International
Giving Highlights
The college has developed new initiatives to increase MBA scholarship support. A commitment from the Max M. and Marjorie S. Fisher Foundation, gifts from Peter H. Edwards, Sr. (BSBA ’55), and additional funds have helped the college raise over $13 million in the past year to support this effort.

Recognizing the growing importance of the factors that drive performance, Fisher, in partnership with Hyperion Solutions Corp., created the Center for Business Performance Management, the first center of its kind in the nation. The new center, established with a $2 million grant from Hyperion, facilitates performance management innovation through faculty collaboration, multidisciplinary teaching, and links with industry. Jeff Rodek (MBA ’76), executive chairman of Hyperion, is a member of the Dean’s Advisory Council.

John A. Russell (BSBA ’66, MBA ’71) has committed a $1.5 million gift to establish the John A. Russell Chair at Fisher. Russell is committed to helping Fisher educate students on the most effective ways to communicate at all levels of an organization. Formerly chief communication officer of Banc One Corp., Russell is president of Competitive Communication Partners and serves on the Dean’s Advisory Council.

To help meet the housing needs of MBA students, Columbus’ leading real-estate developers have provided over 80 rent-free, high-end apartments to full-time students. As a result of this venture with community leaders, over one quarter of MBAs benefit from financial support like this, which is valued at over $600,000.

Moe (BSBA ’75, MBA ’76) and Peggy Modecki have committed $250,000 to Fisher and to Ohio State Athletics to establish the Moe and Peggy Modecki Finance Department Scholarship Fund and the Moe and Peggy Modecki Athletic Scholarship Fund. Modecki is director of insurance at Marathon Oil Corp. in Houston.

Corporate and Foundation Support
KeyBank’s commitment of $255,000 will fund Fisher’s KeyBank Minority MBA Case Competition. The new competition, based at KeyBank’s corporate headquarters in Cleveland, will enable students to hone their team-building skills while learning from executives who will serve as judges and moderators. This commitment builds on the college’s relationship with KeyBank, which includes two successful annual minority campus-based case competitions.

The Ewing Marion Kauffman Foundation’s gifts totaling $80,600 provide research and education support for Fisher’s Center for Entrepreneurship.

The Scotts Miracle-Gro MBA Fellowship provides $80,000 over the next two years to support two fully-funded MBA fellowships. In addition, Jim Hagedorn, chairman of The Scotts Miracle-Gro Co., has committed $80,000 to fund the Hagedorn MBA Fellowship.

Ernst & Young, LLP’s $75,000 commitment over five years provides a scholarship to a high-achieving ethnically diverse student in honor of David Harrison, director of the Office of Minority Student Services. Additionally, four scholarships will be awarded to students who are seeking opportunities in accounting and/or finance. Ernst & Young will also provide support for the Annual Diversity Awards program.

Innovation Fund Support
Innovation Fund activities enable the dean to provide strategic support for faculty, students, and staff. Endowments established last year include: The Hays A. Cape Dean’s Innovation Fund, established with an estate gift from Hays A. Cape (BSBA ’30).

The John A. and Kathryne S. Esselburn Dean’s Innovation Fund, established by Kathryne S. Esselburn. She and her late husband John A. Esselburn (BSBA ’67) previously established the John A. Esselburn Scholarship fund, which supports business scholarships with preference to operations management majors.

Deferred Gifts

Estate gifts enable donors to leave a lasting legacy while providing Fisher with continued support. A wonderful example of this is the gift made by Gilbert Moody through his estate. On April 25, 2004, the college lost a dear friend and supporter. With over 50 years of expertise in the insurance business, Moody was a member of Ohio State’s Presidents Club and served as chairman for the Griffith Foundation’s campaign to help raise funds for the Fawcett Center. He was honored by Ohio State as an outstanding alumnus for his contributions to the university during its first 100 years. For more information on establishing estate gifts, contact Brian Dowdall at (614) 688-3197.

The Gilbert Moody Excellence Fund in Business Administration was established with a $2.9 million gift from the estate of Gilbert Moody (BSBA ’34). The fund promotes faculty and student excellence at the college.

Undergraduate Support

In academic year 2005-06, the college awarded $1.2 million to support undergraduate scholarships.

The college’s largest scholarship donor is the Roy F. and Joann Cole Mitte Foundation of Austin, Texas. Thanks to the foundation’s generosity, 49 undergraduate students received an annual scholarship of $5,200. The foundation also offers a similar scholarship to several MBA students each year of their two-year study.

This past year, the college established the following funds supporting undergraduate scholarships:

The Edwin L. and Mary Jane Overmyer Scholarship Fund, which supports students who demonstrate outstanding leadership skills. Edwin Overmyer is a member of the Dean’s Advisory Council.

The George M. and Velma George Endowment Fund, established in tribute to the late Dr. John K. Pfahl (PhD ’53).

The Richard W. Heckman Memorial Scholarship Endowment Fund, established by family, friends, and colleagues of the late Richard W. Heckman (BSBA ’83). The fund provides support to a student majoring in aviation management.

The Darrell J. Stutz Scholarship Fund, established by his widow Angela Wetherington Stutz and his daughter Kristen Elizabeth Stutz.

The Charles A. Penzone Student Internship Fund, which supports interns working in the Center for Entrepreneurship.

The David and Ellen Stafman Scholarship Fund, which supports out-of-state students with financial need.
Sources and Uses of Funds

Current Sources | 2005 | 2006 | Current Sources
--- | --- | --- | ---
General Funds | $34,221,070 | $38,319,096 | 71.0%
Earnings | 4,128,426 | 2,823,596 | 5.2%
Endowment Income/Current Use Gifts | 10,594,226 | 10,410,203 | 19.3%
Grants and Contracts | 948,525 | 1,887,666 | 3.5%
Research Foundation (OSURF) | 736,991 | 562,969 | 1.0%
**Total Current Sources** | **50,629,238** | **54,003,530** | **100.0%**

Net Carry Forward | 15,555,057 | 18,771,913 | 34.8%
**Total Sources** | **$66,184,295** | **$72,775,443** | **134.8%**

Current Uses

Personnel | $25,451,295 | $26,312,019 | 48.7%
Benefits | 8,765,749 | 9,279,003 | 17.2%
Supplies and Services | 8,438,341 | 9,124,272 | 16.9%
Equipment | 982,471 | 749,044 | 1.4%
Other | 193,379 | 124,146 | 0.2%
**Total Current Uses** | **43,831,235** | **45,588,484** | **84.4%**

Deductions and Transfers | 4,922,856 | 6,037,333 | 11.2%
**Total Uses** | **$48,754,091** | **$51,625,817** | **95.6%**

Current Sources Less Total Uses | $1,875,147 | $2,377,713 | 4.4%

Comparison of Sources

Endowment Market Value

Gifts establishing endowments remain a cornerstone of Fisher’s ability to create and sustain a quality educational experience. Since 1996, the endowment has risen nearly $70 million. The college effectively uses these funds in accordance with our donors’ intent to attract and retain outstanding faculty, students, and staff to create new programs and to support vital student scholarships and fellowships.
William E. Arthur  
Chairman and Counsel  
Broad Street Financial

David I. Beatson  
Chairman  
Ascent Advisors, LLC

Dr. J. A. “Fred” Brothers  
Executive Vice President  
(Retired)  
Ashland, Inc.

Kenneth L. Coleman  
Chairman  
Accelrys, Inc.

Christopher M. Connor  
Chairman and CEO  
The Sherwin-Williams Co.

Tanny Crane  
President and CEO  
Crane Group Co.

Clayton C. Daley, Jr.  
CFO  
Procter & Gamble

Jonathon S. Eesley  
Vice President and Financial Advisor, Private Client Group  
Bernstein Investment Research and Management

Dr. Ruann F. Ernst  
President and CEO (Retired)  
Digital Island

Robert M. Eversole  
President and CEO  
Fifth Third Bank, Central Ohio

John F. Finn  
President and CEO  
Gardner, Inc.

Phillip W. Fisher  
Principal  
The Fisher Group

Sander A. Flaum  
Managing Partner  
Flaum Partners, Inc.

W. G. “Gary” Fleming, Jr.  
Director  
Liati Group LLC

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Honoring this commitment will ensure that Fisher is consistently recognized as one of the top five public university business schools in the United States and one of the top 15 in the world. In accomplishing this goal:

**Our graduates will be recognized as:**
- Bright, creative, and bold
- Self-motivated leaders effective in diverse local and global teamwork environments
- Committed to a life of continuous learning and development
- Strategic thinkers accomplished in implementing corporate change
- Ethically sound and committed to excellence in all aspects of life
- Well-trained in a functional specialty that provides a platform for success

**In order to accomplish this, we will:**
- Select outstanding students based on intellectual, motivational, and leadership qualities
- Foster discipline and rigor within an umbrella of collaboration
- Create a “learning by doing” environment supportive of risk taking
- Integrate innovative faculty research that informs our programs as well as management practice
- Develop high ethical standards of behavior and commitment to community service
- Sustain close connections among faculty, staff, alumni, and students
- Achieve excellence in functional specializations
- Provide best-in-class support services

**In assessing the effectiveness of our programs, we will:**
- Consistently benchmark against competitive and aspiration peers
- Identify clear performance metrics, including:
  - National and international rankings of programs and faculty groups
  - Student Quality Indicators
  - ROI experienced by students
  - Placement success and career trajectories
  - Satisfaction levels among students, alumni, recruiters, corporate partners, faculty, and staff