The Industry Clusters Program
What is the Industry Clusters Program?

The cluster program focuses on topics pertinent to our nation’s economic future and provides students an ability to learn from industry experts.

- **All Clusters** learn about the industry and participate in projects. Courses are taught in a collaborative manner with Faculty Coordinators and our partner companies.

- **Interact with Industry Leaders:** guest speakers in industry cluster courses, participation on company site visits, and enlightenment from business leaders that visit Fisher campus.

- **Participate in IC Development Series:** workshop opportunities including etiquette, networking, managing client expectations, resume & interview prep, how to get the most out of your internship experience etc..

- **Autumn and Spring Semester** students will receive graded elective credit
2016-2017 Cluster Opportunities

**Business Analytics**  Ralph Greco  Greco.24@osu.edu

**Consulting**  Jack Slavinski  Slavinski.4@osu.edu

**Consumer Packaged Goods**  Vasu Unnava  Unnava.2@osu.edu

**Energy & Sustainability**  Neil Drobny  Drobny.3@osu.edu

**Health Care**  Mrinalini Gadkari  Gadkari.6@osu.edu

**Manufacturing**  Andrea Prud’homme  Prudhomme.3@osu.edu

**Middle Market**  Doug Farren  Farren.6@osu.edu

*new for 2016 Retail*  Doug Farren  Farren.6@osu.edu
Industry Cluster Application Information 2016-2017

Rank 3 (Junior) student, based on earned credits & have 2 full years of school remaining prior to graduation

Minimum GPA 3.0 at the end of Spring Semester 2016; all majors/specializations welcome

Applications are available **NOW** at:  [www.fisher.osu.edu/clusters](http://www.fisher.osu.edu/clusters)
Due: January 24, 2016 at midnight
Decisions emailed in March 2016

**Program Commitment:** a year long commitment is imperative for successful completion.

Questions: Lorraine Pennyman  Pennyman.4@osu.edu
Information sessions:
- January 19\textsuperscript{th}, 2:30 – 4pm, 200 Mason
- February 1\textsuperscript{st} 11:30 – 1pm, 315 Gerlach

Separate Application, deadline \textbf{February 19}

http://fisher.osu.edu/undergraduate/academics/honors/honors-contract/
Cluster Theme:

- Familiarize the student with the concepts of Big Data, Analytics and the applicability of both in a business environment.
- Develop an understanding of tools available today (Excel, R, SQL, Tableau) and how they can be used in an analytic process.
- The opportunity to present analytics solutions to FCOB Faculty and sponsors in both the Fall and Spring Semesters. That’s right, we do projects in both semesters!

Topics Explored:

- Big Data, Analytics, Modeling
- Data Design and Architecture
- Project Management, Presentation Skills, Visualization

Industry Partners: Saama Technologies, Lane Bryant, JPMC, Cardinal Health
Cluster Theme
To gain a clear understanding of industry, demands and expectations of consultant leadership roles from a client perspective.

Topics Explored

• Understand client engagement, relationship management and communication strategies
• Learn how to conduct research and create value propositions through solution proposal options for clients
• Become educated and skilled on the critical nature of proposal presentation creation and delivery techniques and approaches for multiple levels and personas of clients

Industry Partners: Accenture, Deloitte, McKinsey
Cluster Theme
Unique opportunity to learn about CPG businesses and their branding strategies, supply chain processes and innovation strategies

Topics Explored
• Gain insights into recruiting and employee relationships with business partners
• Highly interactive classes & learning occurs through discussions
• Valuable takeaways from presentations done by high level business executives, “Game Changers” in CPG industry
• Participate in industry partner projects during second semester, and enhance skills in CPG project management

Industry Partners: JM Smucker’s, Kroger and Procter&Gamble

“The program gives you learning experience that money cannot buy; it builds professional relationships with individuals from these successful companies.” Derek Ardruini,
Cluster Theme:
- Smart and innovative use of resources is essential for business survival.
- Challenge: managing risks and opportunities associated with climate change, resource depletion, population growth, etc.
- Integrating Economic, Environmental, Social performance.

Topics Explored:
- Closed-loop vs. once-through material and energy flows.
- Think in terms of systems not components.
- Driving forces include all stakeholders:
  - Investors
  - Customers
  - Communities
  - Employees
  - Suppliers
  - Regulators

Industry Partners: Alcoa, Dow, GM, Greif & Owens Corning.
Cluster Theme:
- Business aspects of health care focusing on challenges facing health care in US and globally- safety, quality, cost and delivery
- Managing the 8 flows of health care including pharmaceuticals
- Preparing for a career in health care

Topics Explored:
- Finance and payment structure
- Health care operations focused on providing safe, reliable and cost effective care
- Manufacturing and delivery of pharmaceuticals and supplies
- Manufacturing and delivery of product that help people with disabilities, physician involvement, health care IT

Industry Partners: Abbott Nutrition, OhioHealth, OSU Wexner Medical Center, Emergency Services Inc., The Ohio Willow Wood Co., GE Healthcare, Nationwide Children's Hospital, and The James Cancer Hospital
Cluster Theme:
• The importance of manufacturing in the global economy and as a driver of national prosperity.
• Manufacturing strategy and the importance of cross-functional engagement
• Challenges and opportunities for competitive firms
• Exploration of topics not covered in other Fisher courses

Topics Explored: strategy, ethics and leadership, quality management, product life cycles and new product development, globalization, supplier management, risk management, and other very interesting things!

Industry Partners: Alcoa, Honda of America, Owens Corning
Cluster Theme:
- Introduction to the concept of a mid-size company
- Characteristics of high-growth middle market companies
- The challenges and opportunities unique to this segment, versus large and small businesses

Topics Explored:
- Middle Market Demographics, statistics, and trends
- Operations, Customer Management, Innovation, Globalization, Talent Management
- Leadership practices and careers

Industry Partners: Ariens Company, Columbus Blue Jackets, Columbus Crew SC, Homage, Jeni’s Splendid Ice Creams, Noodles and Company, Raising Cane’s of Ohio, R.G. Barry
NEW CLUSTER BEGINNING 2016

Cluster Theme: Dive into retail from a unique perspective. Gain in-depth knowledge about the industry—from raw material development to maximizing consumer experience. This cluster will introduce students to the conceptualization and production of goods, compare in-store and online shopping strategies and explore e-commerce channels.

Topics Explored:
• Learn about various business components from raw materials to the customer
• Customer experience through stores and e-commerce channels
• Supply chain to the production of finished goods
• Professional enlightenment from retail leaders ranging in CEO’s, CFO’s and senior executives

Partners: TBA