

Student Services and Academic Advising Overview

Joseph Pieri

Director for MBA Programs

Simone Jurinko

Senior Graduate Advisor



Presentation Topics

- 1) MBA Program Overview
 - Policies, procedures, and guidelines
- 2) Academic Advising
 - Advising process, areas of concentration, Katz certificates
- 3) Helpful tips and advice, University offices and departments

Katz Masters Programs

Globalism – Collaboration – Innovation

- Experience-Based Learning provides real-world business experience
- Individuals are able to advance or change their careers, with discipline and focus
 - Declare an academic concentration
 - Declare a certificate-based on your career



Curriculum Designed for Flexibility

- Required Core Courses
 - Build breadth of knowledge
 - Establish solid business foundation
 - Capstone: Management Simulation Capstone
- Elective Courses
- Concentration
- Katz Certificate

Areas of Study

Finance
Management Information Systems
Marketing
Operations
Organizational Behavior/HR Management
Strategy

MBA Certificates

Business Analytics
Corporate Financial Management
Corporate Valuation
Digital Marketing
Global Management
Global Supply Chain Management
Investments and Trading
Organizational Leadership
Project Management
Technology, Innovation, and Entrepreneurship



UNIVERSITY OF PITTSBURGH
JOSEPH M. KATZ
GRADUATE SCHOOL
OF BUSINESS

Degree Requirements

1. The appropriate number of credits and approved graduate-level course
2. The appropriate distribution of required core courses and elective courses
3. A minimum cumulative quality point average (QPA) of a 3.0

Program Credit Requirement

- The minimum number of credits required for the MBA program are listed below:
 - 1-year MBA program: 51
 - 2-year MBA program: 57
 - Joint-degree programs: 39 Katz credits
 - Dual-degree programs:
 - MBA/MS-MIS: 66
 - MBA/MIB: 64.5

Required Core MBA Courses

<u>COURSE</u>		<u>CREDITS</u>
• BACC 2401	Financial Accounting.....	3.0
• BECN 2401	Economic Analysis.....	3.0
• BQOM 2401	Statistical Analysis.....	3.0
• BOAH 2409	Organizational Behavior.....	1.5
• BFIN 2409	Financial Management 1.....	1.5
• BMKT 2409	Marketing Management.....	1.5
• BMIS 2409	Information Systems.....	1.5
• BSEO 2401	Business Ethics & Social Performance.....	1.5
• BQOM 2421	Decision Technologies.....	1.5
• BSPP 2409	Strategic Management.....	1.5
• BIND 2444	Management Simulation Capstone.....	3.0

Total core: 22.5 credits

Academic Workshops

August 22-26

- Accounting Workshop
- Time Value of Money - for Finance
- Statistics

- Beginner/Intermediate Excel
- Business Math - for Economics

Exemption Exams

- Optional, not required
- The following exams are planned for tomorrow:
 - Financial Management 1
 - Organizational Behavior
 - Decision Technologies
 - Information Systems
 - Strategic Management
- Students may sit for exams once during his/her time at Katz, and only this August
 - Makeup/alternative exam dates will not be scheduled

Dean's List Recognition

- The Dean's list for full-time MBA students is compiled at the end of each academic term.
- Students recognized with the honor of the Dean's List are notified by mail directly from the dean.
- To be eligible for the dean's list a student must have earned a term QPA of 3.75 or higher.

Additional Recognitions

- Beta Gamma Sigma
 - Business honors society
- Student Awards
 - Based on academic achievement/merit and/or student service and leadership
 - Awarded at the end of a student's academic program within a graduating class

Academic Probation and Dismissal Policy

- Should a student's QPA fall below the 3.0 (B average) at any point during his/her matriculation, the student will either be placed on academic probation or, if necessary, dismissed from the program.
- Under academic probation, the student will be presented with academic performance requirements that are to be achieved within a particular time frame to re-establish good standing.

Statute of Limitations

- The regulations of Katz require the completion of all degree requirements within *four* years of original registration. Under extraordinary circumstances, this statute may be extended, one year at a time, to a maximum of six years.
 - This also governs the acceptability of transfer credits.

Academic Advising

Advisors, Office Hours,
Concentrations,
Katz Certificates, Tuition

MBA Suite

- **Student Services Office Location**
 - Room 301 Mervis Hall Complex
 - Michael Chott– Front Desk reception
 - Simone Jurinko – 303 Mervis Hall
 - Jamie McGaha – 305 Mervis Hall
 - Normal Office Hours
 - Monday thru Friday
 - 8:30 AM to 5:00 PM



Fall Term Schedule

- All students are registered for the Fall term
- 2 year students: will add another 1.5 credit course
- 1 year, Dual and Joint Degree students: will add an additional 4.5 credits

Concentrations

- Defined as taking nine (9) credits within a given area, **excluding core courses**
- You are able to concentrate the following areas of study:
 - Finance
 - Marketing
 - Information Systems
 - Operations
 - Organizational Behavior/Human Resources
 - Strategy

Katz Certificates

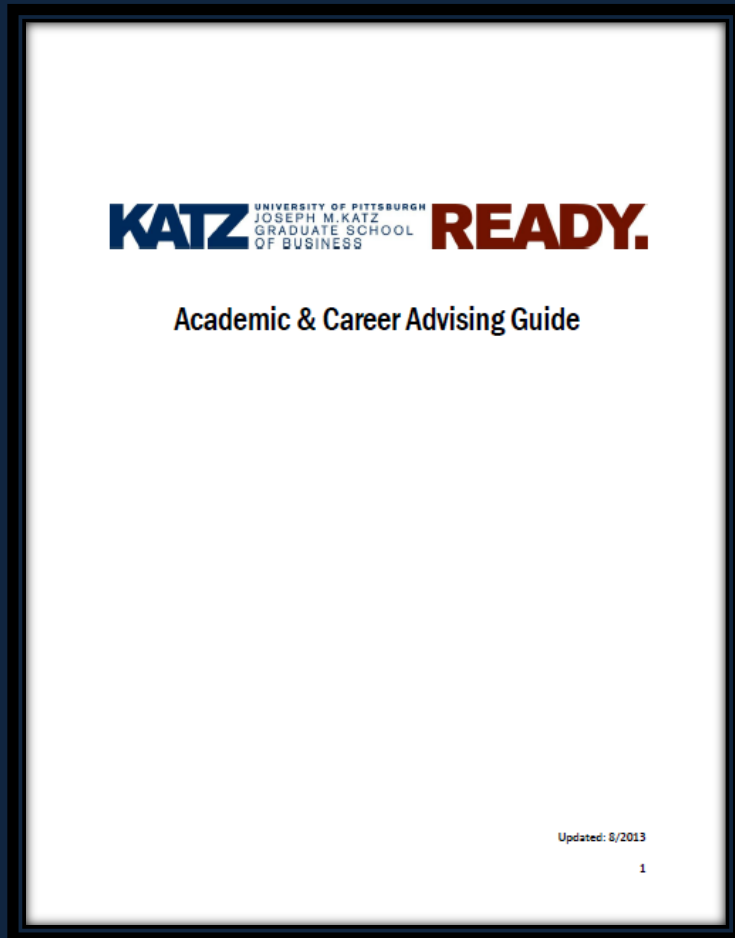
- Provide experience-based learning opportunities and illustrates the importance of collaboration across business areas
 - 10.5 credits, chosen from the approved list of courses
 - Grades of 'B' or better for each certificate course
 - A minimum 'B+' average (3.250 QPA) across all certificate courses

Transfer Credits

- You may transfer up to 17 credits at the graduate level toward your MBA
 - Graduate credits must be approved through the faculty and the MBA office
 - Only credits from another AACSB-accredited business school will be considered for transfer
 - Must have earned a “B” or better in the course

Please see your academic advisor for further clarification

MBA Roadmap: Academic & Career Advising Guide




- Enables students to customize and tailor their MBA experience
- Provides guidance through suggested courses
- Refers to particular concentrations, certificates, and co-curricular activities that are best suited for various academic and career goals

Tuition and Billing

- Full-time MBA students will pay a flat-rate per academic term, and will be billed electronically via Pitt email
- Tuition due dates for the 2016-2017 academic year:

Term	Due Date
Fall 2016	September 21
Spring 2016	December 21
Summer 2016	May 23

- Tuition questions contact the Student Payment Center
 - <http://www.cfo.pitt.edu/students/>
 - payments@pitt.edu
 - 412.624.7520



Helpful tips and advice, Web site references, University offices and departments

Books & Syllabi

- Access CourseWeb via <https://courseweb.pitt.edu/>
 - Many instructors have their course information posted early. Be sure to check CourseWeb often!
- Find the information for required texts on the University Book Center website.
 - <http://www.pittbookcenter.com>

Staying Connected

- E-Mail Communication
 - Katz News Network (EVENTS)
- Katz App
- Katz Monitors & Student Lounge Bulletin Boards
- Student Executive Boards & Clubs
- Career Connection
- Town Hall Meetings
- StudentNet

StudentNet

- The go-to place for academic advising materials (abstracts, schedules, forms, curriculum plans)
- Other links to KATZ specific information

www.katz.pitt.edu/mbastudentnet

Technology at Pitt

- University-wide computer services office: Computer Services & Systems Development (CSSD)
- Information about email; emergency text messages; software; Pitt computer network; Wi-Fi, and more
 - <http://technology.pitt.edu/>

Software

- More than 100 software packages are available to students at little or no cost.
- Software is available at 204 Bellefield Hall and at the Technical Services Desk at the University Store on Fifth.
- Students can also download many titles online at no cost including Microsoft software.

<http://technology.pitt.edu/category/software-for-students>

IT Assistance

- Wireless printing?
- Wireless access?
- Computer problems?

Please visit KITS (Katz IT Services)

317 Mervis Hall

Katz Business Cards & Wall Street Journal Subscriptions

- You can order Katz business cards via StudentNet under the “Careers” button
- You will be receiving an email about Wall Street Journal subscriptions next week



University of Pittsburgh

School Line 1

School Line 2

Name -- Required

Title Line 1 -- Required

Title Line 2 -- Optional

Street Address -- Line 1

Street Address -- Line 2

City and State -- Required Zip Code

Phone/Fax

Email/Web Site

Student ID

- Pick up: Panther Central (in Litchfield Towers Tower A – main lobby)
- Sun-Sat: 7:30am-10pm
- Port Authority privileges included



Lockers

- Lockers can be found in the basement of Mervis Hall
- First come, first serve, daily use

Parking

- 204 Brackenridge Hall
- <http://www.pts.pitt.edu/>
- Hourly parking
 - Enforced frequently!
- Parking passes must be purchased online, student IDs are needed for purchase:
 - <https://www.pittparking.com>



Student Forms

- Please complete and submit the packet of student forms.
- If you have any questions regarding the forms, please let us know.



QUESTIONS?

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READY.



MANAGEMENT SIMULATION

RON MAGNUSON

Other Professions Create 'Real Life' Experiences to Help Prepare

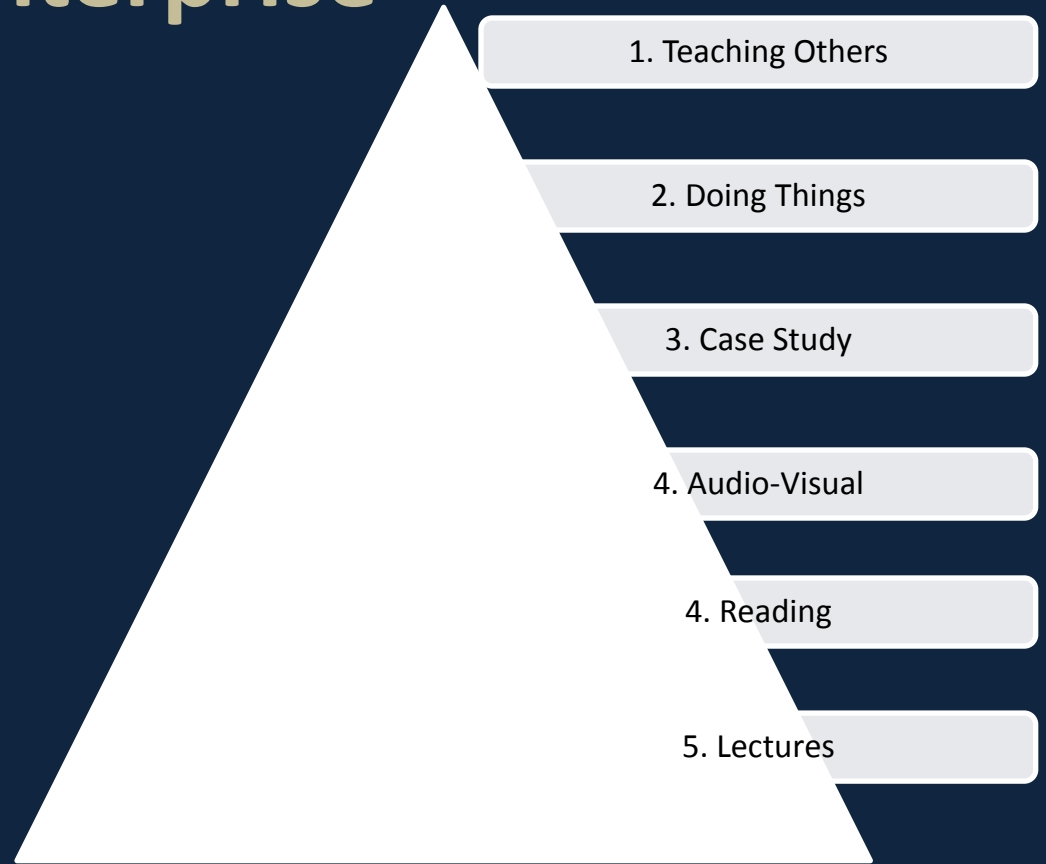


It Would Ideal if we Could Send Students to a...

- Multi year,
- International,
- Executive-level,
- Heavily monitored and coached,
- Competitive and complex,
- Time constrained,

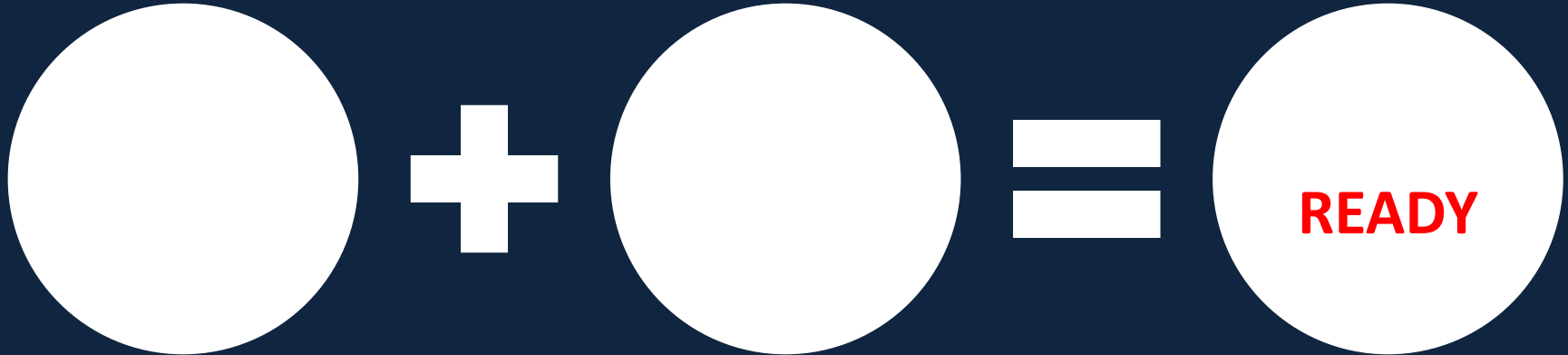
ASSIGNMENT

We Use a Simulation to Create a Business Enterprise



Retention of Knowledge

Business Acumen from the Simulation Alone Is Not Enough To Be READY



We Try to Make the experience as Realistic as Possible By...

- Applying for Executive Positions
- Performing/Receiving Evaluations
- Setting Goals
- Creating Bonus Structures
- Giving/Receiving Salary Increases
- Creating an 'Organization' (not a team)
- Working for a Real Board of Directors...

The Board is a Critical Part of the Learning Experience



Assurance of Learning & Program Goals

Rabi Chatterjee

**Associate Dean for Masters and Executive Programs
and Gulf Oil Foundation Professor of Business,
Joseph M. Katz Graduate School of Business**

The Katz MBA

- The Katz community – students, faculty, staff
- Supportive, collegial environment
- Your end of the bargain: stay fully engaged!
- What exactly does “**KATZ READY**” mean?
- Continuous improvement

Katz MBA: Learning Goals

- Professional competence in communication
- Professional competence in analytical, functional, and technical skills as well as critical thinking
- Professional competence in ethical decision making, leadership and collaboration, as well as in strategic and abstract thinking
- Global and multicultural awareness as it pertains to business

Learning Goals – Components

Katz Learning Goals	Components
Professional competence in communication	(1) Written communication (2) Oral communication
Professional competence in analytical, functional, and technical skills, as well as critical thinking	(1) Abstract reasoning (2) Analytical ability (3) Critical thinking (4) Functional skills (5) Technical skills
Professional competence in ethical decision making, leadership and collaboration, as well as in strategic and abstract thinking	(1) Leadership (2) Ethics (3) Teamwork (4) Strategic and abstract thinking
Global and multicultural awareness as it pertains to business	(1) Global awareness (2) Multicultural awareness

The Katz MBA Program





**Academic Integrity
and
Professional Code of Conduct**

**Sandra Douglas, Director of Specialized
Masters Programs**

Joe Pieri, Director of MBA Programs

Discipline is the bridge between goals and accomplishments. – Jim Rohn



Why does academic integrity matter?

Discussion

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Statement of Academic Integrity

- Homework
 - Submitting work of others as your own
 - Allowing your work to be used by another
- Previously issued exams and homework solution sets
 - Possession
 - Acceptance from another student
 - Found on the Internet

Katz Graduate School of Business Statement of Academic Integrity

- Cheating on exams
 - Copying work of others
 - Lecture notes and course materials
 - Electronic devices
- Taking an exam for another student
- Providing or requesting information when that activity is explicitly prohibited
- Failing to cite the work of others

Katz Graduate School of Business

Statement of Academic Integrity

- Attribution
 - Books
 - Magazines & Journals
 - Websites
- Improper Influence
 - Bribery
 - Extortion
 - Threats of physical harm

Scenario #1

- Your just took a midterm. After taking the exam, you overheard three students bragging about cheating and how they had obtained a copy of the exam from a second year student.
- What do you think? What do you do?

Scenario #2

- It's two days before your paper is due and you haven't started. You realize that you wrote a similar paper in a separate class the previous semester that earned a high grade.
- What are some honest ways to resolve your predicament?

Scenario #3

- A classmate who you have become friends with asks if you have finished your homework. He explains he has been busy with job interviews the last week, so he really hasn't had ample time to work on the assignment. He asks you to share your work so he can check against his own. Discuss the following:
 - How would you handle this situation?
 - Discuss the implications of this situation for you? Your friend? Others?

Katz Graduate School of Business Statement of Academic Integrity

Common defenses

- Cultural differences
- Pressed for time
- Everybody else does it
- I cannot fail this course / get a 'bad' grade
- The instructor didn't tell me it was wrong
- It wasn't my work (on a team assignment)

Adjudication

A formal judgment on a disputed matter

- IS meant to address ways in which a faculty member handles a student regarding an alleged breach of academic integrity
- IS NOT meant to address differences of opinion over grades issued by faculty

Your Actions Make a Difference

- Academic integrity issues will frequently arise under the cover of another issue
- As a member of the Katz student body, the reputation of the School rests in your hands...
- Read, understand and sign the Katz Statement of Academic Integrity

<http://inet.katz.pitt.edu/studentnet/mba/Wiki/Academics.aspx>



Professional Code of Conduct

KATZ

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Teamwork & Collaboration

- Your actions impact your entire team
 - Individual decisions without input can have a negative impact on the entire team
 - Your grade is very often determined by the actions of the entire group
- Your actions on a project team impact the entire MBA program
 - Professional conduct
 - Attire
 - Presentation skills
 - Gathering & presentation of data

Professionalism

- Attendance
- Punctuality
- Communication
- Preparation
- Behavior
- Appearance
- Electronic Devices

Team Dynamics

- Team Dynamics
 - Disagreements are a natural extension of team dynamics
 - Understand culture and gender differences
 - Seek common ground outside of formal team environments
 - Understand that there are multiple solutions to most problems
 - Nothing is personal
 - Seek to share strengths and to learn from fellow team members to strengthen weaknesses

Employment Opportunities

- Your interview habits reflect on Katz
- Poor interviewing etiquette can lead recruiters to remove Katz from their list of preferred schools
- Your acceptance of a position constitutes a signed contract
- Internships often lead to jobs
- Poor internship outcomes can lead prospective employers to abandon Katz

PROFESSIONAL DEVELOPMENT: MAKING THE MOST OF YOUR KATZ EXPERIENCE

Joseph W. Pieri, Director for MBA Programs

Sandra Douglas, Director for Specialized
Masters Programs

High Impact Experiences

- Engage & absorb rigorous experience-based curriculum
- Gain professional skills to achieve career goals
- Practice and refine skills during experience-based learning courses and activities
 - Core EBL courses impart foundational knowledge & skills
 - Gain additional experience with Elective EBL courses
 - Clubs & Case Competitions provide varied experiences
- Be KATZ Ready on the job 'Day 1'!

Professional Development Goals

Revise based on the competencies that Joe has developed, based on AOL and consistent with Suitable!

Communication

networking

personal branding

1. How to **communicate and engage professionally**.
2. How to promote self through **interpersonal skills** to achieve personal growth & career goals.

3. How to build and deliver **great presentations**.

ethical decision making,
leadership, & collaboration

4. How to develop your ethical **leadership style**.
5. How to **build and lead** high performing teams.

global and multicultural
awareness

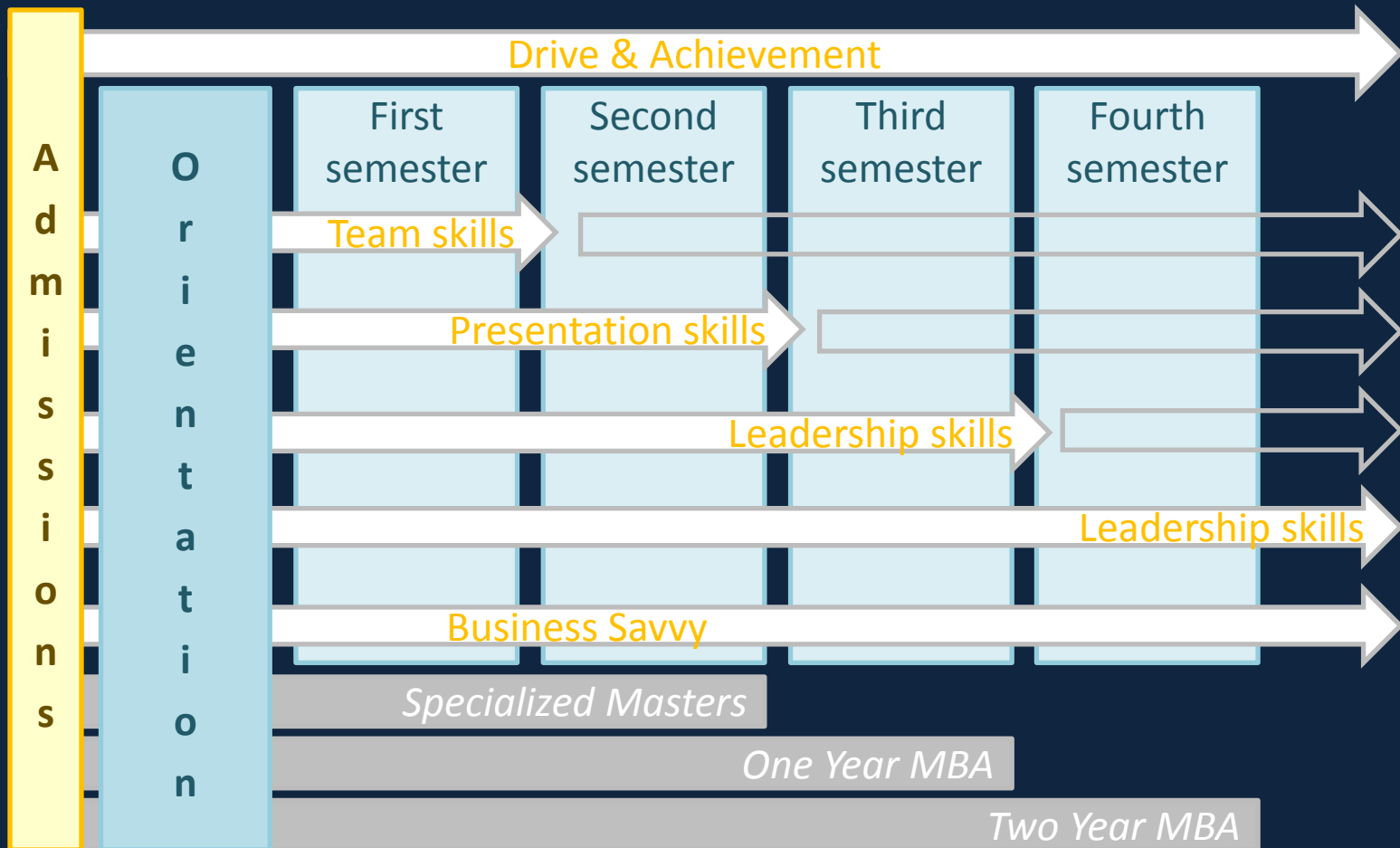
6. 3. How to develop **multicultural awareness**.

analytical...skills, as well as
critical thinking

7. How to **manage scope** to meet deadlines.
8. How to **act** without having the complete picture.

“Think on your feet!”

Focused professional development throughout your program



Take advantage of curricular, co-curricular & professional opportunities

- Team Skills
 - Community building
 - StrengthsFinder 2.0
 - Peer assessments & feedback
 - Team based & EBL projects
- Presentation Skills
 - High Impact Presentations workshop
 - AOL assessments & feedback
 - Team based & EBL projects
- Leadership Skills & Business Savvy

Opportunities to develop Leadership Skills & Business Savvy... Everywhere!

- Classroom
- Student clubs and activities
- Local professional organizations

Professional Development Days increase your competitiveness!

Fall 2015

Spring 2016

Sept 23
PittBiz
Career
Conf.

WED,
Oct 12

THUR,
Oct 13

FRI,
Oct 14

SAT,
Oct 15

National Black MBA Conference
& Career Fair

Sept 28
PITT
Career
Fair

Pittsburgh
Seeker Series

Oct 28 & 29 \$50
Google Analytics

Oct 29 & 30 \$199
Wall Street Prep

WED,
Jan 4

THUR,
Jan 5

FRI,
Jan 6

SAT,
Jan 7

High
Impact
Prez

High
Impact
Prez

High
Impact
Prez

High
Impact
Prez

Teams

Teams

Lead

Lead

CAPM/PMP Exam Prep \$299

Evening and Friday Workshops

KAT

The color coding ties into slide 3. If we revise slide 3, we may want to change this to look consistent with the rest of the deck... whatever works.

Practice and enhance your skills

- Career advising
 - Alumni networking
 - Mock interviews
 - Career conferences
- Case competitions
- Student clubs
- Language training
- Internships

Suitable

- What is it? *Suitable is an online platform that helps you build the professional skills top employers are looking for.*
- How does it work? *QR code scanner function within the app to log your attendance. Simply tap the app, point your camera at the QR code and Suitable will do the rest. Points will be added to your account and their attendance at the event will be tracked.*
- Why is it valuable? *By engaging in the Katz community and participating in professional development opportunities, you develop important skills like teamwork, leadership, and communication—traits that are often not formally taught.*

Suitable

- What is it? *Suitable is an online platform that helps you build the professional skills top employers are looking for.*
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Suitable - Competencies

- Leadership Development
- Communication Development
- Global and Cultural Engagement
- Professional Competence Development
- Networking and Relationship Management

Suitable

- Demonstration (based on time availability)
- Next steps
 - Sign up
 - Begin to use
- Questions

Lunch Time!

- **Next sessions start promptly at 1:30pm**
- MBA Students – 2400 Sennott Square
- MS MIS Student – 2400 Sennott Square
- MS Customer Insights Students - 2400 Sennott Square
- MS Finance Students – 104 Mervis Hall
- MS Supply Chain Students – 102 Mervis Hall



Experience-Based Learning Initiatives

Global Research Practicum (GRP)



Global Research Practicum (GRP)

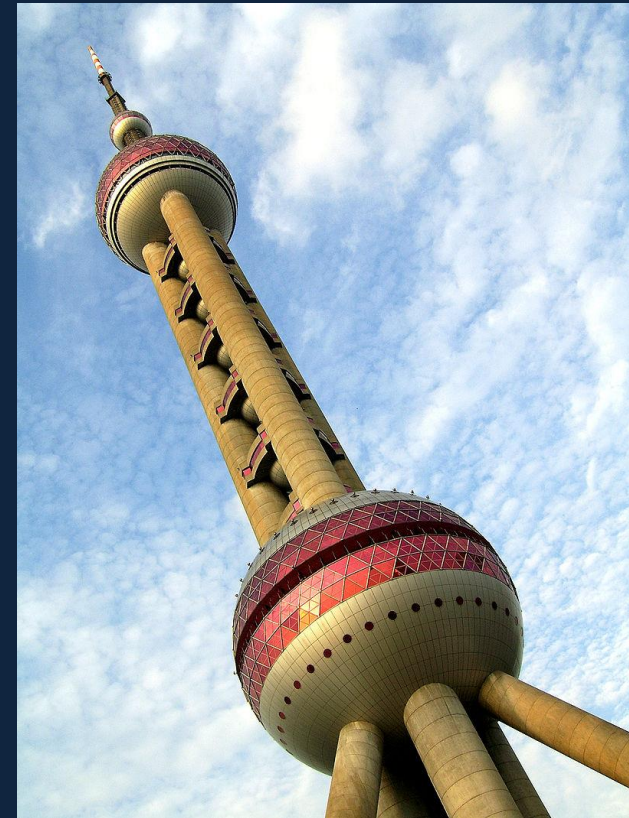
- **Spring Break (March 3-12, 2017)**
 - United Kingdom/Belgium
 - Prof. Paul Harper
 - China
 - Prof. Jen Shang
 - Argentina
 - Prof. Jo Olson



Global Research Practicum (GRP)

- **Tentative Application Timeline**
 - September
 - Information Session
 - October 1
 - Application opens
 - November 4
 - Application deadline
 - December
 - Enrollment in course confirmed
 - January
 - GRP courses begin

<http://abroad.pitt.edu/katzgrp>



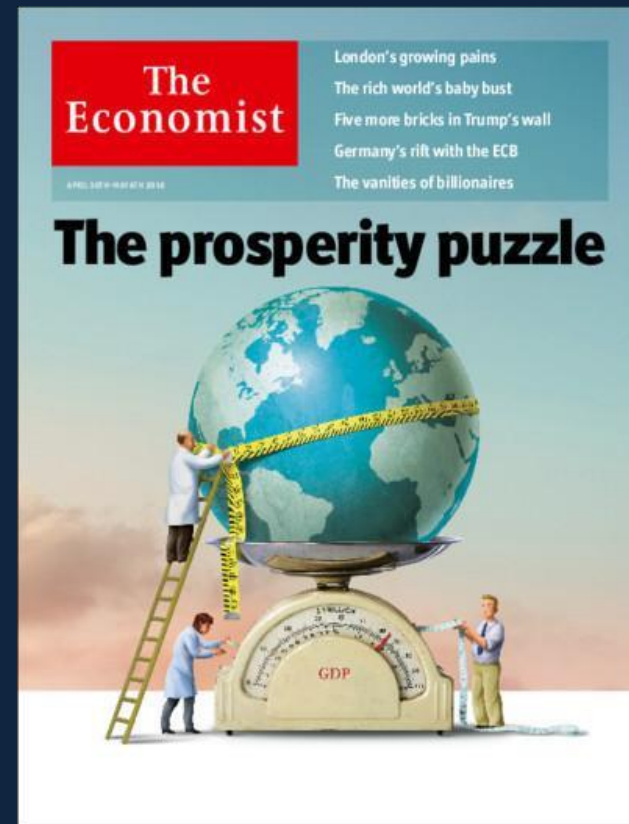
Global Learning Opportunities at Katz

Professor Ravi Madhavan, Director, International Business
Center (IBC)

Jacqueline Saslawski, Managing Director, IBC

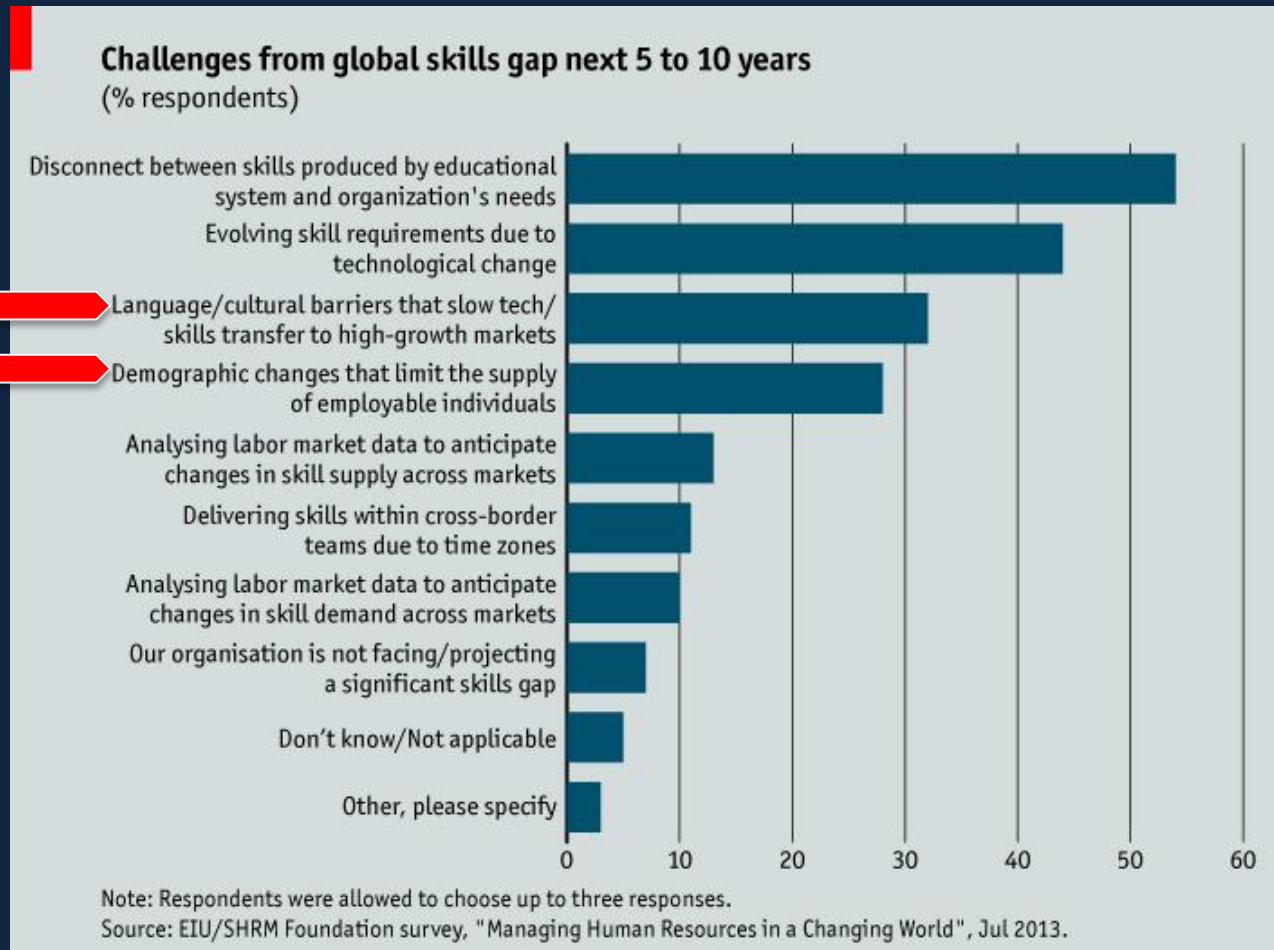


The nature and patterns of global growth are constantly changing



Graphic Source: economist.com

Businesses face a correspondingly complex set of challenges



Graphic Source: economist.com

PittBusiness Global Footprint



- 📍 Recent GRP (MBA)
- 📍 MBA Study Abroad
- 📍 Global Business Institute (UG)
- 📍 Plus3 and other theme-based programs (UG)
- 📍 EMBA
- 📍 Faculty Development in Int'l Business



Katz- Overseas Options



GRPs & Other Trips

- 3-credit course which includes a visit to a foreign country
 - Information sessions early Fall
 - <http://abroad.pitt.edu/katzgrp>
- 2017 Global Research Practicum (GRP) Options (during Spring Break, March 3/4-March 12):
 - *Doing Business In Latin American and Argentina*: Buenos Aires, **Argentina** – Professor Olson
 - *Challenges and Opportunities after the Brexit Referendum*: London, **England** and Brussels, **Belgium** – Professor Harper
 - Beijing and Shanghai, **China** – Professor Sheng
- Other possibilities

Semester Abroad

- Spend a semester at one of Katz's Exchange Partners abroad:
 - European Business School (EBS), **Germany**
 - Classes are offered in English. 3 week summer program in May or June also available
 - Kedge Business School, **France**
 - Classes are offered in English
- Other opportunities: check with the IBC or your advisor (e.g. Pitt study abroad programs, Foreign Language and Area Studies Fellowships, and more)

Katz – Pittsburgh Options with a Global Twist

Featured Courses

- **Global Consulting Field Projects**
 - Real international business problems solved by Katz Student teams
 - Please contact Professor Bud Smith, 218 Mervis, budsmith@katz.pitt.edu , 412-648-1547 or Jacqueline Saslawski, Managing Director, IBC, 110 Mervis, jsaslawski@katz.pitt.edu, 412-648-1559
- **Business Language Courses**
 - Minimum five students
 - Deadline for spring 2017 is October 21, but it's best to inquire earlier
 - Previous offerings: Portuguese, Spanish, Mandarin, German, French, Japanese, and Arabic
 - Please contact Jacqueline Saslawski, Managing Director, IBC, 110 Mervis jsaslawski@katz.pitt.edu, 412-648-1559

Resource

- ***GoinGlobal*** Database for jobs and internship opportunities abroad [access through Career Connection]

Katz - Pittsburgh Options

Global Management Certificate

- Learn about international business and signal your global interests to potential employers
- 10.5 credits required
- Very flexible course requirements
- Experience based learning abroad—e.g., Global Consulting Project, Global Research Practicum or EBS Business School Summer Program
- See faculty advisor: Ravi Madhavan, 208 Mervis
- <http://www.business.pitt.edu/katz/mba/academics/certificates/global-management.php>

Global Competence Aptitude Assessment (GCAA®)

- The GCAA® is similar to the pre-employment assessments that companies use
- The GCAA® takes about 30 minutes to complete
- Immediately upon completing the assessment, you receive a detailed 20 page report
- If you haven't yet taken it, access the GCAA®, please visit <http://www.periscopeiq.com/TakeGCAA-Pro> and use the detailed instructions and your individual test passcodes that was sent to you

Global Competence

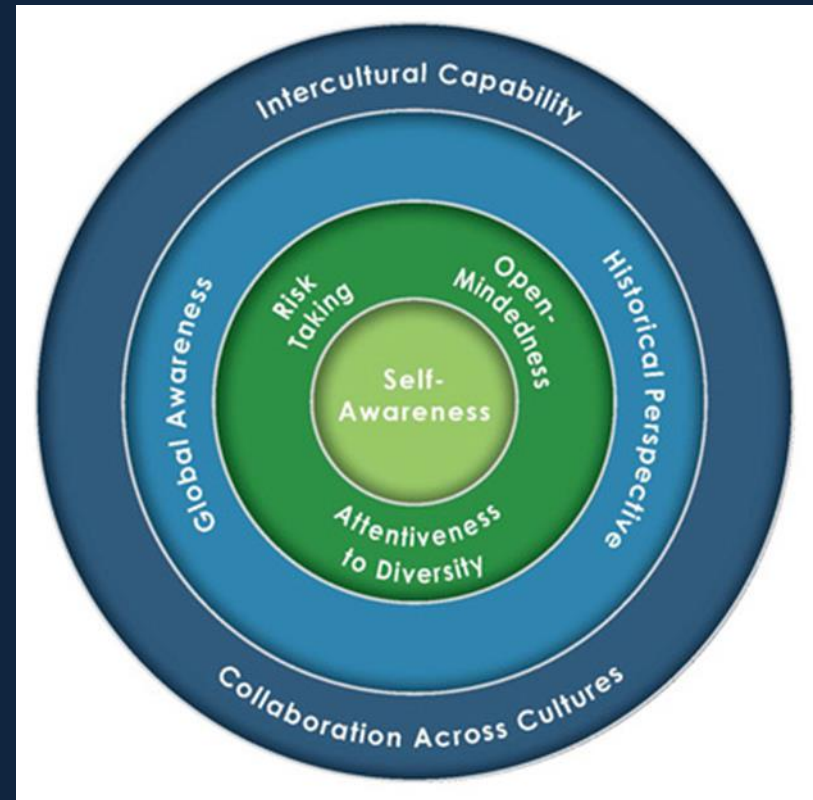
“Having an open mind while actively seeking to understand cultural norms and expectations of others, and leveraging this gained knowledge to interact, communicate and work effectively in diverse environments.”

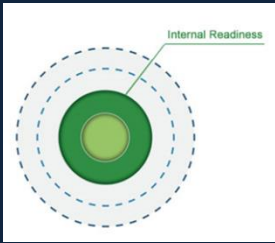
GCAA® definition of global competence

Global Competence Aptitude Assessment (GCAA®)

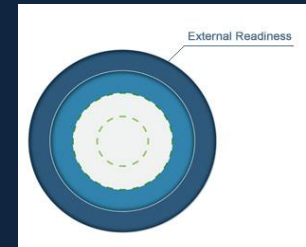
- GCAA® results reflect your current aptitude and provide detailed insight regarding developmental opportunities for enhancing your global competence
- Using eight distinct scales it serves as an indicator of the level of both
 - **Internal Readiness** (green sections: personal trait and attitudinal drivers of global competence) and
 - **External Readiness** (blue sections: one's acquired knowledge through education or life experience)

Global Competence Model™





(GCAA®)



Internal Readiness: personal trait and attitudinal drivers of global competence

- The light green core is Self-Awareness: knowing oneself and how a person fits into his or her own culture
- The darker green layer reflects how one approaches other people and situations
 - Open-Mindedness: having a curiosity to learn about things holistically before arriving at conclusions;
 - Attentiveness to Diversity: possessing sensitivity to and a respect for differences;
 - Risk Taking: maintaining a willingness to extend beyond one's cultural framework by trying new experiences

External Readiness: one's acquired knowledge through education or life experience

- The lighter blue ring represents the additional skills (Global Awareness and Historical Perspective) typically acquired through formal and continuous education in areas such as history, geography, and world cultures
- The darker blue ring reflects the people skills one develops with life experience, and one's ability to apply global knowledge to personal interactions
 - Intercultural Capability: how one modifies outward behavior
 - Collaboration Across Cultures: how one interacts collaboratively and effectively in cross-cultural situations

No single dimension can represent a "global competency" nor is one aptitude more important than another. It's the **synergy of all eight dimensions that collectively comprise global competence.**

Enhance Your Global Competence – campus-wide Pitt Options

- Attend international lectures, events, and networking
 - Katz and IBC events (watch announcements on screens)
 - E.g. International Week October 24-28, 2016
- Graduate Certificates in International Studies:
 - African Studies
 - Asian Studies
 - European Union Studies
 - Global Studies
 - Latin American Studies
 - Russian and East European Studies
 - Requirements for the above Graduate Certificates:
<http://www.ucis.pitt.edu/main/academic-credentials>

Make Sure Your Skill Set is Truly Global!

Katz offers a broad range of global experiences

- Global competence assessment
- GRPs
- Study abroad options
- Global consulting projects
- Language courses
- Global management certificate



The IBC connects you to learning opportunities worldwide

Contact us

- Visit the IBC in 110 Mervis Hall
- Visit the IBC online at www.business.pitt.edu/katz/ibc
- Ravi Madhavan, Director & Professor (Strategy), 208 Mervis, rmadhavan@katz.pitt.edu, 412-648-1530
- Jacqueline Saslawski, Managing Director, 110 Mervis, jsaslawski@katz.pitt.edu, 412-648-1559



**BNY Mellon CSR and Woodcock Leadership
MBA Fellowship Programs
Audrey J Murrell, PhD, Director
David Berg Center for Ethics & Leadership**

The Kenneth R. Woodcock Leadership Fellowship Program

- This Fellowship exposes students to the business side of the public sector by placing students onto the boards of directors of Western Pennsylvania nonprofits and economic development corporations. **The students serve as guest board members and tackle real-world leadership issues by attending board meetings and engaging with important stakeholders.**
- MBA students (full– and part-time) can apply for this competitive program in the fall term (October) and are placed as guest members onto boards of directors in the spring (SP1 and SP2). This enriching experience gives students first-hand knowledge into how such boards are structured and operate. The client organization is responsible for recommending a scope of work and what might be addressed in the student’s consulting project. During the program, the Fellows will have the opportunity to work on a strategic issue facing the non-profit organization using the tools they learn as a Katz MBA.

The Kenneth R. Woodcock Leadership Fellowship

2015 projects:

- **Alpha 1** - The fellows worked on building a case that challenges current guidelines, related to research constrictions, for this rare disease community.
- **The Hill CDC** - The fellows investigated the feasibility of a “Tiny Retail” project in the Hill District of Pittsburgh and analyzed socio-economic factors for development.
- **Amachi Pittsburgh** - The fellows assisted Amachi Pittsburgh in the areas of resource sharing, to improve efficiency, and collective revenue development through a community-wide, annual campaign for individual and small business gifts on behalf of all the children and families served by the partners.
- **PA Kiwanis Foundation** - The fellows analyzed current Foundation business practices including fundraising and expenditures to determine how the Foundation can improve in their activities with industry best standards for non-profits.

BNY Mellon Corporate Social Responsibility Fellowship Program

- The BNY Mellon Fellowship places students with a company where **the student is charged with assessing the company's CSR initiatives. The fast-paced assignment requires students to understand and measure corporate social responsibility projects across a diverse area of industries, areas, and functions.** Students work under the direction of a Katz faculty member to complete the project.
- The BNY Mellon fellowships advance Katz's educational mission of preparing students who are committed to the principles of corporate social responsibility in the workplace. In our increasingly global economy, the companies that are succeeding are those who embrace change and welcome forward-thinking approaches. The fellows program is highly competitive and is open to all MBA (full and part-time). Students receive a stipend along with course credit for the fellowship. Applications are submitted online in October, and projects are conducted from January to April (SP1 and SP2).

The BNY Mellon Corporate Social Responsibility Fellowship

2015 Projects:

- **Allegheny County** - Fellows worked directly with the Program Manager, of Allegheny Green, for Chronic Disease Prevention by analyzing recommendations for employee health promotion in the workplace.
- **Phipps Conservatory - Fellowse** worked on assessing the effectiveness of Phipps' strategic objectives and identifying growth opportunities for educational programming. Also explored innovative uses of green-spaces in hospital settings to support the healing process, an additional opportunity for Phipps to work with regional healthcare providers.
- **Thread- Fellows** worked on defining impact for Thread and developing a strategy to impact reporting as a means to disseminate results to its stakeholders. The project emphasized cutting-edge CSR reporting practices.
- **Sustainable Pittsburgh** - Fellows worked to extend the 2014 projects with Sustainable Pittsburgh by creating a materiality tool for participating organizations to use in order to define materiality and identify opportunities to pursue material interests relating to sustainability and corporate social responsibility.



CONSULTING FIELD PROJECT
PROFESSOR BUD SMITH
EXECUTIVE IN RESIDENCE BILL SLIVKA

An elective course:
Consulting Field Projects
BIND 2024

A 3-credit course, providing students with a meaningful problem-solving experience while still at Katz.

The learning discipline:
management consulting

An elective course:
Consulting Field Projects

BIND 2024

Course components:

1. A “Client” organization,
2. A cross-discipline problem of immediacy,
3. A team of 4 to 5 students, with a faculty advisor,
4. Five professionally conducted Saturday morning consulting workshops, and
5. End-of-term team competition...the McKinsey Cup.

Some recent projects.....

- Aitheras Aviation requested help in positioning its offshore operating bases to optimize medical patient transport.
- Genco needs to determine how best to promote its name and reputation into new transportation markets.
- GlaxoSmithKline wants a team to help plan market expansion for a \$100 million business segment.
- Matthews International needs a study of Brazil/Chile/Argentina to determine how best to enter this new market.
- Westinghouse Electric Company needs to optimize machine utilization in its New Hampshire manufacturing plant.

Consulting Field Projects

BIND 2024

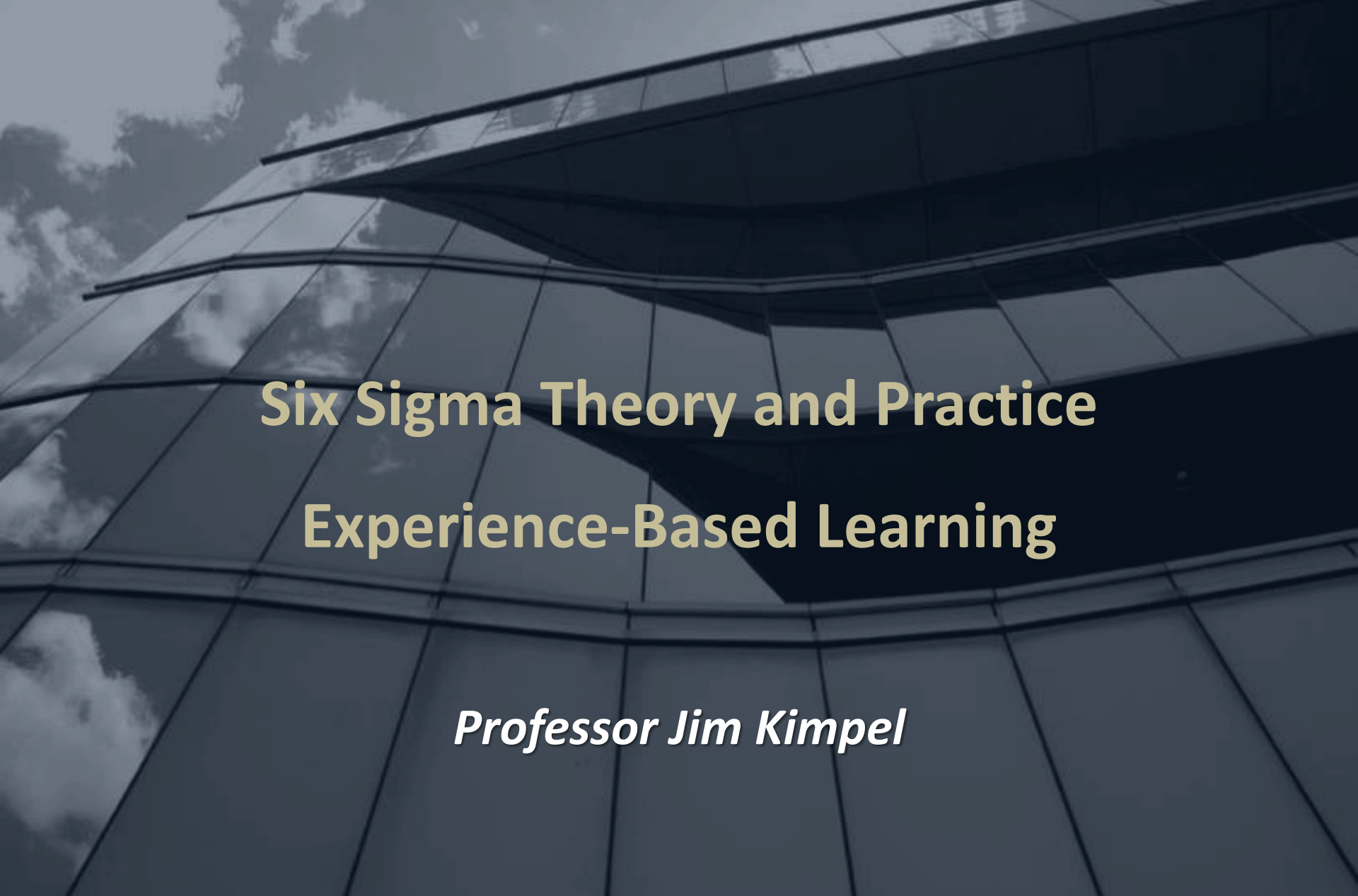
Benefits to the student:

- Training as a management consultant.
- Gaining marketable experience: solving real-world problems.
- Refining your teamwork skills.
- Developing contacts with your client.
- Enhancing your resume.

The enrollment process:

- Enroll as with any other course, no drops however.
- After enrolling, email to Professor Bud Smith your resume and brief statement of career interest.
- Prior to the beginning of term, each student can select up to three of the client companies and every effort will be made to place students on one of the three.
- During 1st week of term, students receive team & client assignments.

Address questions to Professor Smith (budsmith@pitt.edu)



Six Sigma Theory and Practice Experience-Based Learning

Professor Jim Kimpel

DMAIC Methodology



Define

Create Project Charter

Create AS-IS High Level Process Map

Collect Voice of the Customer

Execute Phase Gate Review

Measure

Create AS IS Detail Process Map

Document Key Outputs, Process Variables, Inputs

Prepare Data Collection Plan

Validate Measurement System

Assess Process Capability

Execute Phase Gate Review

Analyze

Identify Critical Inputs

Perform Data Analysis

Perform Process Analysis

Determine & Prioritize Root Cause(s)

Execute Phase Gate Review

Improve

Create Prioritized List of Solutions

Apply Lean Six Sigma Best Practices

Create TO BE Detail Process Map

Perform Risk Assessment

Pilot the Solution

Execute Phase Gate Review

Control

Create Process Control Plan

Develop Standard Operating Procedures

Provide Training

Transition Ownership

Create Project Storyboard

Execute Phase Gate Review

Partial Client List

- ABB Power & Distribution
- American Eagle Outfitters
- Bayer
- Elliott Group
- EQT
- FedEx
- Giant Eagle
- McKesson Pharmacy Systems & Automation
- Philips Respironics
- UPMC St. Margaret Hospital
- UPMC Passavant Hospital

Past Student Quotes

- What aspects of this course were most beneficial to you?
 - “Working on a real project, with a real company, with a real problem, and helping them find a solution.”
 - “A methodical way to diagnose and solve problems. The necessity of listening to the customer before diving into an issue and create a measurable metric before going forward. Thank you”
 - “Working with the top management of a company in order to streamline their processes was very beneficial not only from the standpoint of granting me consulting experience, but it was also something very interesting to place on my resume and speak about at interviews.”
 - “The course as a whole was beneficial because I am able to see where these concepts come into play in my [current] job.”
 - “The real world knowledge.”
 - “The whole six sigma concept including the tools, the application, the black belts, the group work. Everything was really well done.”



KATZ PRACTICUM IN PORTFOLIO MANAGEMENT AND SECURITY ANALYSIS

Faculty Advisor: Akin Sayrak

Statement of Purpose

- Experiential learning tool in which students manage an actual investment portfolio.
- Expose students to “real-world” valuation estimation and portfolio management.
- Measure and manage the risk of the portfolio and determine its the risk-adjusted performance

Security Selection

- Develop an informational advantage in securities with minimal or no analyst following
- Identify promising companies using an industry-standard approach:
 - Understand the business
 - Perform FSA
 - Forecast earnings
 - Calculate intrinsic value

Assessment

- Based on in-class presentations of equity research and performance in team work
- Significant weight is placed on peer evaluation
 - Individual and team components
- Faculty advisor provides overall feedback and the final assessment

Portfolio Performance



KATZ PRACTICUM IN PORTFOLIO MANAGEMENT AND SECURITY ANALYSIS

Thursday
August 11, 2016

Allocation	Account Value	Annualized Return Since Inception*	Annualized Return on the S&P500 Index**
Funds in Cash	\$ 7,015.85		
Funds in Stock	\$ 736,434.78		
Total Funds	\$ 743,450.63	9.57%	7.96%
Cost Basis	\$ 233,000.00		

*As of 12/05/2003

**Including dividends

Guest Speakers: 2015-2016

- Andy Kirschler, Vice President, PM, Senior Investment Analyst, Federated Investors
- Chuck, Kennedy, Chief Investment Officer, CMU
- Paul Lawrence, Assistant Treasurer, Pitt
- Scott Blumenthal, Senior Research Analyst, Emerald Advisors
- Nathan Snyder, CFA, Portfolio Manager/Principal, Snow Capital Management
- Ryan Bend, CFA, Vice President, Senior Portfolio Manager, Federated Investors

Benefits

- Networking opportunities
 - Katz Finance Board
 - Pitt Alumni in Finance and Past Practicum Teams
- Training in the Bloomberg and CapitalIQ Systems
- Pitt is a CFA Institute Program Partner
 - Scholarships for taking the CFA Exams
 - Exposure to the CFA Code of Ethics, Standards of Professional Conduct, and other CFA curriculum
 - Participate in the CFA Research Challenge

Q&A

- Email inquiries may be addressed to:

akins@pitt.edu

- Open-house days will be announced later

Experience-Based Learning @ Katz: Marketing Projects

Vanitha Swaminathan

Professor of Business Administration and Robert
W. Murphy Faculty Fellow in Marketing
Marketing and Business Economics

Experience-Based Learning in the Marketing Required Course

- Students maybe asked to put together a Marketing Plan for a leading company (previously, projects have involved companies such as Hershey's and Starkist)
- The project will require students to work in teams of 4-5
- Data will be provided for market share, segment-wise sales, qualitative focus groups
- Students will be asked to work in teams and present their recommendations to the top management

Experience-Based Learning in the Marketing Required Course (PT-MBA)

- Students play PharmaSim, an interactive Marketing simulation game. The concepts learned come to life in managing an OTC product line
- Case discussions are in the presence of senior execs from the focal companies. The guest critique the class discussion and share the firms' decision making process
- Besides concepts and strategies, the course exposes students to practical tools and methods

Time Management

Extra-curricular and Communications



Liz Agey
Student Activities Coordinator

Extra-Curricular Activities

- Student Executive Board (SEB)
- Evening Student Executive Board (ESEB)
- Katz Clubs
 - <http://www.business.pitt.edu/katz/mba/experience/clubs.php>
 - Functional areas
 - Guest speakers, Alumni
 - Lunch and Learns
 - Case Competitions
 - Socials
- Graduate and Professional Student Government (GPSG)

Staying Connected

- StudentNet: <http://www.katz.pitt.edu/mbastudentnet>
- E-Mail Communication
 - Katz News Network (EVENTS)
- KatzReady App (Apple & Droid devices)
- Katz Monitors & Student Lounge Bulletin Boards
- Student Executive Boards & Clubs
- Career Connection
- Facebook – Katz Student Group
- Information Sessions and Town Hall meetings