

DAY 3,500

Leavey School of Business named “Best Business School”

Our program has been named an “outstanding business school” by The Princeton Review. The New York-based education services company selected LSB for inclusion in the 2007 edition of *Best 282 Business Schools*. Schools are selected based on academic programs, institutional data and opinions of students attending the schools. More than 18,000 students attending the schools profiled in the book were surveyed.

Meanwhile, *US News & World Report’s* annual rankings of undergraduate programs had ours among the top five percent in the nation, and among the top four in California (with Berkeley, USC, and Pepperdine).

Crab and Pasta Feast

Another milestone reached with our 39th Annual Crab and Pasta Feast, held this past week, with a sell-out crowd of 400 alumni, students and faculty working their way through 700 pounds of crab (donated by SCU alum **Gene Bugatto**, ‘78). We also raised almost \$12,000 from the silent auction which is used to benefit student leadership initiatives. These additional funds will enable us to send undergraduate and graduate student leaders to national conferences, pay registration fees for student group competitions, as well as organize SCU seminars aimed at developing student leaders.

Nine years of ACEs!

We launched the Accelerated Cooperative Experience (ACE) program nine years ago and it has continued to be another LSB distinctive program feature. Aimed at students admitted into SCU “with distinction” the ACE program has increased our yield of these most competitive students from less than 10 percent to consistently over 40 percent.

The ACE program provides a four-year co-curricular Experience focused on leadership and professional development, where students will, for example, complete a service-learning project in their second year, an internship with one of our ACE Business Partners during the summer following their junior year, and a mentoring relationship with an advisory board member in their senior year.

I met with each of the new first year students recently around a small group discussion about their legacy and calling. These 17 women and 13 men hail from 10 states (60 % outside of California), including one from overseas (Taiwan). Twelve of them were officers in their high school, played half played high school sports, and all volunteered with a range of organizations, including the American Cancer Society, Special Olympics, local hospitals, Students Against Drunk Driving, and th Children’s Miracle Network. Current, four ACE students play

Faculty in the news

—a selection of Business School
faculty newsmakers

Barry Z. Posner’s new book, *A Leader’s Legacy*, with co-author Jim Kouzes, profiled in Toronto (Canada) *Globe-Mail* November 17, 2006

Meir Statman, the Glenn Klimek Chair of Finance, warning against “Four Mental Mistakes to Avoid Now,” in *Sacramento Bee*.
January 1, 2006

Edward McQuarrie, Professor of Marketing, in *San Francisco Chronicle*, in an op-ed exploring a phantom tax credit.” January 26, 2007

For more faculty newsmakers, see:
scu.edu/business/faculty/in-the-news/

on SCU sports teams: Women's Volleyball, Men's Golf, Soccer, and Baseball.

Here's a note we recently received from one of our ACE alumni:

"I also wanted to send you a thank you note. Coming out of the ACE program, I got a great job with Agilent (due to the ACE internship). In the past two+ years I have learned so much and have had a ton of opportunities. My division in Agilent was spun off into our own publicly traded company called Verigy. And I went from running the Forecasting & Planning activities for a division to running FP&A for the entire company. I can't thank you enough for what you did with the program. To be quite honest, I wasn't sure I was prepared for the workforce when I was in school. But after entering the job market, I realized how lucky I was to have the opportunities the ACE program provided, and also how well SCU prepares students for the real world. My sincerest thanks!"

We can't wait to see what the coming decade of ACEs brings!

Leadership in the spotlight

Now in its eighth year, we've hosted an impressive list of speakers in the Santa Clara Leadership Lectures. Each month the School hosts an executive with an up-front and personal look at being a leader. Consider these opportunities for our undergraduate and graduate students to learn from such experienced and insightful leaders this Winter and Spring Quarter:

Mike Selfridge, Senior Vice President, Global Services, Silicon Valley Bank, *January 25*

Bob Phillips, '79 MBA CEO, Guide Dogs for the Blind, *February 6*

Peg Wynn, Senior Vice President, Human Resources, Adobe Systems, *February 21*

Joanne Hayes-White, '86, Chief, San Francisco Fire Department, *April 10*

Steve Silvestri, '75, Executive Vice President, Bank of America, *May 1*

Jan Claesson, parent, venture partner, Seattle, *May 16*

Learn more on the Santa Clara Leadership Lecture webpage, at www.scu.edu/business/scll/ —and if you're in the neighborhood, drop in!

Additions to the Business School Advisory Council

We have a wonderfully supported and talented group of executives who serve on the School's Advisory Council. Look for the Spring edition of *Blueprints* (our building campaign newsletter) where we describe the major role in raising the last \$12 million required to break ground. These leaders are working to see this project transformed from concept to reality. You can find out about all of

Our students write:

To Assistant Dean Jo-Anne Shibles—

"I just wanted to thank you for all your hard work and wonderful coordination efforts to make Management 701—the Dynamics of Leadership—happen. I have just completed my first quarter and cannot say enough great things about my experience at Santa Clara."

them online at www.scu.edu/business/advisory-council/. Meanwhile, let me introduce the latest additions to this distinguished group:

Joe Anzalone, '85, Managing Partner, Allegiant Ventures
Ken Goldman, parent, and former CFO, Siebel Systems
Jim Lorsch, founder and CEO, Hallmark Construction
Mike Selfridge, SVP, Global Services, Silicon Valley Bank
George Silva, '76, SVP, Worldwide Sales, Hitachi Systems
Peg Wynn, SVP, Human Resources, Adobe Systems

More about faculty leaders

Tyzoon Tyebjee (Marketing) was one of only four scholars interviewed for the forthcoming *Handbook of Research on Venture Capital*. (The others were from Wharton, Harvard and Babson College.) Profiled as a “Pioneer of Institutional Venture Capital Research” Tyzoon explained that his original studies (published in *Management Science* with Leavey Business School colleague **Al Bruno**) became one of the truly seminal articles within the field of venture capital research because:

“At that time there was very little published work on venture capital in mainstream academic literature. Most of the venture capital research was very descriptive—size of deals, amount of equity investments, profile of venture capital firms and ventures, and so on. And those kinds of studies were not very often published in the academic literature. I think one of our significant contributions was the legitimization of both area and topic by modeling them in a way that gave them academic credibility and, in this regard, the aspect of the study that focused on venture capital decision-making and venture capital choice behaviour was a piece that really lent itself best to serious modeling.”

Other changes that Tyzoon has observed over the past 25 years include: a much greater number of VCs today who were actually entrepreneurs themselves, the geographic scope of investments has considerably widened, and more firms make distinction between funding products and funding businesses.

Our faculty, alumni, and students make a difference in Silicon Valley business—and consequently, the SCU School of Business is making a difference in the world. More when I report to you in the next “100 Days.”



Barry Z. Posner
Dean and Professor of Leadership
Leavey School of Business
SANTA CLARA UNIVERSITY

New look to Every 100 Days...

We have so much news to share, we had to grow! Like the new format? Not so much? Let me know what you think. Write to me at business_dean@scu.edu

And check out my “Dean’s Blog” at scu.edu/business/dean to keep current about the Business School on a frequent basis.



**Santa Clara
University**

Leavey School of Business

Dean Barry Z Posner

Leavey School of Business
Kenna 106
Santa Clara University
500 El Camino Real
Santa Clara CA 95053-0400

Non-Profit Organization
U.S. Postage
PAID
Permit #22
Santa Clara CA

Getting connected!

Santa Clara University School of Business alumni have several options to keep connected to the School and each other!

Have you registered with **InCircle** yet? A social networking tool exclusively for Santa Clara University alumni, InCircle provides you with your own profile, access to user groups and events calendar of special interest to SCU alumni. See www.scu.edu/incircle for more information.

In addition, the **SCU Alumni Online Directory** provides you with searchable options to learn of fellow alumni in your region or your company. See www.scu.edu/alumni/services/community.cfm for more details.

Be sure we have your e-mail, as Dean Barry Posner will be making a special announcement in February, and those alumni who have current e-mail addresses will be among the first to receive this important news!

Every 100 Days is published by the School of Business Office of Marketing and Communications, Market Suite 832, Santa Clara University, 500 El Camino Real, Santa Clara, CA 95053-0401.

To update your postal address or e-mail information, contact the Business Alumni office at www.scu.edu/business/alumni and go to "Update Information."