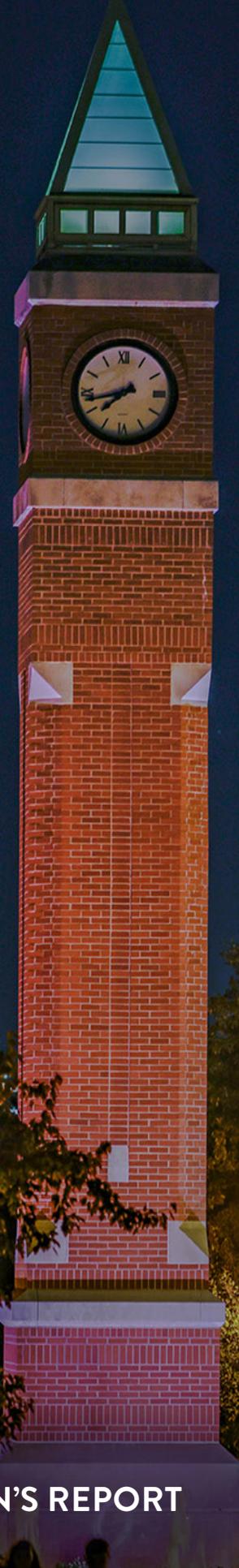


Transforming Today
**INSPIRING
TOMORROW**



CHAIFETZ
SCHOOL OF BUSINESS
SAINT LOUIS UNIVERSITY

2022 DEAN'S REPORT





I am so proud of the Chaifetz School's impact in 2022. And I am inspired each day by the individual and collective actions of our students, alumni, faculty, staff and friends — ***actions that define our tomorrow.***

- Barnali Gupta, Ph.D.
Edward Jones Dean



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From the Edward Jones Dean

At the Richard A. Chaifetz School of Business, we are different. We engage our students through hands-on, experiential learning; educate them with an inclusive, global perspective; and develop graduates in the Jesuit tradition to be leaders for and with others.

We strive to be the business school where Mission Meets the Market.

Why? Because we believe in the positive role business must play in our world. We own our responsibility as an institution of higher education to foster that understanding. And we commit to making an impact in everything we do.

That impact is best measured not only in our growing enrollments, expanding programs and deepening community engagement. Our true impact is also best seen in the success of the incredible people who make up the Chaifetz School of Business.

World-class faculty whose impactful research and engaged teaching shapes the future of business. Dedicated staff whose tireless work provides limitless opportunities for the Chaifetz School and the St. Louis community. Talented students whose passion to create and commitment to others pushes what we demand of ourselves. Skilled alumni who bring the ethical lens they develop at Saint Louis University to lead business as a force for good. And, steadfast supporters whose vision and generosity make it possible for us to continually innovate and advance our nationally ranked business education in service of the greater good.

I am so proud of the Chaifetz School's impact in 2022. I am inspired each day by the individual and collective actions of our students, alumni, faculty, staff and friends — actions that define our tomorrow.

Business Billikens are difference makers. They are change agents — transformational leaders prepared to solve the greatest societal issues facing our time with innovative and inclusive solutions that will ensure a better future for us all. I cannot wait to see all the new ways the Chaifetz School community will continue to grow its positive impact on the world in 2023.

Thank you for all you do to support all we do. We are the business school where Mission Meets the Market.



Barnali Gupta, Ph.D.
Edward Jones Dean and Professor of Economics
Chaifetz School of Business

A Year of IMPACT



Expanding One-Year MBA Data Analytics Consulting

The Chaifetz School's One-Year MBA program expanded its successful data analytics consulting project to a nine-month, paid experience in 2022, deepening the professional experience students gain in the program.

The experiential learning component pairs One-Year MBA students with local business partners and a faculty facilitator from the Chaifetz School. Together, students and faculty work to deliver actionable business intelligence for data-intensive problems.

After being paired with sponsor organizations and defining the project scope, students spend eight to 10 hours per week working on the project, researching the business problem, designing a comprehensive data solution to answer critical questions and applying analytics skills they learn in the program. The project concludes with a high-quality report for the specific business problem and a presentation of findings to the business partner.

“This project allows our students to apply their data analytics skills to solve real-world problems while getting exposed to an organization’s culture in industry for a long duration,” Palash Bera, Ph.D., Father Davis Professor of Operations and IT Management, said. “The unique, hands-on experience provides incredible exposure for students and we’ve seen many hired full-time by sponsor organizations once these organizations see the value of students’ skills.”

Chaifetz School Launches New Career Education Team

In a continued effort to better prepare undergraduate and graduate students for their careers after graduation, the Chaifetz School created a new Career Education Team within the Valerie A. Davisson Career Resources Center in 2022. The Team will work in conjunction with SLU Career Services to help connect Chaifetz students with employers.

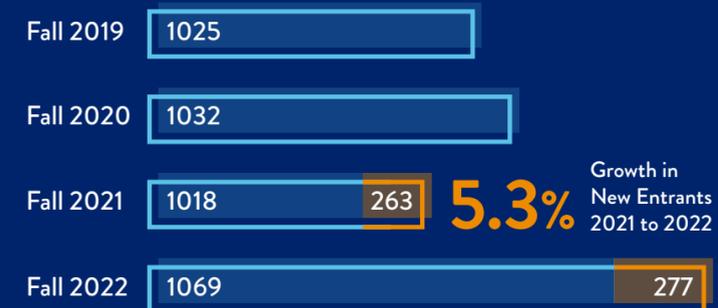
The Team aims to contribute to the Chaifetz School’s strategic plan by integrating experiential education directly into the business curriculum with courses such as Career Foundations and Professional Effectiveness. A new Career Education Director, reporting to the Associate Dean of Undergraduate Programs, will lead the Team and serve as the Career Education Team representative to the Chaifetz faculty and external stakeholders.

Chaifetz by the Numbers

The Chaifetz School experienced another period of growth in 2022, with enrollment trending upward yet again. Students across undergraduate and graduate programs chose the Chaifetz School for its nationally recognized business education and dedicated approach to experiential learning. The growing number of future business leaders educated in Saint Louis University’s Jesuit tradition will enter diverse industries poised to advance business as a driving force for good — creating positive ripples across society.

Undergraduate Enrollment

Total Enrollment



Finance



Graduate Enrollment

M.S. in Supply Chain Management



Professional MBA



Certificates Centered on Career Interests

To assist recent graduates and experienced professionals bolster skills for today's business environment, Chaifetz School faculty redesigned the Professional MBA program in 2022 to feature a new, stackable certificate model. Beginning with the fall 2023 semester, the program will include nine credit hour certificates in specialized areas, including business analytics, digital marketing, economic forecasting, financial planning and modeling, product and brand management, international business and more.

Professionals may pursue the specialized graduate certificates on their own or combine certificates of interest with a global leadership and decision-making certificate to complete an MBA. The modern program offers flexibility, allowing students to deepen practical, in-demand skills in functional areas of business while growing management abilities necessary to drive business success.

New Certificates

- Applied Economic Forecasting
- Business Analytics
- Digital Marketing
- Entrepreneurship
- Finance
- Financial Planning and Modeling
- International Business
- Product and Brand Management
- Real Estate Finance
- Supply Chain Management



The Return of the Edward Jones Dean's Speaker Series



"Along with the experiential learning from my coursework and internships, opportunities like this to connect with some of the biggest leaders in business have been a springboard for me as a young professional."

- Vrisha Jagdish, Finance, Class of 2023

After a pandemic pause limited in-person events on campus, the Edward Jones Dean's Speaker Series returned in 2022 with two major events. The beloved speaker series brings an average of 1,200 students, alumni, faculty, business owners and community leaders together each year to discuss the biggest issues facing business today. Attendees from campus and the community came together to expand their networks and gain new insights on disparate industries.



Ronald Kruszewski
Chairman & CEO,
Stifel Financial Corp.

Building a Dynamic Organization

When Ronald Kruszewski took over as CEO of Stifel Financial Corp. in 1997, he focused on building a dynamic organization and attracting top talent to work at Stifel. At the Chaifetz School, Kruszewski shared his keys to building a workplace of choice that led to dramatic growth in revenue from \$102 million to \$4.7 billion over the last 25 years. He stressed the importance of limiting bureaucracy in organizations and the need for leaders at all levels, including chief executives like himself, to not take themselves too seriously.

A select group of the Chaifetz School's top finance students also connected with Kruszewski for a small group Q&A as part of the event and learned his advice for succeeding as young professionals in finance.



Carolyn Kindle
President & CEO,
St. Louis CITY SC

Bringing MLS to the Lou

Few business ventures have the ability to unite a region and its people like sport. St. Louis' new Major League Soccer (MLS) team, St. Louis CITY SC, is renewing the very spirit of our city. As they work to field one of the league's premier clubs, however, President and CEO Carolyn Kindle has the organization just as focused on being an exceptional neighbor. She spoke to the Chaifetz School about leading as MLS' first female team president and detailed how St. Louis CITY SC's commitment to becoming enmeshed in the fabric of the community is helping to create a new future for St. Louis.



A Lasting Gift

The Edward Jones Dean's Speaker Series is made possible thanks to the generous support of Edward Jones. Their \$1 million gift to endow the deanship at the Chaifetz School, as part of the Accelerating Excellence Campaign, has funded a number of School priorities, including the impactful speaker series and networking breakfast now named for the firm. Over the years, Edward Jones' commitment to advancing business education at SLU has also established the Edward Jones Endowed Professorship in Finance and the Edward Jones Data Analytics Lab within the Chaifetz School. The ongoing support has continually spurred innovation at the School with impactful research and experiential learning opportunities for students.

\$1M Gift from
Edward Jones

LEADING THE
FUTURE



Transformation Beyond the Tassel



Upon leaving the Chaifetz School of Business, students transform into business leaders. Many 2022 Chaifetz School graduates have ascended to positions in notable companies across the U.S. These alumni carry SLU's Jesuit mission into the marketplace, bringing a greater mission to diverse industries and positioning the Chaifetz School as a nationally-known business school through their outstanding work.



250

Undergraduate Degrees Granted by the Chaifetz School of Business in Fiscal Year 2022 (includes only first majors)

170

Graduate Degrees Granted by the Chaifetz School of Business in Fiscal Year 2022 (excluding doctoral)

Career Outcomes

96 Different Employers Joined by 2021-2022 Chaifetz Graduates



95%

of May 2022 Graduates Working or in Graduate School Within Six Months of Graduation



Abigail Kwon
Associate Teams Ops Program Manager, Adobe

Abigail Kwon works as an associate teams operations program manager at Adobe's headquarters in San Francisco, California. As part of the Adobe Design team, she assists in production and planning support for internal and external communications.

Kwon worked as a communications intern at Adobe in summer 2021 and was thrilled to return as a full-time employee. She loves the experience of in-person networking and getting involved through Adobe's Employee Networks. She believes the Chaifetz School changed her view of business — she now sees it as an outlet for purpose, inclusion and societal impact.

"I work on a team that shapes the way users experience and interact with our products. It is pertinent to prioritize inclusion and accessibility, which all ties into the Jesuit mission."



Neha Chhabra, MBA
Program Management Specialist, Nestlé Purina Petcare Company

Neha Chhabra joined Nestlé Purina in St. Louis as a program management specialist after completing the One-Year MBA program in 2022. She leads, develops and manages critical programs across multiple business units. Chhabra works with internal and external teams to improve processes and meet key financial objectives.

Chhabra appreciates the inclusive and collaborative environment present at Nestlé. She credits the Chaifetz School for equipping her with the problem-solving skills necessary to excel in professional spheres.

"The applied nature of every course prepared me for the real world. The importance of networking, which was fostered and emphasized throughout the program, immensely helped me."

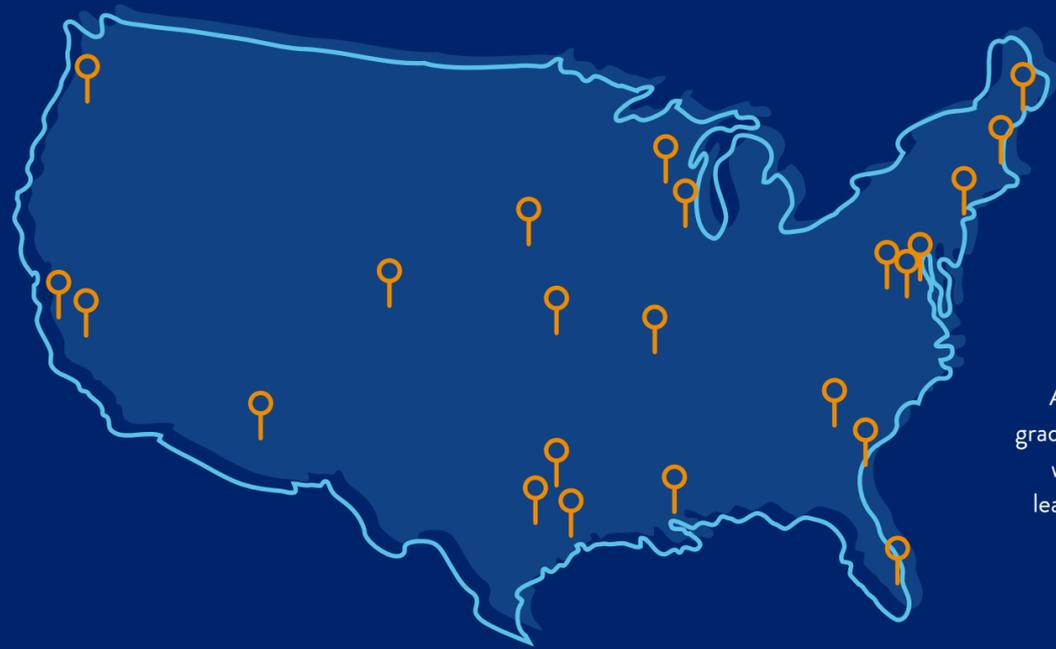
Service

9,224+ Total Hours of Service by the Undergraduate Class of 2022



44%

of Graduates Completed Service Activities



Leaving Our Mark, Across the Map

After receiving their degrees, class of 2022 graduates began their journey into the working world. The young professionals took lessons learned at the Chaifetz School to positions in companies scattered throughout the U.S.



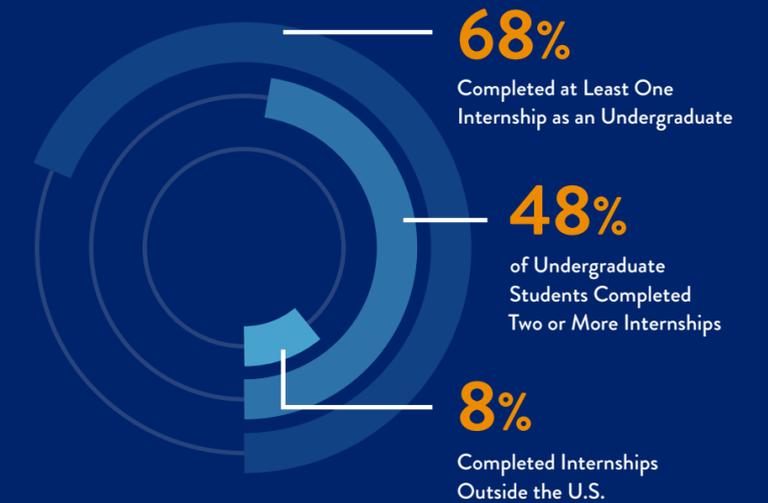
Madelyn Pulver
Investment Banking Analyst,
Baird

Madelyn Pulver is an investment banking analyst at Baird in Washington, D.C. As a first-year analyst, she assists in creating marketing materials, financial analysis, due diligence proceedings and business development efforts.

Pulver appreciates the endless, hands-on learning opportunities she receives while making a difference in people’s lives. She believes the Chaifetz School provided her with a firm foundation to build on — she noted that the Applied Portfolio Management course taught her resilience in the workplace.

“Learning to push through stressful situations and chip away at your work by reprioritizing are very important skills to have and probably the two that I learned at SLU that have made the biggest impact on me post-grad.”

Internships



Study Abroad

51 Unique Study Abroad Experiences by the Undergraduate Class of 2022



23%
of the Undergraduate Class of 2022 Studied Abroad



Caroline Lipski
Business Leadership Program (BLP) Sales Associate, LinkedIn

Caroline Lipski joined the Business Leadership Program (BLP) at LinkedIn’s Chicago office following graduation. This full-time role allows her to rotate between different lines of business with the goal of gaining sales-related skills.

Lipski shared that she gained critical technical and leadership skills through her coursework at the Chaifetz School. She believes the empathy and curiosity sparked at the School allowed her to seamlessly transition to the working world.

“LinkedIn’s mission is to create economic opportunity for every member of the global workforce. I’m fortunate to work for a mission-driven company that allows me, through my work, to serve humanity.”

Internships

106,428+

Hours Spent at Internship Sites by the Class of 2022

258

Separate Internships Reported by Class of 2022 Graduating Undergraduates



Alvin Vojka
Enterprise Performance Analyst, Deloitte

Alvin Vojka is an enterprise performance analyst at Deloitte in St. Louis. He creates and transfers financial accounts to clients’ new SAP databases, helping them manage daily operations and make impactful decisions.

Vojka works with clients across the U.S. to provide proactive financial solutions and credits his undergraduate experience for the patience, time management skills and confidence necessary to excel. He believes his connections at SLU helped him get to where he is today.

“The Chaifetz School of Business helped me maintain a strong work ethic and allowed me to create a strong network of friends. We strive for greatness and push one another to be great students and people.”

Beyond the Classroom



The CFA Institute Research Challenge

For the first time in 2022, the Chaifetz School sent a second team to compete in the CFA Institute Research Challenge. The competition challenges teams of three to five students from universities around the world to conduct an in-depth equity analysis of a publicly-traded company, prepare a written report and recommend whether to buy, sell or hold the stock. The teams present to industry experts, with winners advancing through local, subregional and regional rounds before they reach the global finals held each year in New York.

Seniors Madelyn Pulver, Saikushal Marri and Jacob Dowell won first place at the local and sub-regional rounds to emerge as one of just 17 teams to advance to the Americas Region semifinals. The top 50 finish among more than 1,000 participating universities worldwide marked the best finish for a SLU team in the history of the competition.



1 of 17 Teams to Advance to the Americas Region Semifinals

Donating a Lifetime of Knowledge

In 2017, the Chaifetz School's International Business Club began a nearly five-year effort to collect 10,000 textbook donations to supply a business library abroad. The project is a collaboration with Canada's Ivey Business School at Western University whose 39 Country Initiative seeks to provide access to business education material in 39 countries around the world with a per capita GDP of less than \$2,000 a year.

OVER THE LAST FIVE YEARS, STUDENTS IN SLU'S INTERNATIONAL BUSINESS CLUB HAVE WORKED DILIGENTLY TO COLLECT 10,000 TEXTBOOKS, ONE BOOK AT A TIME.

The Club sought donations from SLU faculty, staff and students. Additionally, the Club worked with the Boeing Institute for International Business Advisory Board members to organize book drives at corporate partners. Reference librarians at SLU's St. Pius XII Memorial Library also reviewed the titles and donated over 500 books to the cause. The library will ship to a recipient university in 2023.



TCU Graduate Supply Chain Case Competition

Three Chaifetz School graduate students took third place in the 2022 Graduate Supply Chain Case Competition at Texas Christian University (TCU).

Hosted by TCU's Neeley School of Business, the annual event challenges MBA and supply chain master's students to analyze a case study for a major company and present their findings to a panel of supply chain experts. The 2022 competition featured teams from 18 of the top business schools in the country, including the Georgia Institute of Technology, the University of Michigan and the Sloan School of Management at MIT.

Constantin Heider (M.S. in Supply Chain Management), Rio Pimentel and Lindsey Teague (both One-Year MBA students) represented SLU and worked on a case from American Airlines. The cross-disciplinary team leveraged the skills they learned in their graduate programs to achieve a third-place finish and win a \$6,000 prize at the competition.



Supporting The Little Bit Foundation

The Chaifetz School was awarded a SLU 1818 Community Engagement Grant to support a new initiative to engage Chaifetz students with a community nonprofit — The Little Bit Foundation. The organization is committed to breaking down barriers in learning for students living in poverty through partnerships and programs with local school communities that fill the gaps and provide for the needs of the whole child. This includes programs that address food insecurity, childhood health, access to winter clothing, reading material in the home and more.

The grant project is being coordinated by the Chaifetz School's Hub for Community Engagement in partnership with the Service Leadership Program and aims to help students learn about nonprofit administration while contributing to the Foundation's mission. The SLU 1818 Grant will be used to create experiences for Chaifetz students to serve in administrative, warehousing and programming volunteer roles while learning about the nuances of nonprofit management. The grant will also be used to replace a portion of books lost in July 2022, when historic flooding destroyed the organization's offices and warehouse facilities.



"Our partnership with The Little Bit Foundation demonstrates how selfless, passionate and dedicated to serving the community our students are. By collaborating with this awesome organization, which also values learning and education, I'm confident the future is bright and can't wait to get started."

- Sara Rutherford, JD/MBA Candidate, Class of 2024

Launching Experiential Learning Opportunities

In fall 2022, the Department of Finance launched the Billiken Asset Management (BAM) Investment Fund to offer finance students a new co-curricular, experiential learning opportunity. The initiative will be led by the Finance Club Executive Board, with club members managing fund assets on a semi-active basis using a sector rotation strategy. Participating students will gain meaningful experiences in asset management and benefit from industry mentorship from finance professionals from the St. Louis region.

During the BAM kickoff, student analysts presented sector reports with current market conditions and sector weight recommendations to executives from U.S. Bank. Wealth and senior portfolio managers offered their professional guidance to the students, who used the feedback to ultimately inform their decisions on final asset selections.

A New Chapter for SLU Entrepreneurs

The SLU Entrepreneurs Club expanded its offerings to members of the SLU community when it became an official chapter of the Collegiate Entrepreneurs' Organization (CEO) in fall 2022. The global network of more than 16,000 students supports over 250 chapters in all 50 U.S. states and countries around the world.

Students from all disciplines are encouraged to join SLU CEO. The club holds bi-weekly meetings with guest speakers, workshops, community projects and experiential opportunities to develop an entrepreneurial mindset. Members also gain access to entrepreneur mentors on campus and in the community.

MISSION MEETS

In spring 2022, members of the Dean's Student Advisory Board organized the inaugural Mission Meets the Market Week at the Chaifetz School of Business. The event brought together the Chaifetz School community for a weeklong celebration of what makes Saint Louis University's business school a truly special place — the commitment of students, alumni, faculty and staff to leverage business as a force for good.

Attended by nearly **200 students, faculty and staff**, the action-packed week featured **13 signature events** and student club-sponsored activities.



Shaping Career Paths

Mission Meets the Market Week's Major Exploration Fair brought Chaifetz alumni back to Cook Hall to share how their area of study shaped their career path. The new spin on a major fair offered student and alumni perspectives from diverse industries in the business world. The insights guided and encouraged students to explore majors and departments they otherwise might not consider. Alumni inspired students with personal stories of how they are making an impact in their careers and how they are using business to positively influence their communities.

THE MARKET *Week*



Billiken Career Closet Hosts Fashion Show

Students hit the catwalk to raise awareness for the student-run Billiken Career Closet, a free resource for students of all majors looking to up their professional attire game. The Dress for Success event showed off the latest styles available to students who want to put their best foot forward and feel confident at interviews, networking events and internships.

The fashion show also included a clothing drive supported by 10 employer partners whose generous donations nearly doubled the free apparel available to students through the Billiken Career Closet.



Service Day: Promise Christian Academy

The Chaifetz School's annual Service Day, planned by students in the Service Leadership Program, served as the conclusion to the inaugural Mission Meets the Market Week. Forty-nine SLU volunteers joined students and families at Promise Christian Academy for a day of landscaping and campus beautification projects. Promise Christian Academy aims to promote positive outcomes for students with special needs, blending academics with faith while offering multiple therapies each school day. Thanks to the Chaifetz School Service Day, the Academy was able to save on annual landscaping maintenance and increase scholarship awards to make Promise Christian Academy's unique education even more accessible.

Deloitte Sponsors Mission Meets the Market Week

Worldwide professional services and business consulting giant Deloitte was proud to sponsor the inaugural Mission Meets the Market Week at the Chaifetz School in 2022. Deloitte is a longtime partner and proud employer of many talented Chaifetz School alumni — their financial support, involvement in the planning process and on-campus engagement with students at events made the impactful week possible.



“Deloitte was thankful for this opportunity to continue building on our partnership with the Chaifetz School of Business. We're proud to support a week celebrating what makes Saint Louis University so special and engage with future talent while continuing to drive a positive impact for students, faculty and the community.”

*-Merry Kweiter
International Business and Marketing, '94
Managing Director, Deloitte*





CHAIFETZ IN THE
COMMUNITY



The Hub for Community Engagement



In 2022, the Chaifetz School created the Hub for Community Engagement in a common and highly visible space inside Cook Hall. Located next to the popular Ameren Café, the new Hub provides students with a welcoming environment to gather and connect, creating a culture of inclusion and belonging while engaging students with the broader St. Louis community.



Benjamin Smyth, Ph.D.

Director of Co-Curricular and Service-Learning Programs

Benjamin Smyth, Ph.D., long-time manager of the Chaifetz School's Service Leadership Program, was promoted to an expanded role focused on a spectrum of initiatives for holistic student engagement in July 2022. As director of co-curricular and service-learning programs, Smyth continues to manage the Service Leadership Program. He also supports the Dean's Student Advisory Board and the School's 13 business student organizations.



Smyth was integral in the development of the School's inaugural Mission Meets the Market Week in 2022 (pages 16-17) and is leading innovative programming to connect students to the School's unique Jesuit mission.

Exploring the Vocation of Business

As part of SLU's new University Core, the Cura Personalis 2 co-curricular requirement invites students to visualize the interplay between their values and vocational aspirations. Students come out of the experience with a greater idea of who they are and how they might contribute to their communities.

In fall 2022, the Office for Student Engagement offered students a retreat in the Examen tradition of Saint Ignatius of Loyola to explore their calling as business professionals. Students focused their reflections on gratitude, experience and the attitudes, values and behaviors that form their own ways of proceeding. They also heard vocation stories from alumni, faculty and staff.

Forming Servant Leaders

The Chaifetz School Service Leadership Program continued its impact in 2022 with its experiential approach to developing business leaders for others. Through academic coursework, leadership workshops and volunteer service, students developed an understanding of societal issues and applied their business acumen in service of the greater good.

13 Service Leadership Graduates

95 Students Enrolled in Service Leadership Program

6 Service Leadership Workshops

4,051 Service Hours Completed by Service Leaders

Habitat for Neighborhood Business



In 2006, Chaifetz alumnus Doug Brown (Business Administration, '66) founded the Habitat for Neighborhood Business (HNB). The nonprofit's mission to restore economic vitality in underserved communities through support for entrepreneurs made the Chaifetz School a natural partner.

The collaboration grew in 2018 when the Chaifetz School embedded HNB in the School with a dedicated staff member to support its success. That model saw a renewed commitment in 2022 with new opportunities for students and entrepreneurs to drive community impact.



Supporting Learning and Business Success

Inspired by Habitat for Neighborhood Business' partnership with the Chaifetz School, SLU alumna Mary Frank and family made a \$100,000 gift in 2022 to establish the Steven N. Frank Family Award Fund. The new fund will provide microgrants of \$500-\$1,000 for up to 25 HNB entrepreneurs per year for implementation of business recommendations that result from collaboration with students in the Service Leadership Program.

Mary made the gift in honor of her husband Steven N. Frank. Steven is a 1970 graduate of the Chaifetz School and was a standout soccer player on the Billikens' 1967 and 1969 NCAA Championship teams. He later earned a J.D. from SLU Law, and went on to a successful career with leadership roles at McDonnell Douglas and Plancorp.

"SLU's commitment to engage students with the community was pivotal to Steven and my academic and spiritual development," Mary said. "It's a privilege to support this hands-on student experience that also benefits the endeavors of hard-working entrepreneurs in the highest need areas of our city."

Leveraging Student Expertise

BIZ 2200: Leadership, Service and Groups

Projects in BIZ 2200: Leadership, Service and Groups pair teams of undergraduate Service Leadership students with HNB entrepreneurs to learn about the minority-owned businesses. Students collaborate with entrepreneurs on business needs assessments and identify actionable opportunities to enhance operations and drive greater business success.

MGT 6006: Strategy and Practice

The Professional MBA program's capstone course, MGT 6006: Strategy and Practice, gives students the chance to work on advanced business problems from organizations of all shapes and sizes. Teams apply their MBA skills to research issues, develop solutions and present recommendations. In 2022, the Chaifetz School recruited HNB entrepreneurs to participate alongside Fortune 500s and nonprofit organizations. In total, 19 MBA students worked with eight minority-owned small businesses to support business growth.

Growing HNB

Positive press from local print and television media outlets in 2022 piqued public interest in HNB. Referrals from participants also fueled growth in Habitat's roster of talented and determined entrepreneurs. With new programs like HNB's Mentor Forum and grant support from the Jaffe Foundation, Pettus Foundation, Commerce Bancshares Foundation, Cass Information Systems and Black Communities Investment Initiative, Habitat for Neighborhood Business expanded to support a record 47 small businesses across St. Louis by year's end.

Chaifetz Center for Entrepreneurship

A New Space for Innovation

With a new director and renewed energy, the Chaifetz Center for Entrepreneurship moved to a fresh space in the Chaifetz School of Business in fall 2022.

The vibrant new home brings the Center into the heart of the Chaifetz School, putting entrepreneurship at the heart of activity for students and the community.

The Chaifetz School built the open-concept space to foster collaboration. Students will find plenty of whiteboards for brainstorming, outlets to connect and charge devices and a coffee bar to help fuel innovation. Standing desks and modular seating encourage students to work together in groups of two to 20.



“

“This intentionally created space will be a huge asset for our students, alumni and entrepreneurs in the community. I’m excited to see the creativity it will spur as the Center continues to impact students across campus and entrepreneurs in St. Louis’ incredible startup community.”

- Lewis Sheats, Director of the Chaifetz Center for Entrepreneurship



New Workshop Series Fosters Skill Development

Building on its long history of creating an entrepreneurial mindset not only in the Chaifetz School but across campus, the Chaifetz Center for Entrepreneurship launched a new campus-wide workshop series in 2022. Each semester, the series will cover crucial business topics for early-stage startups, with additional workshops planned to prepare students for local, national and global competitions and accelerator opportunities.

The Center hosted four workshops in 2022, diving into topics including ideation, customer discovery, business modeling and pitching. More than 30 students representing 22 different majors and minors attended workshops in the series.

Connecting Students and Mentors

In fall 2022, the Chaifetz Center for Entrepreneurship launched the SLU eMentor Program to connect students with mentors from around the globe for advice and mentorship as they embark on their entrepreneurial journey. The program aims to accelerate the growth and success of students as entrepreneurs through access to experienced advisors.

SLU eMentor’s many-to-many approach connects groups of students to groups of mentors through in-person events multiple times each semester. In 2022, those events included speed networking, table topics and an entrepreneurship trivia night. The program also operates an online platform, which leverages artificial intelligence to connect students with appropriate mentors for guidance in specific areas students need support.

148 Registered eMentor Event Participants

27 New Program Mentors in the First Three Months

Entrepreneurs at Work



Sam Zychinski

Founder & CEO, Gateway Tea

As a rising junior in high school, Sam Zychinski attended the Chaifetz Center’s Allsup Entrepreneurship Academy, where he developed his own entrepreneurial mindset, learned crucial business skills and connected with fellow aspiring entrepreneurs. He also won first place and a cash prize at the week’s culminating event — a live pitch competition. Over the next couple of years, Zychinski invested his winnings in his business idea, and after a lot of hustle, launched Gateway Tea in 2021.

Now a sophomore at the Chaifetz School, Zychinski uses his free time to promote his business. He frequents local farmer’s markets, bringing his organically-sourced and USDA-approved loose-leaf tea to the public.



Luis Manta

Founder & CEO, Seoul Juice

When he experienced an allergic reaction to a common sports drink ingredient as a Billikens soccer sophomore, Luis Manta went on the hunt for an alternative. After coming up empty, he put his entrepreneurial mindset to work to create his own. In 2016, Manta developed an all-natural Korean pear juice in his dorm room. He gave it away to friends and teammates for months before someone asked — “when will you start charging us for this?” That sparked an idea and Manta spent the next few years leveraging the business skills he learned at the Chaifetz School to launch a successful beverage startup — Seoul Juice.

A tenacious entrepreneur, Manta has conquered the supply chain challenges of the last few years and is now distributing Seoul Juice in grocery stores in Arizona, California and Illinois. He appeared on Season 4 of David Meltzer’s “2 Minute Drill” on Apple TV+ and is using his new connections to bring Seoul Juice to SoFi Stadium in Los Angeles.



Fostering Opportunity

Inspired by his 54-year career working with Enterprise Rent-A-Car Founder Jack Taylor, Donald Ross and his wife Nancy made a \$1 million gift to the Chaifetz Center for Entrepreneurship to establish the Donald L. Ross Entrepreneurship Opportunity Fund in May 2021. The generous gift has already provided the support to create new programming for students and is serving as a foundation for a \$10 million endowment being built for the Center.

“What I learned at Enterprise Holdings is that entrepreneurship is a mindset that you have a world class product or service,” Donald Ross said. “My hope is that SLU can help develop that mindset to promote entrepreneurial growth in our region that is tied to the greater good. I hope this gift inspires others to join this effort in growing the entrepreneurship ecosystem in St. Louis.”

\$1M Gift to the Chaifetz Center for Entrepreneurship

Emerson Leadership Institute

Mission Meets Market Digital Badges Expand

Established in 2021 for Chaifetz School students, the Mission Meets the Market Digital Badge Program expanded to the community in 2022. The Emerson Leadership Institute partnered with Chaifetz School faculty and universities around the world to offer **five new digital badges in two new badge series**, broadening the impact of this unique program.

Data Science Badge Series

Data is everywhere in the modern business environment. Professionals who can turn that data into actionable business intelligence are uniquely positioned to drive success. The new badge series in data science, launched by the Emerson Leadership Institute in 2022, helps students obtain new skills and verify their abilities in this in-demand field.

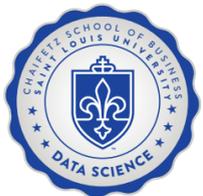
Application in Problem-Solving

Merging organizational behavior, executive decision-making and data science concepts, the Application in Problem-Solving badge teaches students how to optimize their own critical thinking and solve complex problems from multiple perspectives. Students are awarded the badge upon successful completion of a live, five-day workshop and a comprehensive assessment.



Machine Learning

Through applied coursework at the Chaifetz School, undergraduate and graduate students have the opportunity to develop the skills necessary to build machine learning models. Machine Learning badge earners demonstrate their abilities through a classification and/or regression competition and must achieve a satisfactory score in either competition to earn the badge.



MEDLaunch Badge Series

MEDLaunch is a student-driven, biomedical incubator at Saint Louis University and a product of collaborative efforts between the Chaifetz School of Business, School of Medicine, School of Science and Engineering, School of Law and College for Public Health and Social Justice. In fall 2022, the Chaifetz Center for Entrepreneurship partnered with the Emerson Leadership Institute to advance the MEDLaunch program with three new digital badges recognizing entrepreneurs, leaders and advisors who successfully complete the yearlong program.

Biotech Incubator Entrepreneur

Recipients of this badge demonstrate the design and ideation abilities necessary to engage in the development and iteration of successful startups. Entrepreneurs and experienced students mentor participants as they develop these critical skills and make a final pitch presentation to complete the program.



Biotech Incubator Leader

Biotech Incubator Leader badge earners lead multidisciplinary teams of entrepreneurs through the design and development process. The achievement badge signifies earners have gained real-world startup experience managing funds, time and entrepreneurial teams.



Biotech Incubator Advisor

The Biotech Incubator Advisor badge recognizes the clinical, industry and academic mentors who provide feedback and guidance to MEDLaunch's teams of entrepreneurs and leaders. Advisors invest their time by sharing their expertise and the badge honors their contribution to the entrepreneurship community.



Be Heard Women in Leadership Conference

Consistent with the Chaifetz School's mission of inclusion and impact, the Emerson Leadership Institute launched a new conference to support women in business in 2022. The inaugural Be Heard: Women in Leadership Conference, held April 8, 2022 at Saint Louis University, drew more than 130 attendees from 39 different organizations and four universities. Attendees developed new skills through interactive keynote and breakout sessions, learned about emerging research and engaged in critical conversations to advance and support women in leadership.



Discover the Inaugural Be Heard Conference



"This conference was incredibly motivational, powerful and emotional. We learned so many tactics and ways to help women be heard — both personally and professionally. It was amazing."

- Sarah Davidson
Director of Human Resources, Roeslein & Associates, Inc.

Supporting Ethical Leadership Development



Founded in St. Louis in 1890, Emerson has grown from its local roots into a Fortune 500 company with annual revenues of more than \$18 billion. While its reach has extended worldwide, the company's commitment to the community it calls home has remained strong.

In 2015, Emerson built on its nearly 25-year partnership with the Chaifetz School of Business with a \$3 million gift to launch the Emerson Leadership Institute. Since its inception, the Institute has focused on developing ethical leadership skills among Chaifetz students and the St. Louis business community.

New Foundations for Success

The Emerson Leadership Institute focused on growing opportunities for students and the community in 2022. But the Institute also extended its impact through intentional development initiatives with Chaifetz School faculty and staff. The Institute worked closely with the Career Education Team to create new curricular modules centered around professional etiquette for undergraduate and graduate students. Emerson Leadership Institute staff also worked with staff across the School to develop new mentorship workshops aimed at helping Chaifetz students leverage the School's growing number of mentorship programs. The Institute's train-the-trainer model and renewed commitment to supporting staff development is growing expertise across the School.

968 Data Science Badges Earned in 2022



SLU International Business Now: Conversations That Matter

When the COVID-19 pandemic limited in-person events, the Boeing Institute pivoted to a new format to bring academic experts and global leaders together for discussions on critical issues facing international business. “SLU International Business Now: Conversations That Matter” launched in 2021 as the official podcast of the Boeing Institute of International Business.

The series returned for Season 2 in 2022, with seven new episodes discussing trends from blockchain to cryptocurrency. Executives from Carnival Cruise Line, Greiner Bio-One, Benson Hill and KPMG also shared strategies for leading global organizations in today’s rapidly evolving international business environment.



Boeing Institute for International Business

Honoring International Business Impact

In October 2022, the Boeing Institute hosted the annual International Business Awards ceremony at Saint Louis University’s Center for Global Citizenship. The awards dinner recognized eight outstanding Chaifetz scholars studying international business at the undergraduate and graduate levels.

The community event also honored three St. Louis leaders for their impact on international business. Patricia Wolff, M.D., founder of U.S.-based nonprofit and Haiti NGO Meds & Food for Kids, was recognized with the Global Service Leadership Award. Bayer’s Rodrigo Santos, member of the Board of Management and head of the Crop Science Division, was presented with the Boeing Institute’s International Visionary Award. Todd Hovermale, senior vice president and commercial banking leader at Regions Bank, was recognized by the Boeing Institute’s advisory board with the Consanguinity Insignia Award.

Competition Offers Experiential Learning

Students from across campus got the chance to put their skills to the test at the Chaifetz School’s International Business Case Study Competition in April 2022. The Boeing Institute collaborated with the SLU International Business Club to host the annual competition. Teams evaluated a subsidiary proposal from contest sponsor Greiner Bio-One, an international medical technology company. Finalists presented case proposals to A.C. Marchionne, president of marketing and sales, and his team of executives from the company’s North American headquarters in Monroe, North Carolina. The winning team was awarded a \$1,200 cash prize from Greiner Bio-One.

\$1,200

Cash Prize for Winning Team from Greiner Bio-One

Global Business Immersion

As part of the Chaifetz School’s commitment to experiential education, short-term immersion courses coordinated by the Boeing Institute offer students the chance to develop cultural competence while gaining unique perspectives on business in international contexts. Easing travel restrictions in 2022 gave undergraduate and graduate students three hands-on learning opportunities abroad.



Explore Global Business Immersion at the Chaifetz School



Hadi Alhorr, Ph.D., director of the Boeing Institute, led undergraduate students on a nine-day international business course in Budapest to gain economic and cultural perspectives on Central Europe. Students visited Bayer, Bunzl, Prezi and more to learn about Hungarian operations of the multinational companies. Students also worked with Barry-Wehmiller Papersystems in Budapest to develop a strategic plan mitigating geopolitical and economic challenges faced by the company.



Executive Master of International Business students traveled to Rio de Janeiro and São Paulo to develop new insights into South American markets. Students connected with local business leaders from Rio Operation Center, Instituto Brasileiro de Petróleo e Gás, Soma Group, GOL Airlines and more. Participants were enlisted to work on a consulting project for clickCompliance. In this project, they applied skills developed in the EMIB program, including critical thinking, collaborative problem solving and interpersonal communication.



Mamoun Benmamoun, Ph.D., associate professor of international business, and Weimin Wang, Ph.D., associate professor of accounting, taught two unique graduate courses in Spain. Students had the opportunity to take one or both courses at SLU-Madrid over 10 days. Faculty supplemented coursework with visits to the European Commission, 3M España and the Boeing Research and Technology Center. Students also learned about Spanish history with a cultural excursion to the city of Toledo.



“I always dreamed of studying abroad but thought it was just that — a dream. The Chaifetz School made it so easy and accessible, especially for students like me who work full-time.”

- Angelique Brown-Wiggin, Professional MBA, Class of 2023



Encouraging Entrepreneurship

In 2021, Nico Bermúdez (International Business, '22) and Miriam Santabarbara (Marketing, '22) founded SLU-Madrid's Entrepreneurship Club. The goal was to connect students with business professionals in the Madrid community to discover opportunities and organize business ideas into concrete projects — then seek out investors and bring concepts to market.

The Entrepreneurship Club was launched as an “incubator” space where students — from diverse backgrounds and across majors — could foster their business ideas alongside professionals.

“Entrepreneurship should not limit itself to business students,” Gonzalo Moreno, Ph.D., Entrepreneurship Club faculty mentor, said. “The idea is that someone who studies medicine can develop business skills related to medicine.”

Since its founding, the Club has held brainstorming sessions, delivered workshops and invited distinguished speakers to address SLU-Madrid's internationally diverse community, including Gour Saraff, the former president of Madrid's Indian Chamber of Commerce, and Álvaro Andrade, director of innovation at ALSA, a leading operator in the Spanish road passenger-transport sector.



Discover
SLU Madrid

SLU Madrid



In 1967, Saint Louis University became one of the first American universities to establish a stand-alone campus in Europe. Today, SLU-Madrid is home to over **1,100 students** from the U.S., Spain and more than **50 other countries** around the world.

10 Business Majors With Courses Available at SLU-Madrid

3 Business Majors Can Be Completed Entirely at SLU-Madrid

60 Chaifetz Students Studying at SLU-Madrid in 2022

Inspiring International Mindsets

SLU's campus in Madrid offers Chaifetz students an opportunity to learn about business in international contexts through immersive, first-hand experiences. Studying in the center of the Spanish-speaking economic world, students gain an invaluable understanding of culture and business abroad. They also develop well-rounded business perspectives from their experience living and working in one of Europe's leading financial capitals.

Saint Louis University students may take coursework from 10 different business majors at the Madrid campus. Three Chaifetz School undergraduate business programs — economics, international business and marketing — can be completed entirely in Spain.

Fostering Cross-Cultural Collaboration

Leveraging technology in new ways, the campuses on two continents provide business faculty in St. Louis and Madrid opportunities to connect students through projects that span economies and cultures. Students learn about new markets while gaining experience working on cross-cultural teams. The hands-on projects further prepare students to collaborate in today's global business environment organizations as they learn to work together in virtual environments across time zones.

Center for Supply Chain Excellence



Growing Global Partnerships

The Center expanded the reach of its popular ISCM Certificate in 2022 with a new global partnership. In collaboration with Incheon National University, the Chaifetz School brought the Integrated Supply Chain Management Certificate to 23 students in the South Korean university's Graduate School of Logistics in fall 2022. The unique partnership will serve as a model for future expansion of the Center's programming to support high-functioning and resilient supply chains worldwide.

Supply Chain for Beginners

The Center for Supply Chain Excellence's SCM 101: Supply Chain for Beginners offers working professionals an opportunity to cultivate their knowledge of an increasingly demanding field. The live workshop was delivered online in spring and fall 2022 at no cost to attendees. The Center designed the six-hour course for those who do some work related to supply chains but may not have formal training in the area, providing foundations in supply chain design, inventory management, logistics and supplier relationship management. Participants were also introduced to practical supply chain management tools that may help impact firms' financial results.

Integrated Supply Chain Management Certificate

The Integrated Supply Chain Management (ISCM) Certificate from the Chaifetz School's Center for Supply Chain Excellence offers comprehensive management development techniques and tools for professionals involved in inventory management, purchasing, warehousing and transportation, project management and lean principles in the overall supply chain pipeline. The Center offered the professional education certificate twice in 2022.

The five-month program included eight courses over 12 full-day workshops covering topics from business analytics and strategic sourcing to managing variability in supply chains and inventories for increased profitability. Participants also worked in teams to apply lessons from each session to a problem they faced at their organization, presenting a comprehensive solution as a capstone to the course.





CELEBRATING THE
EXCEPTIONAL



Welcoming New Faculty Expertise



Sandip Kumar Sarkar

Ph.D.

Sarkar earned a Ph.D. in information systems from the University of Arkansas and joined the Chaifetz School's Department of Operations and Information Technology Management as an assistant professor in 2022. His research examines digital platforms and platform use behavior, including competition, governance and digital transformation of incumbent firms. Sarkar also examines technology addiction, habit and excessive use behavior. His teaching interests in enterprise systems and business analytics include enterprise resource planning, enterprise database and predictive analytics.

Liuqing (Cathy) Mai

Ph.D.

Mai was named an assistant professor in the Department of Finance following more than 15 years of academic experience at Troy University and the University of Missouri-St. Louis. Her research on mergers and acquisitions and capital budgeting has been published in the International Journal of Managerial Finance, the Journal of Financial Economic Policy and The Engineering Economist. Mai currently serves as a journal reviewer of the International Journal of Managerial Finance, The Chinese Economy and the International Review of Accounting, Banking and Finance (IRABF).

Tracy James

J.D.

As an experienced attorney, James brings an extensive background in real estate, higher education, intellectual property and tax and employment litigation to her new role as an assistant professor in the Department of Management. Students will benefit from her insights as a past associate general counsel and 17 years of teaching experience at Saint Louis University School of Law as she offers courses in business law and entrepreneurship.

Norman Guo

Ph.D.

Guo was appointed assistant professor in the Department of Finance after completing his Ph.D. in finance at Georgia State University in 2022. His current research interests include mutual fund performance, stock forecasting, blockchain and the impact of artificial intelligence adoption on hedge fund performance. The Chaifetz School will leverage Guo's expertise in emerging areas of finance to offer new courses on blockchain, business disruption and cryptocurrency at the undergraduate and graduate levels.

Tracy Granneman

M.S.

Granneman joined the Chaifetz School as a full-time instructor in the Department of Operations and Information Technology Management after working in the private sector for 17 years with companies like Centene, Suntiva and Engility Corporation. As a data analytics instructor, her in-demand course content will introduce students to planning, data modeling, data acquisition, analysis and creating visualizations to drive decision-making.



"Cura Personalis is not just a set of words we see on the wall, but an everyday approach on how we educate our students."

- Tracy Granneman, M.S.

Instructor of Operations and Information Technology Management



Motivating Minds, Inspiring Innovation

The Friday Research and Teaching Seminar Series

After debuting in fall 2021, the Chaifetz School's Friday Research and Teaching Seminar Series continued through the spring and fall of 2022. Established and led by Jintong Tang, Mary Louise Murray Endowed Professor of Management at the Chaifetz School, the weekly series brings Chaifetz School faculty and staff together on Friday afternoons to discuss recent research, innovative teaching methods and best practices for enhancing student learning. The development series also fosters opportunities for multi-disciplinary and cross-institutional collaboration.

The Friday Research and Teaching Seminar Series compliments the young faculty mentorship program established at the Chaifetz School in academic year 2021-2022 to connect junior faculty with the School's more senior teachers and researchers. Together, the new initiatives are supporting the growth and development of the School's already talented faculty to maximize impact for students and the fields their research advances.

The Women in Leadership Grant

The Chaifetz School launched a new Women in Leadership Grant program in 2022 to award \$20,000 in grants to faculty and staff engaged in a range of projects on the role of women in leadership. Projects may include research, case study development, allyship template creation and more.

The program was made possible by generous support from Mike Medart (MBA, '82), chair of the Chaifetz Executive Board, who made the gift in honor of his late grandmother.

"She would be proud to know that she helped to advance a number of business minds," Medart said.

12 Community Boards
Served on by
Chaifetz Faculty

20 Editorial Boards
Served on by
Chaifetz Faculty

Honoring Faculty Impact



Chaifetz Scholars Named SLU Research Institute Fellows

Four Chaifetz School professors were named to the inaugural cohort of SLU Research Institute Fellows in 2022 – Bidisha Chakrabarty, Ph.D., Edward Jones Professor of Finance; Marcus Painter, Ph.D., assistant professor of finance; Nitish Singh, Ph.D., David Orthwein Professor of International Business; and Jintong Tang, Ph.D., Mary Louise Murray Endowed Professor of Management.

The professors were formally inducted as SLU Research Institute Fellows at a University ceremony on September 7, 2022. The Fellows were selected for the three-year, renewable appointments based on their scholarly output (publications) and scholarly impact (citations and awards). The research output and impact of the Fellows average at least one standard deviation above that of peers in their field at Carnegie R1 universities.

Established in 2018, the SLU Research Institute seeks to grow Saint Louis University's research capabilities and affirm the University's path to becoming the world's leading Jesuit research university. The Research Institute Fellows are outstanding researchers who both represent the breadth of the University's research enterprise and exemplify the University's aspirations of rigor and impact and SLU's Jesuit research mission.

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It is wonderful to witness SLU leading in research and innovation. I am grateful to be recognized for my contributions at a top-notch research institution.”

*- Jintong Tang, Ph.D.
Mary Louise Murray Endowed Professor of Management*



Recognizing Excellence

Excellence in teaching, research and service of four Chaifetz School faculty was recognized with promotion and tenure through the University's rigorous review process in 2022. Each faculty member has uniquely contributed over their career to the success of the School and our students.



Scott Duellman
Ph.D., Professor

During his tenure at Saint Louis University, Duellman has served the Chaifetz School as chair of the Department of Accounting and interim Edward Jones Dean from 2019 to 2020. His research in corporate governance, managerial overconfidence and misstatements and insider trading has been published in Accounting & Finance, the Journal of Accounting Research and Contemporary Accounting Research. He holds an endowed appointment as the School's Alfred V. Dunkin Professor in Accounting.

Duellman's ability to bridge theory and practice in the classroom is beloved by students. His real-world examples to illustrate complex accounting concepts have brought him numerous teaching awards, including the Beta Gamma Sigma Outstanding Teacher Award in 2015.



Justin Goodson
Ph.D., Professor

Goodson currently leads the Chaifetz School's M.S. in supply chain management program as director and holds an endowed appointment as Father Davis Professor. He has been consistently recognized for excellence in the classroom, with high marks from students at the undergraduate, graduate and professional levels. Goodson frequently shares his best practices with leading educators as a co-chair of the Institute for Operations Research and the Management Sciences' teacher effectiveness colloquium.

His multidisciplinary optimization research has appeared in top journals in nursing, engineering and transportation. Goodson's impactful contributions to the field have been recognized by multiple Chaifetz School awards and the inaugural Meritorious Service Award from Transportation Science in 2021.



Palash Bera
Ph.D., Professor

Bera's service to the Chaifetz School has included serving as chair of the Department of Operations and Information Technology Management, interim associate dean for graduate programs and an endowed appointment as Father Davis Professor. His innovation in the classroom created the One-Year MBA Program's data analytics practicum and expanded the initiative to a 10-month paid consulting experience for students to gain valuable experience working with corporate and nonprofit partners in 2022.

A leading researcher in the field of data analytics, Bera's recent work has focused on the emerging method of eye tracking and how eye behavior can be used to understand various cognitive processes.



Fei Tan
Ph.D., Associate Professor
With Tenure

Tan's tenure at the Chaifetz School has been marked with an outstanding record of scholarship. His insightful research offers meaningful implications for public policy in today's complex economic environment and has been published in journals such as Computational Economics, Macroeconomic Dynamics and the Journal of Macroeconomics. Tan's publication "Analytic Policy Function Iteration" in the Journal of Economic Theory in March 2022 marks the recognition of his work by one of the premier journals in economic theory.



Sun and Duellman Explore Accounting Conservatism

Research from Yan Sun, Ph.D., department chair and Gustave K. Klausner Endowed Professor of Accounting, and Scott Duellman, Ph.D., Alfred V. Dunkin Professor of Accounting, was featured in Contemporary Accounting Research. The study, “Target’s Accounting Conservatism and the Gains from Acquisition,” finds accounting conservatism benefits both equity buyers and sellers in acquisition transactions. Research contends that the use of conservatism by an acquisition target: 1) reduces risks for acquirers of acquiring underperforming assets and overpaying for well-performing assets; and 2) provides greater verifiable information acquirers may use to better estimate and realize synergies of the combined firm. With those benefits, Sun, Duellman and colleagues find greater accounting conservatism leads to an increased likelihood that firms will receive merger and acquisition bids. Ultimately, target firms’ accounting conservatism increases the deal premium and announcement returns for targets and acquirers.

Research in Action



Bansal Reexamines Equity Risk-Return Tradeoff

The risk-return tradeoff in the equity market is a central concept in finance. While theory generally predicts a positive linear risk-return relationship, the empirical evidence has been mixed. In “Bond Risk’s Role in the Equity Risk-Return Tradeoff” published in the Journal of Financial Markets in September 2022, Naresh Bansal, Ph.D., professor and chair in the Department of Finance, and colleagues reexamine this issue in a multi-risk framework with the Volatility Index (VIX) and T-bond risk (MOVE). They find that the partial relation between MOVE and the equity premium varies with economic conditions, especially becoming more negative in late 1997. By accounting for this economic variation, the researchers uncover a positive linear relationship between the VIX and the equity premium. Their findings are evident over different return horizons and are robust to the inclusion of standard predictive state variables.



Tang Receives Best Paper Award

Jintong Tang, Ph.D., Mary Louise Murray Endowed Professor of Management at the Chaifetz School, received the Best Paper on Entrepreneurial Cognition Award presented by the Kauffman Foundation at the Academy of Management’s 2022 Annual Meeting in Seattle. Tang’s research, entitled “Speaking of Opportunities: The Effect of Language on Entrepreneurial Alertness,” studies how future time reference in linguistic structures helps shape entrepreneurial alertness, theorizing that entrepreneurs’ early language imprint persistently affects their alertness and that both individual and environmental contextual factors may alter this effect. The work was published in the Academy of Management journal in July 2022. Tang has published numerous papers on entrepreneurial alertness in her career and says the topic has been a passion of hers since she was a doctoral student.

Top of Their Fields



Carlson Begins Term as AMS President

Brad Carlson, Ph.D., professor and James J. Pierson Endowed Chair in Marketing, began a two-year term as President of the Academy of Marketing Science (AMS) on July 1, 2022. Carlson has been an active member of the leading professional organization for the past 10 years, serving as president-elect, vice president for programs, associate director for programs, co-chair of multiple doctoral consortia, annual conference co-chair and track chair for multiple AMS conferences. Carlson has been a professor

in the Department of Marketing at the Chaifetz School since 2008, teaching undergraduate, graduate and doctoral-level courses and serving as program director of the School’s Ph.D. in international business and marketing from 2016 to 2021. He was the recipient of both the Innovation in Teaching Award and Tenured Faculty Service Award at the Chaifetz School’s 2022 Excellence Awards.



Niederman Receives Lifetime Achievement Award

Fred Niederman, Ph.D., Shaughnessy Endowed Professor of Management at the Chaifetz School, received the 2022 Lifetime Achievement Award from the Association for Computing Machinery’s Special Interest Group for Management Information Systems and Computers and People Research. The award, presented at the organization’s annual conference in July 2022, recognizes excellence in the management information systems (MIS) profession and honors those who have served as superior role models

to their peers through technical innovations, publications, leadership, teaching, mentoring and service to the MIS community. Niederman has been a leader in the field for more than 30 years, serving as Editor in Chief for Communication of AIS Journal, Senior Editor of the Journal of AIS and past chair of ACM SIGMIS. He has published 86 papers in refereed journals. As a professor at the Chaifetz School of Business since 1999, Niederman has taught more than 3,000 students in more than 120 delivered courses.

Honoring Faculty Achievement

In March 2022, six Chaifetz School scholars and Edward Jones Dean Barnali Gupta were among 19 newly endowed or reappointed named faculty positions recognized by the University in an annual investiture ceremony. The event honors the donors whose generosity established endowed chairs and professorships, as well as the scholars whose research, service and teaching achievements led to their appointments for the notable positions. The 2022 ceremony marked the establishment of two new endowed positions and the elevation of one previously endowed professorship to that of an endowed chair within the School.

Barnali Gupta, Ph.D.
Edward Jones Dean
Chaifetz School of Business

Hadi Alhorr, Ph.D.
Paul G. Lorenzini Endowed Professor
International Business

Mark J. Arnold, Ph.D.
Clarence Louis and Helen Irene Steber Professor
Marketing

Patricia Bagsby, Ph.D.
Medart Chair
Family Business

Fred Niederman, Ph.D.
Martin and Agnes T. Shaughnessy Professor
Business

Nitish Singh, Ph.D.
David Orthwein Endowed Professor
International Business

Yan Sun, Ph.D.
Gustave K. Klausner Professor
Accounting

26 Peer-Reviewed Publications in 2022

900+ Total Years of Teaching Experience by Chaifetz Faculty in 2022

13 Endowed Positions

57 Full-Time Faculty



SETTING
THE WORLD
ON FIRE



Setting the Standard

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“SLU is uniquely placed to offer a great resource for the St. Louis community. It’s a place to educate and form people for other people in the Jesuit tradition.”

- Paul Christopher
Economics, '83



The Chaifetz School aims to equip students with the means to change the world. Business Billikens graduate with an entrepreneurial spirit, an innovative mindset and a commitment to servant leadership. Some alumni build careers at the nation’s largest companies, while others forge their own paths with startups or new business ventures. Wherever they go, Chaifetz graduates find success — advancing communities and the people in them.

Paul Christopher

Economics, '83
Managing Director - Head of Global Market Strategy, Wells Fargo

As head of global investment strategy at Wells Fargo, Chaifetz alumnus Paul Christopher works to help clients meet investment objectives while controlling risk in portfolios.

“It’s a mistake to think that the tools we learn in business are enough by themselves to be good business people,” Christopher said. “You have to combine that with compassion for our fellow human beings.”

The Chaifetz School’s Jesuit mission pervades Christopher’s business and interpersonal interactions. Rather than basing strategy purely on numbers, he identifies investment opportunities through the way people live, work and play.

“As I’ve matured and worked around the world, I’ve come to interpret the mission in a constructive way, especially as a leader,” Christopher said. “It means servant leadership — there’s nothing more important than setting a good example.”

Christopher believes he learned positive leadership through the example set by professors at Saint Louis University. He shared they inspired him to view business practices through the lens of humanity and gain a rich understanding of diverse populations.

Christopher believes the Chaifetz School will continue to create young professionals who balance compassion with expertise.

“SLU is uniquely placed to offer a great resource for the St. Louis community,” Christopher said. “It’s a place to educate and form people for other people in the Jesuit tradition.”

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“I show up with a full heart for my team members, who want an authentic, genuine leader to be there for them.”

- Fred Bendaña
International Business and Marketing, '99



Fred Bendaña

International Business and Marketing, '99
Vice President and General Manager of Sales and Buyer Enablement, Evernorth

Since graduating from the Chaifetz School in 1999, Fred Bendaña has dedicated his career to driving growth and engagement for the organizations he leads.

Bendaña serves as vice president and general manager of sales and buyer enablement for Evernorth, the health service business of The Cigna Group.

He aims to keep health care simple, affordable and predictable so communities thrive.

“We deliver health care in a very personal way,” Bendaña said. “We eliminate barriers to care and strive to make the system work better for everyone.”

Evernorth, which includes Express Scripts, Accredo, eviCore and MDLIVE, serves 180 million people annually. As a result, Evernorth employees make it their mission to improve the health and vitality of those we serve. Bendaña and his teams work to connect care across pharmacy, care and benefit solutions through bold and innovative thinking.

“The health care system is complex — often when one seeks care they are confused, overwhelmed and unclear what actions to take,” Bendaña said. “We’re looking to make it more simple, predictable and transparent.”

As part of an organization with 70,000 team members across the globe, Bendaña strives to be a servant leader. He credits SLU with teaching him the importance of social justice, equality and development of the whole person.

“I show up with a full heart for my team members, who want an authentic, genuine leader to be there for them,” Bendaña said.

Bendaña shared that the Chaifetz School not only imparted knowledge to him but also changed his perspective on business — he learned to show up as his whole self and view each decision through a human lens. Bendaña deeply appreciates his time at the Chaifetz School, emphasizing his formative undergraduate experience continues to show up in his life.

“Many of the decisions, friendships and relationships that you make, even as an undergraduate, pull forward 25 years,” Bendaña said.

Andrew Fehlman

Entrepreneurship, '08
President and Chief Executive Officer, Solarity

Since 2008, Chaifetz School alumnus Andrew Fehlman has worked with Solarity, an international health care technology company. He began as a sales executive after graduating, but his entrepreneurial spirit propelled rapid advancement. Solarity promoted Fehlman to vice president of sales in 2012, then president and chief executive officer in 2019. Today, he leads over 500 employees across 40 states.

"Every day, I seize the opportunity through entrepreneurship and capitalism to improve or impact the health care delivery of our country," Fehlman said.

Fehlman stated that Solarity heavily focuses on research and development. Under his guidance, Solarity developed a proprietary software product for some of the largest health care systems in the world, such as Johns Hopkins Medicine. Solarity products enhance data collection and utilization, empowering health care providers to adopt data-driven approaches to improve patient care.

"Solarity, through AI, identifies, understands and interprets information and delivers it into the healthcare system," Fehlman said. "We connect clinical information around the world so providers can treat patients."

The company searches for advanced automation solutions for health care data, so its primary focus remains on the people at the center of each interaction. With automated data intake at hand, hospital staff members are free to utilize their time to improve health and save lives.

"We're focused on reducing costs for clients and providing better outcomes so businesses can invest in new opportunities to serve patients," Fehlman said.

Fehlman credits the Chaifetz School of Business for providing invaluable knowledge and connections. Through the Entrepreneur in Residence program, he met Jerome Katz, Ph.D., professor of business and Robert H. Brockhaus Endowed Chair in Entrepreneurship, who became a mentor for him. Katz connected Fehlman to multiple small business owners as a student, one of which owned Solarity.

"I'm where I am because of a mentor who volunteered his time," Fehlman said. "I'm now trying to do the same in return."

Fehlman has enjoyed his transition from student to supportive alumnus. In 2022, Fehlman received the Chaifetz School of Business Entrepreneurial Alumni of the Year award for his work transforming Solarity from a service bureau to a software company.

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"Solarity, through AI, identifies, understands and interprets information and delivers it into the healthcare system. We connect clinical information around the world so providers can treat patients."

- Andrew Fehlman
Entrepreneurship, '08



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"From the international business perspective, there are a lot of logistics that go into a product and equipment. Understanding geopolitical situations, logistics and supply chain issues around the world was helpful in making decisions about my company."

- Juliana Scheidhauer
Executive Master of International Business, '22



Juliana Scheidhauer

Executive Master of International Business, '22
Founder and Chief Executive Officer,
Reimagine Resources

While Juliana Scheidhauer was studying at the Chaifetz School in 2020, she was inspired to merge her passion for fitness and business into a startup venture. After earning her master's in international business in the summer of 2022, Scheidhauer became the founder and CEO of Reimagine Resources — a company making fitness accessible through pre-owned fitness equipment, repair services and beyond.

"We strive to make the world a better place by creating a positive impact in the lives of people globally through fitness and fun," Scheidhauer said.

As the founder of a startup company, Scheidhauer wears many hats day to day. Nearly all business operations involve her input — she handles supplier negotiations, financial management and website updates. Some days, she keeps close to the core function of her business by working on equipment repairs personally.

She also strives to make a positive impact on the world around her. Though a fairly young venture, Reimagine Resources provides product donations, equipment recycling, community engagement and education reimbursement for her team members.

"It's part of the mission for the people working for us — being part of a team and making an impact externally," Scheidhauer said.

Scheidhauer noted the lessons she learned at the Chaifetz School pushed her to pursue entrepreneurial opportunities. She could see how every piece of the curriculum directly applied to real life and used what she learned to her advantage.

"From the international business perspective, there are a lot of logistics that go into a product and equipment," Scheidhauer said. "Understanding geopolitical situations, logistics and supply chain issues around the world was helpful in making decisions about my company."

The St. Louis Business Journal recognized her innovative spirit in 2022, granting her an "Inno Under 25" designation. As Scheidhauer's success continues, she remains grateful for the knowledge and encouragement she received from the Chaifetz community during the formative years of her business.

"I love SLU because of its mission and focus on making yourself better along with the world around you," Scheidhauer said.



ACCELERATING
EXCELLENCE



Investing in Tomorrow

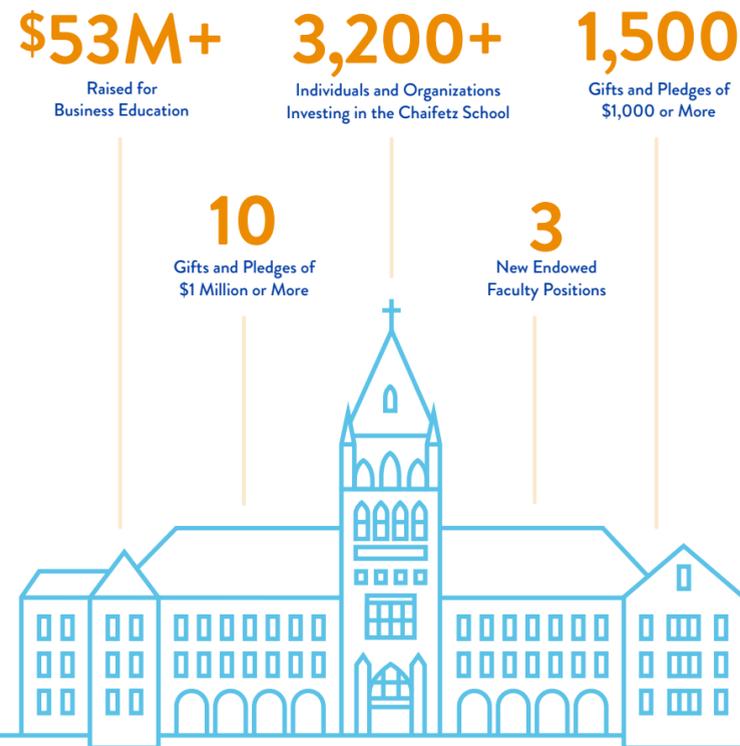
By the Numbers

Thanks to extraordinary support from Saint Louis University donors, including University trustees, alumni, parents, faculty, staff, foundations and corporations, SLU successfully concluded the Accelerating Excellence campaign in June 2022. The four-year, comprehensive campaign exceeded its \$500 million goal by \$104 million, raising a total of \$604 million to advance SLU's vision as a global Jesuit university that is mission-focused, student-centered and research-driven.

An essential component of the University's success, investing in business education was a key campaign priority and the Chaifetz School community enthusiastically supported Accelerating Excellence's vision for SLU's remarkable future.



Learn More About Business Education as a Priority of Accelerating Excellence



Transforming Business Education

During the Accelerating Excellence campaign, SLU alumnus and trustee Dr. Richard A. Chaifetz and his wife, Jill Chaifetz, increased their University giving to \$28 million with a transformative \$15 million gift to business education and a \$1 million gift to athletics at Saint Louis University. In recognition of their generosity, which included \$12 million to enable the construction of the Chaifetz Arena in 2007, SLU named its nationally ranked business school the Richard A. Chaifetz School of Business and its entrepreneurship center the Chaifetz Center for Entrepreneurship.

Chaifetz is a world-renowned entrepreneur and business leader who, in 1984, founded ComPsych Corporation — the world's largest provider of employee assistance programs and behavioral health and wellness services. The company, of which he remains chairman and CEO, provides services to over 160 million individuals and 65,000 organizations in more than 190 countries. He also is the founder and chairman of the private investment firm Chaifetz Group, which provides capital for venture, growth equity and acquisitions. He has been a member of SLU's Board of Trustees since 2007 and was an inaugural member of the Chaifetz School's Entrepreneurial Hall of Fame.

The gift from Richard and Jill Chaifetz will support our educational mission and is already serving to advance the Chaifetz School of Business in building our reputation nationally as among the best business schools in the country.

Opening the Door to Education

While the Chaifetz School continues to raise its national profile, the School remains committed to enhancing access for all to its one-of-a-kind business education. Student scholarship support was a key priority of Accelerating Excellence, and Chaifetz supporters answered the call.



Amy Fehlig Kendall and Greg Kendall

Motivated by a shared passion for inclusion in business, Amy Fehlig Kendall (Marketing, '91; MBA, '98) and her husband Greg Kendall made a gift to establish the Kendall-Fehlig Champions of the Magis Endowed Scholarship at the Chaifetz School in June 2022. The scholarship will be awarded annually to an undergraduate business student at SLU, with preference given to historically underrepresented, first-generation students with a minimum GPA of 3.0 and demonstrated financial need.

"We are grateful for the strong foundation SLU provided for multiple generations of our family and want to provide opportunities for others to experience this special place as well," Fehlig Kendall said.

The couple also supported the 2022 SLU Giving Day with a pledge to match all gifts to the Chaifetz School up to \$40,000. The annual day of giving raised \$338,091 with 1,036 contributions made in just 24 hours.



James and Merry Mosbacher

Since retiring from Edward Jones, James Mosbacher (Accounting, '77) and his wife Merry Mosbacher have continued their commitment to arts and education within the St. Louis community. During the Accelerating Excellence campaign, the Mosbachers built on past business scholarship support at SLU with gifts to establish two new scholarships — one endowed and one term — in the Chaifetz School of Business. The James and Merry Mosbacher Scholarship will provide financial aid to undergraduate student-athletes studying business who are not already receiving a full athletic or academic scholarship.

Combined with previous gifts to the Chaifetz School's undergraduate Business & Administration Scholarship Fund, the Mosbachers' lifetime giving to SLU and the Chaifetz School surpassed \$1 million in 2022.



Dan and Sarah Wessel

For Dan Wessel (Accounting, '91) and his wife Sarah (Sikora) Wessel (Arts & Sciences, '92), Saint Louis University and its Jesuit mission have become a family tradition. The Wessels honored SLU's impact with gifts to establish two new scholarships during Accelerating Excellence. The Dan and Sarah Wessel Scholarship, established in 2019, is awarded to undergraduate accounting students. The Dan and Sarah Wessel International Studies Scholarship, created in 2021, is awarded to undergraduate students studying international business or French. Both scholarships are granted to students demonstrating financial need.

"Sarah and I have so many great memories and friends from our undergrad days, and now our children are encountering some of the same experiences," Dan Wessel said. "With so many children, siblings and friends influenced by SLU, the decision to give back was an easy one for us."

\$13.6M Raised for Student Scholarships



59 New Scholarships Established

Many Hearts Beat for One Mission

Your gift to the Chaifetz School of Business transforms the hearts behind business.

At the Chaifetz School of Business, we bring innovation and positive change to communities beyond campus lines. Business is not a transactional enterprise. Your engagement and support will elevate our nationally-recognized business programs and inspire a new generation of leaders to bring heart to every interaction.

Where Mission Meets the Market, there is always a place to further your passion — make a gift online at giving.slu.edu/CSB or contact us to discuss opportunities to invest in the future of business education at Saint Louis University.



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