We are delighted to share with you the many accomplishments of our students, faculty, and staff during this past academic year. We continue to implement our strategic plan, guided by our core values, which emphasize our student focus.

As you will read in the pages ahead, we have much to celebrate. The contributions our students and faculty have made in their respective fields extend well beyond the confines of campus, presenting opportunities to shape the future and redefine the business landscape. As an example, on page 11, you will read about a grant received by one of our accounting faculty to research emerging technology, which enables data to be transferred safely and securely across the web.

Our strength comes from our community, and we are grateful for the students, faculty, staff, alumni, and supporters who enhance the opportunities we are able to provide for academic discovery and growth. Our Teacher-Scholars continue to deliver an outstanding education to our students within and outside the classroom, all while producing scholarship that advances knowledge.

As I look toward transitioning to the faculty in the coming year, I welcome Dr. Mickey Quiñones to the Spider family and know he will continue to build on our tradition of excellence.

Sincerely,

NANCY BAGRANOFF
Dean
**Women on Boards Panel Discussion**

“What is the reputation? What are the ethics—of the company, of the people—that you will be joining? That really would supersede anything else.”

**CANDY DUNCAN**, board member of Discover Financial, on her involvement with corporate boards of directors.

**Better Together**

The Robins School’s two business fraternities are run by Claire Griffiths, ’20, and Jen Brennan, ’20. Because of a friendship that began during their first year on campus, their priority is comradery rather than competition. Both Delta Sigma Pi and Alpha Kappa Psi are committed to networking and developing professional skills.

**Learning Across the Pond**

“I try and show students the breadth of what they can do within the accounting profession.”

**JOYCE VAN DER LAAN SMITH** took accounting students to London as part of her Global Accounting Perspectives course to learn firsthand how international financial reporting standards are used. While there, students visited Lloyd’s of London and PwC, and met with members of the International Accounting Standards Board.

**Seeing the World**

Over 50% of Robins students study abroad during their time on campus, and this year we wished safe travels to 156 students as they attended universities in locations ranging from South Korea to Argentina and New Zealand to Spain. In their place, we welcomed 73 international exchange students from 27 universities to campus.
INNOVATIVE ACADEMIC EXPERIENCE IN A STUDENT-FOCUSED ENVIRONMENT

Introducing a Business Analytics Concentration

“Introducing a Business Analytics Concentration

Our goal is to teach students the necessary information systems and analytical techniques that can be used across all types of business problems. Through this concentration, students will know how to think like a data analyst and have the hard skills necessary to incorporate data analytics in their everyday jobs, irrespective of industry or business discipline.”

DR. TOM MATTSON
Assistant Professor of Management

Empowering Future Entrepreneurs

The new entrepreneurship minor is designed to provide students with knowledge and training that will allow them to practice their studies within start-up and small business environments.

“Through project and case-based experiences, the program encourages cross-disciplinary collaborations among students, and teaches them how to conduct experiments that help mitigate the risks inherent in innovation.”

DR. DOUG BOSSE
Department Chair and Professor of Management

On the Road

Student Managed Investment Fund (SMIF) in NYC

“On the Road

Senior students who serve as managers of SMIF travel annually to NYC to visit with alumni and executives to get a glimpse into life and work on Wall Street.”

A meeting with a four-time parent of UR graduates at Edgewood Management helped inform our strategy in the growth fund all year long. The interactions with alumni and leaders proved invaluable as we found success in managing the fund.

JEREMY LACY, ’19, SMIF General Manager

Building Better Business for Tomorrow

“Building Better Business for Tomorrow

Thanks to a generous gift, the EY Innovation Lab has become a space for collaboration—between business students and faculty, across schools and disciplines, and with community business leaders.”

KEITH SHEEHAN, ’04, Senior Manager, Assurance Services, EY

Spiders in Marketing and Communications

Marketing students visited companies in NYC to learn from alumni about daily life in the industry.

“Spiders in Marketing and Communications

Being able to visit leading firms such as LinkedIn, SiriusXM, and Oberland with Spider alums as their hosts was a warm and insightful experience for our marketing students. They were able to witness what marketing looks like in practice while getting superb advice on how to make the transition from Robins into the ‘working world’ from the very people who successfully did it before them.”

DR. JOEL MIER, on marketing students’ trip to NYC
Advice from the Experts

Hosted through the Robins Executive Speaker Series and C-Suite Conversations programs, this year’s speakers included Rick Klau, L’96, of GV; Lauren Dillard of The Carlyle Group and Marc Holliday of SL Green; Courtney Paulk, L’00, of Hirschler; and Tom Farrell of Dominion Energy, among others.

“Any hardships you have, those are blessings. Anything difficult you’ve been through and gotten through, you’ll look back and say it stretched me—now I’ve grown, now I know.”

ANDREW SURWILLO, B’92

founder and CEO of Atlantic Coast Brands

Arne Duncan, former U.S. Secretary of Education, and John Rogers, founder of Ariel Investments, discussed their 40-year-long friendship and professional accomplishments.

“I’ve always known what is possible. I’ve known how hard that work is—trying to create more opportunities whether it’s in Chicago, across Chicago, or internationally. Talent is a lot more evenly spread in our country than opportunity, and our family’s work has been to try and make that opportunity a little more ubiquitous.”

ARNE DUNCAN on the root of his passion for education

Taking Home First Place

Five Robins School students competed with 23 teams from universities around the country to take home first place in the Indiana University Team Selling Competition. Competing teams have the opportunity to bring their classroom knowledge and experience and apply those skills in a selling situation that is realistic and relevant in today’s market.

“When they announced us as the winners it was a feeling of accomplishment, knowing all the work we put in had paid off. Now we get to say we’re the best sales team in the nation.”

DEJON BRISSETT, ’19

20+ Years of University Service Recognized

Bobby Ukrop, B’69, former CEO of Ukrop’s Homestyle Foods and University Trustee, was inducted into the Robins School Alumni Hall of Fame, recognizing his significant accomplishments in business and service.

“His character, ethical standards, trustworthiness, sense of direction, community service, loyalty to his alma mater, business acumen, and family leadership set good examples for us all. He is respected, honored, and applauded for his leadership throughout the city of Richmond, the state of Virginia, and especially as an alumnus of this institution.”

DR. BRUCE HEILMAN, chancellor and president emeritus of the University of Richmond
Collaborative Pedagogy

Representatives from core courses in each major were appointed to coordinate content that ensured more consistency across all students in the Robins School. This heightened exchange among faculty of different departments, facilitated by the Robins Teaching Fellows, provided the added benefit of helping all faculty become aware of the opportunity for cross-collaboration across departments.

New Faces in Queally Hall

This year we welcomed several new faculty who brought with them impressive resumes, expertise in emerging areas of significance, and an eagerness to make an impact in the classroom. Their fields of research include examination of entrepreneurial antecedents to organizational participation in CSR, machine learning, valuation of lawyers’ involvement in M&A negotiations, and the economic impact of international migration.

Investigating Blockchains with Research Grant

The American Institute of CPAs Assurance Research Advisory Group awarded Ashley Austin, assistant professor of accounting, with its annual award for research that addresses important assurance topics. Austin’s research on blockchain technology examines how this emerging technology is transforming the accounting and auditing professions.

Improving Global Auditing Standards

Accounting professor Marshall Geiger is studying the factors that influence how auditors evaluate financially distressed companies with the help of an international grant from the Foundation for Auditing Research. The goal of studying these human factors is accurate audits that better signal when companies are failing.

TEACHER-SCHOLARS INVESTED IN TEACHING & SCHOLARSHIP

Joe Ben Hoyle Teaching Fellowship

Joe Ben Hoyle has taught accounting since 1979, and has been named time and again as a favorite professor, not only by Robins students but also by Bloomberg Businessweek. This year he was recognized with a teaching fellowship in his honor, to be held by him until his retirement.

“During my 48 years in the classroom, I have had the good fortune of working with thousands of fascinating students who have responded with serious thought to my many strange and complicated questions. When it works, education is like a dance where the teacher and students come together to create something that is truly beautiful.”

JOE BEN HOYLE
INTEGRATING THE BUSINESS SCHOOL INTO THE LARGER COMMUNITY

THE RICHMOND MBA

Professional Development

Based on feedback from regional industry leaders, the Voice of Industry (VOI) Professional Development Series launched, which consisted of eight workshops/presentations focused on interpersonal and professional development. The VOI report states that professionals must be able to lead by:

(1) asking good questions,
(2) communicating complex concepts, and
(3) influencing others to embrace and act on data-driven strategies.

Through the series, students gained insights to: conduct and lead analytical projects designed to deliver new insights; communicate those insights to senior level executives; make recommendations to drive strategy; and deliver results.

Capstone Success

Duncan Pitchford, GB’18, worked as a lawyer for 15 years, but was looking to make a change. He completed a Capstone Project for Hydro Aluminum, and a few months later, accepted a job and started a new career with the organization.

He presented a complete, holistic integration plan, and we went on to submit it up to our next level of management. It didn’t feel like I was working with a student, it felt like I was working with a professional.

MATT ABOUD, president of Hydro Aluminum Metals USA and adjunct professor for The Richmond MBA

FALL 2018 MINI MBA STUDENT

New Positioning for the MBA

Following feedback from students and a consultant’s recommendation, The Richmond MBA is now positioned as “a Full MBA you can complete at your own pace.” This new positioning reflects the combination of world-class academics with extensive networking, professional development, career coaching, and mentoring, all of which make The Richmond MBA one of the best in the country — and comparable to any full-time program.

EXECUTIVE EDUCATION

Graduate-level Coursework in a Mini Package

Executive Education’s flagship program, the Mini MBA is an intensive 14-week program providing a practical foundation in current business practices. The Mini MBA consistently attracts professionals from a variety of industries which adds a key component to the learning experience. This year’s cohorts included students from energy, banking, healthcare, technology, manufacturing, construction, education, and the arts.

A great survey course to learn business basics that you can put to work straight away.

FALL 2018 MINI MBA STUDENT

Summer Business Institute

Before heading off to summer jobs and internships, non-business majors spent two weeks gaining a practical foundation in current business practices. Through interactive classes, case studies, and problem-solving exercises, students gained valuable business understanding from the Robins School faculty. This year’s students included those from University of Richmond as well as University of Virginia, James Madison University, Pepperdine University, and Kennesaw State University.

Almost any career path you take requires some understanding of business knowledge. I want to be able to hold my own in the business world, and this program gave me the tools to do just that.

2018 UR GRADUATE, PPEL major and environmental studies minor

Minority Business Enterprise Executive Management Program

Now in its eleventh year, this program is a partnership between the Carolinas-Virginia Minority Supplier Development Council and the Robins School to support the development of CEOs of certified minority-owned business enterprises. It encourages networking and promotes the growth of diverse businesses across the region.

The fall 2018 Minority Business Enterprise cohort
The University is celebrating another generous year of Spider giving. Gifts large and small have a tremendous impact on student lives for generations to come. We are proud of our many accomplishments, and endeavor to continue offering the resources and experiences that enable students to lead lives of meaning and purpose.

TO MAKE YOUR GIFT:
return the enclosed envelope or visit givenow.richmond.edu/robins

There are several ways to give, and friends of the Robins School, from staff pledges and senior gift officers to Executive Advisory Council members and parents, are important parts of our annual philanthropy.

For me, participating in UR Here, the University’s first Giving Day, was more than a financial contribution. It was about giving back to students and colleagues who work hard to make the Robins School so special. Contributing to the Richmond experience makes me feel more invested in the work I do every day.

DEBBIE FISHER
Assoc, Director of The Richmond MBA

I find the Robins School of Business to be a uniquely comprehensive program that not only provides necessary technical skills in each discipline but, more importantly, fosters accountability, a proactive approach, creative problem solving, collaboration, and professionalism-characteristics that are essential to any path a student will pursue.

PETER MCNITT, P’15, ’17, ’19

It seems as the years since my graduation grow in number, my connection to the University of Richmond has only deepened. My service on the Robins School’s Executive Advisory Council has provided a view into the school’s beautifully executed strategy to create a rigorous and innovative learning experience that prepares its students through challenging curriculum, practical experiences, and the development of professional skills. It is inspiring to see these incredibly talented and accomplished students endeavor to make meaningful contributions to business and the global marketplace.

DAVID LYONS, B’87

Being involved on the Senior Class Gift Committee gave me a chance to interact with classmates that I hadn’t known previously. University of Richmond really became a home away from home for me, and I wanted to make sure every future student has the opportunities and life changing experiences that I had.

AMANDA BRADY, ’19

GIVING FOR THE FUTURE
Xinyu (Lavinia) Deng, '20, accounting major, during her international travels in Greece.