

# Welcome to the USD School of Business!



Stephen Conroy, PhD  
Associate Dean, Undergraduate Programs  
Professor of Economics

# Congratulations!!!



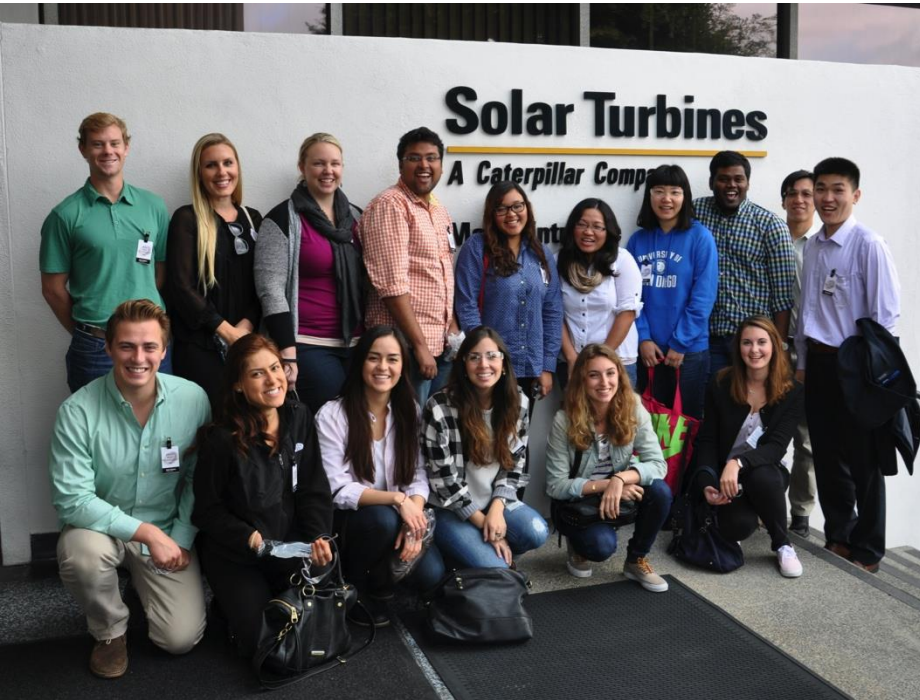
Who are we???

# School of Business Mission

## Mission

We are committed to developing socially responsible leaders with a global mindset through academically rigorous, relevant and values-based education and research.

# Demographics



USD: 8,508 students  
School of Business:  
1,832 business majors  
(1,602 students)  
45 percent female  
55 percent male

# Declaring a Major/Minor

- Admission to USD is conducted at the university level, not by major.
- Students may change majors or minors at any time! Very easy to do at USD!
- Finance majors have increased from 248 to 508 in ~6 years! (We adapt to changing markets.)

# Undergraduate Business Majors (8)



Accountancy

Business Administration

Business Economics

Economics

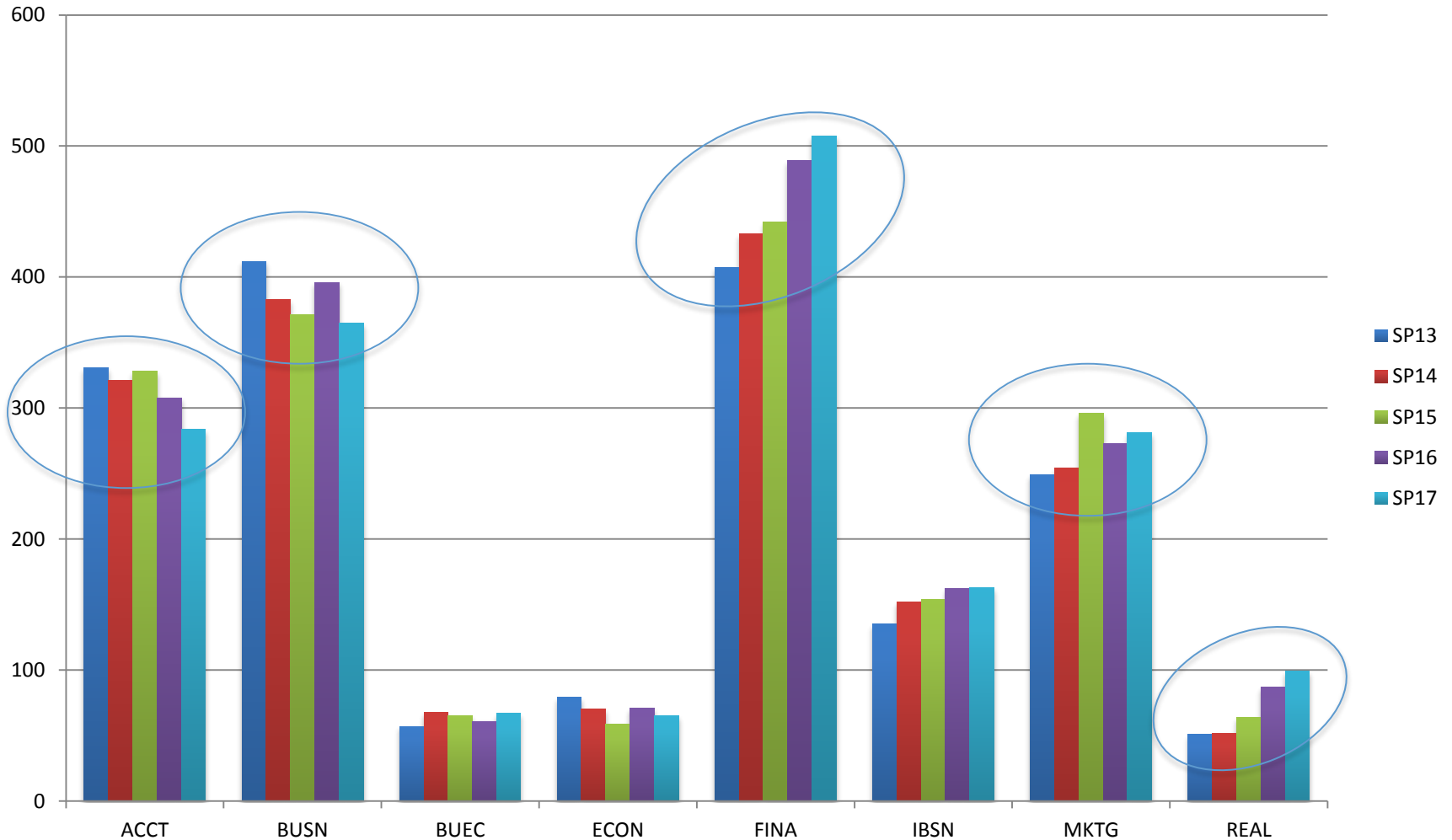
Finance

International Business

Marketing

Real Estate

# Major Popularity





# Undergraduate Business Minors (12)

All Major Fields (minus Bus. Econ.) . . . Plus these:



\*Entrepreneurship

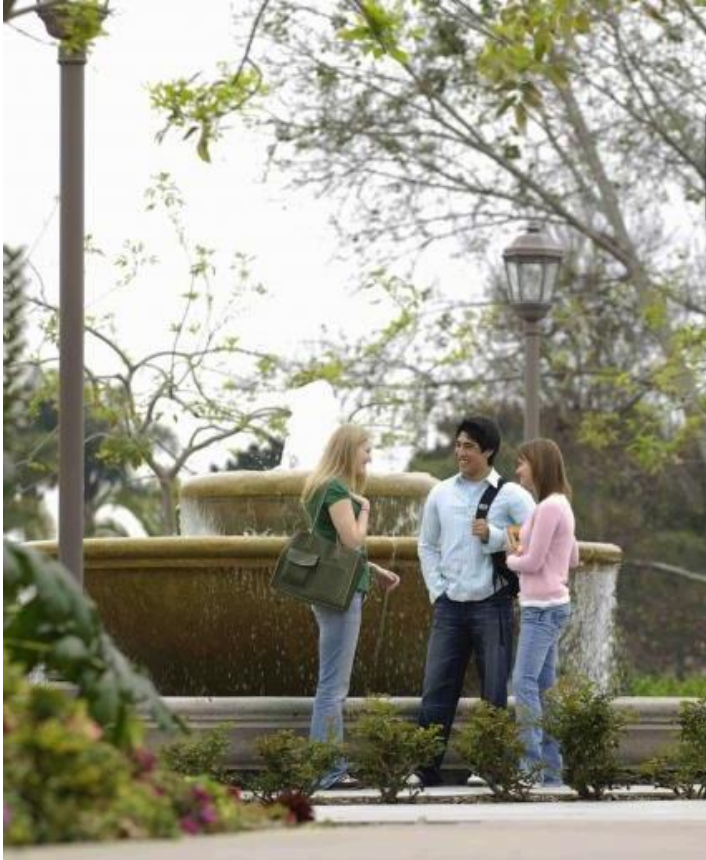
\*Supply Chain Management

\*Information Technology  
Management

\*Law & Ethics

\*Management

# Graduate Programs



MBA

**MS Finance** (One-Year, Non-Experience-Based Program)

MS Real Estate

MS Supply Chain Management

MS Accounting and Tax

MS Executive Leadership

MS Global Leadership

# Accreditation



- AACSB accreditation
- 727 accredited business schools worldwide
- Business and Accounting Accreditation
- Pursuing accreditation in Europe through EQUIS

# Rankings-Undergraduate



## Bloomberg BusinessWeek

- Top 60 since 2007

In 2016: #53

#4 on the West Coast



## USA Today

- Accounting #20
- Marketing #42
- Finance #63

# Rankings-Graduate



## Financial Times

- #28 in the U.S./#59 in the world for MBA program (2016)

## Military Times

- Best for Veterans #28



## Princeton Review

- Greatest opportunities for Women #2
- Best Green MBA #6
- Best Opportunities for Minorities #6



# Rankings-Graduate



## BusinessWeek

- Part-time MBA #13



## U.S. News

- Online Graduate Business Programs (Supply Chain) #9

# Outstanding Teaching—Our Specialty

- Small class sizes
- Qualified professors--not teaching assistants!
- Internships and experiential learning
- Faculty rated A+ /A



# Professional, Personalized Advising





# Business Faculty



- Full-time, dedicated faculty (88)
- Hundreds of published articles
- Numerous published books
- Internationally Focused

# Business Faculty Research



Thomas Copeland

[University of San Diego](#) School of Business  
[Corporate Finance](#), [Capital Markets](#), [Experimental Economics](#), [Firm Valuation](#)

[20,326 Citations in Google Scholar](#)



David Pyke

School of Business, [University of San Diego](#);  
Professor of Operations

[6,952 Citations in Google Scholar](#)



Robert M. Bowen

Distinguished Professor of Accounting, [University of San Diego](#)  
[Financial reporting](#), [disclosure](#), [corporate governance](#)

[5,501 Citations in Google Scholar](#)

# Recent Publication

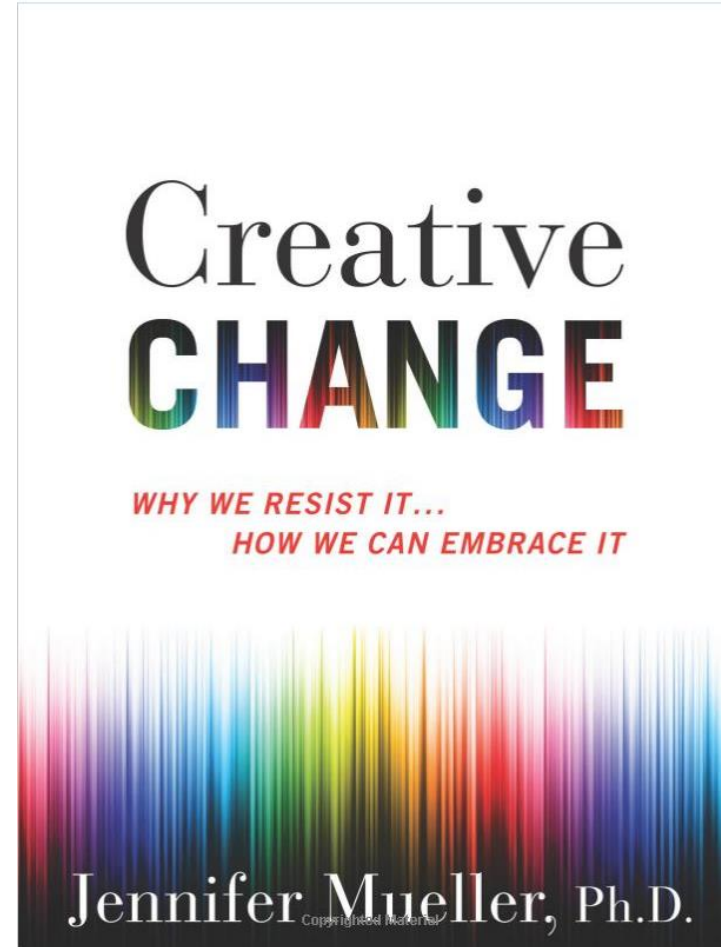


Jennifer Mueller

[University of San Diego](#)  
[creativity, implicit bias against](#)  
[3,513 Citations in Google Scholar](#)

All corporate CEOs, top executives, and other business leaders say they want creativity and need real innovation in order to thrive in a competitive world. But according to startling research from former Wharton management professor Jennifer Mueller, the truth is that many business leaders chronically reject creative solutions and often embrace the familiar, even as they profess commitment to innovation.

Mueller's research also reveals that it's not just CEOs, but educators, scientists, and many, many others who often struggle to accept new and creative ideas even when desired. Mueller parses the tough questions that these findings raise. Could people love but also *hate* creative ideas? Could the mindset we use to evaluate ideas turn this love or hate on or off—in an instant? Do experts struggle even more than novices with this bias? And even more startling, could the “best practices” that organizations employ to manage innovation activate this bias, and inadvertently, kill innovation?



# Our specialty....

- Entrepreneurship
- International Experiences
- Leadership

# Entrepreneurship

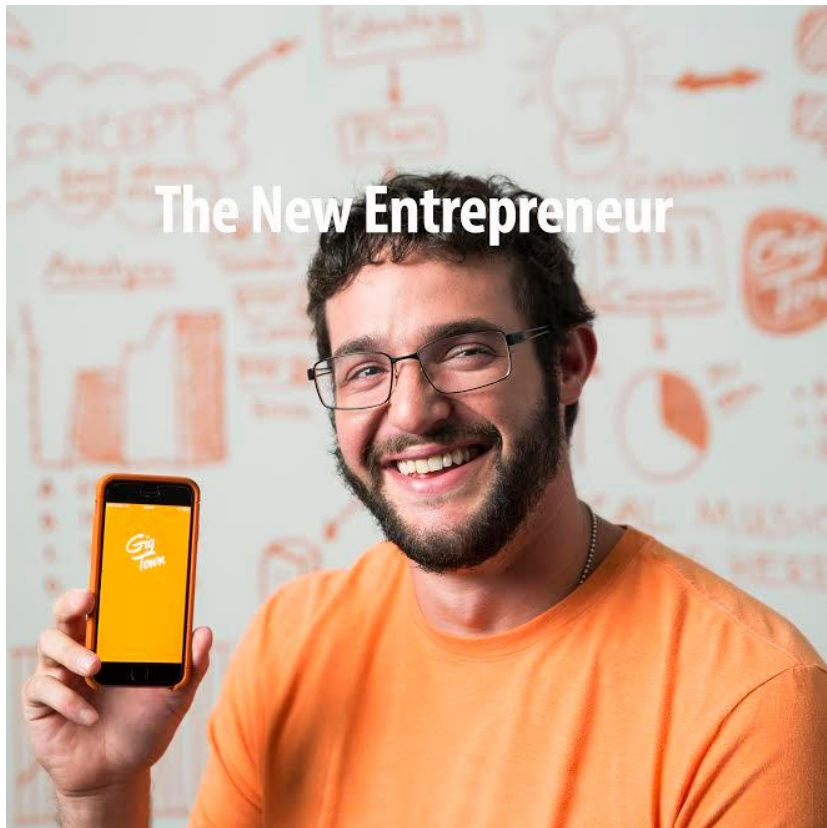


Jayla Siciliano

- V2 Challenge Like a “Shark Tank” competition
- Social Innovation Challenge

# Entrepreneurship

Andy Altman, CEO and  
Founder of Gigtown



The New Entrepreneur



# International

- 2<sup>nd</sup> Year Experience for Sophomores
- Summer and Intersession programs around the world
- Dual Degree Programs



# INTERNATIONAL UNDERGRADUATE DUAL DEGREE OPTIONS



## Spain

Two-year Spanish language program resulting in a Bachelor of Arts in Business Administration\*

## Ireland

Two-year English language program resulting in a Bachelor of Arts in Business Administration\*

## France

One-year English language program resulting in a Bachelor of Science in European Management\*

## Italy

Two-year English language program resulting in a Bachelor of Arts in Business Administration or International Business\*

\* In addition to your USD Bachelor of Arts in Business Administration degree. For more information, visit Kira Espiritu in Serra 201.





# Across Campus Undergraduate Participation in USD Study Abroad–2016 Graduates

	<b>Studied Abroad</b>	<b>Total Graduates</b>	<b>% Studied Abroad</b>
School of Business	334	644	52%
College of Arts and Sciences	403	713	58%
School of Engineering	44	115	38%
Total USD	1472	781	53%

Data for January, May and August 2016 graduates  
Considers double majors

# USD Madrid Center



USD Faculty and Staff. Classes in English and Spanish

# Leadership

- Critical thinking
- Creative problem solving
- Ethics
- Negotiations
- Global mindset—citizens of the world



# Student Research???

- About
- Students
- Faculty
- Conferences**
  - Creative Collaborations Undergraduate Research Conference**
  - Become a Presenter
  - Off-Campus Conferences
  - Travel Awards
  - Presentation Resources
  - Logos
- Workshops & Courses
- Profiles
- News

# Creative Collaborations Undergraduate Research Conference

The 27th Annual Creative Collaborations Undergraduate Research Conference (CC URC) will be held on Tuesday April 18 and Thursday April 20, 2017 from 12-2pm in the Hahn University Center



## CREATIVE COLLABORATIONS UNDERGRADUATE RESEARCH CONFERENCE





# Honors Program

**COLLEGE of ARTS AND SCIENCES**

[Majors and Minors](#)   [Graduate Programs](#)   [Advising](#)   [Student Opportunities](#)

[Home](#)   [College of Arts and Sciences](#) > [Honors Program](#)



Community

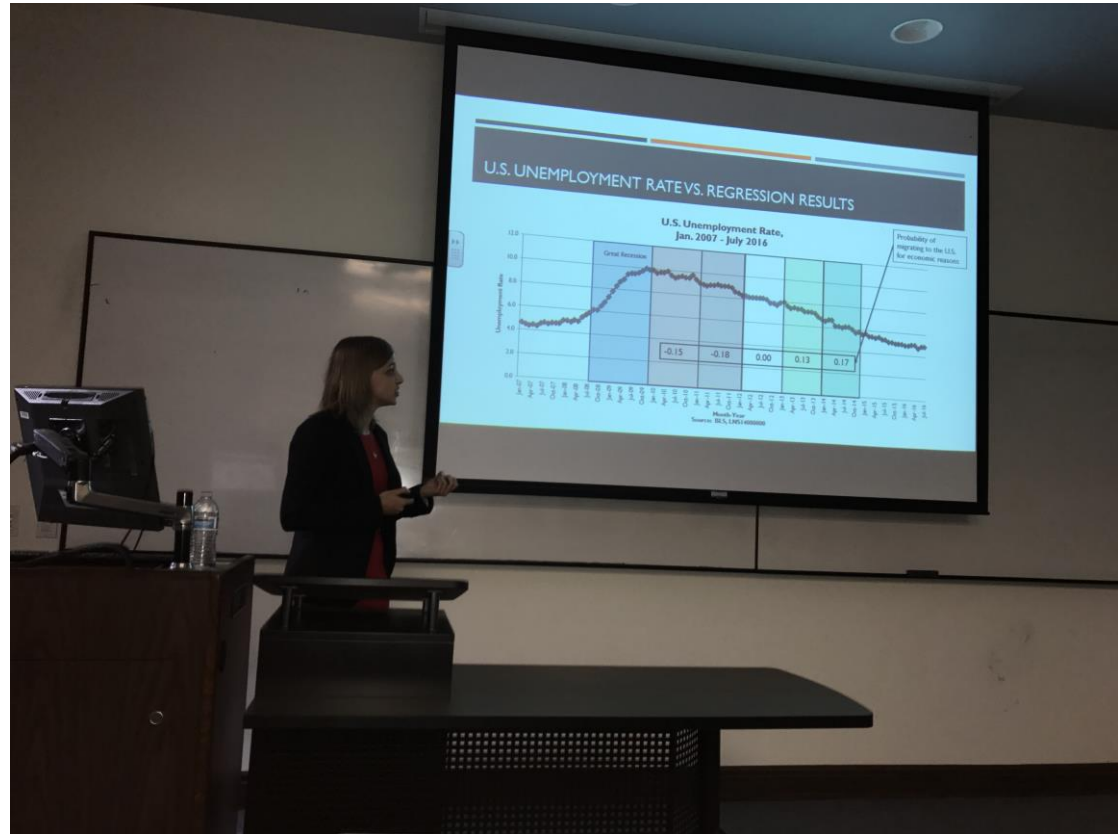


Opportunities

# Faculty & Student Research



Alix Naugler, April 2017



# Faculty & Student Research

Conroy, Stephen J. and Jennifer L. Milosch (2011). “An Estimation of the Coastal Premium for Residential Housing Prices in San Diego County,” *Journal of Real Estate Finance and Economics*, 42(2), 211-228



J Real Estate Finan Econ (2011) 42:211–228  
DOI 10.1007/s11146-009-9195-x

## An Estimation of the Coastal Premium for Residential Housing Prices in San Diego County

Stephen J. Conroy · Jennifer L. Milosch

Published online: 22 July 2009  
© The Author(s) 2009. This article is published with open access at Springerlink.com

**Abstract** The authors attempt to estimate the “coastal premium”—additional value conferred on a residence from being located near the coast—of single family homes in San Diego County, while controlling for other locational and structural characteristics. A previous investigation published in 2001 for south Orange County found that moving away from the coast by one mile was associated with a \$42,000 lower housing price. Intrigued by this finding, we investigate whether (a) a similar coastal premium exists for all of San Diego County and (b) the premium varies by incremental distance from the coast (e.g., for 500-foot increments). Using data from 9,755 San Diego County home sales in 2006, results presented here suggest that for a median-priced home (\$540,000) at the mean distance from the coast (approximately 9 miles—and considerably farther than the Orange County estimate) a one-mile increase in distance from the coast would reduce the sale price by approximately \$8,680. Specifying by specific distance increments, we find that the coastal premium is approximately 101.9% for houses within 500 feet of the coast (i.e., their value is 101.9% higher than similar homes located beyond six miles of the coast), falling to 62.8% for homes between 500 and 1,000 feet, declining to approximately 3.3% for homes located between five and six miles of the coast, disappearing entirely beyond around six miles. Since average comparisons of the sort initially considered in this analysis can be very misleading, researchers should consider the nonlinear incremental distance effects in model specifications.

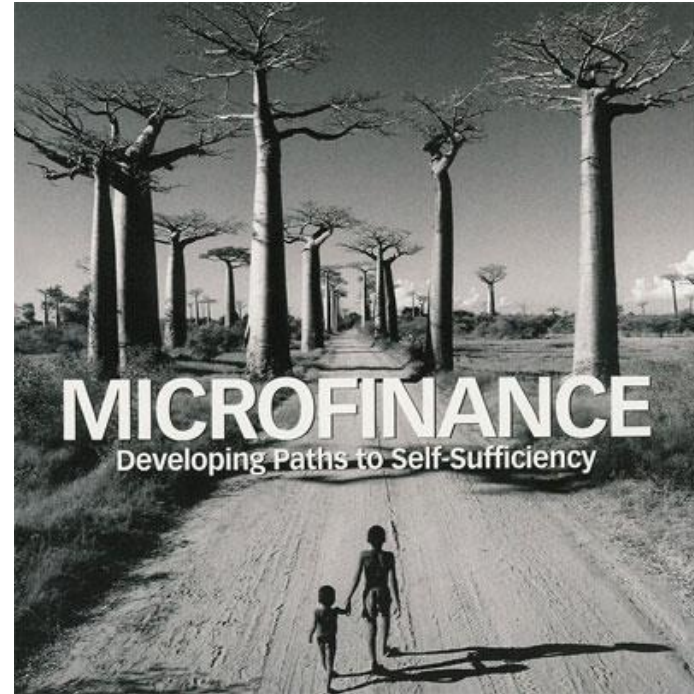
**Keywords** Coastal premium · Hedonic model · San Diego · Housing prices · California housing

S. J. Conroy (✉)



# Faculty & Student Research

Downey, Kenneth and Stephen J. Conroy (2010). “Microfinance: The Impact of Nonprofit and ForProfit Status on Financial Performance and Outreach,” Academy of Economics and Finance Papers and Proceedings, 37th Annual Meeting, February 10 – 13, 34-38.



What else is unique about USD's Business Education???

# **A USD Undergraduate Degree . . . Is Always . . .**

## **Grounded in the Liberal Arts and Sciences**


Whether major is in...

- The College of Arts and Sciences
- School of Business
- Shiley-Marcos School of Engineering


# SAN DIEGO CORE

## San Diego Core Requirements


disparities in life experiences domestically and internationally. human experience.




First-Year Writing




Advanced Writing Flag



Mathematical Reasoning



Second Language




Oral Communication Flag



Quantitative Reasoning Flag



Theological and Religious Inquiry



Philosophical Inquiry



Ethical Inquiry




Diversity, Inclusion and Social Justice Flag



Scientific and Technological Inquiry



Historical Inquiry




Social and Behavioral Inquiry



Literary Inquiry



Artistic Inquiry



Integration

# Faculty-Student Engagement

- Small Classes [ $<40$  Students is the Norm!]
- Living-Learning Communities (Preceptorial) [TLCs]
- Engagement of Students in Research [Creative Collaborations]

# Student Story



<https://www.youtube.com/watch?v=UaWErcXNijM>

# Changemaker University

What does this mean????

In a Business School?

# Recent Graduates Report

87.6% feel passionate about their work!

57.8% work in a positive environment

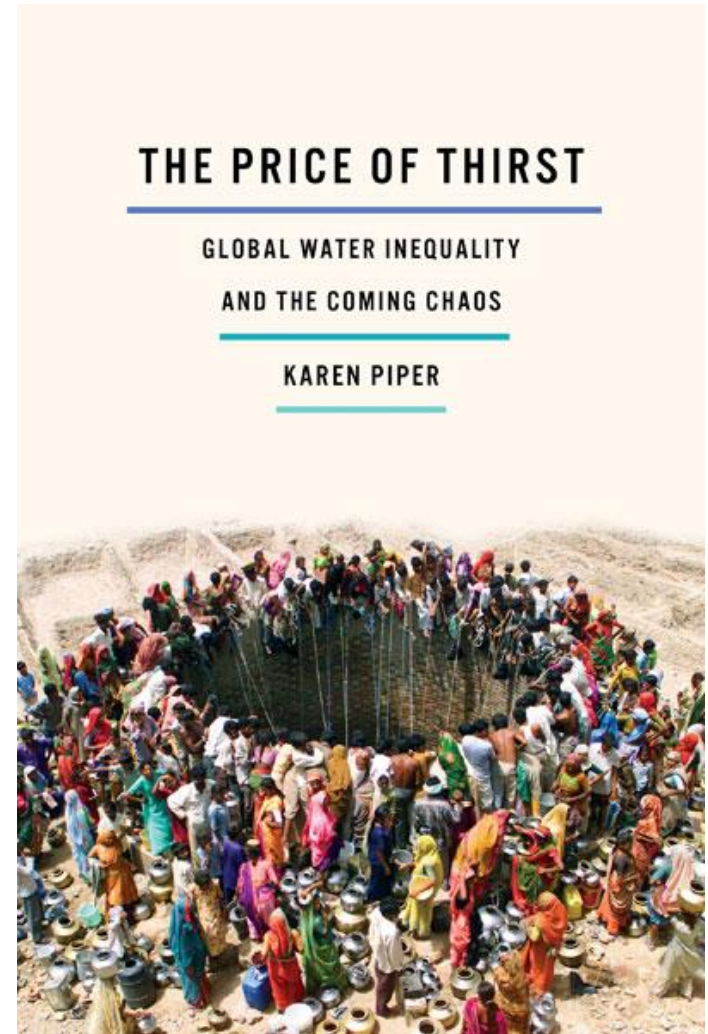
54.2% have the opportunity to make a difference





# USD Just Read 2016!

## Karen Piper Speaks on Campus



# Social Innovation Challenge



# Business in Rio



# Santa Marta



# Artists in Santa Marta



# On My Wall in Olin Hall...



# Microfinance in Guatemala





# Coffee



# De La Gente Fair Trade Coffee



# Food



# Microcredit and Microenterprise Formation



# Child Labor Issues



# Microenterprise and Microcredit



# Asociacion Awakening



# Asociacion Awakening at USD





# What about Careers and Internship Opportunities???

# Careers

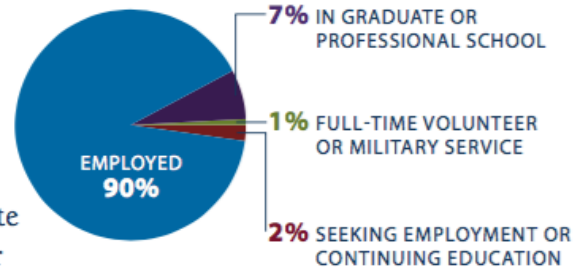


# Careers

## Current Status

98%

of 2013-14 respondents are employed, in graduate school, in the military or participating in full-time service.

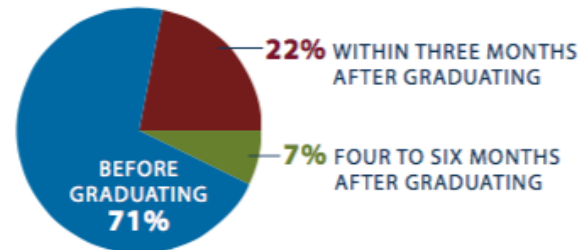


In . . . 27 States +  
District of Columbia  
13 Countries

## First Job Offer

93%

of employed 2013-14 respondents received their first job offer within three months of graduating.



# Sample Employers of USD Grads

Adobe

Berkshire Hathaway

CBIZ

Deloitte

Ernst & Young

FactSet

Frank Rimerman + Co.

KPMG

Lindsay & Brownell, LLP

Nike

PWC

Sempra Energy

Target Corporation

Wells Fargo

Yelp

# Sample Graduate Schools of Recent Grads

City University London

Copenhagen Business  
School

Duke University

Michigan State

University

Pepperdine University

Tsinghua University

University of California,  
Berkeley

University of Southern  
California

University of St. Andrews

# Internship Participation

77%

of recent graduates indicated participation in at least one internship or engaged experience while enrolled at USD

# Sample Internships

1. StepStone Group
2. Torrey Pines Bank
3. Lindsey & Brownell CPA's
4. Profits4Purpose
5. Stryker Sustainability Solutions
6. Rudolph and Sletten
7. L7 Creative Communications, Inc.
8. Kuene & Nagel, Inc.
9. Northwestern Mutual
10. Malibu Wines
11. UBS Financial Services, Inc.
12. 101 Domain
13. Gigtown
14. Child of Wild
15. Saambaa
16. International Surfing Association
17. San Diego Regional Economic Development Corporation
18. Maverick Sports Travel
19. I.D.E.A.
20. Colliers International
21. Soulr Cart, LLC
22. General Atomics—EMS
23. HP, Inc.
24. Marcus & Millichap
25. Canterbury Healthcare, LLC
26. King Midas

# University Growth Fund Internship





# Torero Treks

Orange County (PIMCO, Green Street Investors, Capstone Partners)  
(Sept. 30, 2016)

San Diego, CA (Tandem Diabetes Care, Nuvasive, Pharmatek)  
(Nov. 18, 2016)

Portland, OR (Nike, Portland Trailblazers, Columbia, E&J Gallo  
Winery) (January 9, 2017)

Seattle, WA (Microsoft, Nordstrom, Starbucks, Boeing, Eddie Bauer)  
(January 12, 2017)

Also: San Francisco, Silicon Valley, Los Angeles, Orange County,  
Seattle, San Diego, Phoenix (2015)

# Adobe Night—Careers Beyond Tech

Sept. 20, 2016



# Passport Program



Provides guidance for undergraduate students in career building skills and networking contacts to complement their education. Students become familiar with:

- Professional development
- Job search techniques
- Resume building
- Networking
- Interview skills
- Career exploration
- Career Fair
- Internships
- Attend Conferences

# Why not make USD the next step in your personal journey!!!

Questions???

Contact: [sconroy@san Diego.edu](mailto:sconroy@san Diego.edu)

Prof. Stephen Conroy

Associate Dean

Undergraduate Business Programs

# Meet the Professors

**Accounting:** Profs. Mark Judd and John Prunty

**Economics and Business Econ:** Profs. Alan Gin and Steven Sumner

**Finance and Real Estate:** Profs. Barbara Bliss and Marko Svetina

**Marketing:** Prof. Carlton O'Neal

**All Other Business Majors:** Profs. Marc Lampe and Volcan Ozbek