Mission

The Smith School’s mission is to create knowledge, promote a learning environment that fosters intellectual discovery, and equip current and future leaders to assess complex problems and deliver innovative solutions.

Values

We do the right things, the right way.
We act with integrity and practice intellectual honesty.
We treat each other with respect, embracing diversity of viewpoints and values.
We see beyond our own interests and seek to have a lasting impact on those around us.

We embrace challenges and opportunities.
We’re passionate about the pursuit of new insights in research.
We’re fearless about incorporating new methods and ideas into our classrooms.
We champion intelligent risk-taking and learn from our failures.

We have a collective passion for excellence.
We make decisions based on rigorous examination of the evidence.
We practice what we teach in all areas of management.
We collaborate to create long-term value for our students, our university, our communities and our state.
A Note from the Dean

It is with pride that we share the enclosed 2015-16 highlights from the University of Maryland's Robert H. Smith School of Business. We celebrate your contributions as we pursue our mission and stay true to our values.

This past year saw the school grow in many ways. We added the Office of Transformational Learning to help professors integrate technology and hands-on experiences into their courses. We welcomed our first group of business minors and celebrated the graduation of our first group of online MBAs. We partnered with the American Bankers Association to deliver a first-of-its-kind executive education series focused on the detection and prevention of financial crimes.

We also expanded our donor base, completed our reaccreditation process with the AACSB, launched the weekly Smith Brain Trust newsletter and welcomed about 1,000 alumni and other members of the Smith community to the first holiday gala in Washington, D.C.

In addition, our students are winning coveted internships, case competitions and even an MBA dance competition. Our professors are contributing to top journals, writing books and driving intellectual discovery in other ways.

Great ventures like ours require fearless ideas but also great teamwork from people like you. We hope you will continue to partner with us in the year ahead by attending events, volunteering, keeping in touch via social media and coming back to campus to cheer on the Terps.

Thank you for being part of our team and for your continued support of Smith.

Warm regards,

A.J. Triantis
Dean

University of Maryland
Robert H. Smith School of Business
Looking back at this past year, the Smith School has been able to push learning to new heights and further elevate our overall brand. The support of our dedicated alumni has bolstered our future and allowed us to expand our student programming. Smith champions like Bill and Matt Fishlinger become an exemplary force in propelling Smith ever forward.

The Fishlinger Family—individually and collectively—is making an indelible mark on the university and the Smith School. Graduates from the College of Behavioral and Social Science, both Bill and Matt are committed to sustaining and exploring issues related to business ethics and inspiring the next generation of entrepreneurs. Their generosity created the Fishlinger Endowed Scholars Fund which provides early-stage investment in the Center for the Study of Business Ethics, Regulation and Crime (C-BERC), and also the Fishlinger Family Fund for Entrepreneurship, which supports aspiring entrepreneurs in the Dingman Center for Entrepreneurship.

They are entrepreneurial in life as well as their philanthropy. On behalf of the students they impact daily, we thank the Fishlinger Family for their fearlessness.
**UNDERGRAD STATISTICS**

<table>
<thead>
<tr>
<th>Total Enrollment</th>
<th>Mean SAT Score</th>
<th>Mean High School GPA</th>
<th>Women</th>
</tr>
</thead>
<tbody>
<tr>
<td>2,894</td>
<td>1345</td>
<td>4.12</td>
<td>41%</td>
</tr>
</tbody>
</table>

**MBA STATISTICS**

**TOTAL Enrollment**

<table>
<thead>
<tr>
<th>Full-Time</th>
<th>Part-Time</th>
<th>Online</th>
<th>EMBA</th>
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</thead>
<tbody>
<tr>
<td>646</td>
<td>190</td>
<td>101</td>
<td>69</td>
</tr>
</tbody>
</table>

**WOMEN Enrollment**

<table>
<thead>
<tr>
<th>Full-Time</th>
<th>Part-Time</th>
<th>Online</th>
<th>EMBA</th>
</tr>
</thead>
<tbody>
<tr>
<td>36% (69)</td>
<td>37% (240)</td>
<td>29% (30)</td>
<td>45% (31)</td>
</tr>
</tbody>
</table>

**AVERAGE Age**

<table>
<thead>
<tr>
<th>Full-Time</th>
<th>Part-Time</th>
<th>Online</th>
<th>EMBA</th>
</tr>
</thead>
<tbody>
<tr>
<td>30</td>
<td>30</td>
<td>30.5</td>
<td>40.5</td>
</tr>
</tbody>
</table>

**Undergrad Statistics**

- Mean SAT Score: 1345
- Mean High School GPA: 4.12
- Women: 41%

**MBA Statistics**

- Total Enrollment: 2,894
- Mean SAT Score: 1345
- Mean High School GPA: 4.12
- Women: 41%

**Total Enrollment Distribution**

- Full-Time: 190
- Part-Time: 646
- Online: 101
- EMBA: 69

**Women Enrollment Distribution**

- Full-Time: 36% (69)
- Part-Time: 37% (240)
- Online: 29% (30)
- EMBA: 45% (31)

**Average Age**

- Full-Time: 30
- Part-Time: 30
- Online: 30.5
- EMBA: 40.5

**Average Statistics**

- Average Full-Time GMAT Score: 660
- Average Work Experience: 15.6 years
- Average Work Experience: 9.2 years
- Average Salary: $95K

*College Park and Shady Grove, **U.S. News & World Report 2017*
SPECIALTY MASTERS STATISTICS

**TOTAL Enrollment**

<table>
<thead>
<tr>
<th>Specialty</th>
<th>Enrollment</th>
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</thead>
<tbody>
<tr>
<td>Accounting</td>
<td>154</td>
</tr>
<tr>
<td>Finance</td>
<td>125</td>
</tr>
<tr>
<td>Information Systems</td>
<td>98</td>
</tr>
<tr>
<td>Supply Chain</td>
<td>40</td>
</tr>
<tr>
<td>Marketing Analytics</td>
<td>47</td>
</tr>
</tbody>
</table>

**TOTAL Applicants**

<table>
<thead>
<tr>
<th>Specialty</th>
<th>Applicants</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounting</td>
<td>627</td>
</tr>
<tr>
<td>Finance</td>
<td>1133</td>
</tr>
<tr>
<td>Information Systems</td>
<td>627</td>
</tr>
<tr>
<td>Supply Chain</td>
<td>208</td>
</tr>
<tr>
<td>Marketing Analytics</td>
<td>396</td>
</tr>
</tbody>
</table>

**WOMEN Enrollment**

<table>
<thead>
<tr>
<th>Specialty</th>
<th>Enrollment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Supply Chain</td>
<td>40%</td>
</tr>
<tr>
<td>Information Systems</td>
<td>47%</td>
</tr>
<tr>
<td>Marketing Analytics</td>
<td>51%</td>
</tr>
<tr>
<td>Finance</td>
<td>62%</td>
</tr>
<tr>
<td>Accounting</td>
<td>72%</td>
</tr>
</tbody>
</table>

**GMAT Averages**

<table>
<thead>
<tr>
<th>Specialty</th>
<th>Average</th>
</tr>
</thead>
<tbody>
<tr>
<td>Finance</td>
<td>660</td>
</tr>
<tr>
<td>Info Systems</td>
<td>673</td>
</tr>
<tr>
<td>Marketing Analytics</td>
<td>660</td>
</tr>
</tbody>
</table>

**PhD STATISTICS**

<table>
<thead>
<tr>
<th>Metric</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Enrollment</td>
<td>90</td>
</tr>
<tr>
<td>Average GMAT Score</td>
<td>722</td>
</tr>
<tr>
<td>Women Enrollment</td>
<td>34%</td>
</tr>
<tr>
<td>Advanced to Candidacy</td>
<td>15</td>
</tr>
<tr>
<td>Conference Presentations</td>
<td>35</td>
</tr>
<tr>
<td>Dissertation Proposals</td>
<td>12</td>
</tr>
<tr>
<td>“A” Journal Publications</td>
<td>6</td>
</tr>
</tbody>
</table>
When applying for admission to the University of Maryland, there was no question in the minds of Kathy Zhang ’17 and Jessica Lewis ’17 that they were destined to be Terps. There was, however, the question of how they would be able to give their accounting major coursework and multiple extracurricular activities the necessary attention while figuring out how to finance their education. Thankfully, neither of them had to choose between furthering their academics and holding down multiple jobs.

Kathy received the Gertrude and Robert L. Edwards Scholarship, while Jessica was awarded the Dennis R. Wrasse Accounting Scholarship, and both are doing amazing things. Kathy is double majoring in accounting and information systems, while being active in the Smith School Women’s Society and the Asian American Student Union. And Jessica, also an accounting major, keeps very busy with the QUEST Honors Program and National Association of Black Accounting, along with many other clubs. Without a doubt, their May graduation will only be the start of great things for each of them.

Embracing challenges and opportunities
Scholarship FACTS

$545,900
in need and merit scholarships were awarded to Smith undergraduates in fiscal year 2015-16.

$7,454
is the amount of unmet need, on average, from qualified Smith undergraduates who applied for scholarships in fiscal year 2015-16.

“Scholarships play a major role in providing students like me with the necessary support to further their education and to follow their dreams. I am honored to receive one.”

Jessica Lewis ‘17
and Kathy Zhang ‘17
Smith’s faculty is brilliant. The rankings prove it, and so does their tireless energy in the pursuit of new ways to understand and change business. Their standards for themselves and for their students are higher than ever, raising the quality of the entire community.

Allen Krowe ’54 established the Krowe Teaching Award to support teaching excellence. One of the most recent winners, Bobby Zhou, assistant professor of marketing, has quickly become a student favorite, and received the Krowe Award for his teaching efforts at the end of the Spring 2016 semester. Notably, his popularity extends beyond the walls of Van Munching Hall, as he was also recently named the “MVProfessor” for the Terps Men’s Soccer Team.

“I really enjoy teaching Smith students. They’re energetic, incredibly diverse and they bring a lot of unique perspectives to our classroom. And I’m genuinely interested in learning from them, too.”

Bobby Zhou, Assistant Professor of Marketing and Krowe Teaching Award Winner

* Financial Times, 2016; ** The Economist, 2015
Krowe Teaching Excellence Award Winners, 2015-16

Gary Bulmash, Accounting
Phil Evers, Logistics, Business and Public Policy
Mike Faulkender, Finance
Michael Kimbrough, Accounting
Vijaya Vankataramani, Management and Organization
Bobby Zhou, Marketing

Smith School Distinguished Scholar-Teachers
The Distinguished Scholar-Teachers program, established in 1978, honors University of Maryland professors who have demonstrated success in scholarship and teaching. The Smith School has produced 15 award recipients.

2014-15: Gilad Chen
2013-14: Michel Wedel
2011-12: Ritu Agarwal
2010-11: Curt Grimm
2004-05: Michael Fu
2002-03: M. Susan Taylor
2000-01: Bruce Golden
1998-99: Saul Gass

1997-98: Anil Gupta
1995-96: Ken Smith
1994-95: Maryam Alavi
1993-94: Lee Preston
1989-90: Kathryn Bartol
1984-85: Samuel Kotz
1983-84: Edwin A. Locke
1979-80: Stephen Carroll
WE DO THE RIGHT THINGS THE RIGHT WAY

#1
MBA Student Satisfaction*

#7
EMBA, U.S.***

#19
Part-Time MBA**

#19
Undergraduate**

Fiscal Year 2016 Revenue

Fiscal Year 2016 Expenses

$91 Million Operating Budget

Mark Manoff ’78 has always been an active alumnus. Whether it’s serving on the Maryland in Manhattan Committee, chairing the Smith School’s Advisory Board, or speaking to graduates at commencement, Mark is a true Terp. So this year, looking down from his EY office on the 18th floor above Times Square, Mark chose to support the department that so ably prepared him for his career.

“The education I received from Smith laid the foundation for the career I have today, particularly from the faculty in the accounting department,” says Mark. His gift, along with an additional commitment from EY, created the Manoff Family Endowed Fund for Accounting in support of delivering undergraduate accounting education at the Smith School. The fund also created the Manoff/EY Award for a deserving accounting student.

In honor of his continuing relationship with the Smith School and the University of Maryland, and in recognition of his career trajectory, Mark will be presented with the Smith School’s Distinguished Alumnus Award at this year’s University of Maryland Alumni Awards Gala.
Ryan Schueler ’14
and E.J. White ’15
Entrepreneurial spirit abounds at the Smith School, inspiring resourceful problem solvers to take on the business world. Whether by launching ventures, designing new products or winning competitions, Smith students are at the forefront of innovation.

Javazen, a UMD coffee startup that blends coffee with teas and superfoods for a “healthier caffeine boost,” is the most recent winner of Cupid’s Cup, the 11-year-old business plan competition led by Under Armour founder and CEO Kevin Plank ’96. On April 7, 2016, Javazen beat out five other finalist startups from top schools across the country to clinch the coveted Cupid’s Cup and $80,000, including the $5,000 Audience Choice Award.

Now, the founders, who include Smith School alumnus and scholarship recipient Ryan Schueler ’14, are excited about their next big step: getting their product on the shelves of D.C. area Whole Foods stores. This has allowed Javazen to add another new employee, E.J. White ’15, recipient of the Walter Green Award, as “Growth Zengineer.”
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