Innovation is in our DNA. Impact is what we inspire. All supported by you.

ANNUAL IMPACT REPORT 2014

Rady | UC San Diego
School of Management

rady.ucsd.edu/invest
As we conclude our 11th year at the Rady School of Management, I would like to thank you for your support. We are extremely grateful for your contributions and your partnerships. Your support represents your confidence in our mission to develop ethical and entrepreneurial leaders who will make a positive impact in the world through innovation, collaboration and knowledge.

We have accomplished a lot this year. Many of our students and alumni are turning innovative ideas into new businesses, cures and inventions. Others are implementing dynamic change in established companies and influencing lives and economies. Your support has been vital to the Rady School’s success because many of our initiatives and innovative programs are enabled because of your support.

Additionally, the school’s first place ranking in intellectual capital is a direct consequence of the Rady School’s successes in recruiting world class faculty. The Businessweek ranking demonstrates the monumental strides that the Rady School has made on the national stage in the 11 years since its inception. Without support for endowed chairs and unrestricted funds, we would not be able to recruit and retain our elite faculty who have made such an impact on our program and the community.

Your support has allowed the school to recruit the nation’s top faculty, attract leading student scholars and create a climate for innovative business and research collaborations. I hope you enjoy and appreciate this report highlighting the impact of your contributions in our Rady School. Thank you.

Sincerely,

Robert S. Sullivan
Dean, Rady School of Management
Stanley and Pauline Foster Endowed Chair

OUR MISSION

The Rady School of Management develops ethical and entrepreneurial leaders who make a positive impact in the world through innovation, collaboration and knowledge.

At the Rady School, an MBA education translates student talent into impact through business creation, increased job opportunities and commercialization of life-changing discoveries. Our students are inspired to innovate through elite programs, world-class faculty and state-of-the-art facilities, all with your support.
939 alumni have been educated at the Rady School. Hundreds of graduate students are in our program today. Countless additional individuals across the globe benefit from our students because of your continued support.
Ernest and Evelyn Rady, philanthropists and Rady School of Management naming donors, pledged a $1 million matching gift in May 2014. The Rady’s have pledged one dollar for every sixty cents raised by the school for fellowships, up to $1 million. In July 2014, local technology entrepreneur Fred Luddy and his wife Genta, accepted Rady’s challenge and donated $200,000. The fellowships provide Rady School students with the essentials to pursue their MBA education and a chance to create a better future for themselves and our community. Your support not only helps our students attend the Rady School but also contributes to recipients’ confidence—it demonstrates that someone else believes in them. This confidence fuels the motivation and drive our students need as they navigate through our elite program. Fellowship support also relieves some financial burden from our students. This allows them the freedom to capitalize on internships and independent study projects, enhancing learning and advancing their careers.

As the Rady School enters its second decade and continues to educate the next generation of innovators, it is more important than ever to bring the very best students to the program. Enrolling these individuals, however, requires more than an excellent reputation—it takes financial support that enables candidates to select the Rady School over peer campuses vying for their enrollment.

In 2014, your private support has attracted top talent to the Rady School and offered prospective students immediate assistance in financing their MBA. Your contributions this year helped the school develop business leaders whose work contributes to building a strong and sustainable economy, which benefits San Diego and beyond.

Dean Robert S. Sullivan said, “Without these fellowships, this type of student recruitment would not be possible. Attracting an even greater number of talented students to the Rady School enhances the learning experience and success of all of our students.” The Rady’s challenge and the Luddy’s match have already supported 11 new Rady students. Thank you to the 50 supporters who have accepted the Rady’s challenge thus far. Your support has had an immediate impact on many of our new students.

In addition to private fellowship support, many donors have given charitable contributions to the Fellowships For the Future Endowment, which are pooled with gifts from others to achieve big results. Thank you to everyone who has donated to fellowships in 2014. You have begun a lifetime of philanthropy with impact.

*Total private support committed

IMPACT OF FELLOWSHIP SUPPORT

$2.4 million has been invested in 155 Rady students*

“The Latham & Watkins LLP/Wolfe Family Fellowship allowed me to choose Rady. Without this support, I would have settled for a lesser program. Their contribution represented not only an interest in my success, but also the sponsorship the business community has for this school. It signaled to me that this was the right school with the right people behind its success. Their generosity has impacted me not only through the program, but for decades to come as I grow my career with a strong foundation and greater financial stability. Today I am a project manager at Intuit within our Employee Hosting Solutions group. I achieved my goal of entering the private sector in a technology company mid-way through the Rady program. It is with the most sincere gratitude that I recognize the Wolfe Family and Latham & Watkins LLP as people who are making a difference in our community through their support of the Rady School of Management.”

Amy Gunderson (Bernal), MBA ’14

Fellowships provide Rady School students with the essentials to pursue their MBA education and a chance to create a better future for themselves and our community. Dreams shouldn’t have an expiration date.

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Rady School faculty help shape the economy and business industries with their research and work, as well as grow the next generation of business leaders. To recruit and retain these scholars, the Rady School must be able to offer market-competitive packages. Our endowed chair supporters have created a reliable source of annual support for the academic and research efforts of distinguished faculty. These are integral to the school’s ability to attract and retain these internationally-recognized experts who are leaders in their fields.

Stanley and Pauline Foster Endowed Chair, currently held by Dean Robert S. Sullivan
Dean Robert S. Sullivan allocated the funds generated from the Stanley and Pauline Foster Endowed Chair to support Rady School’s Fellowships. This perpetual fellowship support unlocks the talent of future MBAs who, due to financial circumstances, would otherwise not be able to attend the Rady School.

Carol Lazier and Family Chair in Social Innovation, a new initiative.

Epstein/Atkinson Chair in Management Leadership, currently held by Uri Gneezy
Uri Gneezy has continued his work on the use of behavioral interventions in health care, which helps inform policy makers on means to increase efficiencies in our health system. He has also completed his book, coauthored with Professor John List from the University of Chicago, “THE WHY AXIS” discussing ideas and methods for revealing what really works in addressing big social, business and economic problems to give us new understanding of the motives underlying human behavior. The book has made national and international best seller lists.

Arthur C. Brody Chair in Management Leadership, recently fulfilled by Rossen Valkanov
Rossen Valkanov has focused his research on improving existing statistical methods and using large datasets in financial decision-making. He has pioneered the MIDAS estimation approach—a method of using data observed at different frequencies in forecasting and data analysis. The MIDAS approach is employed by research departments at the Federal Reserve Banks of New York and Saint Louis, the European Central Bank, and other central banks. Rossen is also doing research for securitization of mortgages, understanding the incentives and imperfections in the residential and commercial mortgage-backed securities markets.

Jerome S. Katzin Chair in Corporate Governance, currently held by David Schkade
Since he has held the Katzin chair, David Schkade has published new research that has already received more than 5,000 citations, including two papers in Science and a well regarded book, obtained research grants from the NIH and the William and Flora Hewlett Foundation, and served on committees of the National Academy of Science and the National Science Foundation. David also received two teaching awards and became the first Associate Dean of the Rady School.

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Atkinson/Epstein Chair in Management Leadership, currently held by Allan Timmerman
Allan Timmermann developed new methods for predicting the entire distribution of possible returns on U.S. Treasury bonds that improved risk management practices. He also developed ways to predict quarterly growth in U.S. GDP by means of a mixture of principal component factors, extracted from more than one hundred monthly and quarterly time series, in addition to daily data on stock market returns and interest rates.

Zable Endowed Chair in Management Leadership, a newly established chair that will be used for an elite faculty member.

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"Vish" Krishnan published a paper identifying actionable approaches to improve human performance by focusing on human creativity which was profiled on NPR. He is also in the process of developing our first online course on “Service Innovation,” which particularly caters to undergraduates with a background in social sciences, arts and humanities.

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California Institute for Innovation and Development (CIID)

The California Institute for Innovation and Development was designed to foster the culture of innovation and entrepreneurship at the Rady School of Management and across the UC San Diego campus. The goal of CIID is to strengthen and expand the entrepreneurial ecosystem at UC San Diego to accelerate innovation and technology transfer into the marketplace. CIID programs allow students to gain hands-on experience in how innovations are translated into the marketplace.

BECAUSE OF YOU, CIID is paving the way for Rady School and UC San Diego students to turn their innovations into companies.

BY THE NUMBERS

- 130+ jobs created by mystartupXX and StartR companies
- 1st PLACE Athena San Diego Pinnacle 2014 Award winning program
- 200+ more than 300 students have completed the Venture Capital Management course (Rady Venture Fund)
- 15+ strong collaborations established between the Rady School of Management and Scripps Institution of Oceanography
- 3 winner of the 2014 Growth Accelerator Fund national competition sponsored by the US Small Business Administration
- 1st PLACE Rady Venture Fund

Because of you and your support, the center facilitates global collaborations between the U.S. and Israel through the funding of unique opportunities:

- 98 Rady MBA and Israeli student participants in the five successful immersion programs implemented by the center
- 50 of the most distinguished academic, business, political and philanthropic leaders from California and Israel attended the Center’s annual academic and networking events, including the economic roundtable to discuss the California–Israel strategic cooperation agreement, signed by Governor Brown and Prime Minister Netanyahu on March 5, 2014
- 2 students received the first Rady/Israel fellowship this year
- 100 attendees of the Stanley Foster Memorial “Cal-Israel Innovations” Speaker Series – a forum for academic, business, political and Israeli leaders who are committed to sharing their expertise to transform the world
- 4 new courses added in 2014 to the Rady MBA curriculum promoting additional collaboration between the Rady School and the Jacobs School of Engineering
- 2 visiting scholar programs fostering collaborations between our students and Israeli professors including internships in Israel
- the Center has also hosted community events, including the economic roundtable to discuss the California–Israel strategic cooperation agreement, signed by Governor Brown and Prime Minister Netanyahu on March 5, 2014
- 1 strong collaboration established with UC San Diego and Israel-
- 8 Scripps Institution of Oceanography
- 3 Jacobs School of Engineering
- 1 Rady School of Management
- 50 more than 200 students have completed the Venture Capital Management course (Rady Venture Fund)

CIID accomplishes this through their seven initiatives: StartR Accelerator (MBA students and alumni), Rady Venture Fund, mystartupXX (female entrepreneurs), Athena Challenge, Pathways Ventures, Student Venture Open and Rady Innovation Fellows.

Your support of CIID not only ensures our students’ work impacts the community, but that they are given opportunities to test ideas while in the safe environment of their academic program.

U.S.-Israel Center on Innovation and Economic Sustainability (USIC)

The USC promotes collaboration among students, businesses, entrepreneurs, researchers and the culture of Israel to enable the translation of technology into new global market opportunities. Thanks to the Leichtag Foundation’s generous support, the center was established in 2012 with the goal to generate new businesses, launch entrepreneurial relationships, connect Israeli and American citizens and apply academic rigor to solve the toughest problems in the industry. Without support from you, the Rady School and the U.S.-Israel Center would not be providing MBA students the opportunity to build and fortify productive connections around shared interests in technology, health, entrepreneurship and positive social impact.
In just one year, the business acumen of Rady alumni has resulted in almost $2 billion impact on the state of California and the San Diego region—from partnership agreements to acquisitions, to funding events and the first IPO—2014 has truly been a banner year for the school and its outstanding alumni. Rady School alumni have proven beyond a shadow of a doubt that they are a fundamental force in shaping the innovation economy of this region and beyond, creating powerful technologies, exciting new biomedical breakthroughs and thinking far beyond the scope of what is to what may be. They have had tremendous impact locally and globally this year and will continue to create innovative businesses and inventions that impact us all.

You believed in them, supported them and invested in them...now they are changing the world, all because of you.
We are truly grateful for friends like you who believe in the Rady School’s mission and values, and who enable us to provide educational opportunities with profound impact.

THANK YOU!

“When I think about what Rady does, it allows for a place where leaders can change in order to change people. It is where leaders can find their voice in order to bring value. When you give to Rady, you understand where innovation happens, where jobs will be created, where lives are really going to be impacted. I want to thank you not only from a student and fellowship recipient’s perspective, but really as someone who is trying their best to make an impact in the community.”

Martyn Gross, MBA candidate ’15
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