IMPACT REPORT
2016
A NEW DECADE OF GRADUATES
Since its founding over a decade ago, the Rady School of Management at UC San Diego has distinguished itself as a pioneer in a new model of business education. Our concentration in innovation, entrepreneurship, and collaboration has led to rapid success—borne out by outstanding achievements of its students, faculty, and alumni. 2016 proved to be another exciting year of milestones, growth, and opportunity for the Rady School.

Once again, the Rady School topped the rankings in San Diego at #1 for Full-time MBA (BusinessWeek), Executive MBA (The Economist), and Part-time MBA (US News & World Report). Our expanded degree offerings, with the newly launched MS in Business Analytics program and a 43% increase in undergraduate minors in business, accounting, entrepreneurship, and the International Studies – International Business major, meant that we had 2,491 students in September, our largest student body ever! (115 FlexEvening, 55 FlexWeekend, and 123 Full-time MBAs; 165 Master of Finance students, 43 MS in Business Analytics, 23 Ph.D. candidates, and 1,967 undergraduates.)

As student enrollment grew, we also welcomed seven talented researchers to our top-ranked faculty, established three new endowed chairs, fully endowed the Fellowships for the Future fund, and laid the groundwork for the Institute for Supply Excellence and Innovation, to be launched in 2017. These achievements would not have been possible without your support, for which we are very grateful. I hope you enjoy this report which highlights the impact of your commitment to the Rady School of Management.

Sincerely,

Robert S. Sullivan
Dean, Rady School of Management
Stanley and Pauline Foster Endowed Chair
Established in 2006, the Latham & Watkins / Wolfe Family Fellowship has been awarded to six exceptional Rady MBA students who demonstrated high potential to transform organizations and industries. Scott and Cissy Wolfe’s generous annual fellowship gift, matched by law firm Latham & Watkins LLP, is grounded in the wish to ensure that the very best students attend the Rady School.

Scott Wolfe advises start-ups and public companies, particularly those in life science and high-technology industries, on public offerings, venture capital financings, and mergers and acquisitions. A member of the Rady School Dean’s Advisory Council since the school’s founding, Wolfe is also a guest lecturer on venture capital financing for the MBA and Masters of Finance programs.

“Receiving the fellowship changed my life. I’m very fortunate to be one of the many, and I’m sure it makes a tremendous impact on all of us.”

- Xiao Gao, Full-Time MBA 2015
Latham & Watkins / Wolfe Family Fellow

An outstanding school is built on standout students and attracting such stars requires more than an excellent reputation. THANK YOU for your support.

Every year, Rady competes with peer schools vying for the best students; fellowships go a long way to bridge this gap. As well, fellowship support contributes to recipients’ confidence, fueling the motivation and drive needed to create new businesses, develop cures, and advance new technologies and commercialization of life-changing discoveries with a global impact.

FELLOWSHIPS FOR THE FUTURE TO BE AWARDED THIS FALL 2017!

We are grateful to Rady alumni, students, faculty, and staff who came together to raise important funds to endow Fellowships for the Future, a $250,000 endeavor to provide fellowship support in perpetuity.

The Rady School recognizes the notable contributions of the inaugural Class of 2006 who challenged and inspired other alumni to give.

- Scott N. Wolfe

Part of being known as a great business school is recruiting top students from around the world. We hope that our fellowship support helps the Rady School attract these top students.

- Scott N. Wolfe
The Rady School maintains its reputation of excellence in part because of the renowned scholars and extraordinary teachers who comprise our faculty. In 2016, seven new talented researchers joined our top-ranked faculty, bringing expertise in Economics, Finance, Accounting, and Marketing. They earned their Ph.D.s at some of the world’s most prestigious institutions, including Harvard, UCLA, UC Berkeley, Northwestern, University of Chicago, University of Utah, and our very own UC San Diego.

**New Faculty**

**FINANCE & ACCOUNTING**

- **Bradyn Breon-Drish**  
  Assistant Professor  
  Ph.D. University of California, Berkeley
  
  Breon-Drish conducts primarily theoretical research on the effects of asymmetric information in financial markets.

- **Krisztina Büti**  
  Assistant Adjunct Professor  
  Ph.D. University of Utah
  
  Büti researches empirical corporate finance, behavioral finance, and information processing in financial markets.

- **Michael Callen**  
  Assistant Professor  
  Ph.D. University of California, San Diego
  
  Callen’s primary research interests are political economy, development economics, and experimental economics.

- **Eric Floyd**  
  Assistant Professor  
  Ph.D. University of Chicago, Booth School of Business
  
  Floyd’s research is focused on transparency regulation, healthcare reimbursement, and field experiments in Accounting and Finance.

- **Michael Melvin**  
  Academic Coordinator  
  Rady Master of Finance  
  Ph.D. University of California, Los Angeles
  
  Melvin’s research examines policy as it relates to international finance, and has been cited by the President’s Council of Economic Advisers.

- **Kanishka Misra**  
  Associate Professor  
  Ph.D. Northwestern University
  
  Misra’s research examines the effects of asymmetric information in financial markets.

- **Richard Townsend**  
  Assistant Professor  
  Ph.D. Harvard University
  
  A Kauffman Junior Faculty Fellow, Townsend’s research is on corporate finance with an emphasis on entrepreneurship and corporate governance.

**FINANCE & ACCOUNTING**

**ECONOMICS AND STRATEGIC MANAGEMENT**

- **Kauffman Junior Faculty Fellow**
  
  A Kauffman Junior Faculty Fellow, Townsend’s research is on corporate finance with an emphasis on entrepreneurship and corporate governance.
### Endowed Chairs

Endowed chairs are integral to the Rady School’s ability to attract and retain internationally-recognized experts who are leaders in their fields. A consistent and predictable source of funds, and the most valuable form of private support, endowed chairs exist in perpetuity and provide a critical base of support for research, programs and education teaching.

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<th>Chairholder</th>
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<td>Jacobs Family Chair in Management and Engineering Leadership</td>
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<td>Jerome S. Katzin Chair in Corporate Governance</td>
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<td>Carol Lazar and Family Chair in Social Innovation</td>
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<td>Allan Timmermann</td>
<td>Atkinson/Epstein Chair in Management Leadership</td>
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<td>Yuval Rottenstreich</td>
<td>Arthur C. Brody Chair in Management Leadership</td>
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Thanks to generous donor support, three new endowed faculty chairs were established in 2016.

- Dr. Harry M. Markowitz Endowed Chair in Finance and Investing
- Duane A. Nelles Jr. Endowed Chair in Corporate Governance
- Jimmy Anklesaria Presidential Chair in Innovation and Entrepreneurship

### Research Grants

Ensuring Faculty Excellence

Rady School faculty stand at the forefront of research and innovation and are recognized experts in their fields, always seeking knowledge and new practices for business. They bring that innovative research to their teaching, ensuring that Rady students are aware of cutting edge business thinking. In 2016, six Rady School faculty received prestigious grant awards from the following institutions.

- Laura and John Arnold Foundation
- Batten Institute of the Darden School of Business at the University of Virginia
- Education Endowment Fund
- Hellman Fellows Fund
- Kauffman Foundation
- London School of Economics and Political Science
- Marketing Science Institute
- Center for Effective Global Action
- The Science and Imagination of Living Generously (SILG)
- Alfred P. Sloan Foundation

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#### $5,709,116 Research grant funds awarded (Since 2006)

Christopher Oveis
Assistant Professor of Economics and Strategic Management
Annex Brands has supported the Rady School of Management since 2009, thanks to a mutual esteem for the late Pauline Foster, a board member of both organizations and recipient of the school’s Pinnacle of Excellence Award. Since then, Annex Brands, Inc. has been a steadfast supporter, sponsoring the Rady Golf Classic five years in a row, providing both underwriting and technical assistance to ensure its success. One of the largest shipping and business services’ franchises in the U.S., San Diego-based Annex Brands’ approach to philanthropy is to build relationships with organizations of large reach and tangible impact. The Rady School is grateful for Annex Brands’ philanthropic investment to provide our outstanding students with fellowship support.
Centers & Institutes

Experiential learning is at the core of all programs at the Rady School of Management, providing students the opportunity to graduate with both an education and applied experience. Thanks to your support, Rady’s Centers of Excellence and Institutes enhance the school’s culture of innovation by providing educational opportunities with profound impact.

Beyster Institute works to advance the understanding and practice of employee ownership as an effective and responsible business model. Named to honor Dr. J. Robert Beyster, the founder of SAIC, the Beyster Institute promotes the methods used to develop SAIC: employee ownership, shared entrepreneurship, and participation.

Center for Executive Development educates highly skilled, ethical leaders for innovation-driven organizations. It offers a comprehensive portfolio of courses in the areas of leadership, team building, project management, finance, marketing, and business strategy.

Center for Business Analytics serves as a catalyst for research, education, and innovation in the use of analytics and “big data” for data-driven decision-making. The center meets the growing demand of companies interested in working with the Rady School to determine best practices, solutions and benefits of using company data for smarter decision-making.

Center for Social Innovation and Impact focuses on integrating social innovation into Rady’s course offerings, research, and community engagement. The Rady School’s tagline – From Innovation To Impact – reflects the essence of the center’s goal to further raise the social consciousness of the school and its students.

Institute for Supply Excellence and Innovation, launching its inaugural program in spring 2017, integrates issues from marketing (channels of distribution), logistics & fulfillment, procurement, supply and operations management to develop a broad understanding of supply chain management.

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U.S.-Israel Center on Innovation and Economic Sustainability provides Rady MBAs and students in Israel the opportunity to build cross-cultural connections around shared interests in technology, health, entrepreneurship, and positive social impact. Connections foster discourse on how to innovate and how to translate innovation into economic sustainability in Israel, the “start-up nation” and San Diego, a hub for innovation in the United States.
The California Institute for Innovation and Development (CIID) was founded to support and catalyze UC San Diego’s innovation, leadership and entrepreneurship initiatives by expanding opportunities for experiential learning outside of the classroom. In addition to offering hands-on training to young entrepreneurs at the Rady School and across the UC San Diego campus, CIID has also taken on a leadership role in advancing the university’s culture as a startup ecosystem.

StartR: Non-profit accelerator program for Rady students and alumni, providing entrepreneurs the tools needed to start and grow businesses.

mystartupXX: Diversity-focused accelerator for students across UC San Diego, providing mentorship, education, and training.

Triton Innovation Challenge: Annual business competition fostering creativity and spotlighting commercially-promiseing, environmentally-focused technologies generated by the finest minds at UC San Diego.

Proof of Relevance Competition: Open to all UC San Diego students, a team competition where students evaluate and validate market potential.

Rady Venture Fund: Provides investment capital to entrepreneurs and hands-on learning experience for Rady MBA and other UC San Diego graduate students.

Rady Innovation Fellows: Deploys Rady MBA students to support commercialization of new technologies, and assist entrepreneurs and companies in various stages of development.

Spotlight on Lada Rasochova ’08, Executive Director, CIID

Lada Rasochova Ph.D., MBA, is co-founder and executive director of CIID, managing director of the Rady Venture Fund, and director of StartR accelerator, as well as a Rady School alumna. Dr. Rasochova has 20 years of experience with commercialization of pharmaceutical and biotechnology products; 15 years in leadership positions, most recently as the leader of vaccine technologies and director of new business development in the Dowpharma division of the Dow Chemical Company. Prior to Dow, she was with Mycogen, a San Diego biotechnology startup that was acquired by Dow Chemical in 1998. Dr. Rasochova teaches courses in Technology Commercialization and Venture Capital Management and serves on boards of several startup companies. A virologist and biochemist by training, Dr. Rasochova received her Ph.D. in molecular, cellular, and developmental biology from Iowa State University and is an inventor on several patents.

CIID’s programs prosper and grow through the support of generous donors and sponsors. All of our accelerators operate on a non-profit basis and do not take any equity from teams. Thank you for investing in our programs and helping us to continue growing innovators!

In addition to financial support, CIID succeeds because of the support of community members who share their knowledge and experience in entrepreneurship with students, helping them bridge the gap between idea and action. Partners provide workshops for Rady Innovation Fellows, mentors for our accelerator programs, and sponsors and attendees to join our events.

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Heather Mueller | The Mueller Law Office
Diane Penrose
Carol and Stephen Poizner
The William and Kathy Scripps Family Foundation Inc.
Sheppard Mullin Richter & Hampton

Total financing for all StartR teams $17,500,000
Athena San Diego Pinnacle Award to mystartupXX
1 StartR teams accepted into EvoNexus incubator
7 Local startups that received investment capital through the Rady Venture Fund
4 Rady Innovation Fellows who have lent their training and expertise to companies and startups
1 Successful exit and acquisition of a mystartupXX team (Cypher Genomics)
1 Athena San Diego Pinnacle Award
Anne Otterson 1933-2016

Anne Otterson played a key role in the establishment of the Rady School of Management, carrying on the legacy of her late husband, William “Bill” Otterson, who was a strong local advocate for supporting entrepreneurship and innovation in San Diego. The Rady School is home to Otterson Hall, which was named in 2007 in appreciation for Bill Otterson’s contributions to the San Diego business community and his impact on the region, as well as the couple’s strong support in making the management school a reality at UC San Diego.

“Anne was among the community’s strongest advocates for the Rady School – and for its commitment to excellence and impact,” said Robert S. Sullivan, dean of the Rady School of Management. “She was an inspiration for innovation that is now a part of the fabric of our school.”

Pauline Foster 1934-2016

For more than three decades, Pauline Foster supported UC San Diego with her time, vision, and resources. She made a significant impact on the campus through philanthropic support, including a $5 million gift to establish the Stanley and Pauline Foster Endowed Chair, in honor of her late husband, at the Rady School of Management. She also provided fellowship support for graduate students with a lead gift to the “Invent the Future” campaign, and established the Foster MBA Fellowship Fund with a $2.5 million gift. In recognition of her founding role and unwavering support of the Rady School, Foster was awarded the Rady School’s Founders’ Medal in June 2016.

“Pauline Foster will always be remembered as a Founder of the Rady School,” said Robert S. Sullivan, dean of the Rady School of Management. “Additionally, she was an inspiration and an enabler of scores of Rady students who held Foster Fellowships—those students were her pride and joy. I know that Pauline’s community impact will be continuously realized and celebrated in the many future generations of Foster Fellows who will positively transform their communities and the world. Her inspiration, advocacy, and impact on the Rady School are indelible.”
San Diego is recognized as one of the best cities for startups in the U.S., and leading the way in this flourishing innovation economy are Rady School alumni. The companies reflect the growing industries in San Diego as well as the background of their founders. A large portion of the companies are in the biotech and consumer products industries along with a significant number in technology, medical device, health, consumer service, clean tech, and software.

Alumni

Suman Kanuganti, MBA ‘14 Co-founder and CEO of Aira.IO, a leading developer of remote assistance technology that brings greater mobility and independence to the visually impaired. A recipient of CONNECT’s Most Innovative Product Award, Aira recently closed $2.5M Series A Financing, was a finalist in The Wall Street Journal’s Startup Showcase, and was featured at the TEDxSanDiego Innovation Alley.

Greg Stein, MBA ’06 CEO of Curtana Pharmaceuticals, a biopharmaceutical company developing pharmacology that targets cancer stem cells in the brain. The National Council of Entrepreneurial Tech Transfer (NCET2), selected Curtana as a 2016 Best University Startup from among more than 200 companies nominated, including 10 from UC San Diego.

The Rady School of Management’s excellence is due to the generous support of friends like you who believe in our mission. Your gifts transform individual lives and benefit entire communities.