BRINGING BUSINESS OPPORTUNITY FULL CIRCLE
A MESSAGE FROM DOROTHY KITTNER

It has been a tremendous year of successes between Olin Business School and our partners. We in the Office of Corporate Relations are proud to serve as the conduit for a mutually beneficial exchange between companies like yours—large and small alike—and the opportunities Washington University has to offer. We have connected many successful organizations with Olin resources in the past year with some impressive results. We seek to engage our corporate partners in relationships built on trust, fresh insight, and new challenges. Every company teaches us something new and exciting, and we value each and every relationship we have. On behalf of our students, faculty, and staff, I wish to thank you for your partnership and invite you to explore opportunities with Olin and WU for years to come.

Dorothy Doron Kittner, MBA ‘94
Assistant Dean and Director
Office of Corporate Relations,
Olin Business School,
Washington University in St. Louis

“...The reputation and legacy of great universities like Washington University stem in large part from its corporate friends who believe in the importance of higher education and a commitment to excellence. We thank you for your support as we continue to create knowledge, inspire individuals, transform business, and build for a greater tomorrow.”

— Mahendra R. Gupta, Dean
Geraldine J. and Robert L. Virgil Professor of Accounting and Management,
Olin Business School,
Washington University in St. Louis
Continuous Collaboration

Our close working relationships and touchpoints with businesses like yours enable us to provide value in a number of ways. Your involvement helps us create and define what we consider our four pillars of success, which revolve in an ever-expanding circle.

Talent Development
- Executive MBA
- Professional MBA
- Executive Education seminars and concentrations
- Custom programs
- Brookings Executive Education
- Women’s Leadership Training

Talent Acquisition
- Weston Career Center recruiter events
- Global trips (ISBA, GMS, Danube Venture)
- Case competitions and judging
- Career Treks and Alumni Networking events

Knowledge Creation
- Research Centers (BCTIM, CRES, WFA-CFAR)
- Praxis: Research That Impacts Business events
- Olin Award program
- Faculty research and consulting (CEL, Practicum, CELeCt, Taylor Community Consulting, United Way Board Fellows)

Shared Experiences
- Guest lecturing and mentoring
- Century Club speaker series
- Military network
- Leaders in Business Summit
- Calhoun Lecture Series
- Defining Moments and other specialty courses

“Spending time with business leaders has helped me discover where my passions meet my talents.”
— Nicholas Armstrong, MBA ’15
Olin Veteran’s Association Officer

BRINGING IT FULL CIRCLE
Talent Acquisition

We appreciate that your organization has uncompromising hiring standards. Olin’s talented students are eager to enhance the performance of your organization and are ready to meet challenges from the very first day. Our students are fully prepared to understand the functional areas of business, think critically, and solve complex, unstructured management problems.

- Better preparation of our students means less on-the-job training. We demand a level of preparedness from our students that makes them stand apart from other business school graduates.
- Our students come to us from around the globe, creating a diverse talent pool that boasts outstanding leadership potential and a collaborative work ethic.
- We work hard to make the recruitment process productive, matching the strengths and interests of our students to your company’s requirements.

“We look for students who are leaders and innovators with a commitment to teamwork and a track record of achievement. Over the years, Olin has been a consistent source of candidates with exactly these qualities.”

— Craig Bricker, EN ’94, MBA ’94
Managing Director, Credit Risk Management & Advisory, Goldman Sachs

95% student job placement each year is achieved within 90 days of graduation, and 250–300 companies hire more than 600 interns and full-time employees from Olin.

Recruiting events with Fortune 500 companies include MasterCard, Nestlé, Express Scripts, IBM, and Wells Fargo. Year after year, companies host or attend events with the objective of hiring Olin talent.

Cutting-edge entrepreneurial curriculum entices enterprises like Arch Grants, Cultivation Capital, SixThirty, BioGenerator, Ignition Tank, Arch Angels, and ITEN to seek innovative thinkers from Olin.

Worldwide demand for Olin graduates continues with hiring organizations as diverse as Google, Boeing Company, Goldman Sachs, AB InBev, Emerson, and Ernst & Young.

Our graduates give back to communities through organizations like Teach For America, The Delta Gamma Fraternity, and City Year, which seek talent trained at Olin.

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“Many local startups have opened themselves up to be a sandbox for Olin students to apply the skills they learn in the classroom, thus giving the entrepreneurial community first shot at recruiting some of the brightest and most talented young people from around the world.”

— Cliff Holekamp
Senior Lecturer in Entrepreneurship, Director of the Entrepreneurship Platform, Olin Business School
Knowledge Creation

Internationally recognized for their scholarship and research, Olin faculty members can help you turn business problems into practical applications. Their research addresses high-priority issues and emerging business challenges, producing timely and relevant material that functions far beyond the classroom—for sustainable improvement and growth for your company.

- Our faculty-led research centers address your top-priority and emerging business issues to improve your business results.
- Olin faculty members create and advance knowledge through papers that are published in leading journals in all areas of business.
- Your own expertise can drive new areas of study. Corporate involvement with Olin students in applied learning opportunities gives our students invaluable experience and make them more effective leaders.

“My association with Olin allows me to engage in a different environment, surrounded by smart people, where I can have a lot of interaction that provides a valuable and extremely stimulating development opportunity for me personally.”
— Rock Foster
Chief Financial Officer, Nestlé Purina PetCare

The 7th annual Olin Award and Praxis Luncheon Series showcases thought-provoking, business relevant research papers presented by Olin faculty. More than 100 corporate executives from organizations like Centene, Energizer, Peabody Energy, Express Scripts, Wells Fargo Advisors, Sigma-Aldrich, Monsanto, Emerson, Citi, and Edward Jones attended these gatherings.

The 2014 Olin Award program featured such topics as the award-winning paper from Professor Lamar Pierce, Cleaning House: The Impact of Information Technology Monitoring on Employee Theft and Productivity and other papers including When Consumers Don’t Want Choices, Why Wall Street Fails to Cover Companies with Unique Strategies, and How a Rival’s Product Line Expansion May Increase Your Profit.

Outstanding presenters on campus, courtesy of The Boeing Center for Technology, Information & Manufacturing (BCTIM), have included Dan Key, VP & chief supply chain officer from Sigma-Aldrich; Carlton Adams, senior vice president of global supply chain at Peabody Energy; Susan Lang, founder and CEO of Hoopayz; and Yossi Sheffi, professor of engineering systems at Massachusetts Institute of Technology.

Stimulating breakfast networking events, hosted by the Wells Fargo Advisors Center for Finance and Accounting Research (WFA-CFAR), featured speakers from such companies as the Federal Reserve Banks of St. Louis and New York, Emerson, and Nestlé Purina PetCare. Topics included executive compensation and corporate/consumer financial leverage.

“Corporate world experiences enrich the learning of our students and move theoretical to practical. Then to join a board as an equal to C-Suite executives not only builds students but connects Olin as a key resource to solve complex business problems in our community.”
— Al Kent
Adjunct Professor of Accounting and Director, United Way Board Fellows, Olin Business School

For more information about access to world-renowned faculty and scholarly research, contact Assistant Dean and Director of Corporate Relations Dorothy Kittner at (314) 935-6365 or Kittner@wustl.edu.

BRINGING IT FULL CIRCLE
Shared Experiences

Olin Business School is a hub of talented alumni, students, and business associates. Each day, great ideas are exchanged in a highly collaborative, reciprocal environment. With your involvement, you are able to tell the story of your corporate culture and how you do business while being exposed to our students’ insights and fresh thinking. As a result, Olin students are increasingly well rounded and savvy due to firsthand exposure to seasoned leaders from the business community. Within the Olin-corporate cycle, the exchange of ideas, energy, and people is ever ongoing and invaluable to companies like yours.

- Leadership summits, speaker series, and other programs strengthen your ties to the business community, develop partnerships, and help you stay informed.
- You are able to connect with peers, industry leaders, and renowned faculty for discussions and debates on timely business issues.
- Give back by imparting your wisdom and real-world experiences to tomorrow’s leaders to help prepare, inspire, and transform our students.

“Deloitte sponsored a case competition for the freshmen...they gave us the necessary information, guided us through excel analysis, and even provided a coach. Deloitte took a class assignment and brought it to the real world, which is an experience I feel very lucky to have.”
— Leah Kraft, BSBA ’16

Olin Traditions

For more than 30 years, the Century Club Business Series has hosted highly regarded business leaders speaking about their companies and industries. Participate as a speaker and deliver your knowledge to the business leaders of tomorrow.

The brainchild of Richard Mahoney, distinguished executive in residence and former chairman and CEO of Monsanto, for seven years the Olin Award Program and subsequent Praxis Luncheon Series translate noted academic papers into easy-to-apply information to give you a competitive business advantage.

A commemorative celebration, the Friends of Olin reception, recognizes the more than 1,300 business leaders annually who participate on advisory boards, judge case competitions, and engage with Olin in countless other ways.

Friends of Olin invest their resources to engage Olin students through visits to their campuses, Student Club events, mentoring, Lunch with a Pro, Cahoun Lectures, panel discussions, executives in residence, receptions, and more.

Executives who give their time and energy to Olin can be found at prestigious companies such as the St. Louis Cardinals, Carnival Corporation, Nestlé Purina PetCare, Monsanto, Ernst & Young, Express Scripts, Deloitte, Citi, Peabody Energy, MasterCard, JPMorgan Chase, Edward Jones, and Emerson.

Fostering entrepreneurial spirit, Arch Grants’ board members sponsored Olin’s Management Communication Client Project and presented in a variety of classroom settings. Director Bob Guler spoke to the Introduction to Entrepreneurship class. Lockerdome’s Gabe Lozano, US Bank’s Zachary Boyers, and Cultivation Capital’s Rick Holton also came to Olin to share their knowledge and expertise.

Olin hosts more than 350 classroom speakers each year. In exchange for getting to know students and sharing the expertise they have learned in the field, corporate guests gain exposure to new business ideas being taught at Olin. For example, McKinsey Associate Principal Daryl Plasecki spoke to Consulting and General Management Platform students.

For more information about getting involved at Olin, contact Assistant Dean and Director of Corporate Relations Dorothy Kittner at (314) 935-6365 or Kittnear@wustl.edu.
Talent Development

Outstanding companies develop and retain outstanding people. We understand that you work hard to grow your future leaders from within your organization. Think of Olin as your learning laboratory for mid-level and senior executives—a place where they are able to acquire the tools to navigate the economy, think critically, manage across functions, and inspire others to embrace your company’s goals. We want to hear what you’d like to accomplish—drive organic growth, increase competitive advantage, manage innovation, or build your brand—and work with you to meet your needs.

- Boasting cross-functional curriculum to help accomplished executives grow into world-class business leaders, the Executive MBA program (EMBA) is hosted domestically in St. Louis, Kansas City, and Denver. The global EMBA is found in Shanghai and Mumbai, through partnerships with Fudan University and the Shailesh J. Mehta School of Management (SJMSOM) at the Indian Institute of Technology in Bombay, respectively.
- Executive education seminars provide powerful business tools and knowledge that can be applied immediately. High-impact one-day, two-day, or custom sessions can develop team members to bring innovations and new efficiencies to any organization.
- More than 150 companies have employees in our Professional MBA (PMBA) program, which equips graduates with functional expertise and critical thinking skills.

“RubinBrown has an active and engaged relationship not only in St. Louis, but in our Denver and Kansas City offices as well. In addition to recruiting every year from Olin, we also serve through leadership positions on a number of Olin committees and boards.”
— Greg Osborn
Partner,
RubinBrown LLP

Custom executive programs are uniquely tailored in partnership with your organization to align your team around strategic solutions for growth. Olin professors have delivered corporate programs for AB InBev, MSCI, Monsanto, Nestlé Purina PetCare, Sigma-Aldrich, State Farm, and Wells Fargo Advisors among others.

Olin’s Executive Education programs are highly ranked and deliver demonstrated value to participants and employers. In a recent Financial Times (May 11, 2014) article, Olin’s open enrollment programs ranked #9 nationally and #17 internationally, while for customized programs, Olin ranked #10 nationally and #24 internationally.

Current EMBA participants are employed by more than 50 companies such as Cerner, Express Scripts, Honeywell, MasterCard, Monsanto, Nestlé Purina PetCare, Walmart, Chubb, and Caterpillar.

Many companies offer tuition sponsorship to Olin graduate students, including Boeing, Peabody Energy, Wells Fargo Advisors, Edward Jones, Emerson, and Procter & Gamble.

Olin introduced its Master of Science in Customer Analytics (MSCA) degree in 2014 in collaboration with multiple firms, including IBM. As a culmination of the program, Olin professors will guide students through intensive industry projects.

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Many organizations have employees in multiple programs. For example, Boeing sponsored 28 PMBA students and four EMBA students in 2014.

“I am a better person professionally and personally because of the relationships and interactions I have had with Olin faculty and staff, as well as my EMBA colleagues.”
— Brandi Williams-Hibbler, EMBA ’14
Senior Director, North American Sales Operations, Sigma-Aldrich

For more information about executive programs for developing your talent, contact Associate Dean and Director of Executive Programs Stuart Bunderson at (314) 935-9494 or bunderson@wustl.edu.
The Olin Advantage

Talent. Opportunity. Thought leadership. Olin students, alumni, and faculty deliver all this and more. Whatever your involvement with Olin, you are interacting with a world-class institution that has been making valuable contributions to the business world for nearly 100 years.

Academic Programs

Each of Olin’s degree programs prepares our graduates with the knowledge and skills required to be successful business leaders wherever their careers take them.

- **BS in Business Administration (BSBA):** The undergraduate curriculum focuses on critical thinking and problem solving while providing opportunities to engage with professors, dig deep into specialty areas, customize course work, participate in global programs, and collaborate with a broad range of organizations.

- **Master of Business Administration (MBA):** Nationally recognized for academic rigor, Olin’s MBA degree is offered as a full-time (MBA) or part-time (Professional MBA) program. Our Executive MBA degree is offered monthly in five cities, domestically and internationally. Each program equips graduates with functional expertise, analytical tools, critical-thinking skills, and experiential learning opportunities.

- **Specialized Masters Programs (SMIP):** These highly focused graduate programs equip students with a deeper understanding of fundamental concepts, in-depth training, and unique learning experiences. Programs are 10 to 17 months, and many are offered on a part-time basis.
  - Master of Accounting (MACC)*
  - Master of Science in Customer Analytics (MSCA)
  - Master of Science in Finance (MSF)
  - Global Master of Finance Dual Degree (GMF)*
  - Master of Science in Supply Chain Management (MSSCM)
  - Master of Science in Leadership (MS-Leadership)**

- **Doctoral Programs (PhD and DBA in Finance):** The PhD program focuses on a strong background in basic disciplines and advanced research skills to give graduates the tools needed to pursue engaging research and a successful academic career. The Doctor of Business Administration (DBA) in Finance prepares students for an advanced career conducting applied research in corporations, banks, government agencies, and research-oriented consulting positions.

To learn more, visit olin.wustl.edu

Talented Students

More than 1,750 students are enrolled in Olin Business School degree programs. Our students hail from around the world with impressive scholastic achievements, diverse backgrounds, and proven leadership skills. Olin interns and graduates are ready for business, with the tools and talent to create value from day one.

An Olin education provides students with:
- A strenuous education in the fundamentals of business management
- The skills necessary to communicate clearly and confidently, and influence business decisions
- In-depth functional knowledge and business-involving, experiential-learning opportunities
- A global perspective through international experiences and a diversity of individuals, cultures, ideas, and opinions

World-class Faculty

Olin’s world-renowned faculty includes more than 140 full-time and adjunct faculty members well known for their excellence in teaching and scholarly research. Thought leaders who advance and create knowledge, Olin faculty are recognized for both their research productivity and its relevance to organizations like yours. Throughout Olin’s degree and nondegree programs, our accessible faculty offer innovative coursework, provide a collaborative student experience, and often interact with corporate partners to help them meet challenges and foster business success. Concentration areas of expertise include:

- Accounting
- Business
- Economics
- Finance
- Management
- Marketing
- Operations and Manufacturing Management
- Organizational Behavior
- Strategy

Your involvement is vital to our success. We look forward to being of service to your company.

This year. Every year.
Beyond the Executive MBA degree, Olin delivers career-focused, results-driven executive education and development to help organizations cultivate high-potential employees who can drive results.

Olin’s faculty-led research centers address high-priority issues and emerging business challenges. High-potential employees who can drive results.

Executive Education

- Seminars
- Certificates
- Advanced Management
- Financial Management
- Strategic Thinking
- Business Execution
- Leadership
- Talent Management and Development
- Women’s Leadership Forum
- Supply Chain
- Custom Programs
- Brookings Executive Education

Research Centers

Olin’s faculty-led research centers address high-priority issues and emerging business challenges.

- Boeing Center for Technology, Information and Manufacturing (BCTIM): This supply chain and operations research center fosters interaction between industry and academia to engage in practicum projects, support curriculum, and host seminars and conferences.
- Center for Research in Economics and Strategy (CRES): CRES advances the understanding of firms and markets by supporting scientific research through analytical and empirical methods in the areas of applied economics, economic theory, and strategy.
- Wells Fargo Advisors Center for Finance and Accounting Research (WFA-CAFAR): WFA-CAFAR is dedicated to the dissemination of cutting-edge research in finance and accounting by encouraging Olin faculty and students to work more closely with the business community.

Career Resources

Olin offers a variety of career resources and support services to help ensure that our graduates have the skills, knowledge, and resources to achieve their career goals.

- Western Career Center (WCC): Students partner with the WCC through targeted career education, a wide range of individualized services, and resources to support career management and job search.
- Management Communications Center (MCC): Through personalized coaching, interactive workshops, and leading-edge technology, the MCC focuses on sharpening professional communication skills that will distinguish students in interviews and help them secure jobs.
- Mentorship Programs: Olin students have a number of opportunities to work with accomplished and successful mentors to advise them and help them develop business skills.
- Military Networks: Each year, Olin welcomes dozens of accomplished military personnel. The Olin Veterans’ Association (OVA) offers assistance to these students as they transition from military life to the business world.
- Women’s Leadership Training: Olin programs, including the Women’s Mentor Program and the Women’s Leadership Certificate Program, help prepare women for leadership roles in organizations and the business community.

Experiential Learning

Hands-on experience embedded into the curriculum of Olin programs gives students exposure to real-world business challenges.

- Center for Experiential Learning (CEL): The CEL organizes innovative learning experiences for Olin students to deliver valuable consulting services to a variety of businesses. These experiences advance student skills and expertise as they work on real-world, real-time consulting projects under the guidance of faculty and professional experts.
  - Practica: This program pairs faculty-led teams of talented Olin students with companies seeking smart solutions to management challenges.
  - Taylor Community Consulting Program: Endowed by the employees of Enterprise Holdings, this program pairs nonprofit organizations with student consulting teams who provide short-term, pro bono business expertise.
  - CEL Entrepreneurial Consulting Team (CELECT): In this innovative course, students participate in consulting projects for resident entrepreneurs at tech incubator T-Rex, giving them the opportunity to understand the challenges of a startup and advise the new ventures on best-practice business strategies.
- Olin/United Way Board Fellows: Created as a mutually beneficial way for business students and community groups to work together, this program takes second-year MBA students from the classroom to the nonprofit boardroom and provides a unique lens in leadership.
- Integrative Case Experiences (ICE): First-year MBA students participate in this intensive case competition focused on cross-functional learning. An Olin corporate partner presents a current business problem to student teams and within a very limited time frame, teams prepare and give presentations of their recommendations to executives from the firm.
- Olin Sustainability Case Competition (OSCSC): Presented by the MBA Programs office, the OSCSC encourages interdisciplinary student teams from across Washington University to develop creative solutions related to on-campus sustainability issues.

TRAINED TO LEAD. Olin students are uniquely prepared to make an impact from day one.