

BUSINESS EDUCATION IN A GLOBAL WORLD

Rotman
a new way to think

INVESTORS' REPORT 2013-2014

THANK YOU FOR HELPING ROTMAN BECOME A WORLD LEADER IN BUSINESS EDUCATION.

As some of you may know, I come to Rotman from the Bank of Canada, where I served as senior deputy governor. In that capacity, I worked to shape national and international monetary and financial systems. It is that very experience which underscores for me the vital importance of outstanding global management talent, and gives me such a profound respect for the pivotal role that exceptional business schools play.



It is my privilege to be here. Because of the extraordinary vision and leadership of Roger Martin and the hard work of faculty and staff, Rotman has evolved into a global business school powerhouse. Over the past 15 years, Rotman has grown its faculty from 35 to 135 and its MBA class to the largest and most international in Canada. Rotman has the top MBA program in Canada, and competes with the best in the world. Our scholarship is on par with Harvard's. And Rotman scholars are tackling some of society's biggest problems.

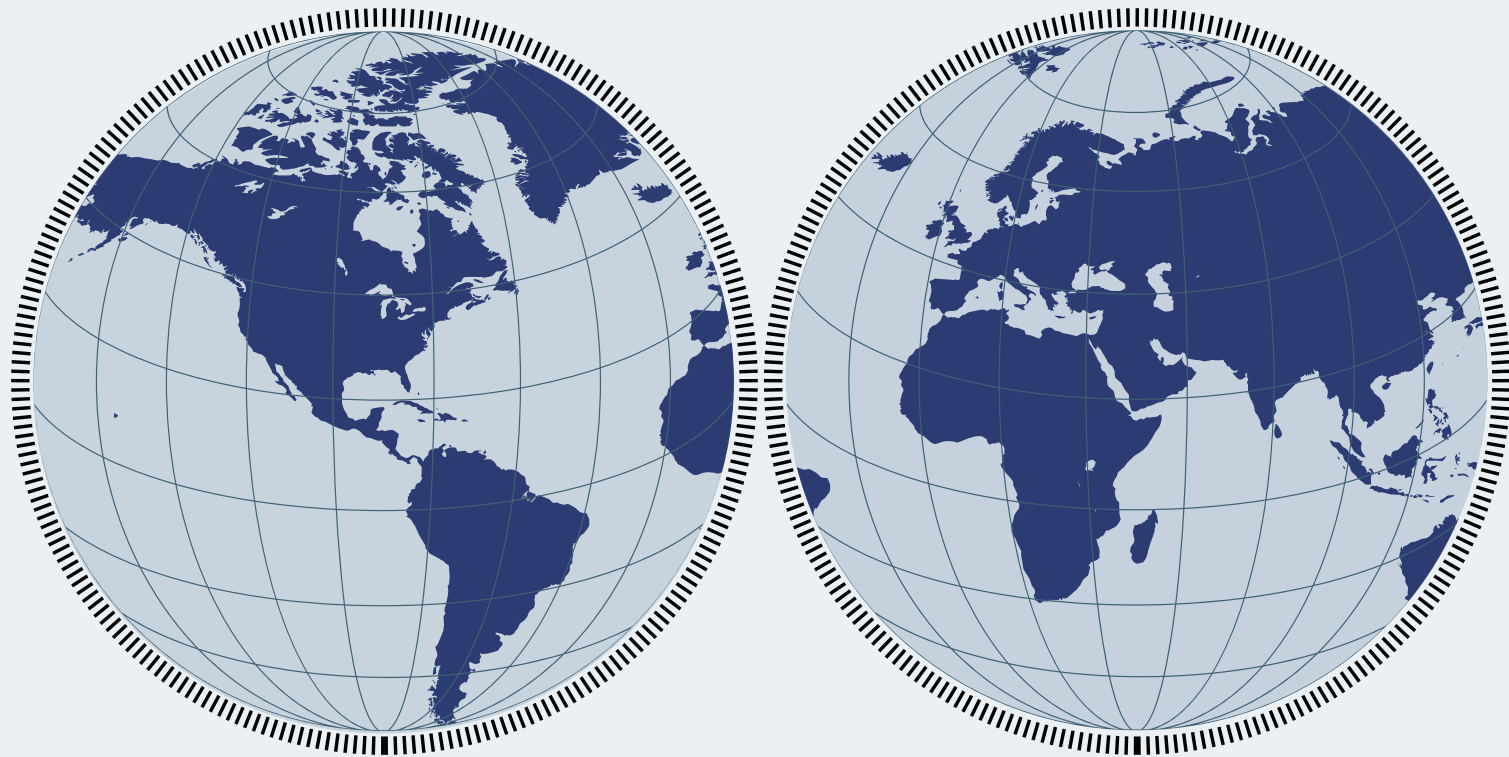
As I meet faculty, staff, students, alumni and donors, I am consistently asked: "What's next for Rotman?" I will be working with Rotman's incredibly strong team to establish our vision and to begin the process of creating a five-year strategic plan. Our overriding goal is to leverage the transformational growth already achieved at Rotman and to move to the next level of impact and influence.

Our donors and volunteers – the very special group of men and women who believe in our mission and support our efforts – are an integral part of our community and allow us to do extraordinary things we could not do on our own. I have met some of you, and I look forward to meeting many more. Your commitment, your contributions and your involvement are so deeply appreciated. We thank you.

I am honoured and delighted to begin this journey with the Rotman School of Management.

A Note from Mark Wiseman (LLB/MBA '96), President and CEO, Canada Pension Plan Investment Board

"I am honoured to have participated in the appointment of Tiff Macklem. Tiff's experience in research and public policy will be invaluable to Rotman as we continue on our trajectory as one of the world's leading business schools."



THANK YOU PETER

This year, the Rotman School of Management has once again achieved unprecedented **global success**, and it's largely thanks to Peter Pauly, who stepped in to serve as Interim Dean.

But Peter's accomplishments are nothing new. Over the past two decades, Peter has been an instrumental member of Rotman's leadership team, guiding its growth and its increasingly global scope.

In fact, that's what this year's Investors' Report is all about. As Peter passes the torch to Tiff, we take a look at Rotman's stunning achievements last year, all the while cognizant that they are a culmination of years of tireless work by the faculty, staff and donors who have made Rotman the powerhouse it is today.

The bottom line is this: Rotman has become a global business school with global power.

The rankings tell some of the story. Not only is Rotman Canada's top business school (and our Executive Education program is also number one), our faculty is ranked among the top ten business schools world-wide. Rotman's Finance program is in the top ten globally. And our research and PhD program are equally celebrated, ranking in the top ten internationally.

Our faculty is a major part of our global impact, and we have the accolades to prove it. Rotman's Nina Mažar, a behavioural economist, was this year named one of the 40 Most Outstanding B-School Professors under 40. Professor John Hull was honoured as Canadian Risk Manager of the Year. Adjunct Professor David Beatty was appointed to the Order of Canada. Visiting Professor Malia Mason was the first recipient of the Award for Emerging Leaders in Honour of Dean Roger Martin. And Professor Beatrix Dart was named as one of the Top 25 Women of Influence.

And then there are our students. This was a year of major global wins. In the **Manulife: Entry into Asia Challenge**, Rotman teams took top spots. In the **Rotman Design Challenge**, our students prevailed against MIT and Kellogg. Our students also won the **Developers' Den** competition, defeating teams from Schulich, Columbia and Queen's. In the **Warsaw Negotiation Round 2014**, our JD/MBA students beat eleven teams from universities in Europe, Asia and the United States. And a Rotman team was crowned North American champions in the **A.T. Kearney's Global Prize** competition.

Under Peter's leadership, Rotman has continued to grow and innovate. This last year brought seven new faculty members from the world's most distinguished institutions including Berkeley, MIT, Stanford, Kellogg, and New York University. We delivered the first mass online open course by a Canadian business school, attracting more than 40,000 participants from all over the world. Our new MBA curriculum debuted to student acclaim. The Centre for Innovation and Entrepreneurship continued to attract widespread support. Our Creative Destruction Lab grew in impact and the ventures in the Lab have now created over \$130 million in equity value. And in recognition of our building expansion we received the Governor General's Medal in Architecture, Canada's highest honour in that field.

Thanks to the generosity of our donors, we raised over \$16 million in our last fiscal year. With the completion of the capital portion of our \$200 million campaign, we are focused on Rotman's human capital – generating the resources necessary to attract and retain outstanding students and a new generation of world-class faculty members.

Happily for Rotman, Peter will stay on this year to see us through the transition to our new dean. His wisdom, his abiding interest in new ideas and his inspirational leadership will be vitally important as we move ever forward.

A Note from Joseph L. Rotman (MCom '60)

"Sandy and I have immeasurable respect for Peter and are deeply grateful for all that he has accomplished. His passion, perseverance, integrity, and commitment to excellence have been integral to making Rotman the school it is today. We thank and congratulate Peter for his unwavering leadership. His legacy can be seen in the pride people feel for the school and in all who benefit from Rotman."

AT 43°42'N 79°24'W YOU'LL DISCOVER THE HOME OF A GLOBAL POWER HOUSE IN BUSINESS EDUCATION.



HOW ROTMAN IS REINVENTING BUSINESS EDUCATION IN A GLOBAL WORLD

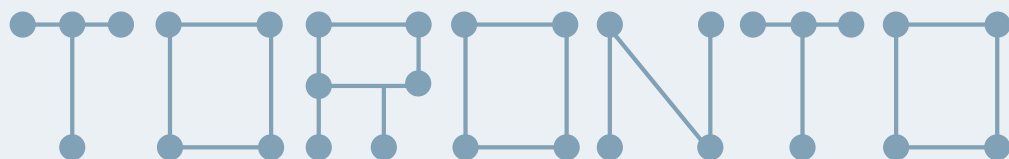
Already at the forefront of a global movement to reinvent business education, Rotman has once again broken new ground this past year.

As part of our Integrative Thinking agenda, Rotman is now the only business school in the world to use a model-based problem-solving approach in our MBA. And our students are employing this approach to tackle real challenges from actual organizations.

That's because Rotman has long recognized that for businesses to thrive in an often volatile global landscape, they need more than analytics. They need incisive and creative problem solving.

In our new curriculum, students gain access to confidential corporate data, are taught to model problems from multiple perspectives, to develop solutions based on critical thinking, and to present their findings to senior leadership. That's an amazing opportunity when the corporations include Labatt, Four Seasons Hotels and Resorts, and Kanetix.

Vice-Dean Peter Pauly was deeply involved in designing Rotman's new MBA curriculum and the driving force in making it a reality. That's just one of Peter's more recent accomplishments. His remarkable career as economist, professor, interim dean, author, editor and policy advisor to many organizations around the world is well known. He is particularly renowned for his focus on global economic modeling. In fact, Peter is the executive director of **Project LINK**, a research consortium headquartered both at U of T and at the United Nations and credited with creating a global macroeconomic model used for forecasting international economic policy.



BEIJING

AT 39°54'50"N 116°23'30"E YOU'LL FIND THE HEAD OFFICE TO THE WORLD'S GLOBAL COMPANIES.



ONCE AGAIN, ROTMAN FACULTY RANKS AMONG THE TOP TEN* BUSINESS SCHOOLS WORLD-WIDE

It's no wonder. Our international faculty come from the world's most prestigious universities – Harvard, Carnegie Mellon, MIT, London Business School, Cambridge, Stanford, NYU Stern and Yale among them.

Their research is also ranked among the world's best – and its impact is global. Professor Jia Lin Xie is a global authority on the internationalization of management research. Professor John Hull has written the textbook on financial derivatives that is the bible of trading rooms and classrooms around the world. Professor Dilip Soman is the Director of the India Innovation Institute at the U of T and the Coordinator of a newly formed research cluster at Rotman – Behavioural Economics in Action. Professor Laura Doering examines how social factors impact economic development in emerging markets. Professor Will Mitchell explores business dynamics in developed and emerging markets, most recently in Africa. Associate Dean Anita McGahan is an expert in global health. And the list goes on.

Seventy per cent of Rotman faculty are international. Clearly, they not only *are* global – they *think* global as well.

Wendy Dobson, the award-winning co-director of the Institute of International Business and adjunct professor at Rotman is – to say the least – an authority on the global economy. An international economist, she has published in both English and Mandarin on Asia's rise, on the future of the Indian and Chinese economies, and on Chinese innovation. She's served as the president of the C.D. Howe Institute, Canada's leading economic think tank. She's a senior fellow at the Asia Pacific Foundation. And she was an Associate Deputy Minister of Finance in the Canadian government.



INTRODUCING THE MOST GLOBAL MBA CLASS IN ROTMAN'S HISTORY

This past year, Rotman welcomed the largest, smartest and most international MBA class in Canada.

In fact, this Rotman class is bigger than all the MBA programs combined at McGill, Queen's, UBC and Ivey. And it is global. Students represent 32 countries including India, China, Pakistan, the United States, France, Brazil, Japan, Mexico, Thailand, the Netherlands and the Philippines.

Most interestingly, the class is made up of students from remarkably diverse backgrounds: we have a medical doctor, a veterinarian, a classical music conductor, a neuroscientist, a microbiologist, and yes, a race car driver.

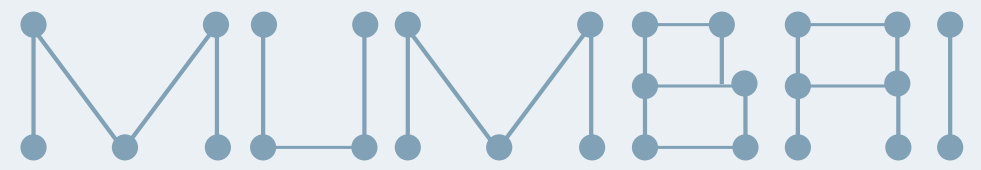
The world's best and brightest students are choosing Rotman. Mahendra Wadhwa, an investment banker from Mumbai who's worked throughout the world, chose Rotman over Chicago Booth and NYU Stern. He says Rotman's stellar reputation, its tremendous internship program and its scholarship sealed the deal. Sam Dukesz, one of Rotman's most exceptional students who is in the midst of his JD/MBA, chose Rotman over several Ivy League schools.

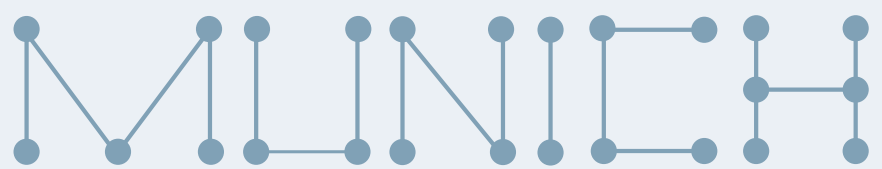


AT 18°58'30"N 72°49'33"E YOU'LL DISCOVER THE PLACE WHERE TECHNOLOGY RULES.

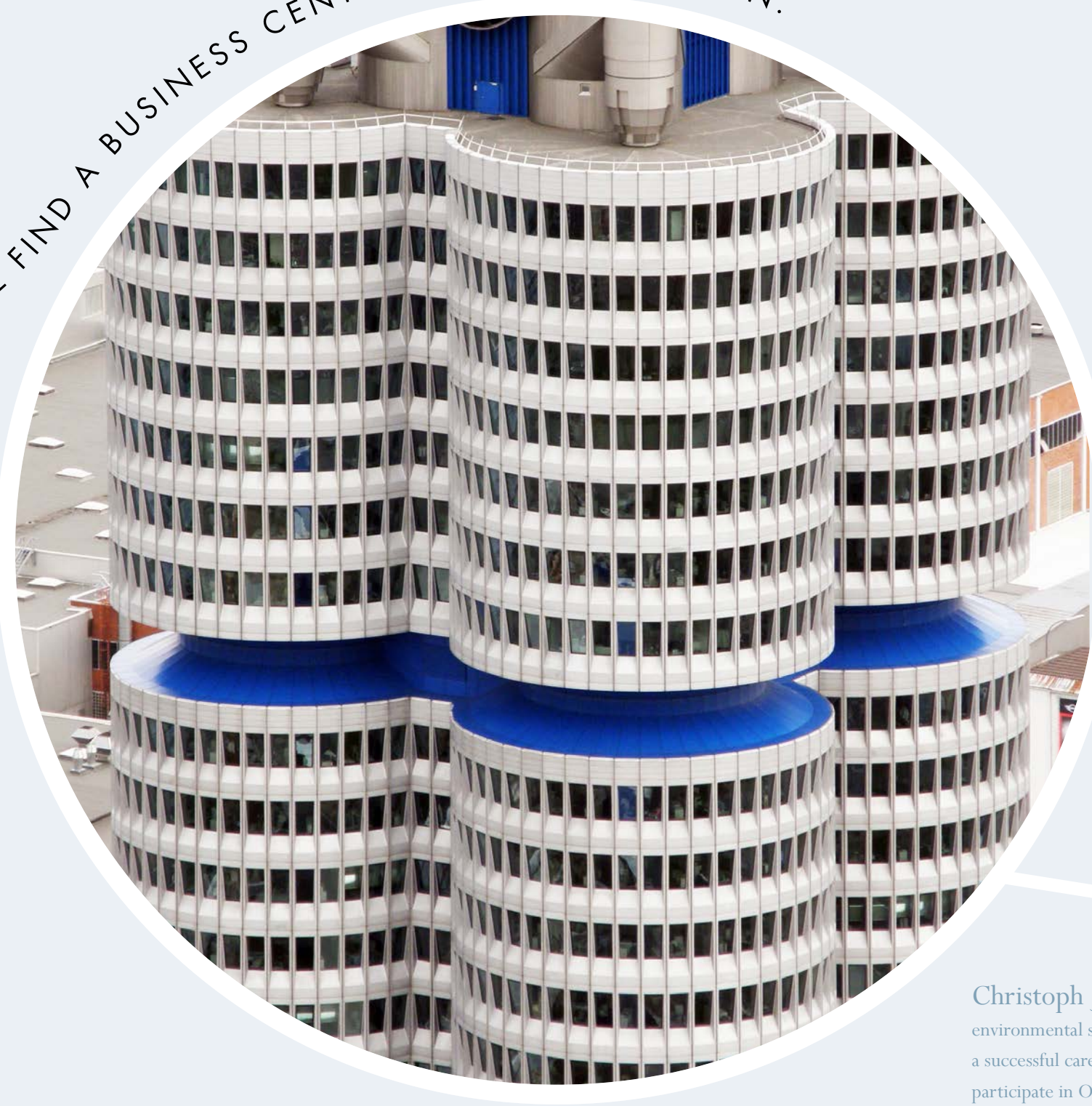


Savita Gill (MBA '15) came to Rotman from India with a degree in engineering and a career in IT asset management. Now this superstar is setting her sights on using information technology as a tool for business innovation. She's a tireless volunteer who gets involved in all sorts of extra-curricular activities (the Rotman Business Design Club, Women in Management Association, the Rotman Management Consulting Association). **Three scholarships later, Savita says she's deeply grateful to the donors who have made her education possible.** One key reason for choosing Rotman first? She believes Rotman is reinventing business education. She hasn't been disappointed.





AT 48°8'N 11°34'E YOU'LL FIND A BUSINESS CENTRE DRIVEN BY DESIGN.



ROTMAN PROGRAMS GO GLOBAL

Toronto, Sao Paulo, Buenos Aires, Hong Kong, Shanghai, Mumbai, New Delhi, Budapest, Geneva, St. Gallen, Dubai, Istanbul. That's the class schedule for students in Rotman's Omnium Global Executive MBA – one of the first truly global programs of its kind.

Over 18 months, Omnium students not only immerse themselves in business disciplines in various countries, but they also tour local businesses, meet with local stakeholders, and see businesses first-hand in different cultures. Tyler Langdon (MBA '14) chose the program because of its unrivaled reputation and after a full review of programs throughout the world. Rotman was the only school he applied to. He calls Omnium a life-changing experience.

For our MBA students, we offer study tours to regions around the globe where they visit cities like Hong Kong, Lima, Dubai, New Delhi, London, Paris and Munich. Students learn how businesses operate, gain insight into emerging markets, and find out about challenges in other economies. Students also establish connections for top careers down the road.



Christoph Jung (MBA '14) has degrees in environmental science and chemistry, and already had a successful career. But he came from Switzerland to participate in Omnium because he wanted to focus on international business and emerging markets. Most importantly, he wanted to push beyond his comfort zone and broaden his scope. It worked. Winner of multiple academic awards from Omnium, Christoph today heads one of the most profitable product portfolios at Mettler Toledo, and leads an international team of product managers and marketing specialists.

AT 31°12'N 121°30'E YOU CAN PUT A FINGER ON THE PULSE OF GLOBAL TRADE.

After all, Rotman students have access to more job opportunities at more top-tier firms than students from any other business school in Canada.



Albert K. Li (MBA '88) epitomizes the global Rotman graduate. He worked in senior positions throughout North America before moving to Thailand in 1996 as manufacturing controller of AutoAlliance Thailand. By 2000, he was appointed vice president and CFO of Ford China, and then later, president of Ford Taiwan. In 2012, he became general manager and head of Bombardier Aerospace China.

As a major player in the Asia-Pacific region, Albert has been duly recognized with the Honorary Labour Medal by the Jiangsu Government for outstanding contribution in the field of economic development. Still, he doesn't forget his roots. Albert and his wife, Teresa, established the **Albert and Teresa Li Scholarship** at Rotman to support an incoming MBA student.

ROTMAN RANKS TOP IN GLOBAL THOUGHT LEADERSHIP

Rotman's reputation as a leading international thought leader is only becoming stronger.

Once again, the prestigious *Financial Times* rankings have placed Rotman research in the top ten in the world, alongside Harvard Business School, Wharton, Stanford, Duke and NYU Stern. It's no surprise that Rotman's largest contribution this year came from a donor as far away as London.

And Thinkers50 – the definitive global ranking of the most influential management thinkers on the planet, which held its award ceremony in London, included three of Rotman's faculty on its coveted list: former Rotman Dean Roger Martin, technology guru Don Tapscott, and world-renowned urban theorist Richard Florida.

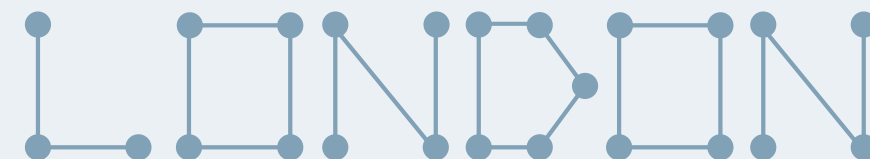
But Rotman faculty are hardly resting on their laurels. Dozens of new books and articles have been published in pre-eminent journals and mainstream media this year. And Rotman's Speaker Series brought some of the world's most distinguished thinkers to students, alumni and the broader community. Not to mention our award-winning *Rotman Management* magazine, now on newsstands across North America.



AT 51°30'26"N 0°7'39"W YOU'LL SEE WHERE CULTURE AND BUSINESS REIGN.



As part of his Global Cities agenda and thanks to the vital support of Manulife Financial, Professor **Richard Florida** is exploring the rise of global cities and the middle class in Asia. Florida is the director of Rotman's Martin Prosperity Institute – a leading think tank on cities and economic prosperity. Florida has been named one of the world's leading public intellectuals on cities and economic competitiveness.



THOUGHT LEADERSHIP @ ROTMAN – 2013-2014



MPI "SHIFT DISTURBERS" SPEAKERS SERIES @ ROTMAN
Nate Silver, Editor-in-Chief of ESPN's *FiveThirtyEight* blog; Author
"The Signal and the Noise: Why Most Predications Fail – but Some Don't"



MPI "SHIFT DISTURBERS" SPEAKERS SERIES @ ROTMAN
Anne-Marie Slaughter, President and CEO of the New America Foundation and the Bert G. Kerstetter '66 University Professor of Politics and International Affairs, Princeton University
"Solutions for a New America"



LIVE @ U OF T MALCOLM GLADWELL
Malcolm Gladwell, Staff Writer, The New Yorker; Author, *The Tipping Point*, *Blink*, *Outliers*, *What the Dog Saw* and *David and Goliath*
"David and Goliath: Underdogs, Misfits, and the Art of Battling Giants"



DESIGN THINKING EXPERTS SPEAKER SERIES @ ROTMAN
David Kelley, Founder, IDEO and Stanford University's d.school; Co-Author (with Tom Kelley), *Creative Confidence: Unleashing the Creative Potential Within Us All*
"Unleashing the Creative Potential Within Us All"

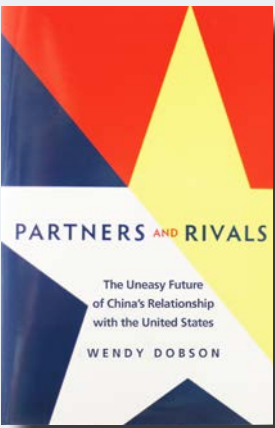


ENTREPRENEURSHIP EXPERTS SPEAKER SERIES @ ROTMAN
Fred Dawkins, Co-Founder, The Olde Hide House; Author, *Everyday Entrepreneur: Making It Happen*
Sherry Cooper, TMX Industry Professor, DeGroote School of Business, McMaster University (former Chief Economist, BMO)
"Identify Your Strengths, Strike out as an Entrepreneur – and Make Your Dream a Reality"

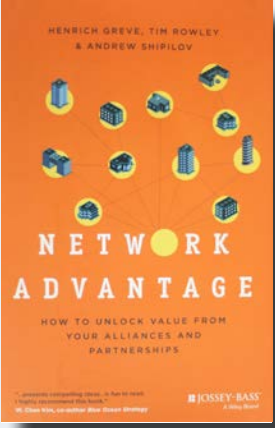


BEHAVIOURAL INSIGHTS EXPERTS SPEAKER SERIES @ ROTMAN
Dr. David Halpern, Chief Executive, United Kingdom Behavioural Insights Team
"The Behavioural Insights Factor: Reflections from 10 Downing Street"

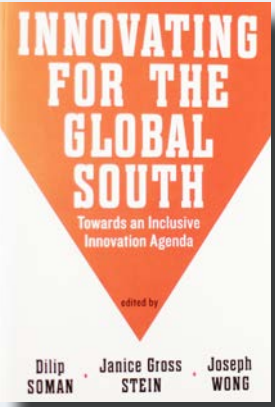
FACULTY AND ROTMAN PUBLICATIONS



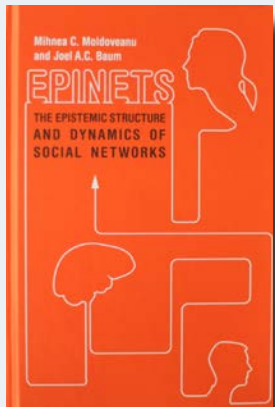
Wendy Dobson:
Partners and Rivals: The Uneasy Future of China's Relationship with the United States (University of Toronto Press, Rotman-UTP Publishing)



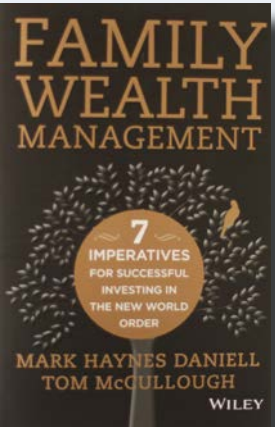
Tim Rowley:
Network Advantage: How to Unlock Value from Your Alliances and Partnerships (Jossey-Bass)



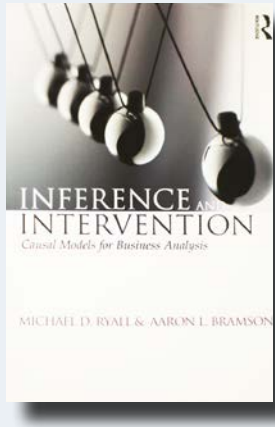
Dilip Soman:
Innovating for the Global South: Towards an Inclusive Innovation Agenda (University of Toronto Press, Rotman-UTP Publishing)



Mihnea C. Moldoveanu and Joel A. C. Baum:
Epinets: The Epistemic Structure and Dynamics of Social Networks (Stanford University Press)



Tom McCullough:
Family Wealth Management: 7 Imperatives for Successful Investing in the New World Order (WILEY)



Michael D. Ryall:
Inference and Intervention: Causal Models for Business Analysis (Routledge)



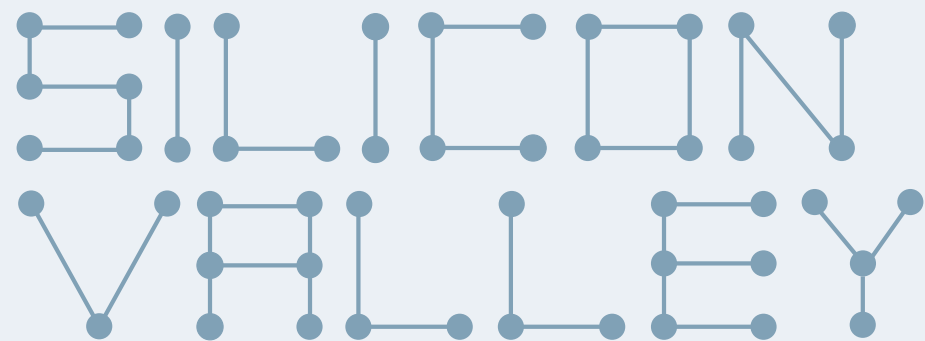
Winter 2014



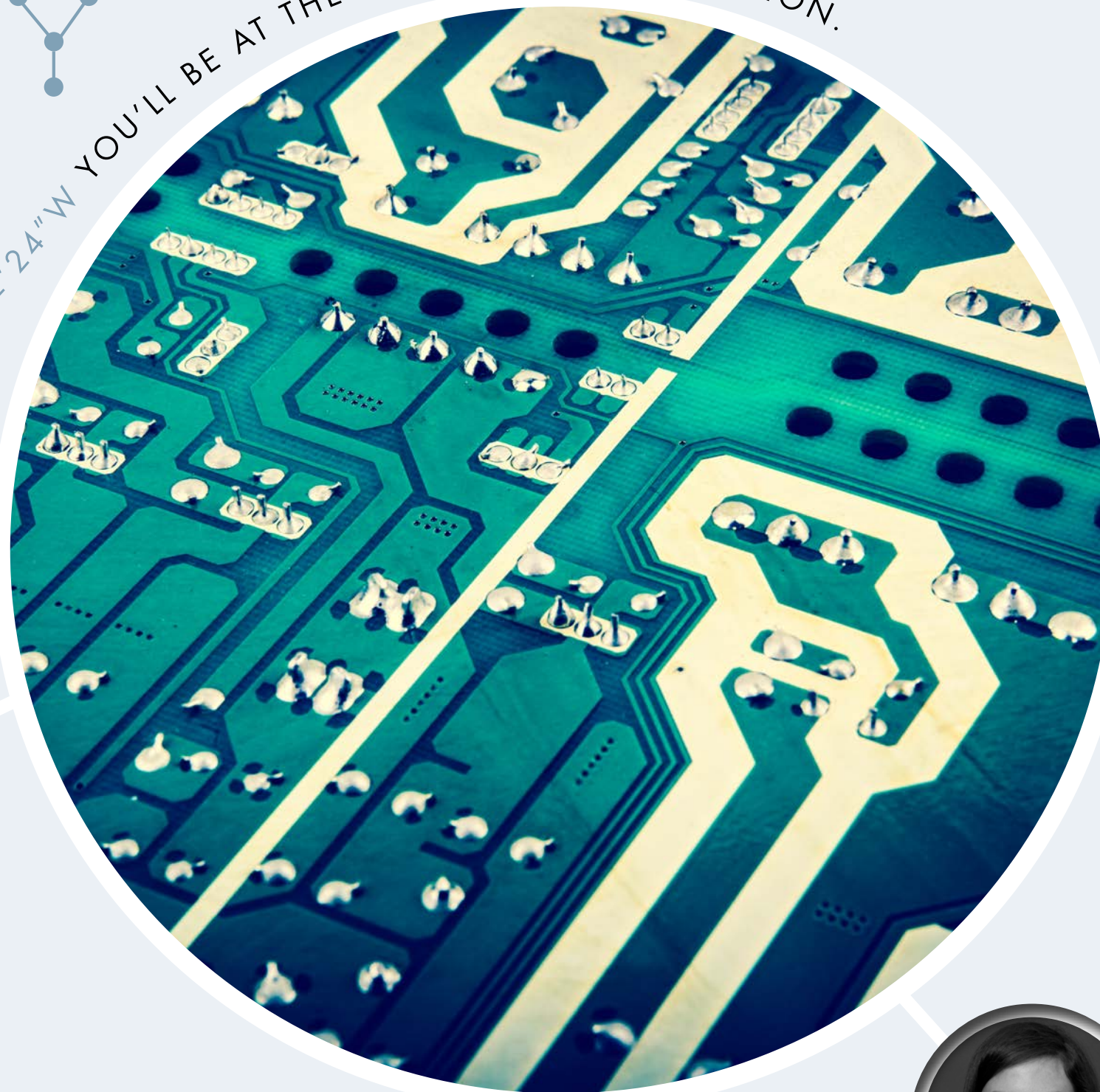
Spring 2014



Fall 2014



AT 37°22'12"N 122°2'24"W YOU'LL BE AT THE EPICENTRE OF INVENTION.



BECAUSE OF OUR DONORS AND VOLUNTEERS, ROTMAN CONTINUES TO ADVANCE ON THE WORLD STAGE

Rotman has global students, faculty, alumni and programs. So it makes sense that our donors and volunteers are global as well.

One of our most significant gifts in the past year came from England. Given anonymously, this \$10 million donation will support Roger Martin's work on democratic capitalism at Rotman's Martin Prosperity Institute.

Then there is the Peter P. Copses and Judith V. Mueller 1980 Commerce Scholarship. Based in Los Angeles, this couple, both Rotman Commerce graduates, want to support students who have a passionate interest in the free enterprise system.

And Manulife Financial has enabled us to create the Manulife Asia Desk @MPI to explore urbanization and the rise of the creative, middle-class in South East Asia. The project is vital to understanding global business strategy and policy implications.

For all that our donors and volunteers do for Rotman, year in and year out, we thank you.



Melinda Rogers works in both Toronto and Silicon Valley and understands the value of a business degree. She received her Rotman MBA in 1997 and has since played a pivotal role in making Rogers Communications Partnership the company it is today. As a proud alumna, supporter and dedicated volunteer to Rotman, Melinda sees the importance of attracting the world's best students. To that end, Melinda established the **Leaders of Tomorrow Scholarships** at Rotman for students beginning their MBA or Master of Finance. It's a scholarship based on merit and demonstrated leadership potential.

ROTMAN CONNECTS WITH DONORS AND VOLUNTEERS AROUND THE WORLD



SOME MEMORIES FROM THE PAST YEAR

(please note, not all 2013/14 events are shown)

- October 7, 2013 | Welcome Interim Dean Peter Pauly Reception
- October 30, 2013 | Canadian Business History Advisory Board Meeting
- November 13, 2013 | Rotman Student Awards Breakfast
- November 25, 2013 | Hong Kong Rotman Alumni Reception
- December 4, 2013 | Gibbens Breakfast hosted by Jose Luis Martinez (MBA '92) with the Rotman Latin American Business Club
- January 29, 2014 | Don Tapscott, Inaugural Fellow, MPI; Executive Director, GSN, MPI "Shift Disturbers" Speakers Series @ Rotman
- February 6, 2014 | David Kelley, Founder, IDEO and Stanford University's d.school, Design Thinking Experts Speaker Series @ Rotman
- February 10, 2014 | FirstService Corporation Recognition Event
- April 30, 2014 | Powerhouse Dinners
- May 7, 2014 | Boston Rotman U of T Alumni Reception
- May 8, 2014 | Washington Rotman U of T Alumni Reception
- May 12, 2014 | Leadership Annual Giving event hosted by John Cassaday (MBA '81)
- May 12, 2014 | Calgary Rotman U of T Alumni Reception
- June 5, 2014 | Dean's Cocktail Party

FEATURED DONOR



On International Women's Day, 2014, CIBC announced a major investment to support the leadership, advancement and development of women in finance at the Rotman School of Management.

CIBC's one million dollar contribution will provide women with business school scholarships, paid summer internships and mentoring by industry leaders. Their gift will also be used to develop curriculum in the area of leadership and diversity management. The goal? To kick-start women's careers in finance and to promote diversity in the financial sector.

The gift makes perfect sense for CIBC whose strong, inclusive culture has been recognized with Canada's most prestigious organizational awards including Canada's Top 100 Employers, Best Diversity Employer, Best Workplace, Best Employer for New Canadians and Canada's Top Employer for Young People.

For Rotman, the partnership is an extension of a long-standing relationship with CIBC. According to Peter Pauly, then Interim Dean of Rotman, the **CIBC Women in Financial Services Scholarships** initiative is exactly what women need to become tomorrow's business leaders.

We thank CIBC for its generous commitment to Rotman, to our students and to the future of women in business.

**To our donors and
volunteers everywhere,
we thank you for helping
make Rotman one of
the WORLD'S TOP
BUSINESS SCHOOLS.**

DONORS [CASH GIFTS OR PLEDGE PAYMENTS MADE MAY 1, 2013 – APRIL 30, 2014]

\$1,000,000+
Marcel A. Desautels
Lauran, Bill, Jim, Ted and Donald (BCom ‘80) Guloien
Sandra and Joseph (MCom ‘60) Rotman
Anonymous (1)

\$250,000 - \$999,999
Peter P. Copses (BCom ‘80) and Judith V. Mueller (BCom ‘80)
Michael Lee-Chin
Manulife Financial
The Rockefeller Foundation
T. David Scrymgeour (BCom ‘79)
John (BCom ‘66, MBA ‘67) and Josie Watson
Anonymous (1)

\$100,000 - \$249,999
Accenture Inc.
Aimia Inc.
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EY
The John and Deborah Harris Family Foundation
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Melinda Mary Rogers (MBA ‘97)
Seagate Technology Inc.
TD Bank Group
TSX Group Inc.

\$50,000 - \$99,999
ATCO Group
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Daisy Chiu-Fung Ho (MBA ‘90)
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Power Corporation of Canada
John (BCom ‘68) and Lynda Rogers
Nigel W. Stokes (MBA ‘87)

\$25,000 - \$49,999
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FirstService Corporation
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Teck Resources Limited
Thomson Reuters
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Women in Capital Markets

\$10,000 - \$24,999
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Canadian Securities Institute Research Foundation
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Wade Robert Felesky (MBA ‘95)
Norman Fraser (BCom ‘65, MBA ‘68)
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Friends and Family of Bobby Hundal
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Ann Kaplan (MBA ‘05)
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A. Michael Spence
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Janet and Bill Young
Anonymous (1)

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Michael Gibbens (MBA ‘11)
Endla & John Gilmour Foundation
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David Samuel
Margaret (MBA ‘76) and Andrew Stephens
Barbara Stymiest
Joanna Eurydice Tountas Wolff
Village Orthodontics
Lorne Weil (BCom ‘68)
Anonymous (1)

\$2,500 - \$4,999
AllianceBernstein
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Kelly Battle (MBA ‘97)
Joel A. Baum (MBA ‘85, PhD ‘89)*
Harvey Botting (MBA ‘85)
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Ambrose Fan (MBA ‘92)
Jim* and Mary Fisher
Irving and Gail Gerstein
Kevin A. Glass (MBA ‘92)
Stanley Y. Ho (BCom ‘94)
John* and Michelle Hull
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Roger Martin*
Anita M. McGahan*
Esther Mui (MBA ‘74)
Richard Coleman Powers*
Gary Ryan (MBA ‘01)
Sionna Investment Managers Inc.
Paul Joseph Sorbara (MBA ‘05)
Kevin Stolarick
Don Tapscott* and Ana P. Lopes
Natalie (MBA ‘89) and Geoff (MBA ‘87) Townsend
Glen Whyte (DBA ‘80, MBA ‘81)*
Kyle Winters (MBA ‘08) and Howard Rideout
Jia Lin Xie*

\$1,000 - \$2,499
Sidney E. Amster (MBA ‘82)
Fariba Anderson (MBA ‘04)
Glenn Masao Asano (MBA ‘94)
Syed Ashraf (BCom ‘02, MBA ‘06)*
Lawrence Baldachin (MBA ‘94)
David* and Debby Beatty
Blake, Cassels & Graydon LLP
Richard Blickstead (MBA ‘76)
William J. Biggar (BCom ‘74, MBA ‘75)
J. Richard Bird (MBA ‘71, PhD ‘75)
Cynthia Anne J. Bishop*
William I. Bongaerts (MBA ‘75)
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We apologize for the accidental misspelling or omission of donor names. If you have not been appropriately recognized, please contact us and we will correct the oversight in future publications.

WAYS TO CONTRIBUTE

The Rotman School is getting ever closer to achieving its campaign goal of \$200 million, an integral component of the University of Toronto's Boundless Campaign. Boundless is the most ambitious fundraising initiative in Canadian university history. There are so many ways you can become involved.

ANNUAL FUND

The Annual Fund is designed to meet Rotman's immediate needs and provide support for our students, alumni and faculty.

- Annual gifts of **\$250** or more will be recognized on our website for the 2014-15 year and in our annual Rotman Investors' Report.
- Annual gifts of **\$1,000** or more will be recognized in our new Dean's Society, an exclusive category within our Annual Fund. Membership offers privileged access to the world's greatest minds, insight into research that's still in the works, the chance to reconnect with former classmates and the opportunity to meet the giants of corporate Canada.
- Gifts of **\$5,000** (may be given over five years) entitle donors to name a seat in Desautels Hall, a state-of-the-art facility designed for lectures, classes and special events. Seats can be named as a lasting legacy in support of business education, or as a tribute to family, friends or colleagues.

STUDENT SCHOLARSHIPS

Rotman competes for the world's top students. Merit-based entrance awards and scholarships for both domestic and international students are essential. There are two ways donors can participate:

- **Starting at \$50,000, a Named Endowed Scholarship can be established.** Payable over five years, this enables donors to allocate funds to their area of interest (for instance, finance, marketing or accounting) and specify what type of student(s) will receive the scholarship.
- **Starting at \$25,000, a Pledged Expendable Scholarship can be established.** Payable over five years, will ensure that an eligible student receives \$5,000 per year toward the cost of tuition. Expendable scholarships can also be named.

CHAIRS AND PROFESSORSHIPS

Naming an endowed Chair or Professorship at the Rotman School will help recruit and retain the world's leading teachers and researchers, enhance our curriculum, foster research and advance the academic performance of tomorrow's business leaders. Chairs and Professorships can be established for a **\$3 million Named Endowed Chair**, a **\$1 million Named Expendable Chair**, a **\$1 million Named Endowed Professorship** and a **\$500,000 Named Expendable Professorship**.

We are seeking support in the following areas:

- **Business Design**
- **Corporate Social Responsibility**
- **Economics and Strategy**
- **Finance and Risk Management**
- **International Business**
- **Knowledge and Technology Management**
- **New Technologies and Data Analytics**

RESEARCH CENTRES (CENTRES OF EXCELLENCE)

Rotman's evolving curriculum reflects a commitment to interdisciplinary learning opportunities and newly emerging fields of study. Curricular innovation – the heart of a dynamic business school – requires a variety of investments in program development to maximize the intellectual capital generated throughout the University's academic community. Rotman has responded by developing centres for excellence. These centres bring increased focus and intensity to the education of today's Rotman graduates. The centres of excellence are essential to the ongoing development of the School's academic programs. Endowing each of these programs will enable the School to provide an innovative and progressive business education that continues to compete with the best in the world.

PLANNED GIVING

Gift planning allows donors to make a strategic charitable donation that will have a much greater impact than might be expected. Usually available to Rotman sometime in the future, a planned donation gives the donor the opportunity to establish their own personal legacy through a variety of affordable methods suited to their goals, needs and timeline. The link between the past, present and future, legacy gifts are the foundation for the ongoing growth and success of Rotman and the University of Toronto.

For more information, please contact Anne Hilton, Director, Donor Relations at 416.978.3010

Supporting the best students, the finest academic minds and our centres of excellence will help us maintain our position among the world's top business schools. Please join us.



Rotman School of Management
UNIVERSITY OF TORONTO

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