

With the power to inspire

WHY SOCIETY'S LEADERS ARE TURNING
TO ROTMAN FOR ITS INTREPID THINKING
AND GAME-CHANGING TALENT

THANK YOU FOR SUPPORTING A GLOBAL FORCE IN MANAGEMENT PRACTICE AND EDUCATION

The Rotman School has been a fabulous growth story for the past 15 years, and we have achieved global scale and international recognition. Rotman has an outstanding faculty and a world-class facility situated in the centre of Canada's largest city. We are a leading research-intensive management school in the heart of one of the world's leading universities. Rotman now ranks amongst the elite business schools in the world.

we think forward



A MESSAGE FROM OUR DEAN,
TIFF MACKLEM

The question now is – where to from here?

Over the past year, my colleagues and I have worked to chart a vision for the future and a strategy to get there. The next leap forward: we will raise our impact and extend our reach to establish Rotman as a truly leading global brand in management education. We will focus on the impact of our students and the impact of our new thinking – in the business, start-up, public policy and not-for-profit communities. In short, we will inspire new thinking and develop new leaders that impact business and society.

Raising our impact has three core aspirational elements:

We will inspire intrepid thinking on the most pressing management problems of our time: That means bold new thinking across all management disciplines – Accounting, Finance, Strategy, Organizational Behaviour, Marketing, Operations Management and Business Economics – that confronts our biggest business and societal challenges, taking an integrated cross-disciplinary approach.

We will transform the world's top students into the globe's most influential leaders: We already attract many of the world's best students. We want to attract more top students and deliver a unique educational experience – one that enables students not only to master analytics, but to become creative problem solvers and influential leaders. We want our graduates to be courted by the world's leading companies, the highest impact non-profits, and the most dynamic start-ups.

We will engage a world of Rotman alumni: We will have a global network of alumni across careers and sectors that define themselves as Rotman graduates. Many of our alumni are already deeply committed to supporting Rotman and its brand. We want to deepen and expand this relationship, creating more opportunities for alumni to mentor, connect, support, inspire, advocate and hire.

Our outstanding faculty and staff are working hard to achieve this vision. But we cannot do it on our own. You play an instrumental role. Your support fuels new initiatives, enriches our community and raises our impact. Most of all, it enables us to deliver more of what Canada and the world needs.

Thank you for your generosity and commitment. We look forward to continuing to collaborate with you.

#1

Rotman is ranked
**BEST BUSINESS
SCHOOL IN CANADA**

#4

Rotman faculty research is ranked
FOURTH IN THE WORLD

SOME OF ROTMAN'S CENTRES, LABS AND HUBS

- Creative Destruction Lab
- BMO Financial Group Finance Research and Trading Lab
- Rotman DesignWorks
- Self-Development Lab
- Joe Weider Foundation Leadership Development Lab
- Desautels Centre for Integrative Thinking

we raise the bar

50%

HALF of Rotman's students
are **INTERNATIONAL**

#4

Rotman's PhD Program ranks
FOURTH IN THE WORLD

#1

Rotman's Executive Education
is ranked **FIRST IN CANADA**
for its open enrollment programs

10

Rotman's Finance program
ranks in the **WORLD'S TOP 10**

15,000

Rotman alumni are **INFLUENCING
BUSINESS PRACTICE GLOBALLY**

#3

Our award-winning *Rotman Management* magazine ranks
THIRD GLOBALLY in the
business-school journal
marketplace, behind *Harvard Business Review* and MIT's *Sloan Management Review*.

In just 15 years, Rotman has catapulted to the top-tier of global management schools. We are now recognized as a world-leader in management education and thought leadership.

This past year has only made us stronger. Our rankings have never been higher. Our faculty have never received more accolades. Our entry standards have risen once again and our classes continue to grow.

On the research front, we are achieving global prominence in areas such as prosperity and competitiveness, board effectiveness and health care.

And our labs, hubs and centres are changing the way students learn, innovation happens and leaders emerge. They are transforming the business education landscape and producing the world's next generation of innovators and entrepreneurs.

we lead with ideas



Tiziana Casciaro
*Associate Professor of
Organizational Behaviour
and HR Management*

Rotman is home to some of the world's best and most innovative management thinkers. It's no wonder then that our research ranks 4th in the world among business schools.

Our scholarship influences the kinds of courses and programs we deliver and the impact we have in both academic and business circles. It allows us to recruit the best and brightest students. And it enables us to attract the world's most talented faculty. In fact, an amazing 70 per cent of our faculty hold non-Canadian or dual passports.

ROTMAN'S SCHOLARSHIP UNLOCKS NEW POSSIBILITIES



Networking that Makes Us Feel Dirty

Tiziana Casciaro, Associate Professor of Organizational Behaviour and HR Management, has unveiled an astounding finding in her research: some networking can make people so morally impure that they feel physically dirty and want to actually cleanse themselves.

But networking isn't going away. In a complex business world that more than ever demands collaborative work, networking is essential. The good news is that networking can be made less aversive. It can be reframed so that people see it more as a learning experience focused on substance, expertise, innovation, and mutual support than as a sleazy, necessary evil. And these changes can help those who find networking most debilitating (usually employees in the lower ranks of organizations or in minority groups) better able to engage in it.

The research continues, says Dr. Casciaro, thanks to Rotman's deep connection to Toronto's business community. Theories can be tested with and feedback generated from the very people Tiziana's research is intended to help.



Catastrophic Failure in Organizations

This year it's been General Motors and Volkswagen but it doesn't take much to remember BP's oil spill, Knight Capital's trading meltdown and the Fukushima Daiichi nuclear disaster.

Catastrophic events not only severely disrupt companies, they can bankrupt them. András Tilcsik, Assistant Professor of Strategic Management, believes these business failures need to be better understood by MBA students. So he's developed a unique course that looks at all aspects of crisis events. How do massive organizational failures pose the greatest risks – and some major opportunities? What can managers do to make productive decisions during times of crisis? How can even small errors have devastating consequences?

Dr. Tilcsik uses high-profile cases of catastrophic failure – like Three Mile Island and Enron – as a basis for analysis and leverages the rich experience of guest speakers with first-hand experience that goes far beyond anecdote-driven scholarship.

It's a fairly new line of research, says Dr. Tilcsik, but the potential benefits are huge. It can equip organizations with techniques to improve the management of catastrophic risk and enable organizations to survive – and even overcome – what might have destroyed them.



How Gender Capitalism is Improving the Financial and Social Return of Investments

Sarah Kaplan, Professor of Strategic Management at Rotman, co-published an article in the prestigious *Stanford Social Innovation Review* that argues that a gender lens can improve the financial and social return of investments because it uncovers opportunities and risks. For instance, the more we look at gender the more women can gain access to capital both as investors and investees, no matter where in the world they are (a meagre six per cent of U.S. venture capital funding currently goes to women-led businesses). A gender lens also promotes investment in workplace equality and inclusivity – indicators already associated with better performance. And women and girls comprise a huge market for goods and services that can improve their lives – from clean cook stoves in Africa to medical treatments based on women's biology.

ROTMAN IS HOME TO THE WORLD'S MOST ACCOMPLISHED FACULTY



Dr. Ajay Agrawal

**Peter Munk Professor of Entrepreneurship
Professor of Strategic Management | Founder and Academic
Director, Creative Destruction Lab**

How does innovation strike? It's what companies want to know and Professor Ajay Agrawal has an answer. One of the world's most influential management scholars, Dr. Agrawal says it's got as much to do with the daily grind as with the moment of invention. The creativity process, it seems, requires effort and time not directly related to the idea itself.

As founder and academic leader of Rotman's Creative Destruction Lab, Dr. Agrawal sees innovation day in and day out. He teaches courses on business strategy, innovation, and entrepreneurship. His research focuses on the economics of innovation and creativity and he advises international firms and world governments about it. He's been recognized as "Professor of the Year" by Rotman's graduating MBA class seven times running.

Dr. Agrawal's work has been presented at the world's most elite institutions – from Harvard, Stanford, Wharton, Berkeley, and the London Business School to the Brookings Institution, Washington's National Press Club, the World Intellectual Property Organization in Geneva, and the Federal Reserve Bank in Canada.



Dr. Nina Mažar

**Associate Professor of Marketing | Science Leadership Program
Fellow | "Top 40 Most Outstanding B-School Profs Under 40
in the World, 2014"**

Professor Mažar's research asks a simple – yet very complex – question: How do people really behave? Not like we thought, apparently. A renowned behavioral scientist, Dr. Mažar is challenging standard economic assumptions in areas as diverse as moral decision-making, the policy implications of dishonesty, and why green consumerism doesn't make us very nice, after all.

In short order, Dr. Mažar has become an international star. When she's not teaching behavioral economics, she's filling in the world's governmental and non-profit leaders on how people actually make decisions (irrationally, it turns out). She also co-coordinates Rotman's Behavioral Economics in Action research hub (BEAR) – a group that partners with non-profits, companies and government agencies to solve social problems like obesity and fraud.

Nina's awards and accolades run the gamut from the *Rotman Dean's Award for Excellence in Research* to the *William F. O'Dell Award* for the most significant, long-term contribution to marketing theory, methodology, and practice. And, Dr. Mažar not only publishes in the most prestigious academic journals, chances are you've come across her in the world's most read publications – the *New York Times*, *Financial Times*, *Wired* – and on the world's most listened to broadcast media.

SELECT 2014/15 FACULTY AWARD WINNERS

NINA MAŽAR, Associate Professor of Marketing (2014), and **SANFORD DEVOE**, Associate Professor, Organizational Behaviour & HR Management (2015) – **Best 40 Under 40 Professors** by Poets & Quants.

CRAIG DOIDGE, Professor of Finance and **BILL MCEVILY**, Professor of Strategic Management – Ranked among the world's "**most highly-cited scientific researchers**" by Thomson Reuters.

PHILIPP AFÈCHE, Associate Professor of Operations Management, awarded the **2014 Best Paper Award (Manufacturing & Service Operations Management)** for "Incentive-Compatible Revenue Management in Queuing Systems: Optimal Strategic Delay."

NINA MAŽAR, co-author of "Advance Payment Systems: Paying Too Much Today and Being Satisfied Tomorrow," received one of the **Best Paper Awards (International Journal of Research in Marketing: Special Issue on Marketing and Innovation)**.

HESKI BAR-ISAAC, Professor of Integrative Thinking and Business Economics, co-author of "Raising Retailers' Profits: On Vertical Practices and the Exclusion of Rivals" (*American Economic Review*), has received the **Jerry S. Cohen Memorial Fund Writing Award** for antitrust scholarship.

ANITA MCGAHAN, Professor of Strategic Management and the Rotman Chair in Management, was named an **Academy of Management (AOM) Fellow**. She joins three other Rotman faculty – Profs. Joel Baum, Gary Latham and Will Mitchell – as AOM Fellows, an honour bestowed on AOM members who have made significant contributions to management.

TIZIANA CASCIARO, Associate Professor of Organizational Behaviour and Human Resource Management, who holds the Professorship in Leadership Development, received the **Outstanding Publication in Organizational Behavior Award** by the Academy of Management.



ROTMAN PROGRAMS APPLY BUSINESS SKILLS TO THE SOCIAL AND PUBLIC POLICY CHALLENGES OF OUR TIME



Nymi, a wristband and biometric authentication device (Photo courtesy of Nymi)

The Creative Destruction Lab: Exporting Innovation World-Wide

Its equity value is a staggering \$200 million since its inception just three years ago. Its ventures are nothing short of genius. Its innovators are given the tools, guidance and resources to bring their inventions to life – with access to the best and brightest Rotman students. Their coaches are some of Canada's most successful entrepreneurs.

The Creative Destruction Lab (CDL), led by Founder and Academic Director, Ajay Agrawal, is a program for massively scalable, technology-based ventures which have the potential to transform our social, industrial, and economic landscape.

CDL is home to innovations that are already gaining global momentum. Just one example is Nymi, a wristband and biometric authentication device that recognizes its wearer's unique cardiac rhythm. It changes the way people interact with devices and services – like online banking, perimeter security and health-care equipment.

Begun by Karl Martin and Foteini Agrafioti, part of CDL's first cohort in 2013, Nymi now employs over 30 staff and has closed a \$14 million Series A financing round. This past summer, Nymi launched the world's first biometrically authenticated payment using a person's heartbeat.

The Lab is now launching a program that focuses exclusively on Machine Learning (ML) and Artificial Intelligence (AI) ventures – doubling the number of ventures in the CDL annually.

Behavioural Economics

Traditional theories of economics assume humans are unemotional processors of information who make rational decisions based on the facts. Not true. Real people are emotional, impulsive, often lazy and overwhelmingly poor at thinking things through.

The field of behavioural economics – and more generally behavioural insights – studies economics based on how people really work. It's an invaluable approach for businesses, non-profits and governments because they all have the same goal: to change behaviour. Convince people to make a purchase. Persuade people to comply with legislation or policy. Encourage people to drink less, eat healthier, care more for the environment, and become more tolerant.

Rotman not only offers courses in behavioural economics. Our faculty is at the forefront of its scholarship and deeply engaged in its application. In fact, Rotman faculty, led by professors Dilip Soman and Nina Mažar, have created BEAR – a research cluster that partners with non-profit organizations, companies, and governmental agencies to apply research findings to issues such as fitness, tax collection, and organ donation.

One outcome of its work has been the creation of the Behavioural Insights Unit within the Ontario government. Another is that Rotman – along with Harvard, Stanford, Berkeley, MIT and Duke – has been chosen to deliver a white paper to the White House on how behavioural science can be applied to public policy as a means of improving American lives.

Rotman Onboard Fellowship

More than ever before, management skills are being applied far beyond the business world.

Now Rotman is teaching its students to apply their management knowledge to address pervasive social problems like health, international development, poverty, addictions, racism and the environment. A new program, Rotman Onboard, matches second-year MBA candidates with Toronto-based non-profits and charitable boards for a six- to eight-month fellowship.

Students act as non-voting board members, serve on advisory committees and complete a governance project. Each fellow is supported by a board mentor and a faculty advisor. In its inaugural year, 10 students were selected to work with such notable non-profits as the SickKids Foundation, Civic Action, CAMH, Big Brothers Big Sisters, Evergreen and the National Ballet of Canada.

It's a win-win. Students get real-world experience to improve their leadership and governance skills, and non-profits get access to top MBA talent.

The Hult Prize and Rotman's Team Attollo

The Hult Prize Foundation encourages the world's brightest business minds to compete and solve the globe's biggest challenges through sustainable start-up enterprises. The prize? An astounding one million dollars in seed funding for the winning team to translate their idea into reality.

This year, the challenge was monumental: build sustainable and scalable social enterprises to address the early education gap in children up to six years old.

Twenty thousand students applied from around the world. Four Rotman teams made it to regional finals. Team Attollo was one of only six teams world-wide that proceeded to the global finals.

Getting to the finish line has been no small feat. The team worked on their business model for a year, investing 30 hours each week on top of their regular studies and full-time work. This summer, Team Attollo spent seven weeks in Boston pitching their venture to a judging panel that included investors and early childhood education experts. They also spent time in the field, piloting their program in Kenya and India to gain feedback on their prototype.

Team Attollo's solution hinges on eliminating the vocabulary gap for children living in impoverished urban communities through play at home (lack of vocabulary is a major reason children are not school-ready and a key factor in school drop-out). The invention, called Talking Stickers, allows household objects to deliver educational content by recording and playing back sounds in the parents' actual voices.

The venture goes well beyond the Hult competition. The team members have quit their jobs to bring their idea to market. They have already received pre-orders for over 200,000 units from Right to Play, an international organization that uses play to empower and educate underprivileged children; Pratham, an organization in India dedicated to children in need; and the renowned Aga Khan Foundation. Thanks to the Hult Prize competition, Attollo gained tremendous experience and is now raising funds to get Talking Stickers further off the ground.

Talking Stickers has the potential to reach 10 million children by 2020. That's massive change on a global scale in a very short time.

For more information, check out their website at www.attollose.com.

TEAM ATTOLLO

- **Aisha Bukhari** (MBA '15, MEng)
- **Jamie Austin** (MBA '15, PhD Neuroscience)
- **Lak Chinta** (MBA '15, PhD Neuroscience)
- **Peter Cinat** (MBA '14, BAsC Computer Engineering)

we leave the box behind

Mihnea Moldoveanu

Vice Dean, Learning and Innovation

Marcel Desautels Professor of Integrative Thinking

Director, Desautels Centre for Integrative Thinking

Professor of Business Economics



The best businesses recognize that analytic skill alone – no matter how exacting – isn't enough to compete and win. What's needed is imagination and inventiveness, along with strong leadership talent.

At Rotman, we know that traditional models of business education will adequately train graduates for their careers. But they won't build leaders who can transform their organizations, their industries and their communities.

That's why we are reshaping business education. We are producing graduates who not only master the numbers; they also become creative thinkers and inspirational leaders. Our MBA curriculum has been re-designed as an integrative approach to solving business problems – placing Rotman alongside Harvard, Stanford, UChicago and Wharton when it comes to innovation in education.

Incisive + Inventive + Influential =

Talent that changes how businesses thrive

13

ROTMAN PROGRAMS CREATE NEW TALENT

The Self-Development Lab (SDL)

Led by faculty with deep expertise in such diverse fields as management consulting, personality and clinical psychology, leadership development and performing arts, the Self-Development Lab helps students develop their ability to communicate, relate and motivate others by expanding their self-awareness, their emotional intelligence and their leadership effectiveness.

SDL focuses students on managerial functions that are outside the scope of standard MBA courses: How to distinguish yourself in a competitive environment. How to write business correspondence that resonates and persuades. How to present with confidence and power by managing the sound and intonation of your voice. How to manage your emotions in highly charged situations.

The SDL was first introduced in 2011 as a pilot program and demand has far exceeded expectations. In fact, attendance has shot up by 80 per cent per year for each of the past three years. And it's continuing to grow. In the past year, student hours in the program have increased by 44 per cent. Ninety-six per cent of MBA students have taken at least one module in their first year. Now the SDL has also been extended to the Morning/Evening MBA and will become part of the new Masters in Financial Risk Management program next year.

SDL has become so popular that it is being incorporated into Rotman's Executive Programs: executives well established in their careers want even stronger skills to lead and influence.

Business Design

Introduced in 2006, Business Design has been wildly successful, tripling its participation rate in the past three years alone. It's a program that nurtures empathy, curiosity and creativity to drive business innovation.

This past year, students worked with Women's Habitat to develop micro-entrepreneurship opportunities for marginalized and abused women. Rotman students helped create and launch the Founder's Program – a network of like-minded female entrepreneurs who can help women manage the psychological and emotional stress of starting a business. Students were invited to present their findings to Toronto City Council.

**Cited as 'Best-in-class'
– on developing
relational, emotional
and leadership skills
– Poets & Quants**

**"Business Design
keeps me focused
on the people
behind the problem."
– Christine Wheatley, MBA '13**

Capstone Course

How to think precisely and creatively – and how to apply that thinking to real-world problems.

In a nutshell, that's what the Capstone is all about. We teach our students to think uniquely about the most pressing management problems, and then we let them tackle the challenges that confront businesses every day. From Procter & Gamble to The Four Seasons to Cancer Care Ontario, first-year MBA students investigate the issues facing these organizations right now.

What's different here? At most business schools, students learn from case studies derived from past problems. At Rotman, students grapple with real data and unknown scenarios. The top groups for each case study present their findings and thinking to the company's executives.

Global Consulting Projects

In a groundbreaking new Rotman program, 21 students travelled this year to Silicon Valley, Tanzania, Myanmar, Nigeria and China to work on a variety of projects, most with a focus on international development. The program was so successful it's expanding next year.

Under the leadership of CUSO and with management expertise lent from the Boston Consulting Group, students on the Nigeria project worked on YouLead, a program that promotes youth employment and entrepreneurship in agriculture, forestry, ecotourism and aquaculture. The Rotman team developed business plans, advisory committees, and train-the-trainer workshops.

In Tanzania, students worked with the Amani Children's House, an organization dedicated to helping kids get off the streets, back in school and reconnected with their families. The Rotman team developed financing, fundraising and growth plans based on an in-depth assessment of model non-profits. In Silicon Valley, Rotman students dove deep to understand the culture of innovation in smart phone technology and to find out why some companies maintain their competitive advantage based on their distinct cultures.

"Capstone gave us a rare opportunity to engage with FirstService's senior management about an issue they take seriously. They not only responded to our findings in detail but also invited us to present to their colleagues at a company retreat."

– Naomi Miller, Student

WHY SCHOLARSHIPS HELP BRING THE BEST AND BRIGHTEST STUDENTS



Adam Jenah, MBA 2016

Thanks to the John A. Tory Fellowship and a Rotman School of Management Entrance Award, Adam Jenah has been able to turn his B.A. in business administration into an MBA in finance.

Adam chose Rotman because of the school's international exchange opportunities, its powerful alumni network and its proximity to downtown Toronto. Now in his second year, Adam has loved his experience so far.

Most valuable to Adam? The collaborative working skills he's developed. Not to mention he was a member of the team that took first place in the Rotman Venture Capital Investment Competition (and went on to compete at Yale University). He is also part of Rotman's International Exchange Program with National Taiwan University.

As for his scholarships, they've been invaluable because he's been able to devote his spare time to Rotman and the community. He holds executive

positions with the Rotman Entrepreneurship and Venture Capital Association (REVCA), Rotman Executive Dinner Club (RED) and Rotman Real Estate Association (RREA). He also works with *Future Possibilities for Kids*.

Now Adam's future seems settled. This past summer he worked in finance for Thomson Reuters in New York. When he graduates, he's got a full-time job waiting for him there.



Akshay Gupta, MBA 2016

He already held a bachelors and a master's degree in business. He's worked in advertising, retail, real estate, and consulting. And he founded an NGO to help victims of acid attacks through plastic and reconstructive surgery.

Akshay's goal was to learn cutting-edge approaches to aligning business with social good. As he spoke with friends from around the world, one name repeatedly came up: Rotman School of Management. He met with a Rotman recruitment team in Mumbai and the rest, Akshay says, is history.

While Akshay comes from a family of doctors in India, they could not have financed an MBA abroad. Thankfully, he won the *Leaders of Tomorrow Scholarship* established by Melinda Rogers (MBA '97) which is based on merit and leadership potential. He won the *MBA Fellowship for Social Entrepreneurs* established by Bill Young for commitment to social entrepreneurship. And he won a *Rotman School of Management Entrance Award*.

Akshay is a big part of Rotman's vibrant community life. He is vice-president, strategic initiatives, Rotman Real Estate Association. He was a runner-up in the Labatt Corporate Finance Competition. He represents Rotman at the Urban Land

Institute, a nonprofit organization that provides leadership in the responsible use of land, and in creating and sustaining thriving communities worldwide.

Here's what Aksahy has to say: "Being a candidate in Rotman's MBA program here has given me an unparalleled level of credibility and has opened many doors for me. I am deeply grateful to the donors who have made this all possible."

Ann Lockhart, Morning MBA 2017

Ann Lockhart grew up in New Brunswick, earned an MSc Communications from the London School of Economics and spent 13 years in leadership positions in the Canadian Forces Army Reserves which she served in part-time and over summers, all the while going to school and working full-time.

Now Ann works full-time at a non-profit so Rotman's Morning MBA program is a perfect fit for her. She hasn't been disappointed. She says the intensive courses energize her when she gets to the office after class. She loves that her classmates are immersed in their own careers and that she has access to their expertise, perspectives, networks and ideas.

Most of all, Ann is excited by professors who encourage students to think about the big picture. "It's clear we're being prepared for leadership roles," she says. "Professors know what Rotman MBAs achieve and they're serious about giving us what we need to think critically about the world around us."

For Ann, scholarships have given her peace of mind and the confidence that she is on the right path. She's won both the *Leaders of Tomorrow Scholarship* and *The Leacross Foundation Award for Women* which supports female students who have demonstrated leadership, experience and interest in non-traditional sectors. And her scholarships have freed her up to get the full Rotman experience – she belongs to Rotman Net Impact, Rotman Business Design Club, and the Women in Management Association.

Ann has just ascended to the rank of Major in the CAF Infantry Reserves. Next up for her? Just about anything is possible.



Professors know what Rotman MBAs achieve and they're serious about giving us what we need to think critically about the world around us."

- Ann Lockhart

we produce
innovators



Daniel Debow
Entrepreneur

Rotman's alumni are the force behind some of the most innovative and entrepreneurial companies and they are the thought leaders at some of the world's most prestigious academic institutions.



Daniel Debow

**Entrepreneur
JD/MBA, 2000**

He's a respected entrepreneur and a celebrated angel investor. According to Daniel Debow, Rotman has a lot to do with it. His time at the management school gave him the toolkit and skills to head full force into the start-up world. It introduced him to a network of advisors, investors and classmates who would become collaborators throughout his career. He celebrated with his peers, recently, when he won *The Catalyst Award for Innovation and Entrepreneurship* at the inaugural Rotman Alumni Awards.

Daniel has given back to Rotman with a generosity and enthusiasm that are inspiring. As founding partner of the Creative Destruction Lab, Daniel is amazed at the Lab's achievements in so short a time. Companies are getting funded, he notes. Global investors and entrepreneurs are at the door. Scientists and innovators are connecting.

What's most remarkable, according to Daniel, is the shift in the Rotman culture. Entrepreneurship is now as viable a career option as finance or consulting. Rotman grads are joining companies that are the engines of the economy. The MBA has become a powerful tool for starting a business and for joining early-stage companies.

No other business school in Canada, says Daniel, is as focused on innovation. And that's great for future grads. Entrepreneurs are increasingly looking to Rotman as a place of growth, scaling, and talent. And graduates are recognizing their power and capacity to grow businesses and take control of their futures.

For Daniel, that means greater impact, more autonomy and a lot of fun.



Gina Rizhanovsky

**President & CEO of PCMusic
MBA, 2006**

PCMusic has a bold vision: To transform the way businesses appeal to their customers through a customized visual and auditory experience. Clearly that vision is coming alive, thanks largely to its CEO, Gina Rizhanovsky.

This year, Gina ranked sixth of Canada's Top Female Entrepreneurs (PROFIT/Chatelaine W100). Her success is in no small part a function of her MBA experience at Rotman.

Gina says she chose Rotman because of its excellent reputation. But she loved it because it taught her to challenge the status quo and think critically about every decision – a skill that's helped her enormously as she makes her way in an entrepreneurial business. She also sees great benefit in how she was taught to do business – with respect, adaptability and honest negotiation.

Gina still accesses Rotman's thought leadership – this year she came back for an all-day speaker session which she says was inspirational. She's also thrilled that Rotman's brand

equity continues to grow – it makes her proud to say she's a Rotman alum and to be part of its community.

Her advice to the next generation of Rotman grads? Lightning strikes over the long-term and only with an unwavering commitment to what is right – not what's easy. Keep a kind, open mind and persevere.

Ray Kruck

**Co-Founder + Chief Revenue Officer, Nexgate
BCom, 1989**

Rotman wasn't Rotman when Ray Kruck graduated from U of T. But he says the program was still considered exceptional with burgeoning entrepreneurship and international classes built right into its rigorous curriculum.

According to Ray, what was stellar back then is only amplified at Rotman now. He points specifically to the school's rich legacy in research and the broad diversity of its students. Rotman students are blessed, he says, to both stand on the shoulders of great teaching and leadership of years past and benefit from current world-class facilities, resources, curriculum and access to global markets.

Today Mr. Kruck is a hugely successful entrepreneur in Silicon Valley. When Rotman students come to visit, Ray shares his insights on life there as a Canadian, starting a company and connecting with the people and corporations that drive the world's innovation. He's observed that those from Canadian business schools have a leg up: a high degree of skill engaging with various cultures and global markets; a strong commitment to being the best; and a deep patriotism grounded in Canadian values like humility, commitment and thoughtfulness.

Ray can't help but look at Rotman with pride. He says the school's scholarship in areas like machine learning, big data analytics, and entrepreneurship is not only impacting other universities and business leaders, it's influencing innovation on the world stage.

His outlook for Rotman grads is no less optimistic. Rotman students, says Ray, will lead as business executives, as entrepreneurs and as world citizens.



ROTMAN GRADUATES BECOME THE WORLD'S THOUGHT LEADERS

- **OCTAVIO MARTINEZ** (PhD, 2015) Assistant Professor at INCAE Business School, won the **2015 Distinguished Student Paper Award** for his paper, "Marketing Competition and Vertical Contracting: Evidence from the Trade of Coffee Beans." The paper was also a finalist for the **AOM's 2015 William H. Newman Award**.
- **LAURINA ZHANG** (PhD, 2014) Assistant Professor at the Ivey Business School, received the **Technology and Innovation Management division's Best Dissertation Award** in 2015 for "Essays on Digitization and the Market for Intangibles: Evidence from Creative and Technology Settings."
- **CHRISTIAN CATALINI** (PhD, 2013) won the **2014 Wiley Blackwell Outstanding Dissertation Award** for "Three Essays on the Impact of Geographic and Social Proximity on Innovation." Catalini is currently an Assistant Professor of Technological Innovation, Entrepreneurship, and Strategic Management at the MIT Sloan School of Management.
- **YOU LI ZOU** (PhD, 2013) Assistant Professor at George Washington University, won the **Competitive Manuscript Award** for "Strategic Entry Decisions, Accounting Signals, and Risk Management Disclosure."

THE ROTMAN SCHOOL OF MANAGEMENT GRATEFULLY ACKNOWLEDGES OUR DONORS

Cumulative Major Donor List

\$25,000,000+

Marcel Desautels
Sandra and Joseph Rotman

\$10,000,000-\$25,000,000

Michael Lee-Chin and Family
Anonymous (2)

\$1,000,000-\$9,999,999

BMO Financial Group
Mark S. Bonham
CIBC
CIT Financial Ltd.
The Max B. E. Clarkson Family
CN
Sydney and Florence Cooper and Family
CPA Ontario
Corus Entertainment Inc.
Richard J. Currie
EY
Margaret and Jim Fleck
Douglas and Ruth Grant
Lauren, Bill, Jim, Ted and Donald Guloien
The John and Deborah Harris
Family Foundation
Daisy Chiu-Fung Ho
Lee and Margaret Lau
Manulife
Maple Financial Group Inc.
Peter Mitchelson
Ontario Ministry of Economic
Development and Trade
Martin Ossip Family at the Jewish
Foundation of Greater Toronto
RBC Foundation
Scotiabank Group
T. David Scrymgeour
Jeffrey S. Skoll
TSX Group Inc.
William and Phyllis Waters
John and Josie Watson
The Joe Weider Foundation
The Wilson Foundation
Anonymous

\$500,000-\$999,999

Aimia Inc.
Canadian Pacific
William Downe
Shari Graham Fell
Global Risk Institute in Financial Services
Edward J. Kernaghan
The KPMG Foundation
Sonia and Arthur Labatt
MDS Inc.
Microsoft Canada Co.
National Bank of Canada
Power Corporation of Canada
Royal Trust Corporation of Canada
Xerox Canada Ltd.
Anonymous

\$250,000-\$499,999

John Abele
Bealight Foundation
Dennis Bennie
Brendan Calder
Canadian Securities Institute Research
Foundation
John and Mary Cassaday
Confederation Life Insurance Co
Peter P. Copses and Judith V. Mueller
Daniel Debow and Jordana Huber
Deloitte
Donner Canadian Foundation
Anthony Fell
FirstService Corporation
Jim and Mary Fisher
John Francis
Hyatt Family Foundation
IBM Canada Ltd.
The Honourable Henry N. R. Jackman
The Kavelman-Fonn Foundation
KPMG LLP
Roger Martin
MasterCard Worldwide
Nesbitt Family
Parnoja Family
Petro-Canada
PricewaterhouseCoopers
Procter & Gamble Inc.
RioCan Real Estate Investment Trust
The Rockefeller Foundation
Nigel W. Stokes
Anonymous(2)

\$100,000-\$249,999

Accenture Inc.
Arthur Andersen LLP
Murray and Susan Armitage Foundation
ATCO Group
Avenir Consolidated Corporation
BDC Venture Capital
Harvey Botting
BP Canada Energy Company
Yetta Bregman and Michael Bregman
The Bregman Family
Brookfield Asset Management Inc.
Campbell Soup Company Ltd.
John C. Clark
Co-Steel Inc.
Frederick C. Dawkins
The John Dobson Foundation
E.I. du Pont Canada Company
The Ernst & Young Charitable Trust
Bob Ewen
The Financial Research Foundation of Canada
General Motors of Canada Limited
Google Inc.
Mary B. and Graham Hallward
HSBC Bank Canada
Joseph Kerzner
Michael and Sonja Koerner
Sam and Doris Lau
Leacross Foundation
Liberty Global, Inc.
Magna International Inc.
Robert D. and Joan McKeracher
Moody's Corporation
The Peter and Melanie Munk
Charitable Foundation
Julia Kung Chi Or
Osler, Hoskin & Harcourt LLP
Rose M. Patten
Jim Pattison
Qualcomm Incorporated
The Estate of Joyce L. Robertson
Melinda Mary Rogers
Larry and Cookie Rossy Family Foundation
Seagate Technology Inc.
Seyton Limited
Daniel Shimmerman
Roger J. Short
Skoll Foundation
The Lawrence and Judith Tanenbaum
Family Foundation

TD Bank Group
TD Wealth Management
Thomson Reuters
The Estate of William Osborne Twaits
Parvez Tyab
Red and Brenda Wilson
Women in Capital Markets
Anonymous (6)

\$50,000-\$99,999

Accenture Inc.
Charles and Darlene Allen
Daniel Almenara
James Archer Shee
Bell
Birch Hill Equity Partners
BMO Capital Markets
Gordon and Jean Campbell
Canadian Tire Corporation Limited
Charles Chung
James W. Davie
Michael B. C. Davies
George and Katherine Dembroski
Bryce W. and Nicki Douglas
Fednav Limited
Wade Robert Felesky
Fidelity Investments Canada Ltd.
Ford Motor Company of Canada, Limited
E. Spencer Fox
Norman Fraser
F. Douglas Gibson
Endla & John Gilmour Foundation
Barbara R. Griffiths
David and Lenore Hawkey
Healthcare of Ontario Pension Plan
(HOOPP)
Walid Hejazi
Hewlett-Packard (Canada) Co.
David Ho-A-Yun
Home Capital Group Inc.
John and Michelle Hull
Invesco Canada
Kenneth Lefolii Enterprises Limited
Spencer Lanthier and Diana Bennett
Joyce Lee
Marjorie and Don Lenz
Albert and Teresa Li
Bruce Macdonald
Managerial Design Corporation
John H. and Netilia McArthur
Margaret and Wallace McCain
McCarthy Tétrault LLP
Doug McGregor
Michael N. Melanson
The Minto Foundation Inc.
Mississauga Board of Trade
Mihnea Moldoveanu

Molson Inc.
Moore Wallace Inc.
William W. Moriarty
Debbie and Donald Morrison
Family Foundation
Petro Mykulak
Stephanie Mykulak
Gordon and Janet Nixon
OMERS
Ontario Teachers' Pension Plan
Optimum Talent Inc.
Doane Raymond Pannell
Paul and Patricia Phoenix
Sandra and Jim Pitblado
Andrew and Valerie Pringle
Gerry Rocchi
John and Lynda Rogers
Rotman International Centre
for Pension Management
Peter and Judy Russel
Margaret and Andrew Stephens
Daniel F. Sullivan
Sun Life Financial
TD Securities Inc.
David L. Torrey
Alan White and Jo-Ann McDermott
William P. Wilder
Chuck and Libby Winograd
Mark D. Wiseman and Marcia T. Moffat
Anonymous

\$25,000-\$49,999

Aecon Group Inc.
AGF Management Limited
Jamie and Patsy Anderson
Anur Investments Ltd.
Barclays Capital Canada Inc.
Paul and Sally Bates
Kelly Battle
Joel A. Baum
W. Geoffrey Beattie
David and Debby Beatty
The William Birchall Foundation
Jill Black
Blake, Cassels & Graydon LLP
Fares Boulos
Derek Brown
CAE Inc.
Canadian Coalition for Good Governance
Capital IQ
Glenn H. Carter
CBC Radio-Canada
Gordon F. Cheesbrough
David and Valerie Christie
CIBC World Markets
Adrian J. Coote
Cullen Family

Robert J. Dart
Timothy D. Dattels
Joseph R. D'Cruz
Victor and Maureen Dodig
Michael Dunn
Empire Company Ltd
Ernst & Young Matching Gifts Program
for Higher Education
Martin and Nancy Evans, Colleagues
and Friends
Richard and Rana Florida
Irving and Gail Gerstein
Michael Gibbens
David Gilmour
Myron J. Gordon
Richard F. Haskayne
Honeywell
Husky Injection Molding Systems Ltd.
Hydro One
Intact Financial Corporation
Jarislowsky Foundation
P. Thomas Jenkins
Donald K. Johnson
Julie Khanna
Essam Khashoggi
John Knebel and Marge Watters Knebel
Merle Kriss
George and Leanne Lewis
Loblaw Inc.
The Family of Ms. Catherine M. Logie
Maple Leaf Foods Inc.
Joe Martin
Eugene C. McBurney
Tom McCurdy
John and Sandra McManus
Medtronic of Canada Ltd.
Esther Mui
New Routes to the Future
Ecological Foundation
Michael and Janet Norris
P.A. Novelly
Ontario Power Generation
Mauro Pambianchi
Donald and Gwynneth Parkinson
Jake Phillips
Richard and Karen Pilosof
Plexpack Corp.
David Powell
Richard Coleman Powers
Process Research Ortech Inc.
Anita and Chandran Ratnaswami
Resource Capital Funds
Elena Riabenko
Paul Richards
Paul and Sue Riedlinger
Jennifer Riel
Dugald and Liz Ritchie

Gordon M. Ritchie
Rotary Club of Mississauga
Royal Insurance Company of Canada
A. Edward Safarian
David Samuel
Andrew G. Scace
Mary Verna Simmonds
Southwestern Bell Corporation
Suzanne J. Spragge and Tim Benson
The Sprott Foundation
George Stalk
Jo-Anne Stansfield
Steelcase Canada Limited
Don Tapscott and Ana P. Lopes
Richard and Leanne Tavoso
Teck Resources Limited
Thai-Canada Economic Co-Operation
Foundation
Ellen J. Timbrell
Toron AMI International Asset Management
Natalie and Geoff Townsend
TransCanada Corporation
Thomas Tutsch
VC & Co. Incorporated
Village Orthodontics, Dr. Frederick Murrell
Lorne Weil
Mark Wellings
Glen Whyte
Michael H. Wilson
Thomas A. Wilson
Ruth G. Woods
Jia Lin Xie
Janet and Bill Young
Zellers Inc.
Anonymous (3)

Annual Donor List 2014-2015

\$1,000-\$24,999

AllianceBernstein
Mohammad Al Zaibak
Farhan M. Ali Khan (BCom '04, MBA '08)
Daniel Almenara (MBA '92)
Keith P Ambachtsheer*
Sidney E. Amster (MBA '82)
Fariba Anderson (MBA '04)
Jamie (BCom '76) and Patsy Anderson
Ann Armstrong (MBA '82 , PhD '93)
Wm. John (BCom '82) and Barbara Armstrong
Glenn Masao Asano (MBA '94)
Syed Ashraf (BCom '02 , MBA '06)*
Anthony Aulicino (MBA '00)
Lawrence Baldachin (MBA '94)

Kelly Battle (MBA '97)
Joel A. Baum (MBA '85, PhD '89)*
Bealight Foundation
James Richard Beattie (MBA '98)
W. Geoffrey Beattie
David* and Debby Beatty
Bruce Berger
J. Richard Bird (MBA '71 , PhD '75)
Cynthia Anne J. Bishop*
Blake, Cassels & Graydon LLP
Richard Blickstead (MBA '76)
BMO Capital Markets
BMO Financial Group
William I. Bongaerts (BCom '74, MBA '75)
Harvey Botting (MBA '85)
Fares Boulos (MBA '79)
Donald J. S. Brean (MBA '70)*
The Bregman Family
Michael Bregman
Derek Brown
Burgundy Asset Management Ltd.
Brendan Calder*
Caldwell Securities Ltd.
Canadian Securities Institute Research
Foundation
Capital IQ
Dave Caputo (MBA '92)
Donald A. Carmichael (MBA '74)
Melanie Carr*
Tiziana Casciaro*
Paul M. Casey (BCom '85)
Eric Chan (MBA '77)
Rex Chong and Noreen Chan (MBA '95)
Matthew Robert Chapman (MBA '00)
Flora Chen (MBA '01) and
Sheldon Hing San Szeto (MBA '02)
Dennis (MBA '95) and Janice Choa
Donna J. Chow (MBA '95)
Paul Choy (MBA '02)
Marlys Christianson*
Peter Christoffersen*
Susan Christoffersen*
Charles Chung (MBA '78)
Ruth C. F. Chung (DBA '71, MBA '73)
CIBC
Gordon A. Clancy (MBA '86)
Sydney and Florence Cooper and Family
George Cope
Kenneth Corts* and Anna-Marie Castrodale
The CSL Group Inc.
Beatrix Dart*
Frank Davis (BCom '77, MBA '85)
Philip C. Deck
Deloitte
Angelo and Carol DelZotto
Elvio DelZotto
Leo DelZotto
Michael Don Demeter (MBA '01)

**Sim Desai (MBA '05) and Sarah Huggins
Diestel Family**
Nicholas (MBA '75) and Susan Dietrich
Thomas DiGiacomo (BCom '64)
William Andrew Dimma
Dave Donnan (MBA '82)
Bruce Dorland
Kevin Dougherty (MBA '98)
**Ernst & Young Matching Gifts Program
for Higher Education**
Bob Ewen (MBA '77)
Bob and Sylvia Fair
Ambrose Fan (MBA '92)
Teng Wen Fan (MBA '08)
Fednav Limited
David Feldman
Wade Robert Felesky (MBA '95)
Cameron Fellman (BCom '64 , MBA '65)
Warren W. H. Finlay (MBA '92)
FirstService Corporation
Jim* and Mary Fisher
Kevin K. Fong (MBA '94)
Robert and Julia Foster
Ronald P. Fournier (MBA '62)
Norman Fraser (BCom '65 , MBA '68)
Gail F. Garland (MBA '93)
Irving and Gail Gerstein
Cristian Gheorghe (MBA '04)
Michael Gibbens (MBA '11)
Endla & John Gilmour Foundation
Kevin A. Glass (MBA '92)
Ira Gluskin (BCom '64) and
Maxine Granovsky-Gluskin
Cameron Goldade (MBA '06)
Michael and Bonnie Goldberg
Brian Golden*
Avi Goldfarb*
Goldman Sachs Canada
Eleanor Gow (MBA '77)
Douglas and Ruth Grant
Bruce J. Grantier
Michael A. Hale (MBA '82)
Hambly and Woolley Inc
Wendy G. Hannam (MBA '83)
Cindy and Mike Hansen (MBA '94)
Lisa Harvey*
Richard F. Haskayne
George W. P. Hayhurst (DBA '67, MBA '68)
Haynes-Connell Foundation
at the Toronto Foundation
Frederick Heath (MBA '76, PhD' 86)
Jerry Heffernan
Walid Hejazi*
Anne Hilton*
Russell J. Hiscock (MBA '77)
Stanley Y. Ho (BCom '94)
Brian Howe (MBA '93)
John* and Michelle Hull

Friends and Family of Bobby Hundal
Hydro One
IBM Canada Limited
James (MBA '86) and Elizabeth Iglesias
Institutional Equity Traders Association
Arthur and Sandra Irving
Heather-Anne Edwards Irwin
Jarislowsky Foundation
P. Thomas Jenkins
Henry Jing (MBA '07)
Mark G. Johnson (MBA '88)
N. Lynn Jolliffe (MBA '79)
Moti G. Jungreis (MBA '96)
Raymond Kan*
Petra Kassun-Mutch (MBA '95)
David Keddie
Ahmad Khraishi (MBA '12)
Eric Kirzner (MBA '70)*
**John Knebel (MBA '73) and
Marge Watters Knebel**
Christopher Kobrak*
The Kololian Family
Merle Kriss (MBA '77)
Rahul Kuckreja
Arjun Kumar (MBA '02)
A. G. Lafley
Janet L. Lamb (BCom '73)
Spencer Lanthier and Diana Bennett
Gary Latham*
The Lawrason Foundation
Jay W. Lee (MFin '11)
Spike W. S. Lee*
Joseph P. Leon (BCom '83, MBA '86)
Geoffrey Leonardelli*
Marcel Leroux
Peter Levitt and Mai Why
Albert K Li (MBA '88)
Sophie Xiaoyu Liang (MBA '07)
Light Tower Rentals Inc.
Andrew G. Lim (BCom '94, MBA '04)
Sam Lim (MBA '93)
Michelle Yi and Alex Limion (MBA '01)
Lili* and Jeff Litwin
The Family of Ms. Catherine M. Logie
Joseph (MBA '86) and Lina Loparco
Stephens B. Lowden (BCom '60)
Hai Lu*
Peter Lunder
Stewart Evan Lyons (MBA '04)
Anne E. MacDonald (MBA '01)
Neil & Shirley Macdougall Fund
at the Toronto Foundation
Linda MacKay (MBA '06)
Kerrie MacPherson (BCom '86, MBA '91)
Joe Martin*
Roger Martin*
Tom McCurdy*

Brian T. McDonough (MBA '83)
Anita M. McGahan*
Ken McGuffin*
Barry (BCom '85, MBA '87) and
Rose McInerney
Marianne McKenna
Subhash Mehta
Michael N. Melanson (MBA '87)
Ephry N. Merkur (BCom '64)
Rael Merson (MBA '85)
Michele P. Milan (BCom '90)*
David Mirvish
Gay Mitchell
Peter Mitchelson (BCom '64)
Mihnea Moldoveanu*
Tyler G. Moniz (MBA '77)
James Mossman (BCom '81)
Angela Moy (MBA '96)
Esther Mui (MBA '75)
Nesbitt Family
New Centaur, LLC
Jay Nicholson (MBA '02)
Sandra Ochoa (MBA '08)
John D. Ogden (MBA '62)
Optimum Talent Inc.
Joanne Oxley*
Mauro Pambianchi (MBA '81)
Donald (MBA '62) and Gwynneth Parkinson
Jeff Parr
G.S. Paterson
Rose M. Patten
Mayeer Pearl
Jake Phillips
Paul (MBA '51) and Patricia Phoenix
Dorrian G. Porter (MBA '97)
David Powell
Richard Coleman Powers*
Ken Price (MBA '95)
Jonas J. Prince (BCom '00)
Pzena Charitable Foundation Inc.
Joyce Rankin (MBA '05)
**Anita and Chandran Ratnaswami
(DBA '77, MBA '79)**
Tejen Ray (MBA '05)
Harold I. Redekopp (MBA '87)
Alan (BCom '58) and Louise Redway
Gail Regan (MBA '78)
Resource Capital Funds
Paul Richards (MBA '62)
Riddell Family Charitable Foundation
Jennifer Riel (MBA '06)*
John (BCom '68) and Lynda Rogers
Joseph Francis Rooney (MFin '10)
Jason Rootenberg (MBA '03)
Joanna Rotenberg (MBA '01) and
Andrew Armstrong
Gary Ryan (MBA '01)

Leslie Joy Salmons (MBA '03)
Jim Sami (MBA '92)
David Samuel
Deanne Saunders*
Eshrat Sayani and Peter Dungan*
Michael E. Schneider (MBA '07)
Thomas C. Sears (DBA '85, MBA '88)
Second Anonymous In and Out Fund
of The Foundation for Enhancing
Communities
Amir Shalaby (MBA '78)
Kim Shannon (MBA '93)
Shaw Communications Incorporated
The Gerald Sheff Charitable Foundation
Jeffrey C. Shin (MBA '82)
Lawrence Shum (MBA '86)
Brian Scott Silverman*
Sionna Investment Managers Inc.
David Skurka (MBA '97)
Sky Investment Counsel
David R. Smith (MBA '06)
Dilip Soman*
Edward (BCom '64) and Marisa Sorbara
Paul Joseph Sorbara (MBA '05)
A. Michael Spence
Suzanne J. Spragge* and Tim Benson
Christopher Patrick Stamper (MBA '94)
Maureen Stapleton (MBA '80)*
Margaret and Andrew Stephens
Dragan Stojanovic (BCom '03)*
Kevin Stolarick*
Cailey Stollery (MBA '97)
Abraham Strahl
Barbara Stymiest
Eduardo Suarez (MBA '07)
Daniel F. Sullivan (MBA '71)
Joey and Toby Tanenbaum
Don Tapscott* and Ana P. Lopes
Target Corporation
TD Securities Inc.
Joanna Eurydice Tountas Wolff
Natalie and Geoff Townsend
Daniel Trefler*
Thomas Tutsch
Heather and Jeff Ullman
Kenneth A. Valvur (BCom '84)
Edmond Vanhaverbeke (MBA '89)
VC & Co. Incorporated
Village Orthodontics, Dr. Frederick Murrell
Cindy Wagman* (MBA '13) and Chris Shantz
Michael Wagman
James B. Walker (BCom '78)
Norris W. Walker (MCom '58)
Qing Kevin Wang*
Garnet T. Watchorn (MBA '65)
Leonard Waverman (BCom '64)
Lorne Weil (BCom '68)

Jeffrey Wendling (MBA '86)

Alan White (PhD '87)* and Jo-Ann McDermott

Glen Whyte (DBA '80, MBA '81)*

Thomas A. Wilson

Kyle Winters (MBA '08) and Howard Rideout

Ruth G. Woods (MBA '84)

Eric Chuqiang Xiao (MBA '91)

Jia Lin Xie*

Mary-Ellen Yeomans*

Molly Yeomans* and Mike Katrycz

Amelia (MBA '08) and Michael Young

Janet and Bill Young

Ping Zhang*

Weimin Wendy Zhou (MBA '04)

Anonymous (20)

\$250-\$999

David L. Adams (BCom '79)

Ajay Agrawal*

Howard Alper

David E. Andrews (MBA '99)

Uche Anosike (MBA '12)

James Appleyard (MBA '97) and Tamara Rebanks

Caterina Ardito-Toffolo (BCom '80)

Hugh J. Arnold*

Neil Aubuchon (MBA '98)

Hilary Austen and Jack May

Michael A. and Barbara Baker

Adam Balinsky (MBA '96)

Patrice B. Bansa (MBA '07)

Peter Barlis (MBA '88)

Opher Baron*

Rudolph S. Beharrysingh (MBA '87)

Arzhang Beheshti (MBA '04)

Oded Berman*

Christina R. Best (MBA '85)

Peter Bistolarides (MBA '91)

Frances and Lawrence Bloomberg

Ron N. Borkovsky*

Ron Bourdeau (MBA '89)

Francesco Bova*

Walter M. Bowen and Lisa Balfour Bowen

Sheila Boyce (MBA '96)

Ariana Y. Bradford*

Leanne Bradley

Robert J. Brema (MBA '70)

Jennifer Bremner*

Leonard J. Brooks (BCom '66, MBA '67)*

Mary Bukovcan (BCom '92)

Ron Bull (BCom '69)

Iain R. Burnett (MBA '03)

Charlene Butler (MBA '95)

David A. Caldwell (MBA '85)

Jeffrey L. Callen (MBA '71, PhD '76)*

Jie Janet Cao (MBA '04)

Mark A. Caranci (BCom '92)

Leanne Carson*

Wendy M. Cecil

Ling Cen*

Garry Yiu Chu Chan (MBA '03)

Qin Chen (MBA '99)

Feng Cheng (PhD '96)

Amelia L. Chik (MBA '75)

Elaine Chin (MBA '94)

David Chmelnitsky (MBA '06)

David Choi (BCom '98)

Karen Christensen*

David Crawford (MBA '91)

Claudiu Crivat (MFin '13)

Anthony M. Cusimano (BCom '80)

Leelah E. Dawson (MBA '91)

Alexandra De Freitas (MBA '08)

Enzo De Luca (DBA '70, MBA '71)

Rosa M. Del Campo (BCom '87)

Brendan Dellandrea (MBA '13)

Shaun Desai (MBA '06)

A. Ephraim Diamond and Family

Janet Dimet

Jim Dingle (BCom '64)

A. (MBA '76) and J. Dobranowski

Linfu Jeff Dong (MBA '01)

Lee Anne Downey (MBA '05)

Florin Draga*

Asher Drory*

Alexander Dyck*

Alexander Edwards*

Freda M. Eickmeyer (BCom '47)

Ramy Elitzur*

David H. Elsner (MBA '05)

Linda Anna Ezergailis (MBA '00)

Albert H. Fast (BCom '49)

FEI Canada, Toronto Chapter

David C. Ferguson (BCom '73, MBA '88)

The Charles and Rita Field-Marsham

Foundation

Ephraim Fiksel (MBA '73)

David N. Finkelstein

David W. Finlay (BCom '84)

Sherry G. Firestone (BCom '82)

Sean Forbes*

John A. Foulds (BCom '71)

D. I. Fraser (MCom '57)

Michael A. Garratt (MBA '89)

Rummy Gill*

Rachel Gillespie (MBA '07) and

Sean Martin (MBA '02)

John Glicksman (MBA '77)

Jessica Goldberg (MBA '99)

Robert S. Goldberg (MBA '82)

Rosemary Goldhar

David Goldreich*

Goodview Investments Co. Ltd.

Aseem Goyal (MBA '89)

Senator Jerry S. Grafstein, Q.C. and

Carole Grafstein

Catherine (Ward) Graham (MBA '01)

Thomas E. Gray (MBA '75)

Tony Gray (MBA '00)

Molline Green (MBA '98)

Renita Greener

Lawrence N. Gross (MBA '57)

Maggie Ehong Gu (MBA '00)

Franklin L. Hall (MBA '80)

Paul J. N. Halpern (BCom '64)

Aran D. Hamilton (MBA '99)

Mike Harris

Larry Harrison*

Bill Hellings (MBA '70)

Tim Hendrickson (BCom '93, MBA '98)

William E. Hewitt (MBA '67)

John R. Hicks (MCom '60)

Jennifer Hildebrandt*

William James Hosken (BCom '04)

Hong Yuan Hua (MBA '99)

William Huggins*

James Hughes (MBA '77)

Gurpreet Hundal (MBA '93)

Hydro One Employees' and

Pensioners' Charity Trust

Don Chinedu Ilodigwe*

Jason A. Imola

Richard and Donna Ivey

Brian (BCom '81) and Colleen Johnston

David J. (BCom '66) and Sandra A. Johnston

Don (MBA '69) and Susan Johnston

Justyna Jonca*

Bill Jones (MBA '68)

Linda Jussaume (MBA '06)

Gabriela Kampouris*

Vera Y. Kan

Yat Ming S. Kan (BCom '93)

Sarah Kaplan*

Brian Kelly (MBA '10)

Bernadette Kennedy

Freda Khan*

Marcin Kiersnowski (BCom '09)

Bill Kilfoyle (BCom '64)

Ronna and Thomas Klein

Derrick Knie (MFin '09)

Anthony Koon Hung Ko (MBA '91)

Murray & Marvelle Koffler

George Kosmas (BCom '93)

Eugene Krivyan (BCom '08)

Abhi Kumar (MBA '13)

Moji A. Kuye (MBA '96)

Andrea Kwan*

Dennis Kwong (MBA '98)

Brian La (BCom '07)

Asher Lai (MBA '05)

Chee-Keung Kevin Lam (PhD '98)

Gabor Lantos (MBA '82)

Stephannie A. Larocque (PhD '09)

Lisa Lazarus

Michael LeBlanc (MBA '91)

Robert J. Leblanc (MBA '92)

Mara Lederman*

Wing Sing Lee

Kecheng Li

Paul Yiming Li (MBA '05)

Sing Chung Matthias Li (BCom '78, MBA '79)

Scott Liao*

Christopher Liu*

Rod Lohin*

Donna Losell (MBA '78)*

Deborah Lucas

Kim Oanh Ly (MBA '08)

Lenore E. MacAdam (MBA '99)

Carol MacDougall (MBA '81)

Tiff Macklem*

Sean William Maclure*

Dan Mader (MBA '04)

Gilles Madore (MBA '87)

James P. Mahoney (MBA '88)

Lindsay Manning*

Elena Mascarenhas (BCom '81)

John M. Maxted (MBA '95)

Nina Mažar*

Marwan Mazraani (MBA '07)

Frederick T. McCullough (BCom '81)*

Bill McEvily*

Bill McFarland (BCom '80)

Gilbert McIntee (MBA '72)

Krista Beth McLeod (MBA '01)

Ross McMullen (MCom '59)

Jim Meekison and Carolyn Keystone

Michael A. Meighen

The Reta & Max Merkur Foundation

Jeremy Mersereau (MBA '07)

Maria Milanetti (MBA '89)

Douglas G. Milne

Joseph Milner*

David Miner & Associates Inc.

Georgina Mitchell

Nalin Mody (MBA '74)

Partha S. Mohanram*

Belmira Montenegrino*

Sridhar Moorthy*

Christopher Elliott Morley (MBA '11)

Roderick C. Morrison (DBA '70, MBA '71)

Bruce A. Moyle (BCom '64)

MRK Company Inc.

Mary H. Mullens (MBA '02)

Gerry Murphy (MBA '90)

Anthony Gichuri Ndirangu

Deborah Lynn Ng (BCom '91, MFin '09)

The Honourable Margaret Norrie McCain

Northleaf Capital Partners

R. David Nowell (MBA '84)

Luke Hanson O'Brien (MBA '03)

John Oesch*

Carmela Pallotto (BCom '90)

Shelley R. Pancham-Candler (MBA '02)

Nick Pantaleo (BCom '80)

Lynda Paterson*

Carlos Paz-Soldan (MBA '84)

Carol S. Perry (MBA '78)

George P. Petropoulos (BCom '80)

Daniel Mark Phillips (MBA '05)

Nalina R Pillai (MBA '91)

Caterina Prato (MBA '97)

Pratt & Whitney Canada

Norman W. Quon (DBA '70 , MBA '71)

James Radner

David Rae (BCom '84)

Carol and Morton Rapp

Stephen James Redden (MBA '00)

Tannis Redekopp*

Mark Reeve (MBA '86)

Marlon Reid (MFin '10)

Jack Rhind (BCom '42, MCom '53)

Gordon Richardson*

Leslie E. Riley (MBA '84)

Natan Rosen (MBA '84)

Sara and Jared (MBA '05) Ross

Raymond H. Rupert (MBA '85)

Scott Christopher Rutherford (MBA '01)

Adele Sacks* and Jamie Spotswood

Natasha Samuels (MBA '98) and

Thomas Wyss (MBA '97)

R. Gary Seagrave (BCom '58 , MCom '59)

Lionel and Carol Schipper

Manfred Schneider (BCom '81)*

Fern K. Schott

Jim Seidewand (MBA '74)

Amar Sharma (MBA '74)

Mengze Shi*

Roger J. Short (MBA '79)

Robert B. Shortly (BCom '64)

Kim Silk*

Wally J. Smieliauskas*

David Allan Soberman (PhD '96)*

Sonco Group Inc.

Theodore H. Spevick (BCom '70)

Peter A. Sprukulis (MBA '85)

Andrea Jennifer Stairs (MBA '99)

Ira M. Stambler (MBA '91)

Jamison Steeve*

Gregory Stewart (MBA '13)

Stephen Stewart (BCom '02)

William C. Strange*

H. George Strohyj (MBA '73)

Andrew J. Szonyi (MBA '72)

Michael A. Tambosso (BCom '79)

Giuseppe Tassone (MBA '02)

TELUS

Jack Thompson*

Andrew Thomson (MBA '90)

Luigi (BCom '03) and Tonia (BCom '01)

Trentadue

Claire Tsai*

Robert Tyson (BCom '64, MBA '65)

Emeka Ubani (MFin '13)

Lois Vaile

Sara Vanos*

Vector Financial Services

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, 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 2015-16 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**
- **Health Economics**

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.



On January 27, 2015, the world lost a great man. Joseph L. Rotman was a renowned business leader, a tireless philanthropist and a true visionary.

Joseph's leadership, wisdom and extraordinary generosity enlightened diverse fields including the arts, medical sciences, global health, and business education. He inspired confidence in a new generation of business and societal leaders. He was passionate about the importance of education and pioneering thinking.

In everything he did, Joseph Rotman had the courage to be ambitious, to set the highest standards and to compete with the world's best. He understood that value creation and career success underpin societal prosperity. He believed that public service is an important part of any career path, strengthening as it does one's community, country and society. And he was energized by the capacity of leaders to inspire, engage and mobilize, and to create something of enduring value that did not exist before.

Joseph Rotman believed Canada could and should compete on a global scale, and he wanted the Rotman School of Management to lead the way. I believe he succeeded. He was an inspiration to everyone who met him and, if we all live up to his grand ambition, the world will be a better place.

Tiff Macklem
Dean, Rotman School of Management



Rotman School of Management
UNIVERSITY OF TORONTO

FOR MORE INFORMATION CONTACT US

Lili Litwin

Executive Director, Advancement
Rotman School of Management
University of Toronto
105 St. George Street
Toronto, ON M5S 3E6
T: 416.978.5743
lili.litwin@rotman.utoronto.ca

Anne Hilton

Director, Donor Relations
Rotman School of Management
University of Toronto
105 St. George Street
Toronto, ON M5S 3E6
T: 416.978.3010
anne.hilton@rotman.utoronto.ca