Synergistic Alumni Engagement Sanjay Sharma, Dean, Grossman School of Business University of Vermont USA



Sanjay Sharma Eduniversal Dubai 2017

## Challenges: 2011

- Placement: 30% within 6 months
- Internships: 20%
- Alumni Engagement: None
- Alumni visiting campus: None
- Geographic!!
- Fundraising: \$3m in 6 years (2005-2011)



# Alumni Engagement: 250+ pa

- Career Panels: Topics; Themes; Disciplines
- Speed Networking
- Deans Leadership Speakers
- Class Speakers
- Judges: Global Case Competitions
- Judges: Business Pitch Competitions
- Family Business Awards
- Mentors: Start-ups/Careers



## **Revamping Advisory Board**

- CEOs/C Suite/Business Owners/High Net Worth
- Financial Requirement:
  - $\geq$  \$100,000 for every 3 years served
  - ▶ \$ 5,000 annual membership
- Ambassadors
- Influencers
- Connectors
- Fundraisers



### SIMBA Program Advisory Board





## SIMBA Changemaker Network







#### **Outcomes: Students**

• Placement (2014-2017)

98% within 6 months of graduation

- Internships (2014-2017)
  100% at least one
  85% two
  70% three
- Employers

Number: Increase by factor of 10 Quality: Fortune 500: National and International

#### **Outcomes: Fundraising**

#### Commitments of Over \$60 m in 6 years Receipts of \$50m

•	<b>Endowed Professorships/Chairs</b>	\$25m
•	<b>Career Services/Experiential Learning</b>	\$10m
•	Scholarships	\$7m
•	Programs	\$7m
•	Facilities (Building Expansion)	\$11m



## **Program Rankings**

- **BSBA Program: Amongst top 100 by** *Bloomberg-Businessweek*.
- SIMBA
  - > 2017: # 1 Best Green MBA in US: Princeton Review
  - 2016: Grand Prize Winner: The Dr. Alfred N. and Lynn Manos Page Prize for Sustainability Issues in Business Curricula, Univ South Carolina
  - 2016: #1 Outstanding Specialty Program: Global Consortium of Entrepreneurship Centers
  - 2017: #8 Better World MBA Program: Corporate Knights Better World MBA Ranking
- M.Acc
  - > 2016: #23 out of 862 M.Acc Programs in the US
  - > 2016: #4 amongst medium to small sized M.Acc programs
  - > 2016: Graduates #1 in US on the CPA first time exam pass rate (94.4%)





