

THE A. GARY ANDERSON GRADUATE SCHOOL OF MANAGEMENT (AGSM)

<http://agsm.ucr.edu>



I. HISTORY

The origin of AGSM can be traced back to 1970 when UC Riverside established the Graduate School of Administration. In 1994, The A. Gary Anderson Foundation gave a generous endowment to the school and it was named after the founder of Director's Mortgage. The School was accredited by the American Association for the Advancement of Colleges and Schools of Business (AACSB) in 2003.

Today the school offers an innovative MBA program and an interdisciplinary undergraduate major in Business Administration in conjunction with the College of Humanities, Arts & Social Sciences.

II. ACADEMIC PROGRAMS

The Undergraduate Program

AGSM boasts the largest undergraduate program in business in the UC system. The B.S. in Business Administration is designed to educate students in the art and science of management. It also prepares graduates to become tomorrow's business and community leaders by equipping them with the ability to identify, analyze, and solve complex business problems.

During their first two years, pre-business students complete all college breadth requirements and ten lower division business prerequisites. The business major curriculum is built on integrated management fundamentals with a strong foundation of course work in the humanities and social sciences. The program by design is interdisciplinary. Students benefit from the expertise of faculty members in the departments of economics, philosophy, psychology, sociology, political science, statistics, as well as those in the school of management. Students apply for and are admitted to the program in their junior year. Within the B.S. program, students may select one of thirteen concentrations: accounting, arts management, environmental management, financial economics,

general management, human resources management, information systems, international management, managerial economics, marketing, operations & supply chain management, and public policy & management.

UNDERGRADUATE DEMOGRAPHIC PROFILE - Fall 2007

1,287 total students in Business Administration and Business Preparation (excludes pre-business students not yet admitted to the Business Administration Program)

- 973 Business Administration majors (76%)
- 314 Business Preparation majors (24%)
- 530 Females (41%)
- 757 Males (59%)
- 703 Admitted as Freshmen approximately two years ago (55%)
- 584 Admitted as Transfers (45%)
- 168 Students within range of grading "With Honors" if they maintain at least a 3.498 UC cum GPA at graduation (13%)
- 53 International Students (4%)
- 61 Non-residents (5%)
- 29 Participated 07F in the Education Abroad Program (2%)
- 2 Participated 07F in the UC Washington DC Program (<1%)
- 11 Identified in the Veteran's Program (1%)
- 27 Chose to enroll part-time, usually due to work demands (2%)

Stated Ethnic Origin:

- 54 Black/African-American (4%)
- 1 Native American (<1%)
- 157 Chicano/Mexican American (12%)
- 50 Latino/Other Spanish-American (4%)
- 362 Chinese/Chinese-American (28%)
- 27 Japanese/Japanese-American (2%)
- 65 Philippino/Filipino (5%)
- 6 Pacific Islander (<1%)
- 46 East Indian/Pakistani (4%)
- 65 Vietnamese (5%)
- 92 Korean (7%)
- 55 Other Asian (4%)
- 205 White/Caucasian (16%)
- 17 Other (1%)
- 1 Did not respond (<1%)
- 84 Declined to State (7%)

The MBA Program

AGSM also offers a full-time MBA program. The program provides a balance of the art and science of management, with a particular emphasis on identifying, evaluating, developing, managing and sustaining opportunities for growth in both new and mature business organizations. The emphasis on growth provides students with the knowledge and skills to pursue careers in established companies as well as startups and emerging firms. The program prepares students to excel in a global competitive environment marked by unprecedented challenges and technological advances. The curriculum stresses general management skills and the essential interdependencies that exist across functional areas, emphasizing management theory as well as practical skills and tools for the implementation of solutions. The MBA program is a collaborative academic partnership that features a learning team of world-class academic faculty, successful entrepreneurs and executives, and industry partners. Students experience rigorous academic classes from eminent scholars and teachers and also "Learn Success from Those Who Have Achieved It"-mentoring from major executives and entrepreneurs who have built and managed significant successful businesses, large and small. AGSM was recently named among the top 25 graduate programs in entrepreneurship (among 900 programs) by *Entrepreneur Magazine* and the *Princeton Review*.

The entering class in the fall of 2007 included 64 students, the largest MBA class in three years, and one that is also stronger than recent years in terms of average GMAT score and average undergraduate grade point average. There are a total of 122 students currently enrolled in the MBA program, including students who attend classes at UCR's Palm Desert Center.

MBA DEMOGRAPHIC PROFILE – Entering Class Fall of 2007

Class Size

Size of Entering Class: 64

Academic Profile

Median Undergraduate GPA: 3.45

Median GMAT: 572

Undergraduate Majors

Business, Economics, Administration: 59%

Engineering, Math, Physical and Natural Science: 14%

Social and Behavioral Sciences, History: 11%

Humanities, Languages: 8%

All Others: (5) 8%

Location of Undergraduate Institution

Southern California: 31%

Northern California: 2%

U.S.A., East of the Mississippi: 8%

U.S.A., West of the Mississippi: 2%

Foreign Countries: (37) 58%

MBA Program Diversity/Characteristics (All Students)

Men: (26) 41%

Women: (38) 59%

Foreign: (37) 58%

Domestic: (27) 42%

Part-time: (4) 6%

Full-time: (60) 94%

Average Age of Students: 27 (range 21 - 43)

Total Years of Work Experience: 5.4 (range 0 - 20 years)

Post Bacc Full-time Work Experience: 3.3 (range 0 - 13 years)

Plans for the Future

AGSM has begun the planning process for expanding the full-time MBA program (to an entering class of 100). The School also plans to create and offer an **Executive MBA**, a **Part-time MBA**, a **Master of Accounting**, and a **PhD**. These programs are expected to contribute significantly to the graduate student population at UCR, provide much needed educational programs in business for Inland Southern California and contribute to the School's resource base.

III. FACULTY

The AGSM faculty is small relative to the size of its student body. The current faculty includes 23 tenure-track faculty members, three visiting faculty, three full-time lecturers, and numerous part-time lecturers organized in three departments: Accounting and Information Systems, Finance and Management Science, and Management and Marketing. The School is currently rebuilding the size of its faculty after suffering significant losses of faculty members in recent years.

Although small in size, AGSM's faculty includes scholars with international reputations for their research in such areas as: the Internet and e-commerce, commercialization of new technologies, emerging capital markets and investments, market analysis and market development, product innovation, information technology, health care management, financial services, and international business.

Recent Points of Distinction

The AGSM faculty includes past and present editors of *The Journal of Technology Transfer*, *The Journal of Marketing*, and *The Journal of the Academy of Marketing Science*. The School currently hosts the editorial offices of the *Journal of Technology Transfer* and the *Journal of the Academy of Marketing Science*. AGSM is also home to the Sloan Center on Internet Retailing. AGSM recently hosted the international meeting of the Society for Technology Transfer and the Marketing Science Institute Conference on Internet Marketing.

Recent honors awarded to AGSM faculty include the 2007 Information Systems Paper of the Year, the 2007 Franz Edelman Prize for Application of Management Science, the 2007 Elsevier Marketing Scholar of the Year, and the Nobel Peace Prize (as a co-recipient to Al Gore). AGSM faculty members have been honored as Professor of the Year for the UCR Honors Program, and recognized for excellence in teaching by the Decision Sciences Institute and the U. S. Distance Learning Association.

IV. ADMINISTRATION OF AGSM

The current AGSM leadership team is new. David W. Stewart was named Dean effective July 1, 2007. Prior to assuming his responsibilities as dean at AGSM, he was a member of the faculty of the Marshall School of Business at the University of Southern California where he held the Robert E. Brooker Chair in Marketing and served as deputy dean of the School for five years and served

two terms as Chairman of the Department of Marketing. Dean Stewart has brought in a new director of the undergraduate business program, a new director of the MBA program, and a new chief financial and administrative officer, and has appointed new associate deans for the undergraduate program, the MBA, and executive education.

V. PLANS FOR THE FUTURE

AGSM's vision is to be recognized as a premier center of management research and education that focuses on the identification, evaluation, development, management, and sustainability of opportunities for growth. Situated in one of the fastest growing areas in the United States, facing the global growth markets of the Pacific Rim and Latin America, and with the growth industries of the future in its backyard, AGSM is uniquely located in a living laboratory that facilitates the study of growth in business and the larger society. Inland Southern California is also the home of one of the largest and most important distribution hubs in the world, providing opportunities to learn firsthand about issues related to global trade and supply chain management. AGSM is committed to delivering a premier business education in a research university environment.

Aggressive Faculty Recruiting

Thanks to a recent \$3.1 million gift from the A. Gary Anderson Family Foundation, AGSM has begun the search process for 10 new faculty members for the fall of 2008. These searches will focus on recruitment of more senior faculty members who can provide immediate leadership and contributions to new programs.

Brand Identity Project

In collaboration with UCR's Office of Strategic Communication and the Campus's external communications consultant, AGSM has initiated an effort to build awareness and the reputation of the School, its programs, and its faculty members. The new brand identity for the School will focus on the theme of growth: (1) AGSM is a place to learn how to identify and evaluate opportunities for new business and growth; (2) AGSM is a place to learn about developing growth opportunities; (3) AGSM is a place to learn about managing and sustaining growth; and AGSM is a place for personal growth, as a person, as a manager, and as a community leader.

Signature Experiences

Over the longer term the School plans to translate its brand identity into distinctive experiences within its curriculum. These experiences will differentiate AGSM's educational programs and will focus on *Leadership (Personal Growth)*; *Evaluation of Growth Markets*; and *Analysis of Emerging Industries and Technologies*.

Operational and Strategic Planning

AGSM's new leadership has begun an internal operational planning process that will inform the budgeting process, immediate and future staffing and resource needs, the organizational structure of AGSM, and requirements for space related to program expansion and development of new programs. To be successful, AGSM must have a larger faculty, new revenue-generating programs

that serve the greater Inland Southern California community, an organizational and budget structure that recognizes the unique needs of a professional school of business, and greater space for students and a growing faculty and staff.

AGSM has begun a strategic planning exercise for the School, which is expected to conclude by the end of the academic year. This exercise will involve the business community, government, and the larger UCR campus, as well as AGSM faculty and staff. This exercise will define the missions and goals of AGSM, determine how to build a reputation as a school of management and how to contribute to the great research university of which we are a part, as well as to contribute to the economic development of Inland Southern California, our region, nation, and world. The plan will also be a critical part of AGSM's preparations for AACSB reaccreditation, which will take place in the 2008-2009 academic year.