

**PROVIDENCE COLLEGE**

↓ *School of Business*

# A Report —on the— Dean's Fund

**FISCAL YEAR 2019**

ARTHUR F. AND PATRICIA RYAN  
CENTER FOR BUSINESS STUDIES

Educating  
for a Future  
Based on

**WE**



**WE'VE ARRIVED. THAT'S HOW IT FEELS** — that the Providence College School of Business has truly arrived. After several years of building — the Ryan Center for Business Studies, the brand identity, signature programs — the PCSB has laid a strong foundation for a future based on “we.”

However, our area of study, business, does not stop evolving and neither do we. Responding to your input, we continue to strengthen student data analytics skills, find new ways to help students explore their future professional passions, and foster faculty excellence in teaching, research, and service.

I would be remiss not to mention the forthcoming departures of our College president, Rev. Brian J. Shanley, O.P., and provost, Dr. Hugh Lena. Though we are sad to see them go and wish them the best, Providence College and the School of Business are well positioned to keep our strategic momentum through these senior leadership transitions. We have just completed our first full year under the College's strategic plan, *PC200*, and our complementary

PCBiz2025 strategic plan. The initiatives underway to meet the College's ambitious goals are invigorating. It will not be easy or straightforward, but we are committed to reaching them.

Of course, getting to this point would not have been possible without your support, guidance, and insight. Thank you for your continued belief in our future — a future based on “we.” I hope you enjoy a few stories about the experiences your generosity has made possible.

In gratitude,



Sylvia Maxfield  
Dean, Providence College School of Business



## In FY19, the Providence College School of Business ...

Sent **6 STUDENTS** and **1 FACULTY MEMBER** to  
**Quinnipiac's Global Asset Management Education (GAME) Forum**,  
the largest student-run financial conference in the world.

Enabled **5 STUDENTS** and **3 FACULTY MEMBERS** to participate in the  
**CFA Institute's Research Challenge**.

Since the establishment of the **Scanlon Financial Information Resources Lab**, approximately  
**600 STUDENTS** have become **Bloomberg-certified**, resulting in the **PCSB** being named  
**one of the first Bloomberg Experiential Learning Partners in the U.S.**

Provided *engaged-learning opportunities* through  
**10 CO-CURRICULAR CLUBS** and **ORGANIZATIONS**.

Facilitated the attendance of **25 STUDENTS** at three **PC to Wall Street** events where they were  
able to *network* with **alumni, parents**, and **fellow students** in the *financial sector*.

Presented awards to **10 FACULTY AND STAFF MEMBERS, 3 MBA STUDENTS**, and  
**20 UNDERGRADUATE STUDENTS** during the **Annual Celebration of Academic Excellence**.

Used **ALEKS**, an *online tutoring system*, to help **400 INCOMING FIRST-YEAR STUDENTS**  
*brush up on math skills* needed for intro-level business classes.

Sent **1 STUDENT** to the **Beta Gamma Sigma Global Leadership Summit**, which gives **student leaders**  
the opportunity to *network, improve communication skills, and build team-working capacity*.

## Discussing Diversity & Inclusion



Hundreds of students packed the Palmisano Atrium to hear PwC senior partner and U.S. chairman, Tim Ryan, discuss his experience with diversity and inclusion at the PCSB Dean's Symposium.

Ryan recalled that when he was appointed CEO, he was surprised to learn that some employees wished they could be more comfortable being themselves in the firm. It prompted Ryan to take action. In 2017, he and his peers formed CEO Action for Diversity and Inclusion, a business commitment established to advance diversity and inclusion in the workplace.

"Tim Ryan was able to talk so candidly about diversity and inclusion, which are normally difficult topics to discuss," said Colleen Donahue '18 & '19G. "He explained that engaging in more conversations on these topics with peers and professors can help us grow more knowledgeable on these issues."

Ryan started his day meeting with PC staff, including Quincy Bevely, assistant vice president for institutional diversity, and Dr. Shan Mukhtar, assistant vice president for institutional diversity and director of The Center at Moore Hall.

He also took part in a dialogue with a select group of students from all class years and backgrounds to discuss inclusive leadership. According to Nathan Perez '20, who moderated the discussion, Ryan said students should try to leave a tangible mark on the College, but, even more importantly, should leave a legacy or foundation that others can build upon to make serious change in inclusivity, culture, and opportunities.

"This challenge for us has left me excited to do something in order to make Providence College an even better place that makes all feel a part of the Friar family," said Perez.

Students with internships or job offers from PwC networked with Ryan at a luncheon in the Schneider Arena lobby. Ryan expressed his excitement that the students are joining the firm and said great opportunities are ahead for them. Students said Ryan was personable and, despite his CEO status, far from intimidating.

Ryan also met with College President Rev. Brian J. Shanley, O.P. '80, Rev. Kenneth R. Sicard, O.P. '78 & '82G, executive vice president and treasurer, and Jacqueline Peterson, special adviser to the president in the Office of Institutional Diversity, to discuss his experience fostering diversity and inclusion on a company-wide level.

## Interviewing for Wall Street

The nervous energy was palpable as 17 PCSB students, mostly sophomores, prepared to sit down with a group of alumni to practice behavioral and technical interviewing skills during the "Wall Street Superday Preparation Bootcamp." The purpose of the event was to better prepare students to excel in the highly competitive financial services industry recruiting process.

During the round-robin event, students spent four sessions in the hot seat and had four chances to watch their peers interview. Mentors provided personalized feedback and constructive critique. Students rotated through the 11 alumni mentors, who came from Goldman-Sachs, JP Morgan, Credit Suisse AG, The Blackstone Group, and several other top financial services companies.

Afterward, the students and mentors attended the PC vs. Marquette men's basketball game to network in a more relaxed atmosphere.



## Showing Off Sales Skills

More than 150 students participated in the inaugural Friar Sales Showcase. Recruiting tables in the Palmisano Atrium were a hive of activity as students interacted with participating companies. Representatives spoke to students about careers in sales and about opportunities at their companies. All 8 companies HubSpot, Oracle + NetSuite, DellEMC, CyberArk, Toast, Western Digital, EverQuote, and 3BL Media had internship programs for underclassmen or open sales positions for 2019 grads.

During the panel discussion in the KPMG Auditorium, students learned about what a career in sales entails and how to be successful. Faculty organizer Dr. Ron Jelinek encouraged experienced sales professionals to share their three most important recommendations for students interested in sales. Suggestions ranged from "expect to fail, that's how you learn, and part of the sales process" to "recognize that sales is learning someone's story and her pain points, not just trying to close a deal."

The resoundingly positive response to the Friar Sales Showcase guarantees that it will run again, even expanding to additional companies.



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