Impact
Support for the Yale School of Management
2017–2018
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Yale SOM had an excellent fiscal and academic year—financially and programmatically. And our alumni are making their marks as leaders for business and society.

FINANCIAL. We closed the 2018 fiscal year in the black—the 10th consecutive year that this has been the case—and contributions from you made a crucial difference. Overall, philanthropy accounted for 43% of the operating budget.

The Alumni Fund results were particularly strong. The school received a record $3.9 million to support scholarships, loan forgiveness, global initiatives, curriculum development, and other priorities. That total is more than double what we raised just five years ago. Especially gratifying is the broad base of support: 54.8% of alumni made a gift, a higher percentage than nearly any other business school and, in fact, higher than any other school at Yale. Graduates of all degree programs supported the Alumni Fund, and our joint degree alumni gave at levels similar to the overall SOM alumni body—despite receiving competing solicitations from another Yale school. We also saw rising rates of support from our graduates living outside the United States. And every gift counts. Donations of $100 or less collectively amounted to $117,202—enough to fund several merit scholarships.

PROGRAMS. While I was on sabbatical for the 2017-18 academic year, the leadership team and the faculty carried on without slowing in the least. We recruited the inaugural class for our Master’s in Global Business and Society—a group of young leaders who have completed a Master’s in Management at another Global Network for Advanced Management school. These 32 new Yale SOM students hold citizenship in 17 countries, and 100% of them speak at least two languages. Our MBA for Executives program has developed new programs and coursework to deepen understanding of challenges in healthcare, sustainability, and asset management. Our other degree programs, as well as faculty-led centers and initiatives, have also launched mission-driven initiatives in the last year.

OUR ALUMNI. Our graduates are recognized as leaders in impact investing, endowment management, entrepreneurship, philanthropy, policy, and other fields. The typical Yale SOM graduate seeks opportunities to have influence on important challenges, frequently by working across sectors—public, private, nonprofit, and entrepreneurial. This report includes stories of a few of our graduates and how their time at Yale SOM prepared them for lives making meaningful contributions across sectors and regions.

Thank you for all you do as supporters, as volunteers, and as exemplars living out our mission to educate leaders for business and society. While this is my last year as dean, my observations of the commitment of the Yale SOM community to our founding mission make me confident that future years will be filled with further success.

Edward A. Snyder
Indra K. Nooyi Dean & William S. Beinecke Professor of Economics and Management
Impactful Lives
For many Yale SOM alumni, their relatively brief time at Yale is an inflection point, setting them on a trajectory to be their best selves. The stories of four alumni that follow show the many paths a life may take, and the many ways a Yale SOM education can help one contribute to the world—whether through work, family, philanthropy, or all of the above.
Rebecca Lilly Brooks ’98 was a teenager when she decided what she wanted in life.

“I laid out a plan when I was 18,” she says, “just after I’d started at Tufts. I wanted to have a great, long career as well as the opportunity for a defined period of time to make raising a potential family my primary focus.”

“Perhaps it is from my Midwestern background,” she adds, “but I thought it had to be an ‘either-or’ decision. The plan was to major in economics, work, go to business school, work for a bunch more years, get married, take a full career break to have kids and be home with them when they were little, then go back to work. I was hoping that if I’d stacked enough experience behind me, I’d be able to re-enter the workforce post children, not just in a job but in another meaningful career.”

In addition, she adds, “I always have on my mind, ‘How am I going to give back?’ I wanted to do that in my spare time, with my own money, not incorporate it into my profession. I knew I wanted to work in the private sector.”

At Tufts, she double majored in economics (with a focus on development economics, mindful of her interest in giving back) and art history, then set out to execute her plan. First, she parlayed her art major into a job selling art for Sotheby’s.

“When it came time to apply to business school, “Yale SOM fit into the thread I had going in my life about how to give back and be a businessperson. Yale was the place that just resonated with me.” She especially enjoyed courses on strategy and governance. “SOM gave me a broader view of the world,” she says, including insight into how “finance can be directed to social good. That concept of blending is fundamental to SOM.”

The marriage part of her plan fell into place, too—again thanks to SOM. She and her classmate Cameron Brooks ’98 collected their MBAs on May 25, 1998, and walked down the aisle in June of that year.

Next came stints as a management consultant in the healthcare field, then as director of advertising and PR for a luxury goods company. When her first child was born in 2000, Brooks stuck to her plan and stepped out of the workforce. During her career break, she was active with her kids’ schools, coached youth soccer, co-founded a children’s nonprofit, and served on several boards. “I thought that period of my life would be five or six years,” she says. Instead, it lasted twice as long as that (and included three kids). But like any good tactician, she tweaked her timeline while staying true to her goals.

“In 2013,” she says, “my husband went into a job transition. My kids were growing up; my youngest was in third grade. I’d had this intention since I was 18 years old, and I needed to put it into place.

“I unwound myself from a whole bunch of volunteer positions,” she continues. “Then my first call was to SOM.” The Career Development Office referred her to a career transition service in New York City and recommended that she attend a conference called iRelaunch, both of which helped her put a résumé together, and get on LinkedIn.

“Immediately being able to network with people who knew me from SOM was amazing,” she says. She also reinforced her Yale connections in person, attending events and meetings of the SOM New York Alumni Chapter and her class’s 15-year reunion.

Months later, she was invited to join the Goldman Sachs Returnship program, which helps people restart their careers, and five months after that she landed her current position, as a private wealth advisor at Morgan Stanley.

Today, many threads of Brooks’ past intertwine. She works with high-net-worth individuals, like those she interacted with at Sotheby’s right out of college and while marketing luxury goods after SOM. She uses both her finance skills and her economics training to help her clients diversify their portfolios. She’s gotten very interested in impact investing and the ways in which business practices can lead to financial return and a better world.

She also maintains a close connection with Yale SOM; this year she co-chaired the Class of 1998 Reunion Giving Committee with her husband and two very good friends from Yale SOM, Sabrina LeBlanc ’98 and Matt LeBlanc ’98.

And Brooks is applying some implicit lessons from her own past interactions with financial advisors. “I never thought they were speaking to me,” she says frankly. “I thought they were speaking to my dad or my husband or my brothers. But I never felt they spoke my language.” So, she says, “part of my mission here is to help educate people—maybe it’s women, maybe it’s millennials—whoever feels they could be more organized financially.”

To that end, Brooks explains, she helps her clients “look at where they are today and where they want to be in the future, understanding that it’s a long road between here and there.”
Don't ever tell Tito Vidaurri '90 M.A., '91 that something isn’t doable. His father got only as far as third grade and his mother to sixth grade, but he holds three master’s degrees—one from the Centro de Investigación y Docencia Económicas (CIDE) in Mexico City, the other two from Yale.

He grew up in a country “where senior people are very difficult to approach,” but in New Haven he talked his way into a joint degree program that didn’t yet exist. And he “came from a culture where you were on your own” but quickly absorbed the teamwork ethos of Yale SOM. He’s applied it ever since in his career back in Mexico, first in banking and now in energy. Despite all that he’s achieved, Vidaurri, the Mexico country head for EIG Global Energy Partners, remains self-effacing and eager to continue learning.

After earning bachelor’s and master’s degrees in economics in Mexico, he worked in the government for five years. “There is a tradition in the Mexican government to train people at global universities in economics,” he explains. “So I applied and got accepted to the master’s program at the Yale Graduate School of Arts and Sciences.”

However,” he says, “when I got to New Haven I learned about SOM’s MPPM program—the master’s in public and private management, the name the MBA had at that time. Its mission of applying management tools to organizations across all sectors appealed to me very much.”

At first, Vidaurri modified his economics program with a few SOM courses. “I was a little bit brave,” he says. “I had to get approvals from the teachers at SOM and also from the teachers in economics.” But soon he decided what he really wanted was degrees from both schools. “The formal joint degree happened afterwards,” he explains. “My experience was an example the school used to validate it.”

He recalls being amazed at the access he had to faculty, “I was knocking at many doors, and to my surprise I was able to get the doors open and be heard. I still remember talking to a very renowned professor of finance, Stephen Ross, who recently died. I was able to talk to him whenever I wanted to. I couldn’t believe it. It was a feature of the SOM culture that was very special to me.”

He also was attracted to the diversity of the student body. “I’m not talking only about racial diversity or socioeconomic diversity or women and men,” he says, “but also in terms of backgrounds. I was a government person, but there were people from the military, investment banking, consulting, and many other sectors. That makes the spirit at SOM much richer, because students are learning not only from teachers, but also from other students.”

The focus on teamwork was at first a challenge for Vidaurri. “It sometimes doesn’t come naturally,” he admits. “You have to invest in the relationship, you have to listen, you have to take a different point of view. But it’s very effective. You as an individual can be much more effective if you are a good team player. That was the number one cultural shock that I got—and embraced.”

He embraced a shift in his career path, too. “I wasn’t sure I wanted to go back to the government,” he says, “but I still wanted to do something for my country.” Thanks to a Yale SOM lottery for allocating summer internship interviews, even though he was “not an obvious candidate for investment banking,” Vidaurri landed a spot with First Boston (since acquired by Credit Suisse). The summer stint led to a permanent position and a 23-year run in Mexican banking, including with Deutsche Bank and Morgan Stanley.

But four years ago, he says, “I decided to do something different. There was a change in Mexican regulations that allowed for private investment in the energy sector. It was a perfect opportunity to get into something new, where my learning curve will continue to be steep and where I can continue to make a significant contribution to Mexico.”

Today, he oversees Mexican investment and capital development for EIG, which has $28 billion invested in 36 countries. “We finance projects across the value chain of the energy sector,” he explains. “It’s a huge part of the economy, but something only the public sector used to do in Mexico, so it’s a very exciting situation.”

And he contributes not just to his country, but also to his alma mater. Thirty years after he arrived in New Haven, Vidaurri co-chairs SOM’s Mexico Advisory Board and serves on the school’s Board of Advisors. “I am a creation of Yale SOM,” he says. “I don’t have unlimited resources, but whenever I can I give back money and time.”
“You become a Roman in Rome,” says Usha Nesamoney ’90 of her peripatetic childhood. Her father’s work as an offshore petroleum engineer meant she grew up in Nigeria, Libya, India, Saudi Arabia, the U.K., the U.S., and Singapore. As a result, she became comfortable with, as she puts it, “adapting to new cultures, while retaining the values you were brought up with.” Her adaptability has stood her in good stead.

“I did my undergrad in India,” she explains, “then worked in the U.K. for a small accounting firm, then moved to the U.S. to join my family and started working for Price Waterhouse in New York.” Business school seemed a logical next step. She was drawn to Yale SOM because of its diverse student body, collaborative atmosphere, and global focus.

Once at Yale SOM, she came to “cherish the community. There was diversity not just in occupations but in age, perspectives, and nationality. There was true diversity.” She also found that “the support from the faculty — and the TAs — was amazing. They were the most caring, thoughtful, intelligent folks.”

Soon after graduation, she learned just how caring. She’d landed a permanent position with the firm where she’d done her summer internship, but then “they had a wave of layoffs. It was a little unpleasant to find yourself without a job after a couple of months, when you’ve turned down other offers.” But the Yale SOM network came to her rescue. Thanks to one of her TAs, she got a job with Booz Allen’s marketing group in San Francisco and has been in the Bay Area ever since.

After four years with Booz Allen, she wearied of the travel that consulting entails, so signed on with one of Booz Allen’s local clients. A year later, she joined Charles Schwab’s online marketing group and was quickly promoted to vice president. She also got married, to one of the co-founders of Informatica, a leading provider of enterprise cloud data management. With the intention of starting a family, she says, “we moved to the suburbs, got a dog, all that kind of thing.”

Then came what she calls “a defining moment.” She and her husband were working late one Thursday night. Both, coincidentally, stopped for dinner at the same burrito place. “We looked up,” says Nesamoney, “and he was eating a burrito in one corner and I was eating a burrito in another corner. We were like, ‘This is bad. We’re so into our careers that we’re off on our own.’”

They started mulling what they wanted from life, and Nesamoney decided to step back to working part-time. “I’ll be honest,” she says. “That was hard for me, as a person who had achieved success and was career oriented.” But she found working part-time even harder. “Many people make it work, but as ambitious and as goal-oriented as I was, it was very hard not to be in meetings, to have to let go of things.”

When she became pregnant with their daughter, she decided to step out of the workforce entirely, a decision that was affirmed when their daughter was born eight weeks early and faced some health issues — and again a few years later with their son.

But ironically, even though Nesamoney was no longer in the paid workforce, “this is where my SOM education came in really handy,” she says. She got involved in a family-funded foundation and took on a number of roles with nonprofits. “I still had some intellectual stimulation,” she explains, “I was meeting people; there was purpose to what I was doing. It was just a different focus.”

She has served on the boards of both her kids’ schools and on the Stanford Medicine Community Council. She joined Yale SOM’s West Coast Advisory Board. She ran a program that brought 25 kids a year to India, “to give them a global experience.” And she worked closely with the American India Foundation, “to do what we can to disrupt poverty there, because both of us are from India,” she explains.

“I felt, ‘This is what SOM taught us.’ It taught us the basic skills of running an enterprise, no matter whether it’s for-profit or not-for-profit. Your mindset is not about one pathway. I was able to adapt and leverage my experience to add value wherever I was.”

She and her husband have also funded two scholarships at Yale SOM — one for an MBA student (out of appreciation for the excellence of her education), and one for a student in the Master of Advanced Management program (“because we truly relate to the concept of global leadership”). They’ve also supported SOM’s entrepreneurship program.

Nesamoney says they recently visited New Haven. “My husband, who did not to go to SOM, said, ‘I get now what you’re saying.’ The SOM experience sets you up for life, not just for your next job.”
As the founder and managing partner of a Shanghai-based venture capital firm, Shirley Yeung ’93 has helped mint many members of China’s burgeoning population of tech billionaires. She was one of the first investors in Tencent, for example, considered the Chinese Facebook and now China’s largest internet conglomerate. She also funded other tech behemoths like Sohu and Sina back when they were just startups.

But for Yeung, her professional success is just one of two tightly interwoven aspects of her life. When asked to name an accomplishment she’s proud of, she deems herself “fortunate to have done the Series A financing of Tencent, which is now a world-class internet company. But,” she quickly adds, “that’s just business. On the family side, I’m very proud that despite the fact that I have worked nonstop my entire career, I have raised two great kids.”

In a similar vein, she values both hard skills and soft skills. “Especially if you’re a woman,” she says, “you don’t want to be seen as technically weak. But looking back, the soft skills I learned at SOM, as well as on the job, have been just as useful. I would say your EQ [emotional quotient] accounts for 50% of your success.”

That duality is also evident when Yeung describes what she finds rewarding about her work. “Initially, it was making money for whomever I was working with — and for myself. All these companies I invested with have now become multi-billion-dollar companies. That experience was quite exhilarating.” But she now finds satisfaction in a less quantifiable realm. “In the last 5 to 10 years, I would say it has been helping young entrepreneurs — helping them realize their dreams.”

Yeung’s realization of her own dreams began when she came to the United States at age 20, fresh out of college in Beijing. After working for a few years, she started considering business school. “I chose carefully,” she says. “Yale SOM was on top of my list.” She was attracted by the school’s size and its “unique approach, to educate leaders not just for business but also for the government and nonprofit sectors. Even though I chose to go into business myself, that diversity in purpose was a major draw for me.

“SOM offers an environment,” she adds, “where you are not just trained very well technically by world-class faculty, but you also have the opportunity to explore the human side of being a businessperson. What left an impression was how well the students worked together. We helped each other out.”

Post SOM, Yeung landed a job managing all non-U.S. equity investments — a $3.5 billion portfolio — for a firm that is now part of Verizon Investment Corporation. “People ask me how I got that opportunity,” she says. “I don’t think I would have without the Yale MBA. She made the most of the opportunity, “learning from the best minds on Wall Street. I did that for four years, and my portfolio performed very well.”

In 1997, she was named a vice president in JP Morgan’s Hong Kong office, another stint she calls “a fruitful learning experience.” In 2000, she joined a major Chinese VC firm whose founder, she says, “is now among the top one or two richest men in Asia.” And in 2005, she founded Dragonrise Capital, which invests in high-growth Chinese private companies, mostly in the TMT (tech, media, and telecom) space.

She also has invested in the institution that launched her into that rarefied sphere. “I received a partial scholarship from Yale,” she explains. “I remember where all this came from. It all started at SOM. This is why I give back to Yale.”

She gives back as a member of Yale SOM’s Board of Advisors and Greater China Board of Advisors. She made a gift to name the Alumni Relations suite in Evans Hall, and most recently, gave a $100,000 matching gift to the 2018 Reunion Giving Challenge, helping to boost the reunion giving rate to an impressive 48.2%.

In addition, Yeung has given Yale — for a few years — both of her children. She and her husband, a Hong Kong-based film investor, have a son who’s a senior at Yale College and a daughter who’s a second-year student at Yale SOM. Both, she says, “seem interested in the investment industry, which I never asked them to do. I think they just thought what mom was doing was interesting.”
Institutional investing is a long game. It’s one played extraordinarily well by the many top endowment managers with Yale SOM degrees.

Take Dean Takahashi ’80 B.A., ’83, for example. He took a job with the Yale University Investments Office in 1986, two and a half years out of SOM and just shy of a year after Yale’s now-legendary chief investment officer, David Swensen ’80 PhD, arrived there. “When I started,” Takahashi says, “Yale had a billion and a half dollars, and we’ve now generated more than $40 billion of gains since then.” Over those 32 years, Swensen, Takahashi, and their colleagues have generated returns of 12.8% per annum—a record unequalled among institutional investors.

But many other institutions are now nipping at Yale’s heels as a result of the fact that during those three decades, SOM has seeded numerous graduates into the field. Takahashi ticks off the names of a few SOMers—including Paula Volent ’97 at Bowdoin College and Andy Golden ’89 at Princeton University—who “have some of the top endowment track records over the long term. It’s pretty extraordinary how well they’ve done.” (See sidebar for more of the Yale SOM grads managing endowments.)
Also extraordinary is how the Yale cohort has changed the field. “It used to be,” explains Volent, who is now in her 19th year at Bowdoin, “that endowments were pretty sleepy.” Endowment managers “just invested in stocks and bonds, railroad stocks, maybe some faculty housing.” But now, for example, Bowdoin’s portfolio “is very global; we’re looking at opportunities in China, Latin America, and emerging markets and the endowment portfolio has significant investments in alternatives including venture capital, private equity, and hedge funds.” During Volent’s time there, the Bowdoin endowment has grown from $465 million to $1.6 billion, thanks to a 9.2% annualized investment return.

The same thing is true at Princeton, where Golden has headed the investment office for almost 24 years. “Our work today is quite globalized,” he says. “More than a third of our key relationships are located outside of the U.S.” During his tenure at Princeton, the endowment has grown from $3.5 billion to $26 billion on the back of a 12.6% annualized investment return.

How did Yale SOM come to have such an outsized impact on the once-sleepy world of institutional investing? Golden calls it “quirky…a happy accident. Dave [Swensen] and Dean [Takahashi] were revolutionizing the way endowments get managed,” he explains, “so SOM happened to be located a few blocks away from ground zero of an industry getting shaken up. And their commitment to higher education created this virtuous cycle—they’re teaching classes, therefore attracting new colleagues who are similarly motivated to join them.” While their primary responsibility is managing Yale’s endowment, Swensen and Takahashi teach one or two courses each year; in fact, both were selected to receive the inaugural Merton J. Peck Prize for excellence in teaching from the Yale Department of Economics this year.

Indeed, both Volent and Golden got drawn to the field after their arrival at Yale SOM by working with Takahashi and Swensen. Perhaps coincidentally, both also came to the field as a second career. Volent entered SOM after a “pretty successful, exciting career” in art conservation, and Golden was a professional photographer when he decided to switch gears and go to business school.

But both quickly “fell in love with finance and endowments,” as Volent puts it.

“Some people ask, ‘How do you feel about helping your competitors?’” Takahashi observes dryly. “The nice thing is that they’re all friends, so it’s great to see them succeed. It’s also part of the mission of higher education,” he explains, to teach and mentor others. He pauses, then adds with a chuckle, “We like to see them do well, but we’d like to do better.”

Takahashi, Volent, and Golden agree that the field’s rewards include intellectual challenge (“it’s a nice combination of theory and practice,” says one; “it has variety times depth,” says another); teamwork (“you get to work with really exceptional people”); and a sense of mission (“there’s something quite rewarding about knowing that we’re facilitating all the good stuff that goes on in the modern university”).

Another thing that’s nice about endowment management is you get feedback that’s very direct and specific,” says Takahashi. A manager’s performance evaluation is essentially in the institution’s rate of return.

“The funny thing,” he continues, “is that when I was a student at SOM, the whole idea was that we were supposed to take the best practices from the for-profit world and apply them to work in the nonprofit and public sectors.” But over the decades, the tables have turned. When he and Swensen began working together 32 years ago, “we really had no experience whatsoever in institutional portfolio management. So, coming from a more academic background, we took a different direction than what was conventional” and maintained “skepticism toward what Wall Street wants to sell investors.”

As a result, he says, the management of nonprofit endowments “is now the best-in-class—the example of how to manage things—rather than what’s going on in the corporate world.”

For all the success, endowment management is a field that remains in flux. “Every day,” says Volent, “there’s something new—the regulatory environment, tax issues, bitcoin. The markets have become more complicated, but continue to fascinate.”

A Network of Stewardship

A select list of Yale SOM alumni overseeing investments at major institutions, building on the school’s legacy of endowment management.

Steve Alpert ’90, Managing Director and Assistant Treasurer, J. Paul Getty Trust
Peter Ammon ’05, Chief Investment Officer, Penn Office of Investments
Jenny Chan ’18, Chief Investment Officer, Children’s Hospital of Philadelphia
Lisa Howie ’08, Director, Yale Office of Investments
Dale Kunkel ’98, Director of Hedge Fund Strategies, Gordon and Betty Moore Foundation
Elena Sands ’91, Senior Investment Officer, The Metropolitan Museum of Art
Michael Shay ’09, Director of Investments, The Museum of Modern Art
Ellen Shuman ’84, Founder and Managing Partner, Edgehill Endowment Partners
DiBenigno, who has been at Yale SOM for two years, since completing her doctorate at MIT Sloan School of Management, puts her approach to research this way: “One thing that drives me is making sure my work has real-world impact.”

And Botelho, who came to Yale SOM a year ago, also after completing his doctorate at MIT, says, “Publishing a new paper or having an idea is a lot of fun. But the most rewarding thing, I think, is having people use your knowledge, seeing it in action.” In some recent work, Botelho looks at how non-quantifiable factors—such as gender or social influence—affect the evaluation of quality even when objective indicators of performance are available.

Kelly, a professor of finance, says he is most interested in using mathematics to illuminate aspects of financial markets that investors face every day. “If I find new facts that are reliable and important for understanding the way the world works,” he says, “that’s what I find most fascinating.”

For example, a paper he co-authored with Yale SOM’s Stefano Giglio a year ago, published in the *Quarterly Journal of Economics*, explored the puzzle of excess volatility in asset pricing first described by Shiller. “A lot of people have written theories that make Shiller’s puzzle quote-unquote ‘not a puzzle anymore,’” Kelly says. But he and Giglio performed calculations suggesting that those theories don’t hold up in the real world. “The puzzle seems much deeper,” Kelly says. “There must be some additional source of price fluctuation, some additional erratic behavior, that’s not accounted for in these models. “It was very rewarding to put that evidence together,” he adds. “It’s unambiguous and has a large and important effect.”

Kelly is also associate director of SOM’s International Center for Finance, where he’s helping chart an interdisciplinary

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**Research in the Real World**

Three recently arrived Yale SOM faculty members share a commitment to doing research that confronts real-world problems.

Bryan Kelly, Julia DiBenigno, and Tristan Botelho, all of whom joined the Yale SOM faculty in the last two years, have disparate research interests. Kelly studies mathematical questions in finance. DiBenigno has researched mental health care in the military. And Botelho examines factors that affect economic outcomes on digital platforms and for entrepreneurs. But they share a commitment to doing work that isn’t just theoretical.

“I’m an empiricist,” says Kelly, who recently published an important paper affirming work on excess volatility in asset pricing by Nobel Laureate Robert Shiller, Yale’s Sterling Professor of Economics. Kelly joined Yale SOM after eight years on the faculty at the University of Chicago Booth School of Business.
approach to problems that use machine learning. “Yale has been a leader in this area,” he says. “They were one of the first universities to put together a data science department. Historically, computer science evolved as one field and statistics as another; data science merges the two. A university that’s open to recognizing that some fields evolve over time, I think, is a very forward-looking place.”

DiBenigno, an assistant professor of organizational behavior, takes “an inductive approach” to her research, embedding herself inside an organization and steeping herself in an actual problem. For her dissertation work, the problem was why soldiers were not benefiting from the extensive mental health services offered to them.

“Despite billions of dollars spent and dozens of well-intended initiatives,” she explains, “soldiers didn’t benefit from these services because, it turned out, their direct commanders didn’t support them using the services. So I focused on identifying organizational structures and practices that improved commander relations with their soldiers’ mental health providers. Once those relationships were strong and effective, soldiers actually used and benefited from the services.”

A paper that DiBenigno just finished builds on this work to examine the tactics mental health providers used to develop influential relationships with commanders. The theory developed has implications in other types of organizations for “what I call a peripheral expert, someone with expertise but without formal authority over line managers — say, a sustainability officer or diversity officer or safety manager. How does someone like that get people inside an organization to listen to them?”

She is drawn to questions like these that “span boundaries. My research embraces micro, meso, and macro levels and draws from concepts in psychology, sociology, and organizational behavior. Working in a business school gives me the best of all worlds,” she says, “in that it’s incredibly interdisciplinary.”

Botelho, like DiBenigno, is an assistant professor of organizational behavior; he is also a faculty affiliate of Yale SOM’s Program on Entrepreneurship. His research interests were sparked by his observation, while working in finance and strategy before starting his doctorate, of “how many other factors came into play even in seemingly objective situations.”

He tries to capture and analyze the effect of what he calls “social evaluations. I’m interested in how factors unrelated to quality can affect your evaluation of something or someone — your perception of its quality. In a paper last year, for example, we looked at gender. Specifically, do men and women with equal performance get treated equally by their peers?” In fact, he notes, the paper concluded that women are too often “penalized in terms of certain evaluation criteria.

“To me,” he adds, “to be a good business leader requires being well rounded. You have to not just drive the bottom line but do so in a responsible way — think about your workers, think about equality. Not only do I believe that my research helps in this end but also the questions that I study are important to me, personally.”

He is especially interested in such issues as they relate to digital platforms and entrepreneurial contexts — the former because “digital platforms are becoming an integral part of many firm and social processes,” and the latter because “entrepreneurship is powerful for the individual and the economy, and there is much we still do not understand.”
“Mr. Beinecke remains our founder, our true north, steadfast in purpose, and a source of profound pride.”

DEAN EDWARD A. SNYDER

Looking to the Future

William S. Beinecke ’36 B.A., ’86 LLDH, who died in April 2018 at the age of 103, was a steadfast supporter of both the Yale School of Management and the broader university. He added to a legacy of generosity that the Beinecke family built over generations.

The Beinecke family’s “relationship with Yale is a very deeply felt one,” says Frances Beinecke ’71 B.A., ’74 MFS. “We all participate in different ways, but we had faithful models that went before us.”

Frederick W. Beinecke 1909s and his brothers Edwin J. Beinecke 1907 and Walter Beinecke helped sustain Yale’s world-class library as founding members of the Yale Library Associates, created in 1930; in the late 1950s, the family contributed the funds to build the landmark Beinecke Rare Book and Manuscript Library.

Starting in the 1960s, Frederick Beinecke’s son William Beinecke, the longtime chairman and CEO of the Sperry & Hutchinson Company, advocated for the creation of a management school at the university.

“He had an abiding interest in the world at large and particularly, issues that affect the well-being of humanity,” says Frances Beinecke, William Beinecke’s daughter. “He was a strong advocate for nuclear nonproliferation. He was interested in the environment.” During the decades of expansion that followed World War II, she says, he saw a need for well-rounded leaders of corporations and other large institutions, with a broad view of their responsibilities. He had, she adds,
The Beinecke Society

Support the mission of the Yale School of Management today and far into the future.

Supporters who include Yale SOM in their estate plans or make other planned gifts to the school provide crucial long-term backing that enables the school to pursue ambitious goals—and are recognized as members of the Frederick W. Beinecke 1909s and Edwin J. Beinecke 1907 Society.

You can join this group of far-sighted and devoted donors if you have named Yale SOM as a beneficiary in your will or trust, established a life income gift, donated an IRA or other retirement plan, named Yale SOM as a beneficiary of a life insurance policy, or made some other form of planned gift.

We invite you to learn more about how to make a planned gift and the benefits of membership in the Beinecke Society.

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“the very strong belief that people who were going into those fields needed to be trained by the very best, which he believed Yale to be.”

As a member of the Yale Corporation, William Beinecke voted in 1973 to create the new Yale School of Organization and Management and helped raise the funds to launch the school, including bequests from both Frederick and Edwin Beinecke. Over the subsequent decades, he continued to support the school financially. He endowed three professorships, and made a number of bequests to the school, directing them to support its new campus, eventually named Edward P. Evans Hall. This early support was instrumental in insuring that the school would be able to raise the funds for the campus.

William Beinecke also served as Yale SOM’s guiding spirit—as Dean Edward A. Snyder put it after his death, “Mr. Beinecke remains our founder, our true north, steadfast in purpose, and a source of profound pride.”

In 2014, the Yale School of Management named its planned giving society in honor of Frederick and Edwin Beinecke, recognizing that the family exemplified the far-sighted planning that made the school possible.

“My dad was a very forward-looking person,” says Frances Beinecke. “I think one reason he lived so long was that he always looked to the future.”
Yale SOM’s Global Studies Requirement means every MBA student gains some global experience, through travel or virtual teamwork or both. For Christina Whatley ’19, the requirement was just a starting point; she visited 10 countries on three continents during her first year at Yale.

A graduate of Georgia’s Spelman College, Whatley worked in investment banking and private equity before heading for business school. She was drawn to Yale for its “sense of community — everyone is invested in seeing everyone else do well.” She found that mindset evident even during a pre-MBA trip to Colombia, a student-organized bonding experience just before classes began.

She also availed herself of a curricular travel offering — a spring-term International Experience in Serbia, Bosnia, and Croatia (and made stopovers in Hungary, the Czech Republic, and Turkey en route). She spent winter break on one of several “treks” — unofficial but educational trips organized by students; she chose the Africa Trek, visiting Nigeria and Ghana. “I’m interested in West Africa from a business perspective,” she explains, “but I’m also of West African descent but had never been there, so for me it was personal as well as professional.” She visited her 10th country on a fall-break trip to Iceland with several classmates; “that was just vacation,” she says.

Whatley’s Yale SOM experience hasn’t been all about passports. She was invited to be a teaching assistant for the core course Power and Politics this fall. She landed a summer internship with DBL Partners, a Bay Area venture capital firm with an impact investment focus (headed by Nancy Pfund ’82). And she was elected president of the student government in April; her platform includes deepening the school’s culture of inclusivity and recruitment of under-represented students of color. She is also a member of the Yale SOM chapter of the Consortium for Graduate Study in Management, which is dedicated to increasing diversity in management education.

To that end, Whatley believes augmenting SOM’s scholarship coffers is key. A scholarship recipient herself — she holds both a Yale SOM Frederick T. Holliday (Ph.B. 1920) and Frederick T. Holliday, Jr. (B.A. 1945) Memorial Scholarship and an external Robert Toigo Foundation fellowship — she says the funding was “paramount” for her. “For top students who’ve been admitted to multiple schools, as much as the Yale culture and Yale mission are a huge draw, practicality plays a large role, too. When you’re thinking ‘Do I want to spend an extra $100,000?’ the mission becomes not insignificant but muted.”

Scholarships are particularly important in attracting high-achieving students of color, who are often choosing from several top schools, Whatley adds. “I think that as Yale seeks to further diversify the classroom and make sure that we have students that come from different backgrounds, scholarships are extraordinarily key.”

STUDENT PROFILE

Christina Whatley ’19

Yale SOM was a perfect fit for student government president Christina Whatley ’19, who has an interest in impact investing and a passion for global learning. Two scholarships were “paramount” in her decision to enroll.
**Financial Report 2017–18**

Strong support from alumni and friends of the school allowed Yale SOM to balance its budget for the tenth straight year.

**SCHOOL FUNDING**

Donor support makes up a critical part of Yale SOM’s operating budget, in the form of current-use gifts and payout from the school's endowment.

**ALLOCATION OF DONOR FUNDS**

- **TOTAL GIVING:** $26.9 million
- **ALUMNI FUND GIVING:** $3.9 million

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Alumni demonstrated their continued commitment to Yale SOM with generous giving to the Alumni Fund in 2017–18. The largest number of donors ever contributed to the Alumni Fund, setting a record with a total of $3,912,970 in giving. For the fourth straight year, more than half of all Yale SOM alumni participated; the participation rate of 54.8% is the highest achieved by the school in more than three decades.

The support of alumni is a key factor in Yale SOM’s momentum; this year, the total amount raised through the Alumni Fund is more than double what it was five years ago. This strong support enabled the school to balance its budget for the 10th straight year.

The success of the Alumni Fund is due in large part to the leadership of volunteers and two alumni who offered successful giving challenges: Shirley Yeung ’93 made a successful $100,000 challenge to reunion donors, and for the third year, Jeff Schroeder ’90 offered a 100 Hour Challenge to boost participation in the Alumni Fund.

The list below recognizes all donor gifts, single and multi-year pledges, and pledge payments made to the Alumni Fund between July 1, 2017, and June 30, 2018, and includes participation percentages by class.

### Business and Society Circle

<table>
<thead>
<tr>
<th>Name</th>
<th>Class</th>
<th>Dollars</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pamela A. Farr</td>
<td>86%</td>
<td>$100,000 and above</td>
</tr>
<tr>
<td>Jonathan Fitch</td>
<td>86%</td>
<td>$100,000 and above</td>
</tr>
</tbody>
</table>

### Partners Circle

<table>
<thead>
<tr>
<th>Name</th>
<th>Class</th>
<th>Dollars</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ellis B. Jones</td>
<td>86%</td>
<td>$25,000–49,999</td>
</tr>
</tbody>
</table>

### Investors Circle

<table>
<thead>
<tr>
<th>Name</th>
<th>Class</th>
<th>Dollars</th>
</tr>
</thead>
<tbody>
<tr>
<td>Michael B. Vaughn</td>
<td>86%</td>
<td>$10,000–24,999</td>
</tr>
</tbody>
</table>

### Innovators Circle

<table>
<thead>
<tr>
<th>Name</th>
<th>Class</th>
<th>Dollars</th>
</tr>
</thead>
<tbody>
<tr>
<td>Vikram Adve</td>
<td>86%</td>
<td>$5,000–9,999</td>
</tr>
</tbody>
</table>

### Fellows Circle

<table>
<thead>
<tr>
<th>Name</th>
<th>Class</th>
<th>Dollars</th>
</tr>
</thead>
<tbody>
<tr>
<td>R. Daniel Rudolph</td>
<td>86%</td>
<td>$2,500–4,999</td>
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</table>

### Stewards Circle

<table>
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<tr>
<th>Name</th>
<th>Class</th>
<th>Dollars</th>
</tr>
</thead>
<tbody>
<tr>
<td>R. Daniel Rudolph</td>
<td>86%</td>
<td>$1,000–2,499</td>
</tr>
</tbody>
</table>

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<table>
<thead>
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<th>Name</th>
<th>Class</th>
<th>Dollars</th>
</tr>
</thead>
<tbody>
<tr>
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<td>86%</td>
<td>$500–999</td>
</tr>
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- **Alumni Fund Gifts:** Allan Chamberlain
- **Alumni Fund Gifts:** Allan Chamberlain
- **Alumni Fund Gifts:** Allan Chamberlain
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Stewards Circle
Kristin A. Bass
Lauren Blum
Charles Denison Brennan
Paul Gallagher
Hirosi Jinno
Christine Madigan
Charles L. Slaughter
Associates Circle
Kerry Ellen Chrystal
John W. Florshiem
Sherry Mandelbaum Halperin
Takashl Kambne
Michael J. LaLaughlin
Rosella Teresa Sabatini
Lisa Marie Steffens
Supporting Gifts
Sarah A. Alkenhead
Steven Thomas Alpert
Lawrence B. Altman
Amie Elizabeth Batson
Steven Emanuel Brook
Cara Whitehead
Lawrence Edward Wallick
Mary F. Thomson
Martin Standifer Thomson
Peter Stuart Szabo
David Stolow
Laura J. Sloss
John K. Silver
Luke James Sanna
Jeffrey Weightman Potter
Judith A. Polsky
Michael Shawn Patrick
Rachel Eve Miller
Beth Miller
Rachel Eve Miller
Richard Morehouse
Michael Shawn Patrick
Daniel John Perna
Judith A. Polsky
Jeffrey Weightman Potter
Elizabeth E. Prickett
Luke James Sanna
John K. Slater
Laura J. Sloss
David Stolow
Peter Stuart Szabo
Martin Standifer Thomson
Mary F. Thomson
Andrew Gresham Tully
Lawrence Edward Wallick
Richard Shalter Walsh
Carla Whitehead
Saburo Yao
Anonymous
CLASS OF 1991
Participation: 30.4%
Class Agent: Sheila Chen Wang
Partners Circle
Edward J. Fangel
Investors Circle
Chin Loewy, Jr.
Paul Schickler
Tito Vidaurri
Innovators Circle
Rajeen Kumar Sahney
Fellows Circle
Cheryl L. Balkenhoff
Deborah L. Bussel
Don A. Irie
Jean-Pierre Naegeli
Stewards Circle
Stephen M. Campe
Colin E. Dougherty
Robert Frank Kesselman
Bob Schranh, Jr.
Associates Circle
Alexander Brackenridge
Rabia de Lande Long
Michael A. Halperin
Trace Harris
Jacqueline Khor Liu
MJ Dorothy Tom
Sheila Chen Wang
Supporting Gifts
Ruth F. Aalyadlon
Syed Nasir Ali
Ethan E. Atkin
Nora E. Batson
William R. Barnes
Andrew C. Boner
Christa A. Capozzola
Sheila C. Cavanaugh
Rebecca E. Chetham
Constance C. Chin
Brett W. Christiansen
Mary I. Compton
Andrew M. Danzig
Mary L. DePasquale
Raymond D. Despres
Jonathan W. Engel
Michael S. Frank
Susan Trapletti Hallin
William B. Hansard
Kay Harris Christiansen
Tamar H. Henkin
Gregory P. Kelly
Jeffrey S. Leen
Toshiki Migihashi
Michael J. Marnagh
Heidi Denise Melsheimer
Supporting Gifts
Steven Charles Abelles
James Louis Adler III
Ellen Allman
Melissa Hope Belman
David P. Belmont
Otilia K. Cheung-Belmont
Doreen Anna Clark
Thomas Dobrashian
John Evans Eleasson
Maureen Fountain Quinn
Jarl Ginsberg
Elizabeth Ann Gordon
Robert Emmet Gribbon
Timothy W. Hartman
Linda W. Hicklin
Todd Milton Hixson
John Alan Hodgson
Jane A. Hoffman
Matthew Janinger
Susan R. Lauritzen
Trevor Michael Law
Brian Eric Leiser
Nancy A. Malone
Mark C. Marshall
Sean Patrick McCaffrey
Karen E. Onthang
Kurt F. Ostergagd
Thomas John Ragan
Daniel N. Sang
Jonathan Truman Sappey
Hisao Sasaki
Deirdre Crane Scharffs
Josephine Dan Selle
Tzannetis A. Serlemitsos
David William Souter
Michael Scott Swam
Lorna J. Tang
Allan Frederick Telenko
Sharlyn B. Wilson
Florence Helen Zoes
Anonymous
CLASS OF 1992
Participation: 37.6%
Class Agent: Susan Lauritzen
Business and Society Circle
Judy W. Ong
Partners Circle
Khush Freidie Mehta
John Richard Shrewsberry
H. Boon Sim
Investors Circle
Bill Q.P. Han
Innovators Circle
Hari Avula
Lawrence J. DeAngelo
Fellows Circle
Elizabeth Ann Sadlon
Linda J. Schupack
Stewards Circle
Alexander L. Brown
Lisa Marie Chimento
Stefanie F. Katz-Rothman
Stephen J. Moseley
Steven McKinsey Nocka
James Andrew Rothman
David M.K. Silver
Martha C. Tracey
Associates Circle
George Kimball Atwood
James Carter Blyew
Malton Jerome Brown
David Hopkins Haury
Curtis Jay Larson
Grace Fu Palma
Elizabeth Propp
Michael Stuart Toms
Derek Bryant Wittenberg
Anonymous
Supporting Gifts
Steven Charles Abelles
James Louis Adler III
Ellen Allman
Melissa Hope Belman
David P. Belmont
Otilia K. Cheung-Belmont
Doreen Anna Clark
Thomas Dobrashian
John Evans Eleasson
Maureen Fountain Quinn
Jarl Ginsberg
Elizabeth Ann Gordon
Robert Emmet Gribbon
Timothy W. Hartman
Linda W. Hicklin
Todd Milton Hixson
John Alan Hodgson
Jane A. Hoffman
Matthew Janinger
Susan R. Lauritzen
Trevor Michael Law
Brian Eric Leiser
Nancy A. Malone
Mark C. Marshall
Sean Patrick McCaffrey
Karen E. Onthang
Kurt F. Ostergagd
Thomas John Ragan
Daniel N. Sang
Jonathan Truman Sappey
Hisao Sasaki
Deirdre Crane Scharffs
Josephine Dan Selle
Tzannetis A. Serlemitsos
David William Souter
Michael Scott Swam
Lorna J. Tang
Allan Frederick Telenko
Sharlyn B. Wilson
Florence Helen Zoes
Anonymous
CLASS OF 1993
Participation: 57.5%
Class Agent: Jonathan Jacobson
Business and Society Circle
S. Shirley Yeung
Chair's Circle
Eddie Sun-Keeung Tam
Partners Circle
Michael F. Bacon
Scott L. Davidson
Michael H. Hart
Investors Circle
Daniel E. Fontoura
Rocky Ho
Jonathan Bohan Jacobson
Katherine Gordon-Spraul
Anonymous
Innovators Circle
Peter B. Brockelman
Jenny Y. Lee
Zhou Xue Wang
Fellows Circle
Steven M. Marnagh
Investors Circle
$100,000 and above
Chair's Circle
$50,000–99,999
Partners Circle
$25,000–49,999
Investors Circle
$10,000–24,999
Innovators Circle
$5,000–9,999
Fellows Circle
$2,500–4,999
Stewards Circle
$1,000–2,499
Associates Circle
$500–999
Hiroaki Nitsuma
Karl W. Nolin
John M. Norwood
Thomas Martin O'Donoghue
Takuya Ogawa
R. Scott Poirier
Daniel C. Pryor
Edward M. Rabin
Eileen Foley Race
Peter W. Regen
Coe Dennis Rost
Ali S. Samad-Khan
E. Thompson Serlemitsos
Bradford K. Smith
John Alan Steinert
Monica B. Stolz
Gary L. Stoneman
Richard A. Sturges
Peter L. Swanson
James T. Tarpey
Tayla M. Rieder
Tyler Charles Thorpe
James Leo Tovey
David Delos Walker
Robert A. Wayne
Robin L. Weintraub
Jonathan H. Weissberg
Gregory John Weltzer
Anonymous (2)
CLASS OF 1994
Participation: 45.5%
Class Agent: John Glass
Partners Circle
Kevin Y. Zhang
Investors Circle
Mina K. Choo
Marcus S. Effron
Michael D. Molloy
Innovators Circle
Sanson Dassan
John S. Glass
Fellows Circle
Jodi Roth Wasserstein
Stewards Circle
Egan J. Antill
Rufus Putnam Coes III
Roger L. Fennindorf
Sara A. Gottesman
Kumar R. Kanthan
Roselyn M. Romberg
Jean-Pierre Ustal
Associates Circle
Daniel W. Custer
Thomas A. Douc
William C. Everett
Gable F. Gao
Igor Helekla
Robert Jaffee, Jr.
Diana B. Manchester-Barrett
Wass da Silva
Supporting Gifts
Kathleen Q. Adams
Shuji Ali
<table>
<thead>
<tr>
<th>Class</th>
<th>Participation</th>
<th>Class Agent</th>
</tr>
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<tbody>
<tr>
<td>Fellows Circle</td>
<td>99.0%</td>
<td>Lavinia Petraceh</td>
</tr>
<tr>
<td>Stewards Circle</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Associates Circle</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Chairs Circle</td>
<td>$50,000–99,999</td>
<td></td>
</tr>
<tr>
<td>Business and Society Circle</td>
<td>$100,000 and above</td>
<td></td>
</tr>
<tr>
<td>Innovators Circle</td>
<td>$5,000–9,999</td>
<td></td>
</tr>
<tr>
<td>Investors Circle</td>
<td>$25,000–49,999</td>
<td></td>
</tr>
<tr>
<td>Partner Circle</td>
<td>$2,500–4,999</td>
<td></td>
</tr>
<tr>
<td>Frontiers Circle</td>
<td>$1,000–2,499</td>
<td></td>
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<tr>
<td>Impact 2017–2018</td>
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<td></td>
</tr>
<tr>
<td>Fellows Circle</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Associates Circle</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Every spring for the last 15 years, graduating students have raised funds for a Class Gift. It is one of the last of many collective efforts that bring students together during their time at Yale SOM. It is also a moment when students signal their entrance into the alumni community, as they take responsibility for the continued success of the school.

The graduating students in the Class of 2018 reached 86% participation in their Class Gift among three degree programs: MBA, Master of Advanced Management (MAM), and MBA for Executives (EMBA). Collectively, they made gift intentions totaling over $250,000 to the Yale SOM Alumni Fund.
Muddasar Raza ’18 (MBA)

“I am grateful to everyone who played a role in shaping Yale SOM the way it is today. For me, the class gift is a great opportunity to give back to the community and do my bit to provide opportunities to the future generations at SOM.”

Shelbie Vermette ’18 (MAM)

“I, like many of us, came to SOM with a goal to make a difference in the world. Giving back to Yale SOM and enabling future students to join this incredible community, and ultimately become the strong, visionary leaders necessary for a better tomorrow is a fantastic way to do that.”
Additional Support to the School

Many alumni, students, friends, and institutional partners have provided important support to strategic programs other than the Yale SOM Alumni Fund, such as the Dean’s Priorities Fund, scholarships, the Internship Fund, global programs, academic centers, and Edward P. Evans Hall.

This list recognizes all donors to the Yale School of Management who made gifts, pledges, or pledge payments of less than $10,000 in this category during the fiscal year. (Gifts of more than $10,000 are included in the Leadership Giving section on page 27.)

$5,000 – $9,999
Analysis Group
Tom Ascheim '85 B.A., '90
Walter E. Beinecke III '83
Melville E. Blake III '80
William C. Brainard '63 Ph.D.
The Conley Books '44 B.A.
Family
Chadwick Martin Bailey, Inc.
Cheever '09
Judith A. Chevalier '89 B.A.
Citigroup, Inc.
Frederick V. Ernst '60 B.A.
Ernst & Young
Jonathan S. Feinstein
Andrew K. Golden '89
John P. Hullar '79 B.A.
and
Jacqueline C. Hullar '79 B.A.
The Jackson Laboratory
J.M. Kaplan Fund
Edward H. Kaplan
LN Lalwani
Chuck Lee '98
Vijay Madhur
Magellan Health
Microsoft Corporation
Barry Nalebuff and Helen Kauder
Privateer Holdings
Prodigy Marketing LLC
Fiona M. Scott Morton '89
B.A.
Christopher J. Thomas '09
John Frederick Thye '10,
'09
MEM and Jessica Feingold
Thye '12,
'12 MEM
Travelers
Gita I. Wirjawan

$1,000 – $4,999
3M
Abby M. Adlerman '86
Avangrid
Bain & Company
Karyn N. Bhak '93 MPH and
Andrew K. Bhak
Alexander Bolkvadze
Michael P. Bosco
The Broad Center
Barry R. Bronfman '68 M.A.
Gregory T. Camp '84 B.A.,
'88, '95 J.D.
CareCentrix
Lijo Chacko
The Charter Oak Challenge
Foundation Inc.
Chobee Hall & Stewart LLP
Gabriela Coman
Community Counselling
Service Co., LLC
Steve Conley
Dwight A. Delapenha
Cyrus S. Dennis
Michael Dill
Divia International Inc.
Executive Excellence
F-Prime Capital
Barney Francis
John Lewis Furth '52 B.A.
Mr. & Mrs. Stanley Garstka
Donald H. Gips '89
Goldman Sachs Group, Inc.
Harvard Pilgrim Health Care
Jeanne Michelle Hegner '79
Stephen P. Hickey '83 B.A.
Shon Holyfield
Houllian Lokey
Timur R. Issatayev '93 M.A.
Peter M. Jarowey '79
Anuj Kalra
Peter Kasahara

Vatche Kaviklan
Arlene R. Kinata '83 and Gary R. Kitahata '83
Joanne V. Landau '84
Richard Lark
Loretta Larsen
Andrea Levere '83
Liberty Mutual Group
Jon Lindberg
Rakesh Malhotra
Manatt, Phelps & Phillips, LLP
Jerome C. Marcus '98
McKinsey & Company
Daniel and Sharon Millikowsky
Junghoon Morris
David I. Newton
Arne L. Norheim
Diane A. Palmeri
David C. Patch '80 and
Pamela Anne Patch
Bruce A. Phillips '84, '84 MFS
Karen L. Pritzker
IQVIA
Matthew A. Riklin '80
Rajesh Kumar Sahadevan
Dennis Scannell '89
Timothy A. Schldwein
Kerry Skowron Shea '05 and
Stephen J. Shea '05
Naqi Sherriff
Square360, Inc.
Gregg R. Syscak '04
Susan A. Tanaka '83
Paul Thachl
Paraj Tyle '19
Uber Mexico Technology & Software
Danny N. Van der Hout
Rachel A. Wapf
Oscar C. Wezenbeek
Yale Club of New Haven
Yale-New Haven Hospital
Morgan Zemam

$100 – $999
Mac Calva '05
Jacques Coffeng
Connecticut Association of Healthcare Executives
Susan L. Escalante '03
Michael J. Evenskio '77 M.A.
78 M Phil.
Gaylord Specialty Healthcare
Anjan Jain
JP Morgan Chase & Co.
Ryan Li '19
Lunapads International
Products Ltd
Raelbox, Inc.
Eric R. Roberts '82
Francis S. Soistman, Jr.
Sherlin L. Sussman '80
MPH, '83 and Susan L.
Zimny
Anonymous (2)

$1–$499
Gary Lorne Abrecht '67 B.A.
Fabio Androvacci '19
Mr. & Mrs. Leeland J. Adams, Jr.
Jasmine Ako '19
Dawn C. Alexander '87
Khadija Aljailal '19
Adrianna Alterman '19
Michal M. Ambroz '19
Pam Amournattana '19
Nidharsan S. Anandasivam '19
Megan N. Ananian '19
Trent L. Anderson '19
Ivan Antoniu '19
Jesse C. Aronica '19
Cansu Arslan '19
Jimerson J. Asencio Furtinno '19
Emily Auerbach '19
Sydney C. Babik
Junghoon Baik '19
Jacqueline M. Ball '19
Tapyoteye Bandypandiyay '19
Caroline Robbins Barnett '11
B.A. '19
Keia Barua '19
Shruthi Basavargar '19
Jatin Batra '19
Nick S. Bayer '19
Charles B. Bazzy '19
Michel Bergel '19
Manuel E. Berger '19
Michael Bierut
Kavitha N. Bindra '05
Dan K. Bitner '19
Mark E. Bosse '19
Eve E. Bostick '18
Paul L. Bourdeau '77 B.A.
Lewis C. Bowers II '75 B.A.,
'83
Jeff Brine
Matthew Broder '81 B.A., '87
Michelle Bruno '19
Alexandra P. Buerkle '18
Martha C. Bursch '11 B.A., '18
The Bushnell Center for the
Performing Arts
Daylian M. Cain
Gabriella S. C. Capone '19
Gianpiro Caruso '19
June Robinson Cassidy '86
Sarah I. Cedeno '18
Guurucharan Chandrasekaran
'18
Joe Chao '19
Apopov Chaturvedi '19
Aarshita Chaudhry '19
Christine M. Chen '18
Nancy Z. Cheng '19
Shruthi Basavaraj '19
Shruthi Basavaraj '19

$500–$999
Yale School of Management
Donor-Funded Scholarships, Internships, and Awards

Thanks to the generosity of alumni and friends, scholarship support empowers Yale SOM students to pursue their professional dreams and aspirations. This critical support—together with the invaluable experiential learning opportunities that donor-funded internships and awards make possible—positions our students to have a meaningful impact on business and society throughout their careers.

Scholarships

- Joseph Wright Alspop (Ph.B. 1898) Memorial Scholarship
- Harry and Nisha Arora ’04 MBA Scholarship
- Bank of America Scholarship
- Shanna and Eric Bass ’05 MBA Scholarship
- Professor David Berg Leadership Scholarship
- Donald G. Borg (B.A. 1928) Fellowship
- Roberts W. Brokaw (YC ’72, GRD ’72) Free-Enterprise Scholarship
- The Commonwealth Fund Fellowship in Minority Health Leadership at Yale University
- Conley Brooks ’44 B.A. Family Scholarship
- George G. Brooks, Jr. (B.A. 1931) Fellowship
- Robert C. Busch (Class of 1954) Scholarship
- Camp Family Scholarship
- Laura Cha (Shi Mei Lun) Scholarship
- Chapman Scholarship
- Lise Pfeffer Chapman ’81 MBA Scholarship
- Brandon Liu Tieh Ching Scholarship
- C.E. Thomas Cleveland ’68 B.S. and Barbara S. Cleveland Scholarship
- John G. Conley ’85 Scholarship
- Edward J. De La Rosa and Elaine F. Tumanis Scholarship
- Michael P. Dowling Scholarship
- Marc S. Effron ’94 MBA Alumni Fund Scholarship
- Alec L. Ellison ’84 B.A. Master of Advanced Management Scholarship
- Frederick V. Ernst ’60 Scholarship
- Frederick Frank ’54 B.A. Scholarship
- Janet "Ginger" Gelb (MPPM 1984) Scholarship
- Claire and Joe Greenberg Scholarship
- Maurice R. Greenberg Scholarship
- H. Stuart Harrison (B.A. 1932) Fellowship
- Hechinger Scholarship
- Frederick T. Holliday (Ph.B. 1920) and Frederick T. Holliday, Jr. (B.A. 1945) Memorial Scholarship
- Jacqueline C. and John P. Hultar Scholarship
- Israeli Student Scholarship at Yale SOM
- Jess Morrow Johns (B.A. 1947) Memorial Scholarship for Advertising and Marketing
- Carl W. Knobloch, Jr. Fellowship
- Stephen H. Kovel ’78 MBA Alumni Fund Scholarship
- Robert A. Lawrence ’47 B.A. and Charles D. Ellis ’59 B.A. Scholarship
- LeBlanc ’98 Family Scholarship
- Irene A. Loukides Scholarship
- James F. Lynch ’88 MBA Alumni Fund Scholarship

Internships | Awards

- Judith Bernstein (Yale SOM 1980) Memorial Fund Internship
- Fuad El-Hibri ’82 Entrepreneurial Award
- Victor H. Frank, Jr. Fellowship for U.S. and Muslim World Relations
- Linnie and Michael Katz ’76 Fund for Yale SOM Student Travel and Research Award
- Harley Lippman Yale SOM Summer Entrepreneurial Fellowship
- Henry F. McCance Entrepreneurial Fund Award
- Nancy Pfund ’82 Social Impact Award
- Morris and Miriam Pozen Entrepreneur Fund Award
- Rosemary Ripley Family Fund Internships in Business and the Environment
- Marshalla and Jay S. Yadav, M.D. ’79 B.S. Entrepreneurial Award
In memory of
Barbara A. Markel '91
Deborah L. Bussey '91
In memory of
David Mazer '50 B.S. (Eng)
John Lewis Furth '52 B.A.
In memory of
Col. Jeffrey A. McNally '78, '85 Ph.D.
Randall L-W Caudill '78
Anne M. Glover CBE '78
Carolyn McNally W '78
In memory of
Pat Mockus and Vito Mockus
Susan M. Mockus '18
In memory of
Tom and Lydia Muller
Eric D. Hassman '98
In memory of
Nancy Nye '80
Susan Gutchess '80
In memory of
Donald H. Ogilvie '68 B.A., '78
Randall L-W Caudill '78
Donn Ogilvie and Samantha Ogilvie
In memory of
Nat Perna
Anthony Hector Perna '89
In memory of
Jose Rojas
Alejandra Rojas '18
In memory of
David J. Rupert '80
Susan Gutchess '80
In memory of
Thomas Stanton
Jodi Stanton '99
In memory of
Richard A. Stifel '95
Samuel M. Knox '95
In memory of
Edward D. Streeter '88
Elise R. Eptan '88
In memory of
Grace Tsay and Shao Pe
Karen T. Tsay '00
In memory of
Liang Wang
Jackyline Keonmay '18
In memory of
Martin J. Chang '96
Amanda B. Joseph '96
Paul T. Keenan '96
In memory of
Ann Day Wheeler '85
Frederick Linticum '85

GIFTS IN HONOR
In honor of Jeffrey Neal Adams '98, '98 MEM
Mr. & Mrs. Leiland J. Adams, Jr.
In honor of
Vikram Agrawal '14
Paul T. Keenan '96
In honor of
Jasmine Ako '19
Jason C. Najoum '18, '18 MFA
In honor of
Betty Alip and Edy Alip
Melissa Medina '18
In honor of
Professor Paul Anastas
Urvashi Bhatnagar '18
In honor of
Trent Anderson '19, '19 MFA
Jason C. Najoum '18, '18 MFA
In honor of
Linda Arriola and Cris Arriola
Erlinda T. Arriola '18
In honor of
Calvin Brook
Steven E. Brook '90
In honor of
Tiffany Chang
Raymond N. Chang '96
In honor of
Ethan Jack Chen
Shiqi Chen '11
In honor of
Rita Chepulis
Amy Sack, Ph.D. '00
In honor of
Wade Alema Dennis
Cyrus S. Dennis
In honor of
Professor Howard Forman, M.D.
Michael D. Gregory '08
In honor of
Gulabbi Devichand Gandhi
Tejas N. Kataria '18
In honor of
Dr. Nan-Sheng Gao and Mei-Jin Yu
Gable F. Gao '94
In honor of
Joel A. Getz
Colin E. Dougherty '91
Sean P. McAvoy '11 MAR
Yongqiang Qian '00
In honor of
Siddheshwar Ghosh
Supriyo Roy '15
In honor of
Raffaeella Giletti
Serena Pozza '18, '18 MEM
In honor of
Lillian Hamed and Daniel Hamed
Heather L. Masciotti '18
In honor of
Sarah Hund
Michael F. Hund '98
In honor of
Professor Jonathan Ingersoll
Jimmy M. Chow '00
Zheng Diao '07
George Eliopoulos '87
Bridget Lee Gillich '98
Y. Michele Kang '89
Mark A. Koenig '93
Jane C. Levin '89
Beijun Liu '15
Karen E. Onthakra '92
Daniel N. Pullman '81 B.A., '87
Lisa Mason Pullman '86
Robert A. Rifkin '89
Carlos J. Vara Alonso '94 M.A., '96
Liang Zhang '12
Anonymous
In honor of
Deputy Dean Anjani Jain
Vikram Agrawal '14
In honor of
Rajeev Khanna and Sangjeeta Khanna
Manka Khanna '18
In honor of
Jason G. Kingneast '15
Mike G. Rossmann '15
In honor of
Alex Li
Xiaoxiao Wang '18
In honor of
Yutong Coco Liu
Liping Ellen Hui '03
In honor of
Marion Memmi and Georges Memmi
Timothée E. Memmi '18
In honor of
Professor Sharon M. Oster
Ian Ayres '87 B.A., '87 J.D. and
Jennifer G. Brown
Mary Anne Nyburg Baker YC P '97, YC P '03 and G. Leonard Baker, Jr. '64 B.A., YC P '97, YC P '03
Ruth G. Banta '84
Kaleena Barnes
Douglas M. Becker '10
William S. Beinecke '36 B.A.
Elon S. Boms '07 and
Stephanie S. Boms '07
Katherine Boone '85
William C. Brainard '63 Ph.D.
Emily Lasner Brod '05
Nicholas David Brod '96
Eugene G. Buck '96
Susan Shu-Ting Cheung '02
Judy Chevalier '89 B.A.
Jimmy M. Chow '00
Patrick J. Connelly '98
Jura Chung '07
Ryan Thomas Dixon '06
Michaela O. Daniel '10
Judy Chevalier '89 B.A.
Jimmy M. Chow '00
Patrick J. Connelly '98
Jura Chung '07
Michaela O. Daniel '10
Ryan Thomas Dixon '06
Amy A. Donovan '94
Smita Dutta '99
Alisia Michelle Eckert '05
Bryan J. Eckstein '14, '14 MEM
Rebecca R. Eddy '84
Elizabeth A.S. Elsmeyer '80
Edwin K. Eng '85
Seanne N. Falconer '08
Jonathan Feinstein
Michael F. Finnell '84
Frederick Frank '54 B.A. and
Mary C. Tanner
Joseph Monroy Gabriel '10
Stoney Garstka

GIFTS IN MEMORY
In memory of the
Rev. Ann Bamford Adams '78
Thomas Adams
Jason Valentine Wells '03
In memory of
William S. Beinecke '36 B.A.
Sari Carole Roboff '84
In memory of
Pietro Belcastro
Giannpio Caruso '19
In memory of
Ann Bement and Clarence Bement
Michael R. Dauphinais '18
In memory of
David C. Bosch '99
Dean W.B. Blackman '99
In memory of
Chie Fun Chan
Pauline Chan '18
In memory of
Paul M. Connolly '91
Deborah L. Bussey '91
George Melas-Kyriazi '91
In memory of
Professor David M. Cromwell
Eugene L. Podkaminer '01
In memory of
Professor J. Gregory Dees '81
John C. Chiniaris '81
In memory of
Carol Doty
Emma D. Eigenberg '18
In memory of
Manny Greenberg
Julie E. Richman '86
In memory of
Sangwoo Han
Sangwoo Han '18
In honor of Professor Douglas Rae
David B. Amstutz '93
Kalena Barnes '08
K. David K. Ching '05
Jimmy M. Chow '00
Elizabeth A. S. Eismier '80
Bridge Lee Gillich '08
Y. Michele Kang '89
Mark A. Koenig '93
Quentin Kruel '11
Rachel Murphy Latessa '02
Jane C. Levin '89
Patricia D. Lydon '94
Mason Allen Miller '12
Karen E. Onthank '92
Michael G. O'Toole '95
Daniel N. Pullman '81 B.A., '87
Lisa Mason Pullman '88
Robert A. Ritkin '89
Sari Carole Roboff '84
Tyler Charles Thorpe '93
Liang Judy Zhang '12
Anonymous (3)

In honor of Mugdha Raje
Rashul M. Kumar '18

In honor of Professor Subratra Sen
Jimmy M. Chow '00
Bridge Lee Gillich '08
Y. Michele Kang '89
Mark A. Koenig '93
Christine Chen Lee '96
Jane C. Levin '89
Letitia F. Lowe '89
Karen E. Onthank '92
Daniel N. Pullman '81 B.A., '87
Lisa Mason Pullman '88
Robert A. Ritkin '89
Carol Stahr Savage '86
Jonathan H. Weisberg '93
Anonymous

In honor of Tony Sheldon '84,
Executive Director of the Yale SOM Program on Social Enterprise
William Simpson Ford '10

In honor of William J. Shock '16
Meaghan J. Byrne '17

In honor of Dean Edward A. Snyder
Soichiro Kurachi

In honor of the Social Register Association
Christopher R. Wolf '93

In honor of Professor Jeffrey A. Sonnenfeld
Participants in the Yale Global Executive Leadership Program (YGELP):
Laurent De Mey
Peter Kasahara
Jon Lindberg
Rakesh Malhotra
Rajesh Kumar Sahadevan
Naqi Sheriff
Mayank Varma
Mohamed Zeram

Edward H. Kaplan
Quentin Kruel '11
Samornmitr Pan Lamsam '79 B.A., '80
Kathleen A. Lavidge '79
Gene Lee '08
Jane C. Levin '89
Austin Ligon '80
Letitia F. Lowe '89
Linda A. Mason '80 and Roger H. Brown, Jr. '82
Edward J. McKinley '79
Julien R. Mininberg '86 B.A., '90
Amy S. Moore '00
George M. Naito '67 B.S., '85
Cecilia Malkum Oh '04
Karen E. Onthank '92
Michael G. O'Toole '95
Betsy R. Pace '80 and William B. Pace '80
Daniel N. Pullman '81 B.A., '87
Lisa Mason Pullman '88
James B. Query '82
Wesley Richard Radebe '05
John H. Raphael '83
Robert A. Ritkin '89
Sari Carole Roboff '84
Maria C. Roja '82
Daniel T. Ruchman '80
Jennet Sambour '11
Erkur Sarac '03
Tony Sheldon '84
Manish Tandon '06
Anil Kumar Upadhyay '88
Edward S. Valentine '10
David S. Wong '89
Kelly Yichu Yang '98
Liang Judy Zhang '12
Ying Julilia Zhu '98
Anonymous (2)

In the spring of 2018, five of Yale SOM’s longtime faculty members retired after a combined 182 years of service to the school. To thank them for their contributions, many members of the community made gifts in their honor. Left to right: Jonathan E. Ingersoll, Jr., Douglas Rae, Sharon M. Oster, Arthur J. Swayne, and Subrata K. Sen.
### Matching Gifts

Matching gifts from corporations and foundations provide crucial support to the Yale School of Management. The following organizations matched gifts from eligible employees, retirees, and directors during the fiscal year:

<table>
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<td>Aon Corporation</td>
<td>Apple Inc.</td>
<td>Argo Group</td>
<td>Bank Leumi</td>
<td>Bank of America Corporation</td>
<td>Barclays</td>
<td>Barr Foundation</td>
<td>BASF Corporation</td>
<td>Becton, Dickinson and Company</td>
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<td>BNY Mellon</td>
<td>Boeing</td>
<td>BP Foundation</td>
<td>Burt's Bees</td>
<td>C.M. Capital Corporation</td>
<td>Campbell Soup Company</td>
<td>Margaret A. Cargill Foundation</td>
<td>The Carlyle Group</td>
<td>Chubb &amp; Son, Inc.</td>
<td>Citizens Charitable Foundation</td>
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<td>College Futures Foundation</td>
<td>Colony Northstar, Inc.</td>
<td>ConocoPhillips</td>
<td>Conservation International</td>
<td>Converse</td>
<td>Deloitte Foundation</td>
<td>Delta Air Lines</td>
<td>Deutsche Bank Americas Foundation</td>
<td>Diageo North America</td>
<td>Einhorn Family Charitable Trust</td>
</tr>
</tbody>
</table>

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- 3M
- AARP Foundation
- Adobe Systems, Inc.
- Aetna
- AllianceBernstein
- Allstate
- American Express
- American International Group, Inc.
- Ameriprise Financial
- Amgen Inc.
- The Annie E. Casey Foundation
- Aon Corporation
- Apple Inc.
- Argo Group
- Bank Leumi
- Bank of America Corporation
- Barclays
- Barr Foundation
- BASF Corporation
- Becton, Dickinson and Company
- Benefity
- BlackRock
- BNZ Mellon
- Boeing
- BP Foundation
- Burt’s Bees
- C.M. Capital Corporation
- Campbell Soup Company
- Margaret A. Cargill Foundation
- The Carlyle Group
- Chubb & Son, Inc.
- Citizens Charitable Foundation
- The Clorox Company
- College Futures Foundation
- Colony Northstar, Inc.
- ConocoPhillips
- Conservation International
- Converse
- Deloitte Foundation
- Delta Air Lines
- Deutsche Bank Americas Foundation
- Diageo North America
- Einhorn Family Charitable Trust
- Ernst & Young Foundation
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- Fidelity Investments
- Gartner, Inc.
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- Genentech
- General Electric
- Goldman Sachs Group, Inc.
- Good Done Great
- Google Inc.
- Green Dot Corporation
- The William and Flora Hewlett Foundation
- IBM
- Johnson & Johnson
- KKR Financial
- KPMG Foundation
- Samuel H. Kress Foundation
- Legg Mason
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- Lord, Abbott & Co. LLC
- Macquarie Group Foundation
- Marsh & McLennan Companies
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- Medtronic
- The Merck Foundation
- Microsoft Corporation
- Moody’s Corporation
- Gordon and Betty Moore Foundation
- JPMorgan Chase Foundation
- New York Life Foundation
- Nike, Inc.
- Nippon Life Global Investors Americas, Inc.
- Northrop Grumman Foundation
- Northwestern Mutual Foundation
- Oracle
- Payden & Rygel
- PepsiCo Foundation
- Pfizer Foundation
- PG&E Corporation
- Pitney-Bowes
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- Te Connectivity
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- Unilever
- United Technologies Corporation
- The Vanguard Group
- Varadero Capital, L.P.
- Verizon Foundation
- Vertex Foundation
- Visdom Investment Management
- Walt Disney Company
- Wells Fargo
- The Xerox Foundation
- The David and Lucile Packard Foundation
- Patricia Industries
- The William and Flora Hewlett Foundation
- IBM
- JPMorgan Chase Foundation
- New York Life Foundation
- Northrop Grumman
- Oracle
- Varadero Capital, L.P.
Alumni volunteers gathered at Edward P. Evans Hall on Friday, May 4, 2018, where they networked, learned about Yale SOM’s strategic priorities, and were honored for their service to the school. The school welcomed 250 volunteers for the event, called the Donaldson Alumni Leadership Summit after Founding Dean William H. Donaldson. They were among the more than 2,000 alumni who have contributed to the school over the last four years by serving as alumni chapter leaders or class secretaries, mentoring students, speaking on campus, helping to recruit prospective students, participating in Career Development Office events, and more. Ramon Soto ’08 presented the awards.

**Award for Outstanding Volunteer Leadership Groups**

**New York City Alumni Chapter Leadership Team**
For its work engaging the largest regional alumni group

- Rebecca Lilly Brooks ’08
- Sulexan Chery ’15
- Jonathan Dayton ’09
- Charlie Gaetjens ’05

- Jean Goldwyn ’14
- Nik Khakée ’96
- Tanmay Manohar ’16
- Prem Tumkosit ’11

“Engaging such a large number of alumni spread across class years, degree programs, sectors, and industries is not an easy task, but this leadership team holds strong to their mission ‘to foster a community of Yale SOM alumni in the New York metropolitan area, advancing our careers and interests in business and society.’”

**Hong Kong Alumni Chapter Leadership Team**
For its success in connecting the alumni in Hong Kong to each other and the school

- Sam Wong ’89
- Vince Chan ’02
- Daniel Rupp ’06
- Maggie Chen ’10
- Rob Johnson ’03
- Renu Bhatia ’88

“They have a unique ability—with absolutely no prompting from the school—to mobilize the alumni community in Hong Kong. Their annual Yale SOM Alumni Thanksgiving Dinner has become a special tradition and an event everyone looks forward to each year.”

**Global Chapters Committee, Yale SOM Alumni Advisory Board**
For its work overseeing global chapters and assisting in regional alumni engagement efforts

- Philip Plottel ’98
- Ed O’Connor ’11
- Mauricio Voorduin ’97
- Gunhan Karakullukçu ’93
- Shannon Marimon ’10

“The committee worked very hard over a two-year period to help Alumni Relations launch the new Alumni Groups platform and roll out a series of mission-focused and easily adaptable resources for chapter leaders.”
Award for Outstanding Volunteer Leadership

Individual

Jamila A. Abston ’17
For her efforts as an ambassador for the EMBA program, as a speaker, and in bringing diverse guest speakers to Evans Hall
“A leader, role model, mentor, and exemplary volunteer, Jamila embodies the mission of Yale SOM both professionally and personally. Whenever alumni are called upon by the MBA for Executives admissions team for help, she is the first to respond.”

Steve Bookbinder ’81
For his contributions to the Yale SOM Alumni Survey
“Steve generously offered his time and expertise to the school to review the raw data, help uncover key insights, and provide feedback on future survey design. Putting on his alumnus hat, Steve also helped think through the best ways to communicate the findings and next steps to alumni.”

Sura Tilakawardane ’13
For his work introducing students to job opportunities at CNN
“Sura eagerly agrees to all requests to share his career story with students and initiates creative ideas to engage with students and help them shine.”

2018 Faculty Award for Outstanding Alumni Engagement

Zoë Chance
Assistant Professor of Marketing

In November 2017, students in Chance’s Mastering Influence and Persuasion course spent several evenings making fundraising calls for the Alumni Fund, practicing the art of cold-calling and getting to know the Yale SOM alumni community.

“Thanks to Zoë, alumni have deepened their connection to Yale SOM and she has drawn them into closer relationships with current students. Thank you, Zoë, for leveraging your course in such a creative, important, and powerful way.”

Alumni Volunteers

Alumni volunteers support the Yale School of Management in many ways, including speaking to students on campus, organizing regional events, interviewing potential MBA candidates, mentoring students, serving on various committees, organizing reunions, and fundraising. We are very grateful to the following Yale SOM alumni, who contributed their time, energy, and expertise to the school through these and other activities between July 1, 2017, and June 30, 2018.

Jamila A. Abston ’17
Ejim Peter Achi ’13
Chelsea Acosta Patel ’14
Alexander G. Acre ’07
Sheryl L. Adam ’08
Abisola Adedokun ’14
Abby M. Adlerman ’86
Kodjo K. Adovor ’18
Vikas Vinod Agarwal ’07
Tosin B. Agbabiaka ’16
Vikram Agrawal ’14
Nilofer Ahmed ’16
Dipika Ajit Ailani ’13
Diana T. Aitova ’14
Dmitry Aksakov ’17
Mohammed Jahangir Alam ’95
Andrés Alarcón Caballero ’15
Bader Albader ’12
Jessica Lynn Aldridge ’13
Dawn C. Alexander ’86
Alexa R. Allen ’15
Adebayo S. Alonge ’16
Hussein B. Al-Shibib ’14
Daniel Scott Atterbaum ’12
Osvaldo Alvarez ’03
Maria F. Amaral ’16
Kabir Amir ’06
Mori M. Amtai ’18
Mauricio F. Amore Ferreira ’03
Neha Anand ’15
Sue AnderBois ’13
Amada K. Anderson ’17
Land Tennon Anderson ’03
Rebecca Anderson ’17
Tara Anderson ’16
Michael P. Andolina ’15
Robert Boyd Andrews ’96
Vanessa B. Andrews ’98
Nicholas L. Andris ’16
Sonia Aneja ’15
Amanda Anggita ’17
Oleg A. Anikin ’93
Francesco A. Annetta ’16
Hasan A. Ansari ’15
Kris S. Ansin ’17
Ryan P. Anson ’17
Valentina Antill ’94
Peter D. Antonopoulos ’16
Mario Antwine ’15
Abhirath Anuval ’17
Seizo Aoki ’89
Alexander J. Apostolopoulos ’15
Anjali Apta ’98
Noah L. Aptekar ’16
Basim A. Aqdas ’16
Ndler A. Arao ’14
Maria Antonoplos ’16
Cecibela Arias Castro ’17
Anamaria Ariztialob ’07
Natalia Y. Ariza ’18
Erinda T. Artila ’18
Jason Theo Arvanites ’12
Tum Ascheim ’89
Alexey V. Astafev ’13
Mark Atalla ’16
John H. Augustine ’86
Melissa Auth ’17
Joaquín Ávila ’80
Christine Avlon ’83
Linda M. Axtell-Thompson ’87
Sharyar Aziz ’14
Joseph Samuel Bachkosky ’10
Ana H. Bachurova ’14
Michael F. Bacon ’93
Christine H. Bader ’99
Matthew Kenneth Baer ’11
Jorge Alberto Baez ’09
Bradley M. Bailey ’10
Curt Bailey ’99
Melissa Bailey ’04
Love Bajpai ’17
Lisa Bakal ’05
Priscilla P. Bala ’14
Christian Balderrama ’16
Contacts

The Yale School of Management welcomes the involvement of alumni and friends. Please contact any of the staff below to learn how you can participate in the life of the school and influence its future.

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Thanks to the alumni who appear on pages 2–3. Left to right: Ping Ping '03 (Photo: Wu Yue), Jack Griffin '88 (Photo: Saskia Kahn), Jorge Maldonado '92 (Photo: Matt Lankes), Rosemary Riplcy '80 (Photo: Saskia Kahn), Mina Choo '94 (Photo: Christine Zona), Rajiv Patal '91 (Photo: Christine Zona), Steven Kauderer '89 (Photo: Saskia Kahn), Shirley Yeung '93 (Photo: Gangfeng Wang), Wayne Zhang '96 (Photo: Christine Zona), Rebecca Lilly Brooks '98 (Photo: Saskia Kahn).