Impact
Support for the Yale School of Management
2015–2016
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This was a milestone year for the Yale School of Management.

More than half of Yale SOM alumni again gave to the school’s Alumni Fund, and alumni and friends contributed more than $50 million overall to the school. Thank you for your important commitment that helped us achieve this 50 + 50 year. I am grateful for the amazing vitality of the SOM community.

During this past year, with your help, we:

→ Developed and implemented a new core course — Global Virtual Teams — that teaches students how to work in teams across geographies, time zones, cultures, and languages. This enables Yale SOM to be a source for leadership thinking and action that addresses the complexity across sectors and regions.

→ Convened faculty, students, and alumni of the Global Network for Advanced Management to fully leverage the Network and address issues at the nexus of business and society including natural resources and urban resilience.

→ Increased the amount of scholarship funding available to attract top and diverse talent to SOM, a strategic priority for the school.

→ Continued to build on the outstanding faculty with six new hires, including the recruitment of acclaimed scholar Tobias Moskowitz, who was appointed the first Dean Takahashi Professor of Finance, and the promotion of several veteran professors, including Marissa King, who is now professor of organizational behavior.

→ Launched a new alumni website that features sign-in through a social media account, an enhanced directory, and robust chapter pages. I encourage you to explore the website and stay connected with SOM.

→ Developed new, and expanded existing, advisory boards that help guide Yale SOM’s strategy and academic centers, and promote alumni engagement.

We will continue this exciting momentum as we enter the school’s fifth decade. Here are a few highlights:

→ The Global Network for Advanced Management’s “Unconference on Entrepreneurship” brought together faculty, alumni, and students from 18 member schools in the Global Network to discuss ways to leverage the network in the teaching of entrepreneurship and innovation at Global Network schools, and we are now working on implementing some of the new ideas generated from this event.

→ We’ll mark the fifth anniversary of the Global Network for Advanced Management in April 2017. We’ll share more information about our plans, and I hope you’ll join us for some of these events.

On behalf of the faculty, staff, and students of Yale SOM, thank you for your dedication to the school. The breadth of giving — that includes time, expertise and financial support — from alumni and friends demonstrates impressive generosity and alignment around and deep engagement with our founding mission to educate leaders for business and society. You help us advance the school’s strategic objectives. Thank you.

With sincere and warm regards,

Edward A. Snyder
Indra K. Nooyi Dean and William S. Beinecke Professor of Economics and Management
In the fall of 1976, the Yale School of Management introduced a new approach to management education, with a focus on impactful leadership in any sector.

Entering Our Fifth Decade

Forty years later, the school retains its original sense of mission and its spirit of innovation.
At first glance, the Yale SOM of today appears very different from the school that opened its doors forty years ago. A visitor to the school will find a soaring glass façade in place of the original campus’s repurposed mansions on Hillhouse Avenue. In the fall of 1976, 50 men and women arrived to pursue the first Yale management degree. This year, the school’s three master’s degree programs and five specialties within the doctoral program welcomed 481 new students.

But look beyond those details, and you’ll find a common spirit flowing from the first days to the present.
The Yale School of Management was founded on the conviction that the world needed a new and better approach to business and management. David Bach, senior associate dean for executive MBA and global programs, says that the drive to innovate and make a difference lives on. “Other schools are innovating,” Bach acknowledges, “but what sets us apart is the purposefulness, the strategic alignment of our innovation efforts.” Not all innovations work out, but Yale SOM’s culture of innovation “gives us a rhythm, keeps us moving.” Sometimes a 40-year-old institution can still feel like a startup.

“And that’s been true of the school since the very beginning,” Bach emphasizes. “The direction of innovation may have shifted along the way, but the encouragement to do things differently, the unwillingness to be content with the status quo—that’s the essence of SOM.”

Oliv Soerenson, the Frederick Frank ’54 and Mary Tanner Professor of Management, points to the school’s integrated curriculum as exhibit A. “In the landscape of business schools,” he says, “we’re probably the most innovative school in terms of curriculum. If you look at almost any top business school, it’s defined by functions. There’s a marketing department, an accounting department, and so forth—and thus a marketing course, an accounting course, and so forth. About 10 years ago, SOM designed an integrated curriculum, which takes a very different approach—teaching students not just the skills and knowledge within those functions, but also how the functions connect to one another.”

That approach has proven to greatly benefit students. Those who employ Yale SOM graduates, Sorenson explains, “say they’re able to deal with strategic issues at a much earlier stage in their careers. Even in their first-year summer internships, they oftentimes are equipped to deal with big-picture issues.”

Yale SOM’s high faculty-to-student ratio is critical to making the curriculum work. The growth in the faculty over the last decade reflects a deep investment in pedagogy. Says Sorenson, “A lot of this is faculty intensive; there are some courses where we have two faculty in the classroom for the whole course.”

“Another important facet of innovation at SOM,” says Anjani Jain, senior associate dean for the full-time MBA program, “is that we understand deeply the nature of important global issues—all the complexities that our graduates face as they pursue their careers not just across sectors, but also across all the regions of the world. Today’s students are likely to be much more geographically mobile than previous generations.”

To that end, Yale SOM was instrumental in the 2012 creation of the Global Network for Advanced Management, a consortium of 28 top business schools located in both established and developing economies across five continents. The network has served as a platform for innovative programs, like Global Network Week, in which students take a week-long intensive course at another member school; multi-perspective case studies; and online courses involving students and faculty around the world. Last year Yale SOM created a course called Global Virtual Teams, which gives students experience working across time zones and cultures by requiring them to complete an assignment with team members at other network schools.

Yale SOM grew out of efforts at Yale in the 1950s and ’60s to bring the insights of the social sciences to the problems faced by businesses and other large organizations. From its founding, the school has recognized that the complexities of management require students to understand law, public policy, and the environment, in addition to traditional management disciplines. Accordingly, the school is perhaps the most integrated with its home university of any U.S. business school, offering students the opportunity to take classes throughout the university without limit as part of their MBA education.

The movement of students between SOM and the rest of the campus has only picked up since the opening of Edward P. Evans Hall. A majority of SOM students have taken at least one elective elsewhere at Yale. And thousands of students from other Yale schools and programs have taken classes at SOM.

“I used to teach an elective on venture capital,” says Sorenson, “and out of 70 students, 10 to 12 would be from other parts of the university: arts and sciences, forestry, global affairs, even drama. That’s quite interesting in the classroom, for both the other students and the instructor. And SOM students are quite heavy consumers of courses in other parts of the university”—say, Spanish for someone planning to work in Latin America or medicine for someone interested in biotech.

David Bach is a firm believer in the benefits of this practice. “It’s almost like a liberal arts approach” to a professional education, he says. “It’s costly,” he adds, “because we need to size classes for a larger population, but we think of it as an investment in our students, in our relationship with Yale.”

In fact, Bach points out, many of the programs that distinguish SOM have financial implications. “To scale up innovations, to get recognition for them, really perfect them, you need resources,” he says. “People here are innovating all the time—improving classes, writing new cases, establishing global connections.” Occasionally, such initiatives can be accomplished without much extra cost. “But a lot of these things require investments,” he says, in everything from faculty and staff to travel and multimedia production.

Some of the initiatives made possible by donor funds in the last year include support for student entrepreneurs, the development of resources to help regulators fight financial crises
by the Yale Program for Financial Stability, and a Global Social Entrepreneurship course that collaborated with the University of Ghana to consult with social impact startups in Accra.

“We innovate no matter what,” Bach adds. “But with financial support, we can scale up more quickly, get things right more quickly, and get more visibility for innovations.”

Jain points out that innovation is a scholarly interest for many faculty, and a practical concern for many graduates. “This is of great importance to business today: how do large organizations manage innovation, foster a culture of entrepreneurship and innovation?”

Jain’s comment underlines what may be the seminal Yale SOM innovation: the fact that in the SOM purview, “large organizations” means not just corporations—business schools’ traditional sphere—but also nonprofits and governmental organizations. In fact, faculty and alumni can universally recite SOM’s mission “to educate leaders for business and society,” emphasizing, with a note of pride, its final two words: “...and society.”

“We were almost alone in spending energy and resources on that in the early days,” says Sharon Oster, the Frederic D. Wolfe Professor of Management and Entrepreneurship; she’s been on the Yale SOM faculty since just after its founding and was dean from 2008 to 2011. “Some people say the world has caught up with us,” she adds. “Not quite, maybe, but the world has certainly emulated us in that area—which is what you hope for with good innovations, that they enter the mainstream.”

Through the decades, the school’s mission has attracted a certain kind of student—one attuned to the broad-minded and socially engaged approach to management. “Yale SOM was the only business school I applied to,” says Seth Goldman ’95, who at the time was running a demonstration program for AmeriCorps. “I went in with a national service lens, and I came out with a national service lens.”

Goldman, who cofounded the beverage company Honest Tea (with one of his professors, Barry Nalebuff), believes that Yale SOM develops in students “a competence, a fluency, around the intersection of the public, the nonprofit, and the private sectors. I think that gives us extra insight into building enterprises that can serve public needs with market-based concepts.” Honest Tea’s goal, he explains, was to create a lower-calorie, less sweet bottled tea; it went on to be “the first beverage company to offer organic bottled tea and fair-trade bottled tea.” In 2011 the company was purchased by Coca-Cola and Nalebuff and Goldman made a commitment to help create the next generation of leaders by funding the Seth and Barry Social Enterprise Fund at Yale SOM.

Becky Schamis ’00 chose SOM because “I knew it was a different type of business school.” Like many of her fellow alumni, her career has spanned the private and public sectors. After graduating, she spent a summer working for Ina Garten, later the host of the Barefoot Contessa cooking show (whose husband, Jeffrey Garten, was then Yale SOM’s dean). She spent five years managing strategic partnerships at American Express, then went to work for the nonprofit Ed. Foundation, which awards education grants to schools in Port Washington, New York.

Yale SOM, she says, “changed the way I think about how I work, what I want out of life, how I want to be a part of this world.”

Grads intent on staying in the private sector sound the same themes. John-Oliver Beirne ’16 came to SOM’s MBA for Executives program to prepare for taking over Beirne Wealth Consulting (BWC), an investment firm established by his father. He was attracted by the integrated curriculum—“looking at issues through the lens of an investor or a customer or a competitor.” In addition, “looking at the junction between business and society was really important for me.” Beirne says he feels an obligation to the 20-plus people employed by BWC,
“thinking about them and their families and their lives, about better ways to make decisions, about operating beyond just the normal course of business, about what your footprint in the world is going to be.”

The paths of these alumni illustrate the truth of an observation by Oster. “In my more than 30 years here,” she says, “whenever alums come back, they ask the same question: ‘Are the students the same?’ They always ask it somewhat wistfully, and the answer has always been: ‘Yes, the students are the same. They remain intellectually curious, socially focused, and eager to have an impact.’”

Pamela Farr ’78, one of those intrepid students who showed up while the school’s first campus was still under construction, recently completed a term as president of the Yale SOM Alumni Association, a position that gave her a clear view of the school today. She concurs with Oster. “I’ve spent time with students and they’re just like we were. Their aspirations, their dreams, and their focus and values are like ours,” she says. “The school has accomplished the growth and change necessary to thrive in today’s world, but it’s maintained its mission and values.”

The school’s first admissions catalog, penned by Dean William H. Donaldson before he had a building or a faculty, can read like a description of the SOM of today.

“We will place particular emphasis on the critical role of entrepreneurship in all organizations. We will stress the skills and problems involved in redirecting and revitalizing large organizations and in designing and founding new ones.”

“We will offer an interdisciplinary approach which places particular emphasis on team teaching as well as on a continuing interplay between ‘academics’ and ‘practitioners.’”

“We are impatient with traditional labels and practices, such as defining the study of ‘marketing’ as only a private sector subject, relegating the study of political bureaucracies to students of public policy and administration, and leaving analyses of our legal system strictly to the law schools. We believe that the interdependent and interdisciplinary nature of the management process demands the elimination of such restrictive categories in the training of future leaders.”

“Our aspirations are high. The tasks of developing both judgment and skill and of blending both public and private training mean that the curriculum will be demanding from start to finish. These tasks will challenge both students and faculty.”
Lessons in Entrepreneurship

Yale SOM has a long history of entrepreneurship. In the last three years, the school has dramatically expanded its offerings, creating new coursework and building a vibrant community of student founders.
Kyle Jensen, who has three for-profit and two nonprofit startups under his belt, looks the part of the plucky entrepreneur, with a wardrobe more reminiscent of Silicon Valley than of Wall Street. But Jensen believes there’s not really an entrepreneurial type. “I think a variety of people can be successful as entrepreneurs,” he says.

For the past two years, it has been Jensen’s job to instruct and inspire Yale SOM students of all backgrounds in both the scholarly and the practical aspects of entrepreneurship. It’s a job he clearly loves. “It’s very easy,” he says, “to get up in the morning and skip into work and teach the classes I teach and do the research I do and oversee student startups.”

He does the latter in a suite in Evans Hall—a garden-level space referred to as “the bunker”—surrounded by student entrepreneurs at work on their ventures. While Jensen says that there are no prerequisites for becoming an entrepreneur, he adds that they do tend to share some characteristics. “A resiliency to setback and a joy in pushing boundaries are common but not necessary,” he says. “And I think the most important thing, though again it’s not necessary, is an ability to manage other people amidst uncertainty and fear and doubt.”

Jensen, who serves as Shanna and Eric Bass ’05 Director of Entrepreneurship and associate dean of the school, arrived in 2014, part of an expansion of entrepreneurship at the school made possible by gifts from the Basses and others.

There is a “long and excellent” history of entrepreneurship at Yale SOM, Jensen notes. But it has accelerated since his arrival, with an active community of student founders and the addition of a slate of new elective courses. “Some of the students who take these courses will be entrepreneurs in the narrow sense,” Jensen explains. “But even those who go into consulting or finance or the social sector can bring an entrepreneurial approach to those organizations.”

The electives are also popular with students from elsewhere within Yale. “I might have a junior in Yale College who’s never worked a day in their life sitting next to a 45-year-old MBA candidate,” says Jensen. That presents pedagogical challenges, he adds, but also enriches classroom conversations and better reflects the world students will enter upon graduation.

One of Jensen’s new courses is MGT646: Start-up Founder Practicum. It gives students a chance to not just study entrepreneurship but do it, for credit, for real, under the guidance of experienced mentors. “We try to make that a scholarly endeavor,” Jensen explains, “in that we compel the students to bring to bear on their startup all that they’re learning in the rest of the curriculum.”

Chen Chen ’16, for example, enrolled at SOM in 2014 with a PhD in mechanical engineering and a goal of starting his own company. Two years later, thanks to MGT646 and other Yale resources, he left with nearly $2 million in venture capital and grants for Saphlux, which makes high-efficiency, low-cost LED components using technology developed by a Yale engineering professor.

Chen credits the camaraderie of “the bunker” and the Yale network for his quick success. “You have this community feeling,” he says. He likens an entrepreneurial venture to paddling a small boat to a distant island. You paddle and paddle, he says, but never seem to get any closer to the island. Yet if you look back at the beach you left from, you can see how far you’ve come. “The journey will always go on,” Chen says. “Don’t look just at the outcome; look at what you’ve achieved compared to where you started.”

Chen and other students cherish the intimacy of “the bunker,” but with a rapidly growing cohort of student entrepreneurs, space there is at a premium. The school is investing new resources to expand the space available to entrepreneurs, including new workspaces designed for product development and collaboration.

Entrepreneurship at Yale SOM reflects the school’s character, Jensen says, with a focus on social impact informed by its mission to educate leaders for business and society. Today, he says, “many entrepreneurs here are starting nonprofits or social ventures — more so I think than at other institutions.”

Nancy Pfund ’82 is a founder of the impact venture firm DBL Partners and an early investor in such “double-bottom-line” companies as Tesla, Pandora, and Solar City. She serves as a co-chair of Yale SOM’s Entrepreneurship Advisory Board and has also funded summer internships for students who have taken positions with a social impact and entrepreneurial focus.

Her interest in giving back in those ways stems from the fact that her own time at SOM sparked the direction of her career. “The student body was more diverse and represented various sectors in a way that wasn’t as present at the time in other business schools,” she says. “I think that helped me as I went through my career to find a way to knit together business with impact.”

And today, she adds, “Yale’s attention to entrepreneurship with a social-impact dimension is very much in tune with where the entrepreneurs of tomorrow are headed.”
The Power of Scholarships

Under Dean Edward A. Snyder’s leadership, Yale SOM has expanded its ability to offer scholarships to talented students, thanks to significant gifts from alumni and friends. But Yale SOM still has fewer resources in this area than some peer schools, and that means that students who are otherwise well suited to Yale make the decision to go elsewhere.

David Bach, Yale SOM’s senior associate dean for executive MBA and global programs, and Anjani Jain, senior associate dean for the full-time MBA program, discussed the impact of scholarship support.
What is distinctive about Yale SOM students?

David Bach: The obligation they feel to society. They want to advance themselves, but not just for their own benefit; they see upgrading their skills as a way to have a broader impact. They’re interested in big issues, not easy answers. And they’re intellectually curious. The combination of interest in impact, interest in big issues, and intellectual curiosity makes for a really exciting student body.

Anjani Jain: What drew me to Yale from Wharton four years ago was that SOM is a mission-driven institution. The mission to educate leaders for business and society is palpable among students, as well as faculty and staff. It’s quite remarkable to me how consistently it’s articulated, how genuinely it attracts people here. And that sense of obligation to society gets strengthened as students go through the program, because it’s a shared ideal.

Does that student profile affect the need for scholarships?

Bach: Definitely. We draw more students who came late to the decision to go to business school and more from nontraditional backgrounds — nonprofits or education, for example. For both reasons, fewer SOM students have lots of savings from having spent, say, five years in consulting or banking.

Jain: We get our share of students who’ve worked in consulting or banking, and we want to remain attractive to them. But our applicants are more diverse. We’re proud of the diversity in their backgrounds and aspirations, but it means they have, on average, fewer financial resources.

Does it matter when Yale SOM can’t meet admitted applicants’ financial needs?

Jain: Absolutely. There is no doubt that being able to meet financial need makes it easier for us to bring the best leaders to Yale SOM. Students think carefully about fit and culture and mission, but those considerations don’t always supersede finances. Debt is daunting, and students are realistic. They want a good educational experience, but they also want to keep their ROI as positive as possible.

Bach: It’s painful when applicants say, “I love SOM. I love the mission. But another school is offering me a scholarship and SOM is not. So to preserve my career flexibility — or to avoid going into debt — I’m choosing the other school, though the fit is better here.” Scholarships aren’t about bidding wars with peer schools. They’re about enabling people who want to come to SOM, whom we want to have, to come here.

Do students who don’t get scholarships benefit from the presence of those who do?

Jain: It enriches everyone’s educational experience when classes reflect the world’s intellectual and geographic and cultural diversity. U.S. business schools do that well, and I’d say Yale does it exceptionally well.

Bach: The economic term is “positive externality”— the idea that who else consumes a product affects its value to you. Education, particularly the kind we offer, very much depends on the people sitting next to you. You gain broader perspectives, richer conversations, more valuable networks upon graduation. The more students are aware of varied life perspectives, trajectories, passions, views, and ideologies, the better leaders they’ll be — for business and society.
Why I Give to the Alumni Fund

Yale SOM alumni are passionate about the school and generous in their financial support. The school benefits from one of the highest rates of alumni giving among top business schools and among Yale schools; for the last two years, participation in the Alumni Fund has exceeded 50%, reaching 51.9% in 2015–16. We asked alumni to tell us what motivates them to give, year after year.

SOM was generous with financial aid to me while I pursued my dream job. I have applied what I learned virtually every working day for over 35 years. SOM gave me so much. To improve business and society through a well-rounded leadership education. Yale SOM provided friendships and a network that I’ll have for the rest of my life. My SOM experience was the best educational investment of my life. As a thank you for arming me with the leadership skills I need to succeed in my career in nonprofit administration. Yale awarded me a partial grant to make the degree accessible. I hope that in some small way I help someone in the same way. A unique and valuable education. I believe in the mission of the school. For the new doors that opened as a result of attending SOM. SOM’s loan forgiveness program allowed me to pursue a career in the nonprofit sector. Yale SOM constantly stays on top of its game to be a leading provider of management education and thought leadership. To give back to the school that has helped me get to where I am in my career.
SOM introduced me to some of my closest friends, including my husband. The mission of SOM is as vital today as it was 40 years ago! It is a wonderful community that is very worthy of support. SOM was founded in the belief that a new vision of management education could make a difference; 40 years later, that case has been demonstrated. SOM provided me the opportunity and financial means to learn at a wonderful school. As a member of one of the founding classes, I am deeply invested in the growth and improvement of Yale SOM. SOM is so important in my life. I give so that it can be the same to many others. It is a way to reconnect with my time on campus. SOM leaders have a track record of delivering consistent, positive impacts on both business and society. To give back to a school that facilitated my career transition and where I met so many amazing folks. Because it is the right thing to do. The educational principles that I learned continue to grow in value as my career progresses. My two years at SOM were among the richest, most stimulating, and most meaningful years of my life. Yale SOM was a transformative experience for an undergraduate music major. Because the participation rate of alumni is an important indicator of how much the school is supported by alumni. To support the school’s mission to develop leaders in business, the public arena, and in society in general.
Since Edward P. Evans Hall opened in January 2014, it has enriched the Yale School of Management community and helped expand connections across Yale and around the world.
Evans Hall is a vibrant hub for our community, a place rich with learning and conversation and a welcoming destination for visiting speakers and returning alumni. Every day, students from around Yale walk up Whitney Avenue to learn alongside MBA and Master of Advanced Management students. Students from throughout the Global Network for Advanced Management visit for Global Network Week and a variety of student conferences; the building’s technology allows for even more frequent interactions through the Global Network’s small network online courses and livestreamed speaker events.
And each spring, the Evans Hall courtyard is the perfect setting for Yale SOM’s annual diploma ceremony, where we welcome parents and friends and celebrate our newest graduates.
The generosity of our alumni and friends enables us to advance the school’s major priorities, implement new initiatives, and support student and faculty excellence.

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.
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- Manjit & Urvashi Rajain
- Tendean Rustomdy and Susan Sujanto
- Rebecca Vitas Schamis '00 and Emeshe Juhasz
- Arthur Mizne '95
- Robert R. Gould '81 B.S.
- Wilma Jordan Elizabeth and Thomas Halsey '81 P '12
- Edward S. Harrington '87
- John D. Howard '80
- Ellis B. Jones '79
- Robert C. Katter '89
- Northrup R. Knox, Jr. '84
- Annie and Ned Lamont '80
- Robert A. Lawrence '47 B.A.
- James N. Levitt '76 B.A., '80
- John L. Lindsey '82
- Claire Liu '84 B.A. and Joe Greenberg '83 B.S.
- William E. McGlashan, Jr. '86 B.A. and Marie R. McGlashan
- Arthur Mize '95
- David K. Neeqayue '04 and Deepa Chatterjee '04
- Northwell Health
- Gloria and Dan O'Connell '90
- Nancy E. Pfund '82
- Daniel Rhe '16
- Martha Scarl Samuelson '76 B.A. and Paul R. Samuelson
- Yvonne Stevens and Paul Schickler '91
- Mrs. Robert J. Silver
- Scott R. Sklar '86
- Edward A. Snyder
- Julie and Hugh D. Sullivan '82
- Donna M. Tuthill '89
- Paula J. Volent '97
- John D. Howard '80
- Chris Lowry, Jr. '91
- Ronald B. Latash '86 and Orly
- Ronald B. Latash '86 and Orly
- Niki Manby '99
- Linda A. Mason '80 and Roger H. Brown, Jr. '82
- Ruth R. McMullen '79 and Thomas R. McMullen
- Andrew Metrick '89 B.A., '89 M.A. and Susan Metrick
- Stacey & Robert Morse '77 B.A.
- Sri S. Muthu '16
- Lakshmi and Sunil K. Nair '95
- Nellie Mae Education Foundation
- Usha Raj Resnayom '90
- Newman's Own Foundation
- Judy W. Ong '92
- Betsy R. Pace '80 and William B. Pace '80
- Heidi C. Pearlson '96 and Lewis J. Pearson '96
- Yolanda Qian '00
- Adil Rahmatulla '04
- Sally A. Rocker '81 and Christopher C. Paci '82 B.A.
- Russell Sage Foundation
Alumni Fund Gifts

In the 2015–16 fiscal year, Yale SOM alumni demonstrated their incredible generosity by exceeding both the previous year’s participation rate and dollars raised for the Alumni Fund. With 51.9% of SOM alumni making a gift, this year saw the highest participation rate in 28 years. The collective giving from Yale SOM alumni totaled $3,388,828, an increase of $374,333 over last year. These important investments provide critical resources for the school’s strategic priorities.

Giving challenges greatly helped the Alumni Fund’s positive momentum and highlight how important participation in annual giving is to the school. During the 2016 Reunion, Edward De La Rosa ’81 and John Resor ’81 offered a challenge to all alumni celebrating a reunion. In addition, a challenge to secure multi-year commitments was made to the Class of 1981 by an anonymous member of the class, and Raymond Chang ’96. Kent Radspin’er ’96, and Betsy Hung ’96 inspired their class with targeted challenges. The 100 Hour Challenge to non-reunion classes, which was initiated by Jeffrey Schroeder ’90 in May, exceeded its goal of securing 100 new gifts by 100% with a total of 210 new commitments.

The list below recognizes all donor gifts, single and multi-year pledges, and pledge payments made to the Alumni Fund between July 1, 2015, and June 30, 2016, and includes participation percentages by class.

| Chair's Circle | $25,000+ |
| Dean's Circle | $10,000–$24,999 |
| Leaders Circle | $5,000–$9,999 |
| Investors | $2,500–$4,999 |
| Fellows | $1,000–$2,499 |
| Associates | $500–$999 |
| Supporting Gifts | $1–$499 |

+ consistent Alumni Fund giving for the past five years or since graduation for the five most recent classes
CLASS OF 1990

Participation: 41.1%
Class Agent: Richard Freedman

Chair’s Circle
Stephen Knight
Julien R. Mininberg
Jeffrey William Schroeder

Dean’s Circle
Paul D. Bell
Joseph L.Y. Chan+
Richard K. Freedman+
Usha Raj Nesamoney

Leaders Circle
Steven C. Rockefeller, Jr.

Investors
Paul Gallagher+

Fellows
Lauren Blum+
Charles Denison Brennan
Steven Alan Buchanan
Lofton Philip Holder
Hiroshi Jinno+
Christine Madigan
Michael I. McLaughlin
Michael Brian Nathanson

Associates
Kristin A. Bass
John W. Florsheim+
Olive Andre Gramm
Takashi Kambe+
Ryck Bird Lent+
Rosella Teresa Sabatini
Dermot Victor Shorten

Supporting Gifts
Sarah A. Aikenhead
Steven Thomas Algert+
Lawrence B. Altman+
Amie Elizabeth Batson
CLASS OF 1991
Participation: 40.0%
Class Agent: Shenella Wang

Chair’s Circle
Edward J. Fang
Paul D. Schickler+ Tito Vidaurre+

Dean’s Circle
Chip Lowry, Jr.+
Investors
Cheryl L. Balkenhol+ Don A. Arié+ Jean-Pierre Naegeli+ Fellows
Ruth F. Alahydoian+ Syed Nasir Ali Ethan E. Atkin+ Nora E. Baker Curtis J. Benavides Christine A. Capozzola+ Rebecca E. Chatham Constance C. Chin

Debra J. Aarne
George Kimball Atwood
Melissa Hope Belman+ David Belmont+ Edward B. Bland
Otilia K. Cheung-Belmont+ Doreen Anna Clark
Gary Charles Davison Lawrence J. DeAngelio+ Yaw Debrah
John Evans Elson Mark E. Giglietti
Grant Merrill Gille, Jr.
Jarl Ginsberg+ Elizabeth Ann Gordon
Timothy W. Hartman+ Linda W. Hicklin+ Jane A. Hoffman
Joaquin Gomez Hoflena Matthew J. Janger
William Dominick Kenworthy
Brian Eric Leiser
Jorge Alberto Maldonado
Nancy A. Malone+ Mark C. Eisenberg
Khush Fredie Mehta+ Lee Mergy
Noreen Elizabeth Nash+
Trevor Wayne Nysetvold+ David Kyongho O
Karen E. Onthirk+ Kurt R. Pargardt
Grace Fu Palma Charles C. Park
Santo A. Pirruccio+ Elizabeth Propp
Thomas John Regan
Geoffrey K. Sands+ Daniel N. Sang
Hisao Sasaki
Joseph Carl Selle
Michael Scott Swan
Lorna J. Tang+ Allan Frederick Telenko
Michael Stuart Tomes+ Martha Crawley Tracey+
Mary C. Williamson
Sharby B. Wilson+ Glenn Eric Witt
Anonymous

CLASS OF 1992
Participation: 36.3%
Class Agent: Susan Lauritzen

Chair’s Circle
John Richard Shrewsberry+ H. Boon Sim+

Dean’s Circle
Hari Avula+ Bill Q.P. Han Judy W. Ong+
Investors
Paul M. McAndrew+ Linda J. Schupack+
Fellows
Lisa Marie Cimiento+ Stefanie F. Katz-Rothman+ James Andrew Rothman+ Elizabeth Ann Sadow+ Tzannetis A. Serlemitsos+ David M.K. Silver+ Alvaro Tafur+
Derek Bryant Wittenberg
Associates
James Carter Blev+ Hongbing Deng Curtis Jay Larson+
Supporting Gifts
Steven Charles Abeles+ James Louis Adler III

Class Participation: 45.3%
Class Agent: Jonathan Jacobson

Chair’s Circle
S. Shirley Yeung Eddie S. Tam+
Investors
Daniel E. Fontoura+ Katherine Gordon Sprout+
Fellows
Michael F. Bacon+ Scott L. Davidson
Jonahson Bohm Jacobson+ Toshiharu Karaki+ Gunatharakulakuru+
Mark Gerard McCarthy+ Heidi Denise Melsheimer+ E. Thompson Serlemitsos Joanna U. Silver+
Zhixue Wang+ Associates
Peter M. Brockelman Patricio Garcia Miguez Lois L. Morrison

Karl W. Nolin+
Robert Lisas Tirva+
James Leo Tovey+
David P. Adolph+
Nicolas Adolph+
David B. Amstutz+
Jill A. Baker+ Trichur K. Balakrishnan
David C. Berk+
Todd C. Bida+ Paul W. Bloedgett+
John Samuel Breckenridge
Tracie Elliot Burns
Shannon Theriault Cabot
Kenneth Cheng+ Mary Ella Compton+
John L. Connell
Brian C. Crogs+
Robert Morris Danzig+
Peneole O. Dautlton
Jacqueline Demby-Greenberg+
Alisa K. DeWys+ Daniel J. Dunn, Jr.+
Daniel S. Ehrenberg+
James D. Eisenberg
Steven D. Elliott+
Michelle Anne Fait
Christian Frederiksen
Gary I. Gerson+
Regina A. Glcokler+
Laura Grant-Dong+
Jonathan B. Green
John D. Hackett
Rekha B. Hagen+
Tony Michael Hall
Abigail W. Horrigan
Daniel H. Hudnut
Jason Hurtado Daniels+ Subramanian V. Iyer
Lee Ann B. Jackson
Maria LaTour Kadison
Rashid S. Kaukab+ Richard G. Kidd
Mark A. Koenig+ Lars A. Kry
Victoria M. Langerman
Jenny Y. Lee
Patrick A. Luther
Katherine Magill
Ann E. Manikas+
Steven J. Margolis+
Jill H. Mattlef
John M. Norwood+
Takuya Ogawa+
R. Scott Poirier+
Lawrence P. Pratt+
Daniel C. Pryor
Peter W. Regen+
All S. Sarma-Khan
Bradford K. Smith
John Alan Steinert
Richard A. Sturgis
Peter L. Swanson+
Mary E. Taber+
James T. Tarpley+
Ruth Taylor Kidd
David Dovale Walker+
Michael G. Weinick+
Gregory John Walter Zwic
Anonymous (2)

CLASS OF 1993
Participation: 51.5%
Class Agent: John Glass

Chair’s Circle
Kevin Y. Zhang+
Investors
Dean’s Circle
Mina K. Choo+ Marcus S. Effron+ David H. Li+
Leaders Circle
John S. Glass+
Investors
Richard D. Molloy+
Fellows
Egan J. Antill
Valentina Antill+ Kathleen A. Duggan
Associates
Rufus Putnam Coes Ill+ Daniel W. Coester
William C. Everett Beaut+ Roger L. Fenningford+
Gable F. Gao+ Igor Heleka+ Robert Jaffe, Jr.+ Robert W. White+ Jane E. Wiest+
Supporting Gifts
Kathleen Q. Adams+
Alison M. Barnes Kim P. Bohen+
Paul J. Boscacci Katherine H. Breen
Jaime M. Capella-Fuster Lee G. Clein+ Elizabeth H. Conover
William T. Cowen
Reuben S. Danzing+ Sasson Darwish
Denise A. deFleber+ Thomas A. Doud
Steven Fazo Lisa O. Fernandez+
Guy Lyndon Fish
Karen E. FitzGerald
Mark R. Gilbert+
Douglas P. Giles+
Natalie Green Giles+
Edward W. Chapman
Gayle G. Hayden Tashia Hinchtiffe
Peter W. Hirsch+
Sarah Jane Holcombe
James M. Holobaugh
Linda M. Houllahan
Jill J. Hutensky+
Thomas J. Jenkin+
Peter T. Jun+ Ann Joo Kim+
Christopher C. Kim
Timothy L. Kwong
Gregory P. Lavoie
CLASS OF 1995
Participation: 32.5%
Class Agents: Jeffrey Feldman & Andrew Pfaff
Chair’s Circle
Arthur Mizner+
Dean’s Circle
Shirley Shiyou Chen
Seth Goldman+
Investors
Curtis Robert Jensen
Ieter Karakullucku+
Fellows
Jeffrey A. Feldman+
Samuel A. Forman+
Robert Jay Novick+
Andrew Pfaff+
Stuart W. Staley
Christopher William Webber
Associates
Erin Elizabeth Deemer
Harlan Elliott Eplian
Eric Lane Hoyle
Steven J. Kim
Stephen Alfred Morlan+
Lyle Monique Ohayakawa+
Chan K. Park+
John Craig Putrino+
Supporting Gifts
Luba K. Abrams+
Rebecca C. Argyle
Deborah Logan Banda
Laurent Bigner+
Chia-Ling Chu
John M. Coff+
Ilana S. Cohen+
Donna Devaul
Alejandro Diaz de Leon
Susan N. Dorsey+
Craig D. DuBois+
Joseph W. Erb, Jr.
Margaret J. Fraser
Joseph Gar Kui Fung
Lisa Christine Gluck+
Sara W. Goddard
Manuel J. Gómez Peña+
Frederik John Guzek
Melanie Anne Hardin
Cheryl Fey Harris+
Andrew B. Hoddick+
Axel Rolf Hofmann
Dan D. Horan+
A. Felton Jenkins III+
Jamie E. Kudler+
Rachel S. Lee
Kenji Ogata+ William John Oliver Jr
Michael G. O’Toole+
Richard James Perrelli
Laura J. Porter
Stephen Frederick Potter+
Carlo Randazzo+
Kristie Elizabeth Sells
Daniel K. Speicher+
Frank R. Steinfeld+
Katya Stenn Svoboda+
Charles Coyer Stuard
Angela Elizabeth Takamura
Kyle James Theodore+
Scott D. Wharton+
Stephen Michael Wilkins
William Xin
CLASS OF 1996 Participation: 56.6%
Class Agent: Paul Keenan
Chair’s Circle
Betty Wen-I Hung+
Dean’s Circle
Heidi C. Larson
Lewis Joseph Peterson+
Gaston Sosa de la Torre
Ruth Lansburgh Szum+ Leaders Circle
Carli David Graves+
Investors
Lucinda Chapman Benn+
Yoshie V. Borkar+
Kent Everett Radspinder
Erik M. Wohlgemuth+
James J. Zhou+
Fellows
George Alexandre Barnett+
Martin J. Chang+
Raymond N. Chang
Hugh A. Cush
Christopher L. Francia+
Diana W. Huang
Kenichi Imai+
Pamela A. Johnson
Liang
Mark Owen Lunstead+
Alec Menkoff+
Alexander Richard Mogg
Alfredo Vara Alonso
Carlos J. Vara Alonso
Raymond King Wong+
Wayne Zhang
Paul J. Zhao+
Associates
Devrim Celal
Jaime Gonzalez Aguaude
Gina L. Gutierrez
Shail Khijara
Pom Sui Kim+
Sean Christopher McGeary
Robin Holbrook Mendelson
Richard Douglas Rattray
Kelli Roiter+
Jeffrey Gordon Scotland
Brian David Sharpe
Leith S. Sharpe
Noreen A. Shugrue+
Kirsten P. Sircar+
Michael W. Toffel
Bracken John White+
Supporting Gifts
Mohammed Jahangir Alam
John Patrick Baganzigini
William J. Beausoleil
Joy Maria Behrens
Thomas Henry Blair III
Douglas Cameron Borthwick
John Aloysius Brennick+
John L. Foggles+
A. Quincy Vale+
Christian Andreas Santf
Sridhar Tallapragada
Associates
Cameron Moses Hewes+
Young Jin Kwon
Laura C. Norwalk
Gregory J. Petrucci
Hannah J. Wilson
Sheila Hait
Dario T. Blanchard
Michelle Shiao-Cheng Chen+
Edward William Collo+
Frances M. DeSouza
Heidi Livingston Elisip
Perry Pearl Espino
Karl Friedrich Evert+
Robert Michael Fountain+
Eric Jon Green+
Joseph David Hammer+
Shogo Hashiba+
Jeanne Michelle Hegner+
Maucio Herrera Madalaga
Jalil Hodgkinson+
Sara E. Hughes+
Christian Diego Janssen
Melissa B. Janssen
Wayne Anthony Jones
Randal Anthony Kenworthy
Sheng-Hyun S. Kim
Martin Scott Laiks
Michael Michael Lewis
Sun Eun Lewis
Nicole Lin-Hill
Stephen T. Liu
Davin Edward Lopez+
Zhengrong Lu
Tara Cameron+
Barbara Lankoshe Mattos
Renato Miranda Mazzucchelli
Andre Harishchandra Mehta
Christopher Andrew Meli
Satoshi Miura
Mangesh S. Mulgaonkar+
G. Stewart Murchie
Astrid Ute Palmeiri
Peter Pekarek-Kostka+
Troy A. Resch+
James Brian Schroder+
CLASS OF 1997 Participation: 41.1%
Class Agent: Amy Bevilacqua
Chair’s Circle
Liang Meng+
Paula J. Volent+
Dean’s Circle
Jeff J. Zhang
Leaders Circle
Holcombe T. Green III+
Investors
Stephen Lowe Symchych+
Fellows
Christopher Laurent Cabot
Robert W. Davis+
John L. Foggles+
Willam T. Lee
Christian Andreas Santf
Sridhar Tallapragada
Associates
Cameron Moses Hewes+
Young Jin Kwon
Laura C. Norwalk
Gregory J. Petrucci
Hannah J. Wilson
Sheila Hait
Dario T. Blanchard
Michelle Shiao-Cheng Chen+
Edward William Collo+
Frances M. DeSouza
Heidi Livingston Elisip
Perry Pearl Espino
Karl Friedrich Evert+
Robert Michael Fountain+
Eric Jon Green+
Joseph David Hammer+
Shogo Hashiba+
Jeanne Michelle Hegner+
Maucio Herrera Madalaga
Jalil Hodgkinson+
Sara E. Hughes+
Christian Diego Janssen
Melissa B. Janssen
Wayne Anthony Jones
Randal Anthony Kenworthy
Sheng-Hyun S. Kim
Martin Scott Laiks
Michael Michael Lewis
Sun Eun Lewis
Nicole Lin-Hill
Stephen T. Liu
Davin Edward Lopez+
Zhengrong Lu
Tara Cameron+
Barbara Lankoshe Mattos
Renato Miranda Mazzucchelli
Andre Harishchandra Mehta
Christopher Andrew Meli
Satoshi Miura
Mangesh S. Mulgaonkar+
G. Stewart Murchie
Astrid Ute Palmeiri
Peter Pekarek-Kostka+
Troy A. Resch+
James Brian Schroder+
Sally Lihong Shan
Faraz Shooshani
Tetsuo Soneyma+
David M. Wittchel+
Tolan Dosak Steele
Kenton Sugawara+
McDonald M. Toole+
Daryl D.M. Twitchell+
A. Quincy Vale+
Mauricio A. Voorduin Ramos+
Jon Paul Webster
Alden M. Whittaker+
Yusuke Yasokawa+
Peter Lawrence Yolles
Teresa E. Yueh+
Michelle L. Zappone
Ellen R. Zuniga+
Enrique A. Zhuniga+
CLASS OF 1998 Participation: 44.9%
Class Agent: Philip Pfotteil
Investors
Todd L. Fasanella
Shaomou L. Guo+
Philip B. Pfotteil+
Paul Sheehan
Fangqiu F. Shi+
Che Tsai+
Fellows
Rebecca Lilly Brooks
W. Cameron Brooks
Sarah Davis Priest+
Andrew T. Dietz
Sven Ennema
Eric D. Hassman+
Sarena S. Lin
James L+
Thomas A. Priest+
Henry J. Rauch III+
William S. Steele III+
Thomas T. Sugitara+
E. Gabriella Taylor
Tong Zhang
Xiaorong Zheng
Associates
Jeffrey Neal Adams+
D. Bradley Cox+
Laszlo Csiuti+
Rajan Goel+
Kenneth A. Gunderman
Bora Ozturk
Yola Haddad Ozturk
Spencer J. Reynolds, Jr.+
Carolina Z. Ting+
Supporting Gifts
Michelle R. Agnew+
Timothy A. Alexander
Paul P. Allerhand+
Dominic Basulto+
Anupam Bhargava+
Ross S. Bielak
Nora E. Bloch
Rachel L. Bluestein
Fu Jeffrey Chan
Esther S. Chang
Winnie M. Chu+
Patrick J. Connolly
Roger B. Coulter+
Aydrian H. Drewery
Anne Freeh Engel
Samuel Engel
Kirk L. Fansler
Christiana L. Fields
Scott D. Fisher+
Jill A. Fletcher+
Chair's Circle

Rebecca Vitas Schamis+ Dean’s Circle

M. Ram Lee

Yongqiang Qian

Leaders Circle

Karen T. Tsay+

Investors

Dylan T. Simonds+

Fellows

Christine H. Bader+

Brendan S. Coughlin+

Heather M. Coughlin+

Christopher M. Hanrahan+

Charles H.A. Inkeles+

Jonathan B. Kim+

Karen K. Mendes+

John M. Merrill+

Randall A. Schieber+

Jyun S. J.

Cynthia H. Tapley+

J. Douglas Tapley+

Matthew J. Wick+

Associates

Ricardo Cervera

J. Ryan Fitzpatrick

Richard H. Schaupp

Na Nancy Zhang

J. Ryan Fitzpatrick

Karen T. Tsay+

School of Management
Chad Troutwine
Kathleen J. Vuturo+
Jeffrey Alexander Whiddon
Lei Wu
Hiro Yajima+
Jing Yang+
Jeannette Yee
Anonymous (3)

CLASS OF 2003
Participation: 38.4%
Class Agents:
Joyce Shen
& Rumundaka I. Wonodi

Robert E. Johnson+
Investors
Theodore Andrew Harris+
Fellows
Suzie Ramesh Desai
Stephen Elia III
Agustín Romero
Melissa E.romo
Ming Wei
Rumundaka I. Wonodi+

Supporting Gifts
Brian Thomas Albans
Robert Martin Ames
Land Tennon Anderson+
Robert G. Ayvazian
Marshall Perkins bass
Scott Adam Berkowitz+
John Boydair Brennan
Adam Todd Bromwich+
Kevin Patrick Burke+
Matthew Thomas Carroll+
Debashish Chatterjee
I-Hsin Chuang+
Christopher Edward Ciunci+
Thomas J. Clare

Supporting Gifts
Amashanthi Coppa+
Anthony Corridore+
Francisco Corvera Fadrique
Khalgil A.O. Dadashov
Mark V. D’Cruz
Marcos Diaz Gonzalez+
Michael Hoffman Driscoll+
William Robert Dyer
Susan L. Escalante+
Jill Suzanne Gibson
Oliver J. Grantham+
Ryo Hagiwara
Rafael D. Herrera Salcedo
Joseph Michael Holland+
Nitin Jain
Katsumi Kaneko+
Joon Sung Kang
Begonya R.S. Klumb
Joon Sung Kang+
Katsumi Kaneko+
Joseph Michael Holland+
Oliver J. Grantham+

CLASS OF 2004
Participation: 42.3%
Class Agent: Gregg Sypeck

Chad Troutwine
Kathleen J. Vuturo+
Jeffrey Alexander Whiddon
Lei Wu
Hiro Yajima+
Jing Yang+
Jeannette Yee
Anonymous (3)

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Ming Wei
Rumundaka I. Wonodi+

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Thomas J. Clare

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Ming Wei
Rumundaka I. Wonodi+

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Matthew Thomas Carroll+
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Christopher Edward Ciunci+
Thomas J. Clare

Supporting Gifts
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Nitin Jain
Katsumi Kaneko+
Joon Sung Kang
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Joon Sung Kang+
Katsumi Kaneko+
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Oliver J. Grantham+

CLASS OF 2004
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Hiro Yajima+
Jing Yang+
Jeannette Yee
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Stephen Elia III
Agustín Romero
Melissa E.romo
Ming Wei
Rumundaka I. Wonodi+

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Robert G. Ayvazian
Marshall Perkins bass
Scott Adam Berkowitz+
John Boydair Brennan
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Kevin Patrick Burke+
Matthew Thomas Carroll+
Debashish Chatterjee
I-Hsin Chuang+
Christopher Edward Ciunci+
Thomas J. Clare

Supporting Gifts
Amashanthi Coppa+
Anthony Corridore+
Francisco Corvera Fadrique
Khalgil A.O. Dadashov
Mark V. D’Cruz
Marcos Diaz Gonzalez+
Michael Hoffman Driscoll+
William Robert Dyer
Susan L. Escalante+
Jill Suzanne Gibson
Oliver J. Grantham+
Ryo Hagiwara
Rafael D. Herrera Salcedo
Joseph Michael Holland+
Nitin Jain
Katsumi Kaneko+
Joon Sung Kang
Begonya R.S. Klumb
Joon Sung Kang+
Katsumi Kaneko+
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Jeannette Yee
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Stephen Elia III
Agustín Romero
Melissa E.romo
Ming Wei
Rumundaka I. Wonodi+

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Scott Adam Berkowitz+
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Adam Todd Bromwich+
Kevin Patrick Burke+
Matthew Thomas Carroll+
Debashish Chatterjee
I-Hsin Chuang+
Christopher Edward Ciunci+
Thomas J. Clare

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Anthony Corridore+
Francisco Corvera Fadrique
Khalgil A.O. Dadashov
Mark V. D’Cruz
Marcos Diaz Gonzalez+
Michael Hoffman Driscoll+
William Robert Dyer
Susan L. Escalante+
Jill Suzanne Gibson
Oliver J. Grantham+
Ryo Hagiwara
Rafael D. Herrera Salcedo
Joseph Michael Holland+
Nitin Jain
Katsumi Kaneko+
Joon Sung Kang
Begonya R.S. Klumb
Joon Sung Kang+
Katsumi Kaneko+
Joseph Michael Holland+
Oliver J. Grantham+

CLASS OF 2004
Participation: 42.3%
Class Agent: Gregg Sypeck

Chad Troutwine
Kathleen J. Vuturo+
Jeffrey Alexander Whiddon
Lei Wu
Hiro Yajima+
Jing Yang+
Jeannette Yee
Anonymous (3)

CLASS OF 2003
Participation: 38.4%
Class Agents:
Joyce Shen
& Rumundaka I. Wonodi

Robert E. Johnson+
Investors
Theodore Andrew Harris+
Fellows
Suzie Ramesh Desai
Stephen Elia III
Agustín Romero
Melissa E.romo
Ming Wei
Rumundaka I. Wonodi+

Supporting Gifts
Brian Thomas Albans
Robert Martin Ames
Land Tennon Anderson+
Robert G. Ayvazian
Marshall Perkins bass
Scott Adam Berkowitz+
John Boydair Brennan
Adam Todd Bromwich+
Kevin Patrick Burke+
Matthew Thomas Carroll+
Debashish Chatterjee
I-Hsin Chuang+
Christopher Edward Ciunci+
Thomas J. Clare

Supporting Gifts
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Anthony Corridore+
Francisco Corvera Fadrique
Khalgil A.O. Dadashov
Mark V. D’Cruz
Marcos Diaz Gonzalez+
Michael Hoffman Driscoll+
William Robert Dyer
Susan L. Escalante+
Jill Suzanne Gibson
Oliver J. Grantham+
Ryo Hagiwara
Rafael D. Herrera Salcedo
Joseph Michael Holland+
Nitin Jain
Katsumi Kaneko+
Joon Sung Kang
Begonya R.S. Klumb
Joon Sung Kang+
Katsumi Kaneko+
Joseph Michael Holland+
Oliver J. Grantham+

CLASS OF 2004
Participation: 42.3%
Class Agent: Gregg Sypeck

Chad Troutwine
Kathleen J. Vuturo+
Jeffrey Alexander Whiddon
Lei Wu
Hiro Yajima+
Jing Yang+
Jeannette Yee
Anonymous (3)
Gregory R. Tanner+
Anonymous

**Associates**
Cheila Choogatza Patel+
Brandon A. Banks+
Christopher F. Bothur+
Myles J. Bradley+
Brendan G. Byrne+
Leo Chani+
Xiaoli Chen+
Gavin Choong+ 
Mathew Chou+
Timothy Colter+
Brian Daly+
Ricardo R. De Rojas+
Bryan J. Eckstein+
Andrew R. Garstka+
Neha Govil+
Kelly Huo+
Junichi Kato+
Robert Q. King+
George A. Kurose+
Peter A. Laird+
Zahid Latif+
Anne Laskowski+
Pedro Leon de la Barra+
Qunyan Liu+
Renjie Liu+
Lisa Nussbaum+
Blake T. O'Shaugnessy+
David J. Paller+
Tahira Rehmatullah+
Yanely Reyes+
Frank Roschangar+
Jeffrey A. Rothbard+
Rohit Singh+
Christopher R. Tortoriello+
Emma Vinarisky+
Alina Vorobeltik+
Brandon Chi-Bun Wai+
Yan Wang+
Nathaniel K. Wong+
Sungtaek Yang+

**Supporting Gifts**
Shreya Agrawal
Yoan E. Anguilet+
Handan Gunduz-Bruce+
Deepak K. L. Ghosh+
Scott A. Kradin+
Eugene J. Wong+
Mary Patricia Wixted+
Evelyn M. B. Wang+
Sarah T. Artz+
Srinivas K. Alagarasamy+
Philip F. Andreaos+
Julia G. Andress+
Maria Antwine+
Purwa Bansod+
Sebastian Barona+
Michael A. Bartelstone+
Paula Bentabol Pascual+
Brenen C. L. Blair+
Mija Darlene C. Cachapero+
Jordan Alexander Carter+
Carlos E. Chavez Calderon+
Alexander G. Chittim+
Jonas V. Clark+
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Rachel H. Cooper+
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Thomas R. Day, Jr+
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Nik Ibrahim Din+
Emmanuel G. O. Dutoit+
Jayson R. Ebrai+
Maria Paulina Echandi+
Roman+
Sarah A. Ferguson+
Gavin P. Fernandez+
David H. Fine+
Daniel N. Frey+
Shaodl Fu+
Mariansa Galizia+
Ankur Garg+
Deepak K. L. Ghosh+
Jayant Gokhale+
Handan Gunduz-Bruce+
Xulin Guo+
Adrian Haque+
Ria Harrackhsingh+
Emily R. Harris+
William T. Howerton+
Joseph J. Ianelli+
Matthew A. Kern+
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Matthew T. King+
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Vivek Ladsaria+
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Pei Wang+
Kate N. Wiber+
Charlotte N. Wong+
Christopher J. Yergan+
Olivia J. Zhao+
Yaoi Zhao+
Anonymous [2]

**CLASS OF 2015**
Participation: 84.9%

**Fellows**
Nathaniel E. Ahearn+
Lori Anna Dees+
Francis P. Lively, Jr.+
Hugo E. Santillan+
Yong Shuai+
Atul Tanna+
Vivodhini Vasudevan+
Jianyu Yang+
Tarek M. Zarad+

**Associates**
Alex R. Allen+
Neha Anand+
Sonia Aneja+
Sarla E. Bennett+
Joseph A. Bonanni+
Elizabeth Cabot+
Henny H. Y. Chan+
Sagar D. Chhabria+
Mohamed S. Elshamy+
Clifford S. Emmanuel+
Tugce Ertgen+
Ed Fernandez+
Benjamin J. E. Freedman+
Eric R. Gersham+
Sara Gillen+
Peter Grunert+
Christopher K. Harnisch+
Pablo Heredia Gonzalez+
Karl J. Hirt+
Rayyan Kamal+
David Kogan+
Amilaan Kumar+
Ron Livne+
Victor J. M. Padilla Taylor+
Disha M. Patel+
Chocku Radhakrishnan+
David C. Ritchie+
Walter Rodrigues Junior+
Eric N. Ruckus+
Anunye Sahay+
Jian Shao+
Jean-Michael Thomas+
Venkat Thumula+
Jacqueline Paola Vega+
Morgan+
Nicholas A. Vetri+
Derek Wang+
Louis Williams+
Mary Patricia Wixted+
Eugene J. Wong+
Xuefei Wu+
Shengnan Xie+

**Supporting Gifts**
Srivinis K. Alagarasamy+
Philip F. Andreaos+
Julia G. Andress+
Mario Antwine+
Purwa Bansod+
Sebastian Barona+
Michael A. Bartelstone+
Paula Bentabol Pascual+
Brenen C. L. Blair+
Mija Darlene C. Cachapero+
Jordan Alexander Carter+
Carlos E. Chavez Calderon+
Alexander G. Chittim+
Jonas V. Clark+
Lauren E. Cohen+
Evan Colton+
Rachel H. Cooper+
David M. Culbert+
Kristen B. D’Angelo+
Thomas R. Day, Jr+
Maria L. De Freitas+
Rodriguez+
James P. Di Bartolo II+
Nik Ibrahim Din+
Emmanuel G. O. Dutoit+
Jayson R. Ebrai+
Maria Paulina Echandi+
Roman+
Sarah A. Ferguson+
Gavin P. Fernandez+
David H. Fine+
Daniel N. Frey+
Shaodl Fu+
Mariansa Galizia+
Ankur Garg+
Deepak K. L. Ghosh+
Jayant Gokhale+
Handan Gunduz-Bruce+
Xulin Guo+
Adrian Haque+
Ria Harrackhsingh+
Emily R. Harris+
William T. Howerton+
Joseph J. Ianelli+
Matthew A. Kern+
Joan E. H. Kim+
Matthew T. King+
Daniel A. Kohne+
Jordana M. Kozel+
Vivek Ladsaria+
Thomas M. Leavene+
Rachel A. Levy+
Evgeny Leytush+
Joyce I. Lin+
Dongyue Liu+
Christina M. Mainiero+
Ilan A. Mann+
Himanshu S. B. Marigowda+
The members of the Yale SOM Class of 2016 achieved 100% participation across all three degree programs: MBA, Master of Advanced Management (MAM), and MBA for Executives (EMBA). Collectively, they pledged $410,353 to the Yale SOM Alumni Fund.

The list below recognizes, in alphabetical order, the students in the Class of 2016 who made a gift commitment during the Class Gift Campaign.
Julia Therese M. Reyes MAM
Ernesto Reyes Pinate MAM
Daniel Rhee
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Humberto Robles Herrera MAM
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Matthew B. Wilkens
Jason M. Williams
Jahi A. Wise
Corinne Wyeth
Li Peng Xie
Wenfei Xue
Huan Yang MAM
Huan Yang
Zhe Yang
Logan K. D. Younajak
Min Jung Yoon MAM
Benjamin M. C. Young
Mikhail Zarkh
Molly Michelle Zeff
Jie Zhang MAM
Pei Zhang
Qit Zhang
Wenyu Zhang
Yijie Zhang
Zhang Zhang
Chengguang Zhao
Xiaohang Zhao MAM
Yingxuan Zhu
Federico A. Zimeri Kung MAM
Radoslav Zinoviev
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. Listed in alphabetical order are all the 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 over $10,000 are included in the Leadership Giving section on page 26.)

$5,000–$9,999

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The Charter Oak Challenge Foundation Inc.
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Connecticut Coalition for Achievement Now, Inc.
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F-Prime Capital Horizon Group North America, Inc.
The Jackson Laboratory J.M. Kaplan Fund, Inc.
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Philip B. Piotel ’88
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The Tobin Project Travelers

$1,000–$4,999

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Marc Bateman ’80
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Joy Choi Hufford ’84 B.A.
John P. Hullar ’79 B.A.
Joceline Collins Hullar ’79 B.A.
Rosanne D. Kappa ’78 B.A. & Jeffrey R. Kappa
Manatt, Phelps & Phillips, LLP
Jerome C. Marcus ’88
Jennifer Adams McColloch ’12
John H. Moss ’60 B.A., ’58 B.S. (Eng)
Joshua Garrett Ortego ’13
David C. Patch ’80 & Pamela Anne Patch
Roger Pellegren ’86
Lavinia Petracche ’17
Bruce A. Phillips ’84 MFS, ’84

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Timothy A. Schindwein
Kerry Skowron Shea ’05 & Hannah R. Shea ’05
William J. Shock ’16
Katherine E. Snowden ’80
Gary M. Stein
Sheldon L. Sussman ’80 MPH, ’83 & Susan Laura Zinnny
Greg R. Syepec ’04
Chris Thomas ’09
United Way of Greater New Haven
Hubert L. Valdoromo ’80
Charles H. Wang ’99 Ph.D.
Joanne Wong ’15
Anonymous
Anonymou Yale College Alumnus

$500–$999

David Bach ’98 B.A.
Shira C. Beery ’17
Mac Calva ’05
Kaseekee S. Chawla ’17
Connecticut Association of Healthcare Executives
The Patrick and Catherine Weldon Donahue Medical Research Foundation
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Sarah Lawan Gawan
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Arjun Adichazhi Valappil ’17
Mr. & Mrs. Leland J. Adams, Jr.

Additional Support to the School Yale School of Management
Tributes

This year, many alumni and friends have made gifts in tribute to their classmates, colleagues, professors, mentors, friends, and family.

GIFTS IN MEMORY

In memory of
e of absent Classmates
David C. Patch ’80
In memory of
Susana de Arevalo
Jose M. Pachano ’00
In memory of
Judith E. Bernstein ’80
In memory of
Peter Blackman
Dean W. Blackman ’99
In memory of
Francesco Bonomolo ’99
Michael J. Shornbom ’99
In memory of
Birgit-Christa Borgman
Justin D. Borgman ’15
In memory of
Betty Brown
Braynard Ontaway Brown ’11
In memory of
Alan H. Buder ’83
Barbara A. Brenner Buder ’84
Sheldon L. Susman ’80
MPH, ’93
In memory of
Nancy Chiao ’00
Matthew A. Calderone ’00
In memory of
the deceased members of the Class of 1989:
William P. Barbeosch, William F. Barnes, Miguel A.
Ferreiros, Scott T. Lewallen, and Bryan G. Parker
Elizabeth L. Axelrod ’89
Gina Roselli Boswell ’89
Sandeeff Dayal ’89
Louis Mark Goldring ’89
Melissa J. Hilton ’83 B.A., ’89
Erwin Hosono ’89
Jane Carolyn Levin ’89
Yein Sheuit Moyes ’89
Robert Allen Ritkine ’89
Charles Evan Smith ’89
Amy Solas ’89
Richard Lawrence Tray ’89
Valerie C. Ventre-Hutton ’89
Margaret Anne Williams ’89
Patrice Rochelle Wolfe ’89
In memory of
Thadeus A. Dembinski ’99
Vikas Jain ’99
In memory of
Thomas Edward Dougherty
Colin E. Dougherty ’91
In memory of
Howard C. Dychkovsky ’86
Elizabeth A. Barrett ’86
In memory of
Roger Enrico
Chad Troutwine ’02
In memory of
Sue Fernandez ’09
Jaime D. Carlson ’09, ’09 MEM
Nathanial M. Heller ’09
In memory of
John A. Fish
Guy Lyndon Fish ’85 M.D., ’94
In memory of
Lucero Gómez Quiroz
Anonymous Yale SOM Alumnus
In memory of
Sir Eldon W. Griffiths ’49 M.A.
Liang Meng ’97
In memory of
Luiz Guerrieri
Edward S. Valentine ’10
In memory of
Professor Larry Isacsson
John C. Chiniara ’81
In memory of
Catherine Kennedy ’86
Rodney A. Zemke ’98
In memory of
Joel O. Kurihara ’91, ’92 MES
Rita Pasi ’91
In memory of
Greta Lundberg
Klas Alexander Holmlund ’07
In memory of
Paul W. MacAvo
John P. Moscarella ’91
Amy Clare Whittaker ’01
In memory of
Wang Meiling
Liang Meng ’97
In memory of
Madhu Mukerji-Miller ’95
Stephen Michael Wilkins ’95
In memory of
Beatrice S. Nakahata
Andy S. Nakahata ’84
In memory of
Douglas C. Pearl ’87
Nancy Debra Levin ’87
In memory of
Nat Perma
Anthony Hector Perma ’89
In memory of
John W.S. Platt
Peter D. Platt ’13
In memory of
Erik M. Rosen ’99
Vikas Jain ’99
In memory of
David J. Rupert ’80
Lynn A. Farrar ’80
In memory of
Joseph Sabatini
Rosella Teresa Sabatini ’90
In memory of
Anne & John Scotford
Casey S. R. Pickett ’11 MEM, ’11
In memory of
Prof. Emeritus
A.J. Shakeshaft ’49 YC
In memory of
Rick Shambroom
Elon S. Boms ’07
Stephanie S. Boms ’07
In memory of
Thomas A. Sheehan ’86
James S. Collins ’86
In memory of
John A. Spears, Jr. ’80
Lynn A. Farrar ’80
In memory of
Evelyn Spraitzer
Curtis L. Spraitzer ’79
In memory of
Sonia Tendler
David Mizrahi ’09
In memory of
Grace Tsay & Shao Pe
Karen T. Tsay ’00
In memory of
Thromaratana Tumkosit
Prem Tumkosit ’11
In memory of
Daniel Viteri
Ricardo I. Viteri Ramirez ’14
In memory of
G. Linton Weber, Jr.
’81 B.A., ’96
Martin J. Chang ’96
Amanda B. Joseph ’96
Sara Sutcliffe Peterson ’96
In memory of
Professor Dick R. Wittink
Michael N.B., Scully ’05
In memory of
Douglass T. Yates Jr. ’86 B.A., ’72 Ph.D.
John W. Byrd ’79

GIFTS IN HONOR

In honor of
Jeffrey Neal Adams ’99, ’98 MEM
Mr. & Mrs. Leland J. Adams, Jr.
In honor of
Colbert Ault
Gary Leslie Ault ’06
In honor of
David I. Bokman
Bokman ’84 B.A., ’88 J.D.
Bonnie Reid Bokman ’88
In honor of
Theo & Zoe Brod
Emily Lasner Brod ’05
Nicholas David Brod ’06
In honor of
Nolan Peter Chen
Shiqi Chen ’11
In honor of
Zhiwu Chen ’90 Ph.D., Professor of Finance
Yongqiang Qian ’00
In honor of
Rita Chepulis
Amy Sack, Ph.D. ’00
In honor of
the Class of 1981
John C. Chiniara ’81
In honor of
the Class of 1996
Erin Elizabeth Deemer ’95
Michael W. Toffel ’96, ’96 MEM
In honor of
the Class of 2003
Katsuji Kaneko ’03
In honor of
the Class of 2015
Disha M. Patel ’15
In honor of
the MAM Class of 2016
David Bach ’98 B.A.
In honor of
the 20th Reunion
Wayne Zhang ’96
In honor of
Alexander R. Cochran ’38
B.E.
In honor of
Patrick J. Conklin ’14
Daniel & Jean McPheeters
In honor of
Hon. William H. Donaldson ’53 B.A.
Suzanne L. Gooch ’79
Susan C. Lowrance ’80
Nancy B. Peretsman ’79
W. Henry Yaeger IV ’99
In honor of
Charles D. Ellis ’59 B.A.
Carla Knobloch ’81 B.A.
In honor of
Emily, Joshua, Julie, & Sam
Shelly Mitchell
In honor of
Faculty, Staff, and
Deans of Yale SOM
Vikram Agrawal ’14
In honor of
Siddheshwar Ghosh
Supriyo Roy ’15
In honor of
Rebecca D. Gillette ’16
Richard Gillette
In honor of
Stephen M. Hudspeth ’68 B.A., ’68 M.A., ’71 J.D.
Beixiao Liu ’10
In honor of
Roger G.
Ibbotson, Professor in the
Practice Emeritus of Finance
David M.K. Silver ’92
Joanna U. Silver ’93
In honor of
Lee Ann B.
Jackson ’93, ’93 MES
John Samuel Breckenridge ’93
Lee Ann B. Jackson ’93 MES, ’93
In honor of
Edward H.
Kaplan, William N. and
Marie A. Beach Professor of Operations Research, Professor of Public Health & Professor of Engineering
Andrew Kevin Golden ’89
David M.K. Silver ’92
Joanna U. Silver ’93
In honor of
Henry Liang
Hao Liang
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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.

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Wells Fargo  
The Xerox Foundation
Milton Steinbach Professor of Management, established a charitable remainder unitrust (CRUT) in 2011. My dad has a saying: "You should give till it feels good." And I have to say, it feels good to give back to Yale. It is a privilege to teach here. The chance to work with SOM students is invigorating—there’s always a heady mix of IQ, idealism, and passion. Annuities are the best hedge against living too long. With a Yale CRUT, you get long-life insurance and a great return, all while supporting the next generation and feeling good. Why wait?

The Beinecke Society was established in 2014 to encourage alumni and friends to consider including Yale SOM in their estate plans. It is named in honor of the Beinecke family, whose far-sighted planning, decades ago, continues to enrich the school.

The School of Management holds a special place in my heart—indeed, in my family’s heart. Before I joined the Yale Corporation, I served in the 1960s on a committee that was charged with looking into whether Yale should do something about the teaching of business. We came out with a positive recommendation. In 1971, I joined the Corporation, which two years later voted to create such a school at Yale. When my father, Frederick W. Beinecke, died in 1971, he left a quarter of his estate to Yale, and much of that legacy was used as a start-up fund for what is now SOM.

My uncle, Edwin J. Beinecke, died a few years before the school came into existence, but he knew of my interest in its establishment. He left Yale a substantial sum to create the Edwin J. Beinecke Professorship of Finance and Management Studies, which is now held by SOM Professor William Goetzmann. In addition, my uncle also left a bequest to Yale.

I made my first planned gift to the school when I was in my 50s. I also in recent years directed another fund to support the new campus, Evans Hall. Please consider investing in the future of this wonderful institution by designating Yale SOM as the recipient of a planned gift or bequest.

William S. Beinecke ’36 B.A., ’86 LLDH

Barry Nalebuff
Milton Steinbach Professor of Management, established a charitable remainder unitrust (CRUT) in 2011.

My dad has a saying: "You should give till it feels good." And I have to say, it feels good to give back to Yale. It is a privilege to teach here. The chance to work with SOM students is invigorating—there’s always a heady mix of IQ, idealism, and passion. Annuities are the best hedge against living too long. With a Yale CRUT, you get long-life insurance and a great return, all while supporting the next generation and feeling good. Why wait?
Yale SOM’s passionate alumni community contributes to the school in a variety of ways. Here’s a breakdown of how some alumni volunteer, with a few notes on why they find it so rewarding.

**Betty Hung ’96**
*20th Reunion Giving Committee Member*

Classmates that I hadn’t spoken to in years convinced me to join the committee. We had a great time reconnecting and working together to reach out to all of our old friends around the world. It was so much fun and even more gratifying when we exceeded both our participation and dollar goals in the final throes of reunion. I’m so proud of our class for having the highest giving participation rate of any class from 1987–2011!

**Lyron Bentovim ’97**
*Alumni Mentor Program*

I’ve been involved with the Mentor Program since 2004. With some mentees it’s a one-time or short-term role, but some turn into long-term connections. I’ve had a 10-year relationship with one guy. The satisfaction of helping people evolve their careers, make their careers better, it’s rewarding. I’ve kept doing it because SOM is a community rather than a collection of individuals. That was very clear from day one.

**Matthew Broder ’87**
*Class Secretary*

“Volun-told” is the best word for how I came to the role. Without having sought the office, I got elected at the end of my second year and was too flattered to turn it down. I’ve really enjoyed being in the middle of the class conversation ever since. My class is the most concentrated group of talented, smart, conscientious, kind, community-oriented people I’ve ever had the privilege to be associated with. We all valued it at the time, and the value has only grown. To connect regularly with my classmates, which is my role as secretary, is a great privilege and a heck of a lot of fun.

**Pamela Farr ’78**
*Past President, SOM Alumni Association*

We’ve been building the chapter base, particularly internationally. About a fifth of our alums are abroad, and we’ve put a big effort into aligning them with the overall association. We’ve also been working hard to engage students while they’re still on campus, so when they leave they already feel part of the alumni association. I’m from the charter class, so I go way back. But the culture at SOM in terms of inclusiveness and teamwork hasn’t changed, even as it’s evolved and grown. I think that forms bonds that are more lasting than at peer schools.

**Mohammed Alam ’96**
*20th Reunion Planning Committee Chair*

I had a great time at SOM. Since then, we’ve all tried to live the life we wanted to live—based on a more thoughtful approach to business. That’s why I’ve been involved in reunion planning. The great thing about being involved in organizing reunions is you get to work in a team with your old friends. But you also connect with people you weren’t that close to, and you’re often surprised—pleasantly surprised—to learn about a part of someone that you didn’t know existed.
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, 2015, and June 30, 2016.

Mikel Abasolo ’95
Rehana K. Abbas ’08
Eliot Levin Abel ’11
Ashwin Asen Abraham ’08
Luba K. Abrams ’95
Ejim Peter Achi ’13
Jesse Curtis Acosta ’09
Chelsea Acosta Patel ’14
Sheryl L. Adam ’08
Kathleen Q. Adams ’94
Abi Adigun ’89
Natalie Adsuar ’10
Vikas Vinod Agrawal ’08
Shreya Agrawal ’14
Vikram Agrawal ’14
King Edward Aguilar ’12
Harpreet S. Ahluwalia ’09
Mary K. Alkenhead ’99
Dipika Ajit Ailani ’13
Olukayode Olanrewaju Aje ’05
Mohammed Jahangir Alam ’96
Andrés Alarcón Caballero ’15
Jessica Lynn Aldridge ’13
Dawn C. Alexander ’87
W. Neil Alger ’70
S. Shuja Ali ’94
Ilan Menajem Aliphas Gitlin ’13
Anthony Benoit Allard ’07
Alexa R. Allen ’15
Hussain B. Al-Shibib ’14
Lawrence B. Altman ’90
Jamila Amarsi ’11
Mauricio F. Amor Feerreira ’04
Neha Anand ’15
Sue AnderBois ’13
Karen M. Anderson ’87
Kesson E. Anderson ’11
Land Tennent Anderson ’03
Michael P. Andolina ’15
Philip E. Andraos ’15
Julia G. Andrews ’15
Vanessa B. Andrews ’98
Valentina Antill ’94
Ayis Antoniou ’81
Michael Apte ’15
Seizo Aoki ’91
Michael Aplon ’02
Hideshi Araki ’01
Wilbur O. Arajuo ’14
Luis Arias Castrillon ’13
Anamaria Aristizabal ’07
Sonia S. Arnold ’13
Manish Arora ’13
James Brett Arthur ’07
Thomas E. Aschehn ’90
Alexey V. Astafev ’13
Yoochi Ataka ’02
John H. Augustine ’87
Joaquin Avila ’82
Hari Krishna Avula ’92
Jasvinder Avula ’13
Elizabeth L. Axelrod ’89
Linda M. Axtell-Thompson ’87
Joseph Samuel Bachkosky ’10
Elyssa Back ’05
Christine H. Bader ’00
Nicholas E. Bagg ’14
T. Curt Bailey ’99
Erika Baker ’11
Rashmir G. Balasubramaniam ’04
Christian Balderrama ’16
Laraine Balk Hope ’86
Andon A. Baltakov ’05
Brandon A. Banks ’14
Purna Bansod ’15
Jorge Barbá ’89
Emily Blair Barfoot ’13
Teresa Clare Barger ’82
Michael Alexander Barjum ’11
Michael Barker’ ‘10
George Alexandre Barnett ’96
Kathleen W. Barnett ’99
Steven Moore Baron ’03
Sebastian Barona ’15
If you ask Sue Dorsey '81 how long she's been an SOM alumni volunteer, it's clear that it's the wrong question. “I actually started volunteering before I graduated,” she says. “They asked me to be a student volunteer on the curriculum committee. I said, ‘Yes,’ of course.”

And Dorsey has continued saying “yes, of course” for 35 years. She's been her class's secretary since graduating: on every class reunion committee; a director of the SOM Alumni Association (SOMAA); active in the Bay Area Chapter; and a representative to the Association of Yale Alumni. Not to mention the recipient of the 2016 Yale SOM Alumni Association Leadership Award.

But you won't hear her mention all those contributions. Dorsey herself is modest about her many accomplishments for SOM. “I was honored to get the award,” she says, “though I’m a little uncomfortable being the focus of this article.”

She's not uncomfortable talking about her feelings for Yale and SOM, however. “My grandfather worked his way through Yale as a janitor,” she says, “and it was an important place for us growing up.” Her father went to Yale, too, and “was thrilled I went to SOM.... I loved my time at Yale and made lifetime friends there.”

In fact, those friendships are so strong that at Dorsey’s 35th reunion “of course.”

To see how happy people were to be together. The love in the room was incredibly touched by their kindness, “Dorsey says. “It was wonderful...”

Sue Dorsey '81
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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**Yale School of Management**

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