

Whitman

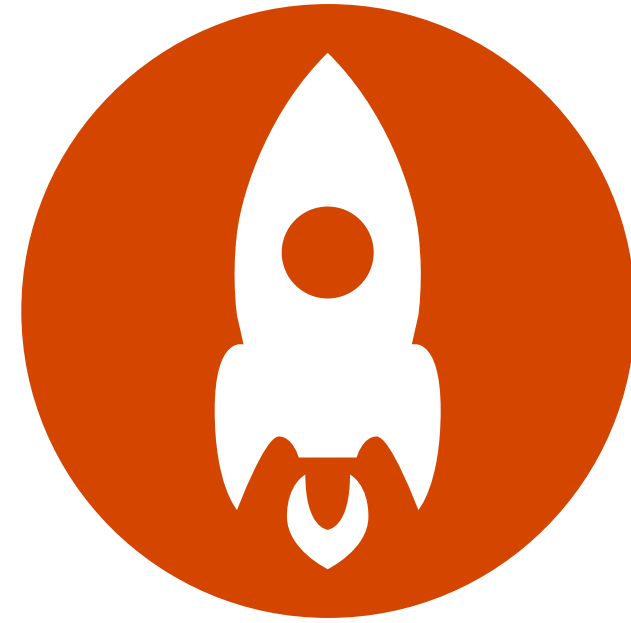
Syracuse University

USASBE Model Program Award 2018

Overview



PROGRAM
HIGHLIGHTS



CUTTING EDGE
EDUCATION



SUSTAINABILITY
OVER TIME



**PROGRAM
HIGHLIGHTS**

Dedication to Entrepreneurship Excellence



25
YEAR OLD
PROGRAM



DEDICATED
ACADEMIC
DEPARTMENT



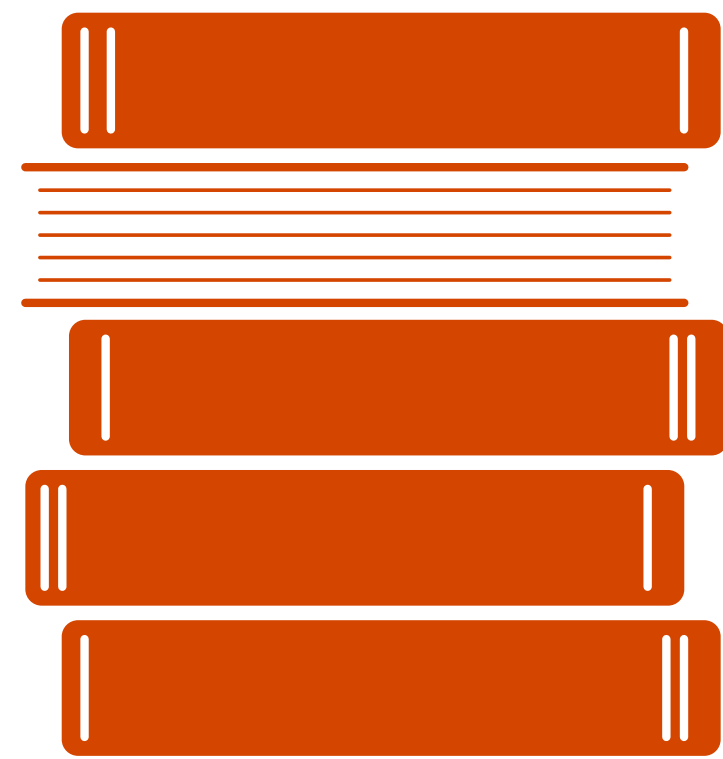
UNIVERSITY-WIDE
COMMITMENT

EEE Undergraduate Education



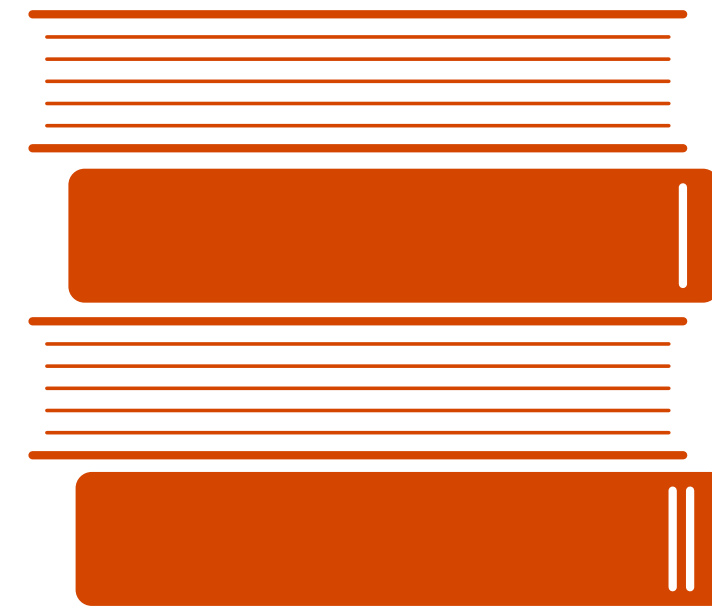
EEE Undergraduate Education

266



EEE
MAJORS

150



EEE
MINORS
(11 schools on
campus represented)

3,020



UNDERGRADS
TAUGHT

Undergraduate Program

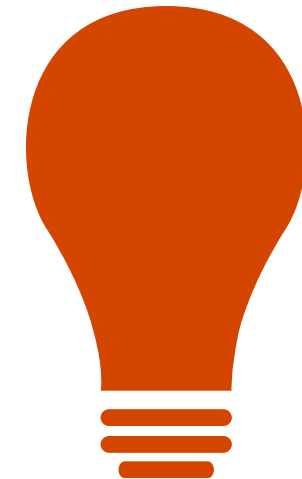


CIE LEARNING COMMUNITY

In Unique Dorm

50 FIRST YEAR STUDENTS

Explore & celebrate
entrepreneurship &
innovation



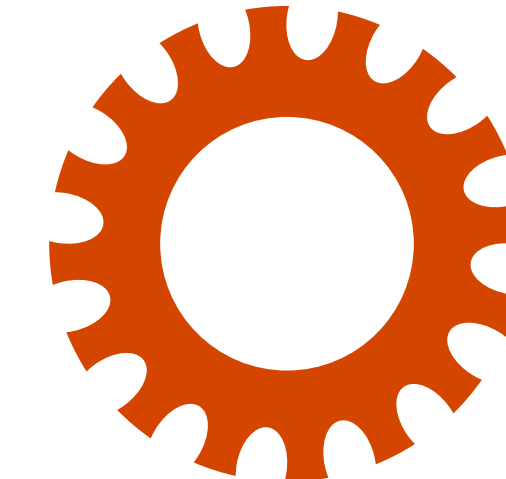
INTRO TO ENTREPRENEURSHIP

Cornerstone course

840 STUDENTS

80% NON-MANAGEMENT

Applied focus on basics
of entrepreneurship



ENTREPRENEURIAL & STRATEGIC MANAGEMENT

Capstone course for
ALL management majors

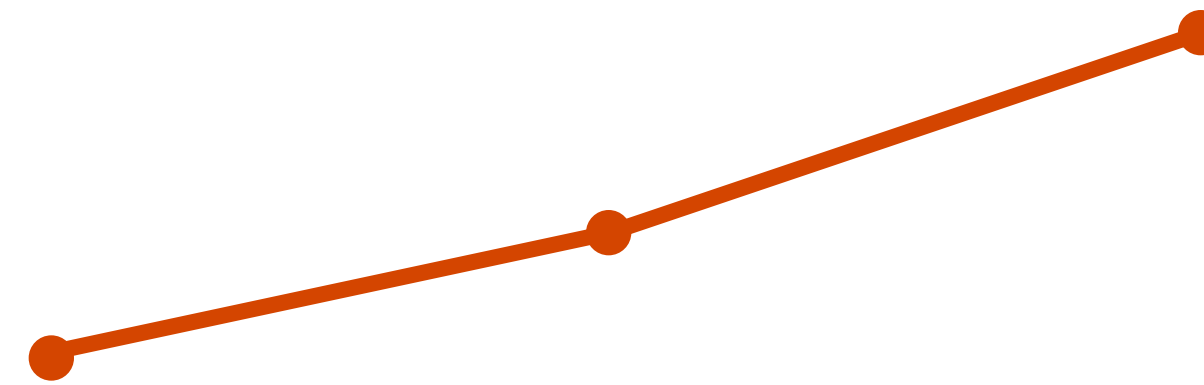
EDUCATION

21



COURSES
TAUGHT
Undergraduate

35%



INCREASE IN
STUDENTS TAUGHT
over the last three years

6



PH.D. STUDENTS

13 FULL-TIME FACULTY MEMBERS

**4 PROFESSORS
OF PRACTICE**

Combined 95 years of
entrepreneurial experience

**9 TENURED OR
TENURE TRACK
PROFESSORS**

3 Endowed Chairs
2 named professors
1 Vice Chancellor

MEREDITH PROFESSORS

FORTUNE INSIDERS

FULBRIGHT SPECIALISTS

SCHOOL-WIDE TEACHING
& RESEARCH AWARD WINNERS

IMPRESS LEADERS

CNBC DISRUPTOR ADVISORS

67
OTHER

STAFF & FACULTY

**8 FULL-TIME
STAFF**

as part of
Falcone Center team

**13 PART-TIME
ADJUNCT
INSTRUCTORS**

**11 INDUSTRY
MENTORS**

in Couri Hatchery
+ **23 alumni**
(virtual) mentors

**12 EEE
PARTNERS**

at other schools
on campus

Performance Metrics

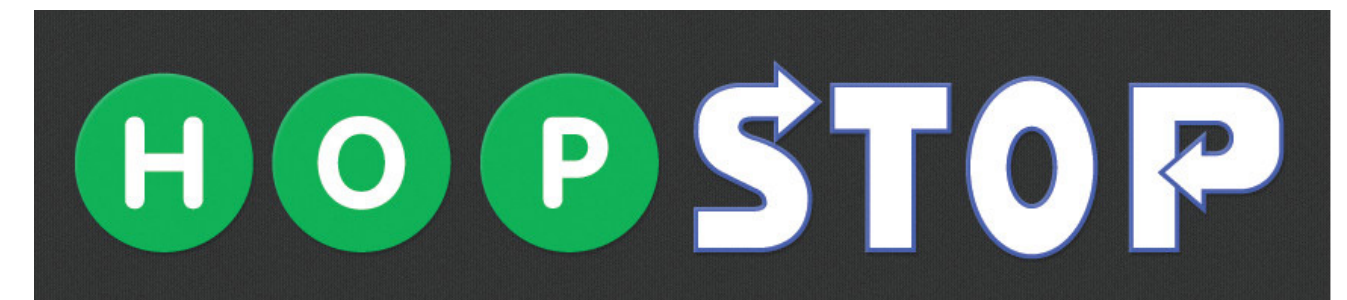


**100% PLACEMENT
FOR UNDERGRADS**

**TOP RANKED
TEACHING EVALUATIONS**

**160 STUDENT VENTURES
RAISING OVER \$3M**

**HEAVILY ENGAGED
ALUMNI**



70

**ALUMNI STARTUPS
IN LAST 5 YEARS**

2

**ALUMNI ON
INC. 5000 LIST**

**ALUMNI WORK AS VC'S, EXECS
IN HIGH-GROWTH STARTUPS**

nest[®]

magic leap

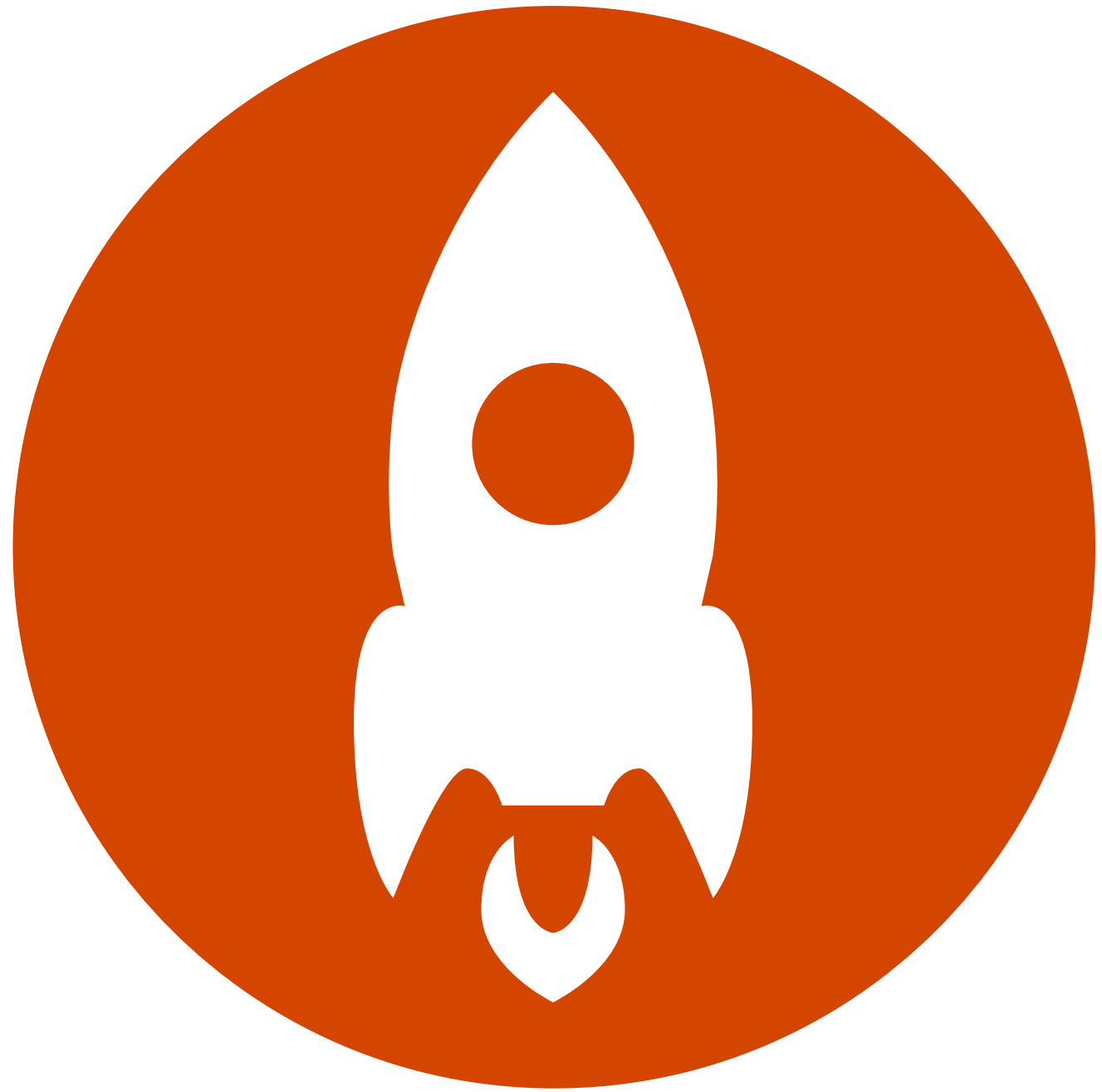
Media Coverage



Inc.

FORTUNE

THE
HUFFINGTON
POST



**CUTTING EDGE
EDUCATION**

NEW VENTURE TRACK

How to start and run a new independent company.

- Opportunity recognition and creative idea generation skills
- Feasibility analysis of an opportunity to support a new business
- Transforming a business idea into a sustainable business model
- Understanding of resource and legal needs of a new venture

SOCIAL TRACK

How to start and/or manage a socially-oriented company.

- Appreciating challenges of social entrepreneurship
- Opportunity recognition related to creating new value in social purpose organizations
- Evaluating differing social needs and developing sustainable enterprises to match these needs

CORPORATE TRACK

How to entrepreneurially manage and grow an existing company.

- Recognition of importance of corporate entrepreneurship (CE) for firm performance
- How to organize and structure companies to promote CE and growth
- Identify creative ways to overcome organizational obstacles to CE
- Management of people in innovation

FAMILY BUSINESS TRACK

How to entrepreneurially manage a family firm.

- Identify most important challenges facing family firms
- How to manage sensitive communication, conflict, and relationship issues in both business and family
- Understanding of legal and financial concerns facing family firms
 - Recognize how to maintain entrepreneurial spirit across generations

New Course Offerings



NEW VENTURE TRACK

*Entrepreneurial Exits
& Transitions*

*Entrepreneurship
Launchpad*

SOCIAL TRACK

Social Entrepreneurship

Sustainable Enterprise

CORPORATE TRACK

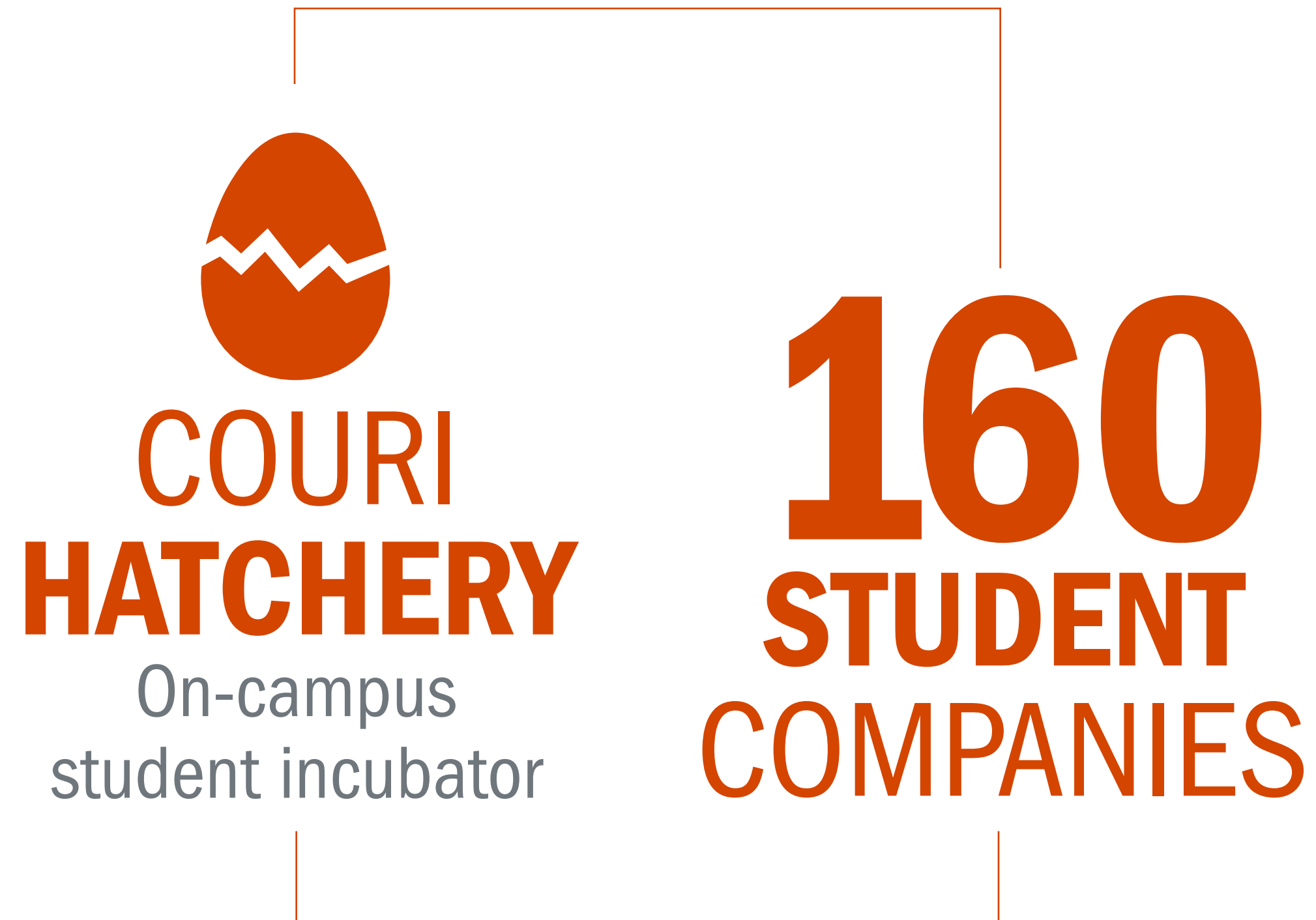
*Corporate
Entrepreneurship*

*Entrepreneurial
Turnarounds*

FAMILY BUSINESS TRACK

*Entrepreneurial Family
Business Management*

Advanced topics in FBM



STUDENT CLUBS

E-Club

Whitman Women in Business

Family Business

Consulting Club



**D'ANIELLO ENTREPRENEURIAL
INTERNSHIP PROGRAM**

Burton Family Internship

**SYRACUSE ENTREPRENEURS
BOOTCAMP**

**NYC ENTREPRENEURSHIP
BOOTCAMP**

Focus on Military Veterans



5,000+
JOBS CREATED

\$400M+
IN REVENUES

10
CAMPUSES AROUND
THE COUNTRY

Student Competitions



\$45,000
PANASCI
BUSINESS PLAN
COMPETITION

\$20,000
ORANGE TANK

\$2,000
CAPSTONE
COMPETITION

\$100,000
COMPETE CNY

\$10,000
WHITMAN CNY

PRESENCE AT OTHER REGIONAL & NATIONAL COMPETITIONS

ACC INNOVATION CHALLENGE

FAMILY ENTERPRISE CASE COMPETITION (UVM)




SUSTAINABILITY
OVER TIME


Academic Impact



SUSTAINABILITY
OVER TIME

20+ 
**EDITORIAL BOARD
POSITIONS**

30+ 
PUBLICATIONS

3 
**DOCTORAL
CONSORTIA**
(AOM, Babson, GEM)

RESEARCH TRANSLATION IN POPULAR PRESS

Inc.

Entrepreneur
MAGAZINE

THE
HUFFINGTON
POST

FORTUNE

Forbes

THE WALL STREET
JOURNAL.

Financial Support



SUSTAINABILITY
OVER TIME

NAMING GIFTS

D'Aniello program
Couri Hatchery
Falcone Center

ALUMNI GIFTS FOR ENDOWED CHAIRS

(Witting, Berg, Bantle) &
named professorships
(Barnes, Hill)

RESEARCH FOUNDATIONS

SBA and other governmental
funding for research & outreach

ALUMNI SUPPORT

for Orange Tank, other
programs and events

ORANGE ENTREPRENEUR OF THE YEAR

\$100,000 ADDITIONAL ALUMNI GIFTS PER YEAR

External Recognition



**TOP 20 RANKINGS BY PRINCETON REVIEW/ENTREPRENEUR MAGAZINE,
US NEWS & WORLD REPORT**

External Recognition



DINAH ADKINS
INCUBATOR OF THE YEAR
from National Business
Incubator Association

AWARD OF EXCELLENCE
FOR OUTSTANDING PROGRAM
Performance And Achievement
and Dedication to the
Entrepreneurs of New York State



WOMEN'S BUSINESS CENTER
OF EXCELLENCE AWARD
from SBA

AACSB INTERNATIONAL
Recognition for Leading the Way
in Entrepreneurial Education

Differentiators



FEASIBLE &
WORLD-CLASS
OVER 20 YEARS

**GROWTH &
INNOVATION
FOCUSED**
ACROSS PAST 10 YEARS

INNOVATIVE TRACKS
WITH CAREER OUTCOMES

FOCUS ON
**MILITARY
VETERANS**

COMBINATION OF
**RESEARCH, TEACHING
& OUTREACH**

CROSS-CAMPUS
COMMITMENT

NATIONAL RECOGNITION
ACROSS ALL PARTS OF THE PROGRAM

Whitman

Syracuse University