

Lally School
of Management

RECONNECT

A NEWSLETTER FOR LALLY SCHOOL
ALUMNI/AE AND FRIENDS

Rensselaer Polytechnic Institute
110 8th Street, Pittsburgh Building
Troy, NY 12180



www.lallyschool.rpi.edu



Rensselaer

FROM THE DEAN



Our fall semester was filled with outstanding student achievements, important faculty research, memorable events for our school and Centers of Excellence, and an exciting Reunion & Homecoming as Rensselaer launched its capital campaign.

We've successfully delivered the inaugural Arch at Rensselaer program to Lally students, advanced our Center for Supply Networks and Analytics, launched our ethics initiative, and continued to recruit high-performing students to our academic programs.

We appreciate the help provided by alumni and friends of the school. Your advice, feedback, connections, and support are invaluable to us. We invite and welcome your efforts to mentor our students and help connect them with great jobs, internships, co-ops, and company projects.

Thank you for your support of the Lally School. We look forward to hearing from you and wish you well!

Best wishes,
Tom Begley, Dean

 lallydean@rpi.edu

LALLY IN ACTION

Insights on Affordability



The Lally Center for Supply Networks and Analytics (CSNA) hosted a seminar, "Insights on Affordability: Engineering and Supply Chain Partnerships," with Arianna Kalian '93, P.E., director of value engineering at Sikorsky, a Lockheed Martin company. Arianna discussed how building a culture of affordability among key stakeholders in engineering, supply chain, and suppliers adds great value given the extent of outsourcing that Original Equipment Manufacturers have done in past years.

Operational Disruptions



The Lally CSNA also hosted a seminar, "Operational Disruptions and the Value of Credible Control," with William Schmidt, assistant professor at the Samuel Curtis Johnson Graduate School of Management, Cornell University. He shared how operational disruptions can impact a firm's systematic risk. He showed how firms with credible control mechanisms experience a materially smaller increase in their systematic risk and a smaller decrease in their market value in the aftermath of an operational disruption.

The Ethics of Managing Emerging Technology



The first event in the Dr. Lois S. Peters Lecture Series, "The Ethics of Managing Emerging Technologies," was held this past fall. The panel, "Playing God: A Conversation With Rensselaer Faculty About the Science, Applications, and Ethics of Crispr/Cas9 Gene Editing," was co-hosted by the Rensselaer School of Science and the Lally School of Management. The event

focused on how scientific advances in the editing of the human germline are progressing rapidly and discussed the consequences and ethical issues of this scientific advancement.

HONORS

Entrepreneur of the Year



Rensselaer alumnus and former CEO and co-founder of YuMe Jayant Kadambi '85, '86 is the 2017 William F. Glaser '53 Rensselaer Entrepreneur of the Year. A serial global entrepreneur, technologist, and business leader, Kadambi led YuMe for 12 years. YuMe is a digital video advertising media and software technology company that is a leading global, publically held company. Among his current activities, Kadambi is an adviser, mentor, board member, and angel investor to entrepreneurs.

Rensselaer Ranked #3 Globally in Entrepreneurship Research

The Lally School was ranked #3 in the world for the quality and quantity of its research in entrepreneurship in, "Contributing Forces in Entrepreneurship Research: A Global Citation Analysis," published in the *Journal of Small Business Management* (2017). The ranking was based on articles published in leading entrepreneurship specialty journals and top management journals. The authors note, "entrepreneurship presents a unique opportunity for a wider range of institutions and scholars to collaborate and develop expertise and leadership research."

Business Analytics Program Ranked #3 in the U.S.

Lally has received recognition as one of the top three Master of Business Analytics programs in the United States by the TFE Times (formerly The Financial Engineer) 2018 Master of Business Analytics Rankings. Almost 86 percent of Lally 2016-2017 M.S. in Business Analytics graduates had secured jobs within three months of graduation, with an average salary of \$73,856. Lally graduates have gone on to transformative careers as data scientists, quantitative consultants, market and consumer analysts, and other data-driven positions in high demand.

STUDENT NEWS

We are proud of our students and want to give you an idea of the backgrounds and interests of a few of them so you can see why we are so enthusiastic.

Lally Doctoral Student Presents Research in Seoul



Lally doctoral student Chaoqun Deng was selected to participate in the International Conference on Information Systems (ICIS) 2017 Doctoral Consortium held at Seoul National

University. Selection to this consortium is extremely competitive and limited to a small number of Ph.D. students from colleges and universities across the globe. This is the second year in a row a Lally School of Management doctoral student has been selected. At the consortium, Deng presented “Essays on Firm Strategies in Online Digital Platforms.”

Lally Doctoral Student Receives Best Paper Award



At the Product Development and Management Association global conference in Chicago this fall,

Lally Ph.D. student Josue Reynoso won the Best Student Paper award for “Search Across Dual Landscapes: The Impact of Knowledge Transfer and Learning.” He co-authored the paper with Shyam Kumar, Lally associate professor and director of the MBA program. The winning paper is based on the team’s examination of how innovation involves both searching for the right problem to solve as well as finding an optimal solution.

Geneen Fellows in International Responsible Management Named

Lally students Marcos Banchik ’19 (double major in computer science), Lauren Hiltz ’18, and Will Zucker ’18 were named Geneen Fellows in International Responsible Management. These students spent five weeks of study and research in the summer of 2017 on international corporate social responsibility for IBM executives in Beijing and Shanghai, China. This is the second year—through the generosity of the

Harold S. Geneen Charitable Trust—that Lally students have benefited from these fellowships.

Lally Master’s Student Attends Clinton Global Initiative Program



Lally business analytics student Priyanka Kalmane ’17 was selected to attend the 10th annual Clinton Global Initiative University in fall 2017. The conference makes available more than

\$750,000 in funding to help college students turn their ideas for social good into real actionable steps toward solutions. Priyanka was selected based on her design of a program to monitor and strengthen poverty alleviation programs in India using effective data collection tools and mobile apps.

Rensselaer Students Named University Innovation Fellows

Rensselaer students Jacqueline Curtsinger ’18, Jacquelyn Demshick ’19, and Ria Shroff ’19 were named University Innovation Fellows by Stanford University’s Hasso Plattner Institute of Design (d.school). In fall 2017, the students participated in the Silicon Valley Meetup, which brings together all fellows trained that semester across the country to work with leaders in education and industry. The Rensselaer students are working on an entrepreneurial project class, centralized information on campus workspaces, and a website to connect entrepreneurially minded students on campus.

Lally MBA Attends Semiconductor Industry Event in Silicon Valley



The Center for Economic Growth, a sponsor of the Business Implications of Emerging Technologies course project led by Dr. Thomas Triscari, invited Lally MBA student Joy K.

Billy ’17 to join them for the Semiconductor Industry Association (SIA) 40th Awards in Silicon Valley. Her participation, funded through a gift by the New York State Technology Enterprise Corporation, allowed her to network and discuss future innovations and implications of emerging technologies and her student team’s research in the semiconductor industry.

FACULTY NEWS

We also are proud of our faculty and want to give you a sample of the research and teaching they are conducting.

Marketing Insights on the Consumer Decision Puzzle



Research by Gaurav Jain, assistant professor of marketing at Lally, “The Hitchhiker’s Guide to Numerical

Space: Of Anchors, Landmarks and Adjustment,” finds interesting evidence for numerical landmarks in human minds, which are conceptually similar to physical landmarks. These cognitive numerical landmarks will bias several numerical estimates and judgments that individuals make on a daily basis. Such research findings could be applied to how organizations, businesses, advertisers, and even public policy makers try to influence consumer behaviors.

Operational Risk and the Financial Sector Foundation



Research by Brian Clark, assistant professor of banking and corporate finance at Lally —“Risk Shifting and Regulatory

Arbitrage: Evidence from Operational Risk” (2017) with Alireza Ebrahim of the Office of the Comptroller of the Currency — looked at the banking industry before and during the financial crisis of 2007-2009. Operational risk is a loss resulting from the failure of a bank’s people or internal processes. Clark and Ebrahim argue banks amassed operational risk to avoid regulations because they were less subject to external monitoring. The risky operational decisions they made before the financial crisis due to insufficient regulation backfired on them later and contributed to the magnitude of the crisis.

Lally Faculty Member Joins SEC as Visiting Researcher



Aparna Gupta, Lally associate professor of quantitative finance and risk management, joined the U.S. Securities and Exchange Commission in its Division of

Economic and Risk Analysis (DERA) as a visiting researcher. During her time at the SEC, Gupta is leading several projects for the Office of Research and Data Services' Analytics group. She is also developing a network architecture that determines market quality and trading activity for asset classes, and will contribute to enhancing text analytics based risk metrics.

Classic Product Design Marketing Research



Classic Product Designs (CPDs) are being studied by Jeffrey Durgee, associate professor of marketing, working with Lally doctoral student Garo Agopian. Their

research, "Commonalities in Classic Product Design," found that certain product designs have sustained over decades because they have fluid meanings and people adopt these items in their own ways. Examples of CPDs are the MINI car, Harley-Davidson motorcycles, the Eames lounge chair, the Juicy Salif juice squeezer, and Shaker furniture.

Lally Professor Received INFORMS Service Award



Chanaka Edirisinghe, the Kay and Jackson Tai '72 Senior Professor and the director of the Center for Financial Studies at Lally, received the prestigious INFORMS

Distinguished Service Award at its 2017 Annual Meeting this fall. The award recognizes individuals who have performed long-standing exceptional service to the organization. INFORMS is the world's largest professional association dedicated to advances in

operations research, management science, and analytics to improve operational processes, decision-making, and outcomes.

LEADERSHIP COUNCIL PROFILE

Timothy Spadafore '95



President and Chief Operating Officer, TeraThink Inc.

Tim is the president and chief operating officer of TeraThink Inc., a company with an outstanding reputation for delivering superior results for its federal customers for the past 15 years.

In this leadership role, Tim is responsible for the day-to-day operations of TeraThink and initiatives across the organization focused on delivery excellence, back-office support, and corporate value propositions. He leads the enterprise forward with projects focused on IT modernization of federal clients transitioning from legacy products to emerging software platforms.

"My time at RPI and with the Lally School was formative in shaping my decision-making abilities, critical thinking, and, most importantly, the understanding of how to work in an integrated team. Building on this extraordinary education, I have become an accomplished senior executive and have learned a great deal. I am excited to share these experiences with the students who participate in The Arch at Rensselaer program."

A 1995 graduate of Lally, Tim pursued a variety of leadership opportunities as a student including as a member of the Rensselaer men's varsity hockey team (a 1995 ECAC Championship team), the vice president and rush chairman of Phi Kappa Tau, and as an active member of the Fraternal Judicial Counsel.

ALUMNI SPOTLIGHT

Rensselaer Alumni Entrepreneurs from Argentina Visit Lally

The Lally School had a fantastic visit this fall from Lally EMBA graduate Fabian Gabriel Fábrega '04 and his brother, Edgardo Fábrega '03, M.S. in engineering, and their sister, Adriana Fábrega! This entrepreneurial team co-founded and currently co-directs the El Castillo Hotel Fabrega Organizational Center in Argentina, a stunningly beautiful place for off-site corporate and personal workshops. Their exciting visit included sharing their entrepreneurial insights in classes by Lally professor Timothy Golden and executive entrepreneur-in-residence and lecturer Clint Ballinger.



Ways To Get Involved with Lally!

- Recruit our students
- Offer internships and co-ops
- Mentor our students
- Be a guest speaker
- Attend a Lally School event
- Connect your company with Lally
- Donate to the advancement of the Lally School
- Join us on social media!



Facebook



Twitter

Want more information on how to volunteer?

Contact our office at:



(518) 276-2812



lallydean@rpi.edu