



## THE AHLERS CENTER FOR INTERNATIONAL BUSINESS

ANNUAL REPORT  
2010-2011





## Letter from the Director

During the 2010-11 academic year things were moving at the rate of a high speed train! We had a record number of students taking courses, engaging in consulting projects and undertaking internships around the world. The number of international business leaders and scholars coming to campus sharing their experiences and expertise with students, faculty, and the business community greatly expanded. The Ahlers Center for International Business partnered on conferences and events that posted record attendance. Through various activities and programs abroad, and at home, we were able to deepen our connections with various partners and alumni.

This academic year ended our two-year grant from the U.S. Department of Education which allowed us to expand, enrich and develop several programs targeting the emerging markets of Latin America and Asia. This has resulted in new partnerships, new courses, and expanded research topics that will continue and grow.

None of the growth and successes we had this past year would have been possible without the support at USD from faculty, the administration and, of course, the students that inspire us to expand and improve our programs and opportunities. Our university partners, alumni, and friends continue to share their ideas and energy.



Within the Ahlers Center a special thanks goes to Katie Singleton, Tara Jankowski and Danielle Steiner who channel their creativity to helping support and expand the internationalization of the School of Business Administration.

There is much to look forward to this coming year as the enthusiasm of our faculty and students continues to propel us ahead at faster and faster speeds. Thanks to everyone for their commitment in increasing global expertise and understanding of our students, faculty, and overall community of partners.

Denise Dimon, Ph.D.

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## Building Global Strength Locally







## International Speaker Series

The Ablers Center's International Speakers Series provides a forum for global business leaders to interact with students, faculty and the San Diego business community. Below are some of the distinguished business leaders we hosted during the 2010-2011 academic year.

**Alejandro Reyes**, Director of Global Learning & Development, Dell, Inc. "*Leadership for Organizational Transformation and Competitiveness: The Case of Dell in the USA and the World*," August 2010

**Philipp Zimmermann**, Senior Manager, CapGemini Consulting "*How the Economic Crisis Has Changed the Middle East / North Africa (MENA) Region: Examples from the telecommunication industry*," September 2010

**James M. Zimmerman**, Chairman Emeritus of the American Chamber of Commerce China "*Consuming China: Commercial and Political Implications of Sustaining Economic Growth*," September 2010

**Alex Pryor**, Co-founder and VP Latin America, Guayaki "*Market Driven Reforestation and Community Building*," September 2010

**David Funkhauser**, Strategic Outreach Coordinator, Fair Trade USA "*Sustainability and Community Building Through Fair Trade*," October 2010

**Byung K. Yi**, Senior Executive Vice President, LG Electronics USA "*Telecommunications: Its history and where it will take us in the future*," October 2010

**Mannsoo Shin**, Professor of International Business Korea University Business School "*The Development Strategy of Dynamic Capabilities: In the Case of Samsung Electronics Company*," October 2010

**Bala Manian**, Founder and President ReaMetrix, Silicon Valley and Bangalore, "*Changing the Global Entrepreneurship Paradigm: Innovations in Affordable Healthcare*" Co-sponsored with USD's Entrepreneurship Club (E-Club), November 2010

**Lourdes Casanova**, Consultant and Lecturer in the Strategy Department at INSEAD "*The Emergence of Latin American Multinationals*," February 2011

**Deborah Riner**, Chief Economist, U.S.-Mexico Chamber of Commerce, Mexico City "*Update on the Mexican Economy: Back to Normal*," March 2011

**Paolo Guerrieri**, Professor of International Economics at the University of Rome, 'La Sapienza' "*Will the Euro Survive the Crisis?*" March 2011

**Ariel Casarin**, Associate Professor of Business, Society and Economics, IAE Business School, Argentina "*The Challenges of the Latin American Business Environment*," March 2011

**Francis Estrada**, Founder/co-founder of The Asian Oceanic Group, William E. Simon and Sons Asia, P.T. Bina Usaha Indonesia, Equity Managers Asia, Inc., Odyssey Capital Ventures (SPV-AMC), Philippines "*Doing Business in Asia: Insights for International Executives*," March 2011

**Dr. Ming Yu Cheng**, Associate Professor, Universiti Putra, Malaysia "*Malaysia Vision 2020: Creating Sustainable and Inclusive Growth*," April 2011



# The San Diego Microfinance Summit

The San Diego Microfinance Summit brings together students, business owners, members of the community, microlenders, bankers, academics, and many others to learn, network, and become more involved in microfinance. The summit highlights both international microfinance issues as well as the local micro-lending climate.

Distinguished speakers at the Microfinance included Gina Harman, CEO of ACCION Network, Mike Hemphill, North American Portfolio Manager of Kiva International and Claudia Viek, CEO of CAMEO.

The event also included a lunchtime marketplace where the power of consumerism rewarded the loan recipients' hard work.

The Ahlers Center organizes this annual event in conjunction with The San Diego Microfinance Alliance (SDMFA).





# Third Annual Summit on Peace and Prosperity through Trade and Commerce



## INNOVATIVE PRODUCTS FOR SUSTAINABLE SOCIETIES

All over the world, the marriage of entrepreneurship and activism is driving innovative solutions to some of the world's most complex social and environmental problems.

On September 17th, 2010, a group of creative entrepreneurs and business leaders in these efforts participated in the third annual Summit on Peace and Prosperity through Trade and Commerce, entitled *Innovative Products for Sustainable Societies*.

The University of San Diego's Ahlers Center for International Business and the Center for Peace and Commerce sponsored the event that attracted a crowd of more than 200 to the Joan B. Kroc Institute for Peace & Justice to learn about the best practices for the design and delivery of products and services that can help alleviate poverty and advance global sustainability.

Mark Bowles, chief marketing officer and founder of ecoATM, Inc., (shown at right) talked about his firm's efforts to create recycling

kiosks that make it easy for consumers to dispose of old cell phones. The company helps consumers tap into a \$5 billion secondary market for used cell phones, "turning trash into cash," and keeping the phones with potentially hazardous materials out of landfills.

Edward "Ned" McMahon, president and chief operating officer of Malama Composites, demonstrated foam products his company makes with soy and other plant-based materials to make surfboards, wind blades, construction materials and other products, greener.

"By aligning the profit motive with the environmental motive," Bowles told the group, "you can do well and do good at the same time."

There are some challenges and trade-offs in these efforts to combine profit with social responsibility, presenters explained. Consumers still want to continue to buy shoes and other products on a regular basis, rather than keeping them for an extended period of time, said Sarah Severn, Director of Stakeholder Mobilization, Sustainable Business and Innovation at Nike.

The company has addressed the issue by using recycled energy, water and other materials in making its products, she said, demonstrating Nike's "Trash Talk," its first performance basketball sneaker completely produced from manufacturing waste. Efforts like these can help protect the environment and be a source of "innovation and growth" for the company, Severn said.

Other presenters included Steven Wright, co-founder of 4Walls International, a nonprofit that helps build homes and sustainable systems for clean water, food and waste processing in Baja; Jules Pieri, founder of the Daily Grommet, an internet marketplace for innovative green products; Diego Bolson, founder of the Food Design group for Pepsico Americas Food and Bill Snyder, commercialization strategist for PATH, an international organization that finds solutions to improve global health, such as a clean-delivery kit to help women in the developing world reduce maternal mortality. Jaime Alonso Gómez, distinguished professor of international business at the Ahlers Center and professor international strategy at EGADE,

Tec de Monterrey, gave the closing address, talking about the need for "new paradigms" to promote the "triple bottom line of people, planet and profit."

Our 4th Annual Summit on Peace and Prosperity through Trade and Commerce, *C.K. Prahalad's Legacy: Business for Poverty Alleviation* will take place on September 17th, 2011. For more information, please visit <http://www.sandiego.edu/ahlers/peace>.



Sarah Severn Director of Stakeholder Mobilization, Sustainable Business and Innovation at Nike speaking; Bill Snyder of PATH and Diego Bolson of Pepsico International



## Executive Education: Developing Leaders with a Global Mindset

The Ahlers Center offers a Certificate in Global Business Strategy (GBS) designed for professionals to enhance their global perspective and gain a competitive advantage.

Seminar participants range from recent graduate students to seasoned corporate executives. With such goals as professional development and career transition, these participants learn to how to enter foreign markets, expand product reach, negotiate within cross-cultural context and create new business models to meet global needs and opportunities.

Participants complete a minimum of 50 seminar hours within a two-year period to earn a GBS Certificate. Participants may also enroll in individual seminars.

Some of the companies represented by the 2010-2011 participants were Qualcomm, Solar Turbines, Hinojosa Medical, Booz Allen & Hamilton, Bank of America and FICO.

2010-2011 Seminars Offered:

### **Global Business Models & Architecture**

Stephen Standifild, Ph.D.

Jamie Alonzo Gomez, Ph.D.

### **International Financial Markets and Diversification**

Marko Svetina, Ph.D.

### **Global Business Models & Architecture**

Stephen Standifild, Ph.D.

Jamie Alonzo Gomez, Ph.D.

### **Business Success in Asia: China, Japan & Korea**

Mannsoo Shin, Ph.D.

### **Global Business Strategy seminar: Business Innovation Through CSR**

Patricia Marquez, Ph.D.

### **Cross-Cultural Negotiations**

Dennis Zocco, Ph.D.

### **New Venture Financing**

Dennis Zocco, Ph.D.

### **Sustainable Global Supply Chain Systems**

Simon Croom, Ph.D.

### **Strategic Sourcing and Outsourcing**

Carsten Zimmermann, Ph.D.

### **Intercultural Awareness & Ethical Behavior**

Tara L. Ceranic, Ph.D.

For more information, please visit <http://www.sandiego.edu/gbscertificate>

## Global Business Strategy Certificate





## 2010 MUNICH PROGRAM

For the 11th consecutive year, the Ahlers Center hosted a group of 23 Executive MBA students from Munich for three weeks in August 2010. During their stay, these students took part in global business seminars on diverse topics such as International Business Strategy and Business Design, Social Media Marketing, Building International Value and Cross-Cultural Negotiation. Outside of the classroom, they engaged in team building exercises and visited the local corporate headquarters of Kyocera Solar, WD-40 and Intuit to gain a deeper understanding of US corporate structures, environments and marketing strategies. In additions, students attended speaking events by distinguished members of the local business community and mixer with USD graduate students. The director of the program in Munich, Richard Hofmaier, will return to USD with another group of Executive MBAs in August 2011.



*Pictured above: Company visit to Kyocera*



*Pictured above: The Munich Group at USD*



## Internationalizing Business Education





# International Practicum Consulting Projects



MBA student consultants participated in 16 different projects in five different cities: Rio de Janeiro, Buenos Aires, Munich, Singapore and Shanghai.

## PROJECTS COMPLETED FOR:

- IFEN (Germany)
- Keithley (Germany)
- AAETAV/Argentina's National Associate of Adventure and Tourism (Argentina)
- Laboratorios Hidalgo (Argentina)
- Wal-Mart Argentina (Argentina)
- Grupo Carmo (Brazil)
- Saboreata (Brazil)
- Enersud (Brazil)
- Grupo Roque (Brazil)
- Fine Image Technology (Brazil)
- Callaway (China)
- WD-40 (China)
- David Laris Creates (China)
- Van der Horst Energy (Singapore)

*"Overall, it was a great experience that provided an opportunity to work with a real company that is operating abroad. Learning about the business and how cultural differences determine how best to run the business was an invaluable lesson."*

- MBA student in the Shanghai program

*"The practicum was an incredible experience that truly could not have been better. I learned so much, gained invaluable confidence in my ability to do business abroad, and bonded with an amazing group of students. I enjoyed working at the company each day, from start to finish."*

- MBA student in the Singapore program



# Sample Practicum Projects - January 2011

## Rio de Janeiro: Enersud

Enersud is an energy solutions company that manufactures wind turbines for use and operation throughout Brazil. The company already has 300 turbines in operation and has sold nearly 800 alternators to various companies in the renewable energy sector. With the introduction of a new manufacturing facility in December 2010, the company is planning to launch a new product line of small wind turbines and challenged students with the task of producing a production strategy and marketing plan. The consulting team visited the manufacturing facilities, reviewed company objectives and considered various distribution channels for the new product line. In the final plan, students presented their recommendations via reinvented branding strategies, target market initiatives, suggested distribution model, and the product line's unique selling proposition. The students were inspired by the environmental benefits of the product, and delivered a very creative presentation that exceeded company expectations.

## Buenos Aires: Wal-Mart

Wal-Mart is the largest retailer in the world and continues its expansion internationally. Wal-Mart Argentina occupies the fourth market share position in Argentina and is expanding into other channels beyond the large retail concept. USD consultants engaged in two projects for Wal-Mart Argentina. (1) In 2010 Wal-Mart created a business unit called Global.com, responsible for driving online growth in the US and internationally. Wal-Mart Argentina had recently launched its e-commerce model and was looking for the USD consultants to design strategies to increase conversion ratios (currently around 10% of registered users become e-shoppers); (2) To provide strategies for new business formats and financial initiatives directed to benefit mid-low income consumer/client segments in Argentina.

## Shanghai: WD-40

WD-40 China was particularly interested in conducting a project on segmenting the China market for its individual products. The company provided data and different assumptions of different regions, customer groups, forecasts, and supplier groups. Our team helped in analyzing the data and developed four different options the company could pursue in the mid-term horizon of 2-3 years. Also, our team developed a roadmap as well as a gap analysis of the current perception level of the WD-40 products in China. The CEO of the China operations especially highlighted the quality of the tools and the benefits of an external perspective the consultants could provide in a short time frame.





# WALMART

PRECIOS BAJOS TODOS LOS DIAS

*Siempre.*

## ARGENTINA OFICINA CENTRAL

PRECIOS BAJOS TODOS LOS DIAS

*Siempre.*





MS Global Leadership students from USD partnered with graduate business students from Tec de Monterrey, Mexico City, for a seminar on international strategy and leadership in Buenos Aires. They were led by Ahlers Center Distinguished Professor, Dr. Jaime Alonso Gómez, who has a joint appointment with both institutions.





# Student Exchange Programs



*I will always have fond memories of my exchange student friends and always look back on the time I spent with them as some of the most valuable to my degree. I got to know an exchange student from China particularly well and learned more from her about how business operates in China than I ever did in a classroom. She gave me insights into the culture of business there that I would never have gotten from a textbook.*

## INCOMING EXCHANGE



This year, the Ahlers Center welcomed 25 graduate business exchange students to USD from our partners around the world. Coming from such highly ranked universities as Instituto de Empresa in Madrid and Guanghua School of Management (Peking University) in Beijing, these students brought a unique, international perspective to the classroom. Sean Gambini, MBA '11, reminisces, "I will always have fond memories

of my exchange student friends and always look back on the time I spent with them as some of the most valuable to my degree. I got to know an exchange student from China particularly well and learned more from her about how business operates in China than I ever did in a classroom. She gave me insights into the culture of business there that I would never have gotten from a textbook."

## OUTGOING EXCHANGE

Seymour Lee has high aspirations after finishing his IMBA in December 2011. He plans to work as a management consultant or business development manager for a multi-national firm, and wants to focus on opportunities in Asia. As for his personal goals, he hopes to join or create a human rights organization in the same region. In order to gain a deeper understanding of what it takes to be a valuable, globally conscious player in the business world, Lee chose to spend the Spring 2010 semester abroad at Korea University Business School (KUBS). According to Lee, "International exposure is so important. One can read and study about other cultures and have a few friends from a country, but without stepping foot on that soil and actively participating with the people, you will have a very limited view of the nation. That narrow view can hamper one's ability to successfully navigate the business world, especially if sustainable management and practices are important to you, as they are to me." Lee plans to return to KUBS for the Fall 2011 semester. Lee is pictured above teaching English in Austria before his exchange program began.







## IMBA COHORT

Each new International MBA (IMBA) cohort begins their program with Dr. Phil Hunsaker's GSBA 515 course, "Leading Multicultural Teams and Organizations" in Rosarito, Mexico. As part of this cohort's first of many international experiences, students cross the border together for this unique team bonding experience after a foundation is built in the classroom at USD. Students have the opportunity to participate in many team building experiences, which are fun, challenging and revealing.

The Ahlers Center organized a team building exercise with Via International, an organization that USD often partners with that is very active across the border in community building. Among their many programs that benefit the community in border regions of Mexico, Via International's microfinance program facilitated the creation of a beehive cooperative. The cooperative was created by and continues to be managed by a group of all female loan recipients. The income they receive from this operation is an important contribution to their families' income although the \$150 per year that each female takes home may not seem like much according to many people's standards, it makes a big difference to these women, both financially and to their own sense of pride and self-worth.

The IMBA cohort built 5 well constructed beehives that will be used for the next round of honey making.



# Short-Term Programs Abroad

*The study abroad experience provides an excellent opportunity to meet colleagues and make new friends from USD while completing coursework essential to our program, thereby achieving the goal of creating business leaders with a global mindset.*



## INTERSESSION 2011

The Ahlers Center organized 9 graduate courses abroad in 6 locations with enrollment of close to 200 graduate business students. Locations and courses included:

### **Buenos Aires, Argentina**

International Practicum (MBA)  
International Planning and Strategy (MSGI)

### **Rio de Janeiro, Brazil**

International Practicum (MBA)  
Corporate Governance (MBA)

### **Hong Kong**

Negotiations (MBA)  
Special Topics in Real Estate (MSRE)

### **Singapore**

International Practicum (MBA)

### **Shanghai, China**

International Practicum (MBA)

### **Munich, Germany**

International Practicum (MBA)



## SUMMER 2011

The Ahlers Center organized 6 graduate courses abroad in 6 locations with enrollment of 85 graduate students. Locations and courses included:

### **Berlin & Istanbul**

Legal and Social Environment of Global Business (MBA)  
International Comparative Management (MBA)  
Special Topics in International Management (MBA)

### **London, Paris & Rome**

International Accounting Standards (MACC)  
European Business Environment (MACC)

### **Shanghai, China**

International Comparative Leadership & Management (MSGI)





正宗

臭豆腐

韩国

烤羊串

大连铁板

尤鱼

- 羊肉串 2元
- 牛肉串 2元
- 腰子串 3元
- 鸡肉串 2元
- 雏鸡串 3元
- 臭干串 3元
- 鸡珍串 2元
- 鱿鱼串 4元
- 蝎子串 8元
- 金蝉串 5元

美味臭豆腐3

活蝎王

海鲜串 20元







## International Internship Program

The Ahlers Center for International Business is working in conjunction with the World Trade Center San Diego (WTCSD) to assist local companies in gaining valuable international business knowledge to increase their competitiveness in the marketplace.

Funded by a grant from the U.S. Department of Education, the Ahlers Center placed seven students in World Trade Centers in Latin America during the summer of 2011 to undertake specific market research projects and make connections for the U.S.-based companies or to act as in-house interns for these international WTCs.

The interns who were conducting market research for U.S. companies received support and introductions to local companies from their host WTC, and were given office space to conduct research. In-house interns worked to assist their host location with business development in the community and to strengthen relationships with companies in the United States.

### **Sao Paulo, Brazil**

Carolyn Pascual, IMBA Candidate  
Intern for the Kosnar Group in  
business development

Antony Portugal, B.A. Candidate,  
International Business  
Intern for Inabata America  
Corporation

Daniel Lavi, J.D./MBA Candidate  
Legal intern with DEI Holdings, Inc.

### **Bocas del Toro, Panama**

Rebeca Osuna, IMBA Candidate  
Intern for Solimar International in  
sustainable tourism

### **Chachapoyas, Peru**

Tracey Johnston, MBA Candidate  
Intern for Nature and Culture  
International

### **Bogota, Colombia**

Andrew Dilts, B.A. Candidate, Business  
Administration & International  
Relations  
Intern for RaptorCom

*Pictured left: Carolyn Pascual  
in Sao Paulo, Brazil*







## Dual Degree Programs



The 2010-2011 academic year graduated six dual degree students from our two dual degree partners: Tecnológico de Monterrey (Tec) in Mexico and WHU, Otto Beisheim School of Management in Germany.

As Dual Degree candidates, students from Tec campuses throughout Mexico and from WHU will spend a year of study at USD and USD MBA and IMBA participants will experience living and studying in Mexico or Germany for a year. This program allows students to receive two masters degrees, one from USD and another from Tec or WHU, in approximately 22 months of full-time study.

### **Graduates from our partner Tecnológico de Monterrey (TEC) in Mexico**

**Alfredo Francisco Gastelum**, MBA from TEC & USD

**Arturo Valdes Barrera**, MBA from TEC & USD

**Enrique Ortiz-Navarro**, MBA from TEC & USD

### **Graduates from our partner WHU, Otto Beisheim School of Management in Germany**

**Caren Samira Laib**, IMBA from USD & MSc from WHU

**Robert Ermich**, IMBA from USD & MSc from WHU

**Arthur Oesterle**, IMBA from USD & MSc from WHU





## Supporting Students and Scholars





# Faculty Development Program



Connecting with alumni in Manila and Singapore added to the connections made, the knowledge gained, and the overall fun!

School of Business Administration faculty were warmly hosted by the Asian Institute of Management and the NUS Business School on a faculty development trip to the Philippines and Singapore. This learning experience was part of the second year activities of a grant funded by the U.S. Department of Education to expand curriculum, support research and develop community enrichment programs focusing on the emerging markets of Asia and Latin America. Last year faculty traveled to Latin America, visiting companies, universities and alumni in Peru and Colombia.







## Visiting Scholars & Research Seminars

## Visiting Scholars and Faculty

In order to support international research collaboration, the Ahlers Center is available to assist with bringing in short-term international scholars. This year, the following scholars spent time on USD's campus:

### New scholars for the 2010-2011 AY:

**Eike Lorenz Bubbel**, doctoral student in management at WHU in Germany, was at USD for the summer months working on his dissertation and collaborating with faculty. His thesis is focused on quantitative methodologies in the area of structural equation modeling and research in open innovation.

**Sebastian Kortmann**, doctoral student in management at the University of Muenster in Germany. The candidate has already co-authored two papers with Dr. Perols and Dr. Zimmermann and is working on two additional papers with the same faculty.

**Basamba Samba**, master's student in theoretical nanoelectronics and management of technology at RWTH Aachen University in Germany. Basamba worked primarily with Dr. Perols to develop a software experiment that will be used to examine and compare the

performance of various combinations of machine learning methods and human knowledge to combat financial statement fraud.

### Scholars continuing from 2009-2010:

**Wellington Spetic**, post-doctoral research fellow from the University of British Columbia. While at USD, Wellington is researching the relationship between environmental and social sustainability and business strategies and competitiveness, particularly the concepts of corporate social responsibility, socially responsible investments and the triple bottom line.

**Natalie Giugni Vidal**, has a Ph.D. from the University of British Columbia. She is working with the Supply Chain Management Institute conducting a systematic review of literature to uncover how business can derive tangible and intangible value from responsible and sustainable supply chains.

**Dr. Manzoo Shin**, Korean University Business School, was an Ahlers Center Visiting International Professor in International Business during the fall of 2010.

## Research Seminars

The Ahlers Center also organizes research seminars for faculty on campus. The following seminars took place during the 2010-2011 academic year:

### Jose Salinas, Ph.D.

*Decision Quality: How to Improve the Quality of Management Decisions*

### Ariel Casarin, Ph.D.

*Beyond Entry: The Diffusion of Do-It-Yourself (DIY) Chains*

### Ming Yu Cheng

*Climate Change Readiness (C2-R) among SMEs in Malaysia*

*Pictured left: Visitors from Tec de Monterrey*



# Alumni Engagement



## ALUMNI CONNECTIONS

It is always a delight to connect with alumni, especially those residing so far from San Diego. All around the world our faculty and students are warmly welcomed and supported by USD alumni.

Ahlers Center Director, Denise Dimon, traveled with USD President Mary Lyons, VP for External Relations Tim O'Malley, and USD Professor of Accountancy and International Business, Ellen Cook, to Hong Kong to connect with alumni (shown immediate left).

On the Faculty Development Program to Asia, faculty were able to connect with alumni in the Philippines and Singapore (shown far left).

During the Summer 2011 term, faculty and students were delighted to have the opportunity to spend an evening with 14 alumni in Istanbul and were welcomed with a lovely reception in Berlin hosted by alumni Philipp Semmer, MBA '98 and one of his partners, also a USD alumni, Jens-Uwe Hinder, LLM '93.



*Pictured right: Pinar Akalin (MBA '94)  
and Can Kagitcibasi (IMBA '11)*



# Supporting Students & Scholars

## GLOBALIZING MANAGEMENT EDUCATION

Faculty and administration attended a presentation with Dr. Jaime Alonso Gómez, co-author, *Globalizing Management Education: Changing International Structures, Adaptive Strategies, and the Impact on Institutions*, published in 2011 by Emerald Group Publishing to discuss ways in which to further enhance the globalization efforts of the School of Business Administration at USD.

## FACULTY RESEARCH GRANTS

Several faculty received funding to support their international research activities:

- Maria Kniazeva
- Steve Conroy
- Charles Tu
- Kokila Doshi
- Patricia Marquez
- Vivek Sah

## SCHOLARSHIP SUPPORT

The Ahlers Center is able to support students with scholarships for international enrichment. For the 2010-2011 academic year, the Ahlers Center provided nearly \$40,000 in scholarships.

To make a donation and help a student be enriched with developing their international perspective and global mindset, please visit <http://www.sandiego.edu/ahlers/giving>.



*Pictured above: Guillaume Clairret (second from left, top row) representing USD in the MBA sailing cup organized by Bocconi. Other top MBA programs represented include IE, LBS, Harvard, Wharton, Kellogg, UCLA, INSEAD, and HEC. Photo taken before the gala dinner.*

## DISTINCTIVE INTERNATIONAL ENRICHMENT

Huaming “Sheri” Tang (IMBA ‘11) began her studies abroad as an exchange student during the Spring semester of 2010 at WHU in Vallendar, Germany. From there, she attended WHU’s two week-long summer institute, which focused on the changing environment of international business in Europe. Next, she traveled to Peking University in Beijing, China where she attended a two-week *Doing Business in China* seminar. After participating in the Ahlers Center’s faculty-led program in Spain and Morocco, she held an internship in Europe and spent the Fall 2010 semester at Instituto de Empresa (IE) in Madrid, Spain. As is evidenced by her many international programs abroad, she is definitely deserving of the Ahlers Center International Enrichment award for 2011 .

Our second recipient of the Ahlers Center International Enrichment award for 2011 was Guillaume Clairret (Evening MBA ‘10). Guillaume participated in numerous international programs on three different continents during his tenure at USD. He joined several faculty-led classes including Negotiations in Hong Kong (INT ‘09), Corporate Governance and a Practicum in Rio de Janeiro (INT ‘10), followed by Models of Participatory Leadership in Mondragon, Spain and Microfinance and Wealth Creation in Guadalajara, Mexico (SU ‘11). Finally, Guillaume participated in a semester exchange with Instituto de Empresa (IE) in Madrid, Spain during the Fall 2010 semester.