

April 2019

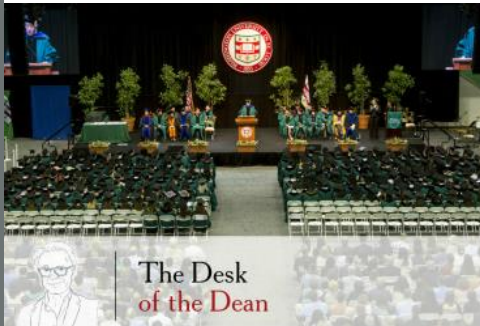


Olin Business eNews

Here's the spring edition of *Olin Business eNews*, with updates on alumni colleagues, news about your alma mater, event updates and a glimpse at some of the path-breaking research coming from our faculty.



Olin News



Alumni engagement and SMP growth

The two most recent editions of the “Desk of the Dean” describe Olin’s work toward expanding our alumni engagement initiatives and how we’re reaching out to more industries and professionals with new specialized master’s programs.

Honored alumni

Our recent alumni weekend gave us the opportunity to honor four distinguished alumni, five emerging leaders and Dean’s Medalist Lawrence E. Thomas—esteemed and eminent professionals in fields ranging from fashion to finance. Learn more about their accomplishments in these videos.





New family business center assignment

Olin's Bart Hamilton is tapped as the first director of the Koch Center for Family Business.

Representing Olin well

Congrats to Olin's Arch Consulting team for its second-place showing (and people's choice selection!) in the USC international case competition in February. And students from Olin's investment praxis course scored a second consecutive first-place finish in the Quinnipiac Global Asset Management Education Competition last month.



Refer a Candidate

Know someone who would be ideal for one of Olin Business Schools programs? Click here to refer a name so we can follow up. Or if you're interested in continuing your business education, let us know.



Always Olin

Career coaching

We've reimagined the Weston Career Center to provide world-class career services to students and alumni alike. Olin worked with Boston Consulting Group to create a more personalized, service-focused model, now providing alumni with lifelong career support via one-on-one coaching with experts at the WCC.

Career guide

In addition to the services noted above, we've just rolled out a handy career guide with tips on effective networking, building your personal brand, navigating recruiting events and more.



Olin People

From finance to food

Find out how Olin MSF alumnus Aaron Hutcherson made his pivot.



Olin Award winners

Olin researchers Jake Feldman and Dennis Zhang take the prize for revenue-maximizing work on the Alibaba retail platform. The award honors research with the greatest potential to affect business immediately.



Olin Events



Graduation!

Spring has sprung and soon, so will the mortar boards. Find details about the upcoming graduation recognition ceremonies for undergraduates and graduate students.

From the 'She Suite'

Our program for International Women's Day—the second year we've offered perspectives from the “She Suite”—focused on bringing balance into the workplace. The program drew a standing-room-only crowd.



Another SRO crowd

The second year of Olin's lightning round of executive advice—6 executives, 60 ideas in 60 minutes—also filled the house. See if these bits of sage wisdom will inspire your leadership style.

Ted Talk-style faculty expertise

Four Olin faculty members delivered an energizing overview of their recent research in four separate talks. Anne Marie Knott, Andrew Knight, Dennis Zhang and Anjan Thakor shared research-based insights on how companies have made business better.

Find regional events in your area.



Olin Research/In the News

The value of helping. New research from Dennis Zhang: You might be surprised about when Kickstarter projects get the quickest support. Is it just before or just after they reach their goals?

Deal or no deal? Have you been targeted with online pricing deals while your stuff sits in the shopping cart? Don't count on it continuing. Online shoppers are getting wise to dynamic pricing strategies, according to research from Dennis Zhang and Ling Dong.

Retaking the field. Research from Lingxiu Dong and Durai Sundaramoorthi is featured in a new private-sector foundation report focused on Agricultural Research innovations to increase yield and revenue. *The Source* [has the story](#), and [this is](#) the relevant part of the report from the Supporters of Agricultural Research Foundation (which counts former Chancellor William Danforth among its cofounders).

Paying with depression. New research from Lamar Pierce, highlighted on *The Source* and picked up this week in *Fast Company*, shows employees in pay-for-performance-based organizations have increased use of anxiety and depression medications.

A better bandwagon. Xing Huang's [latest paper was recently published](#) in *Management Science*: How do we improve the experience of future customers based on what past customers did on sites such as Rotten Tomatoes, Yelp, Amazon or Kickstarter?



[Thoughts, comments, questions? Email Olin.](#)



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