



University of Idaho
University of Pennsylvania
University of Portland
University of Texas
University of Virginia
University of Washington
Washington State University

The Place

The Jepson Center was constructed in 1986-87, followed by a major expansion project in the spring of 2006, which added 32,000 square feet around the existing building on the banks of the Spokane River. The new 64,000 square-foot Jepson Center contains 22 classrooms, state-of-the-art computer labs, the Graduate School of Business, twenty faculty and staff offices, the Hogan Center for Entrepreneurship, an auditorium/lecture hall, and a student lounge complete with a Thomas Hammer Coffee Roasters shop. Nooks for small groups of students to study, engage in team projects, or just relax are spread throughout the upper level. Wi-fi gives students network access from any place in the building. Technical support in each classroom gives faculty and students the ability to transmit lecture data, project analysis, and other presentations. The New Venture Lab office and meeting rooms in the Hogan wing provide students and mentors with an environment to conduct online data analysis, research and business planning on new product design, and entrepreneurial proposals. A grand, glass-enclosed Alumni Lobby with a two-story atrium gives the building an open, airy feel. A unique resource for students interested in pursuing a business major is the business school's Advising Services office. Staffed by professional academic advisors, the office provides guidance to freshmen and sophomores about coursework planning and major and minor requirements, and they also help keep students informed about special events relevant to their career interests.

The Jepson Center is a multi-purpose academic building designed to serve students, faculty, and the greater Spokane community in the 21st century.

The Faculty

The School of Business faculty excel at teaching and are committed to preparing students to meet the challenges of a global workplace. As advisors and mentors, they offer a personal learning environment. As scholars and researchers, they are innovative and entrepreneurial educators who maintain currency in the courses they teach. Faculty collaboration is evident in their research work, professional development activities, preparation of case studies and other curricular materials, and a variety of faculty/student activities. (Please see insert for faculty listing.)

The Passion

The mission of the School of Business is to develop professionally competent graduates who exemplify the humanistic, ethical, and moral values of the Jesuit tradition. A personal learning environment, quality students, and a faculty dedicated to teaching, advising, scholarship, and service mark the excellence of the program. As part of a dynamic business environment, the School of Business helps students to develop business relationships with regional, national, and international communities.

The Program

Established in 1921 and accredited by AACSB International, a distinction that represents the highest standard of achievement for business schools worldwide, Gonzaga's School of Business prepares students to apply fundamental business theories and practices to any organization, make value-based decisions, and appreciate diverse cultures and perspectives. The business curriculum offers flexibility and room for innovation. Each business student is surrounded by an educational culture that is committed to the common good, rewards hard work, and appreciates the global reach of society. Opportunities to use classroom learning in real-world settings include internships, business planning, consulting, and entrepreneurship opportunities.

Undergraduate Programs

The accounting major, one of the most rigorous programs at Gonzaga, prepares students for careers in both public and private accounting. Students study financial reporting, auditing, taxation, account valuation, accounting systems, and the role of accounting and corporate governance in the allocation and use of resources.

In order to sit for the CPA (Certified Public Accountant) exam in Washington State, a student must earn 150 semester credit hours of acceptable educational preparation. Gonzaga offers a Masters of Accountancy degree tailored for students who desire to fulfill the 150-hour requirement and earn a graduate degree at the same time. Most Gonzaga accounting majors choose to stay for a fifth year and earn the master's degree.

The strength of Gonzaga's accounting program can be measured by its students' CPA exam first-time pass rates, both in Washington State and nationally.

While the national average for first-time pass rate is 45 percent, Gonzaga students have scored double the national average, frequently earning a top-ten ranking nationwide.

Gonzaga accounting graduates are highly recruited, with a majority of these students receiving job offers before their graduation from the program.

The business administration major prepares students from a multidisciplinary perspective, giving them the educational foundation to meet the challenges of a global marketplace. Business administration majors choose one or more areas of concentration from the following: economics, finance, human resource management, law and public policy, management information systems, marketing, and/or operations and supply chain management. A secondary concentration in international business is also offered. Students may also design an interdisciplinary, individualized concentration with their faculty advisor's approval.

Minors for non-business majors:

Students pursuing a degree in another school of the University can choose a minor in the following areas: general business, analytical finance, management information systems, promotion, or advertising (communications majors only).

Graduate Programs

Gonzaga's School of Business offers several high-quality, AACSB-accredited graduate programs. These programs include:

- Master of Business Administration
- Master of Accountancy
- Master of Business Administration in Healthcare Management
- Master of Business Administration in American Indian Entrepreneurship

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For more information, please contact: Dr. Clarence Barnes, Dean, School of Business Administration, barnes@jepson.gonzaga.edu, www.jepson.gonzaga.edu, (800) 986-9585, ext. 5502, Fax: 509.313.5811



For more information about these programs, please contact Colleen Mallon, Recruiting Specialist, at mallon@gonzaga.edu.

Real-World Experience

The School of Business has established multiple partnerships with businesses, government, and service organizations to provide students with real-world experiences through internships and small business consulting classes. Here are examples of some of the unique opportunities available:

The Promotion Project provides students a dynamic opportunity to put their education to work in the real world. Each spring, fifteen to twenty Gonzaga students are selected through an application process to create a working marketing agency for a business client. Previous clients include Canon, Honda, General Motors, Olympus, and Thomas Hammer Coffee. Students are responsible for conducting market research and designing and executing a full-scale promotional campaign for their client. The course helps students improve their skills in management, marketing, communications, business writing, public speaking, event planning, and team building. The project effectively bridges the gap between industry and education and provides students with the hands-on, experiential learning necessary to find employment upon graduation.

The Business Plan Competition encourages students to sharpen their entrepreneurial skills by developing a business concept into a workable business plan. Student teams are judged by business professionals and monetary awards are given to the plans judged best. Students from neighboring universities also participate in the competition.

The **Management Consulting class** offers seniors the opportunity to undertake consulting assignments with local Spokane businesses and nonprofit organizations and apply their business knowledge to real-life situations. Over a period of three months, students in small consulting teams work with the organizations to solve business problems and enhance overall profitability and effectiveness. At the end of the assignment, clients are presented with a written, confidential report summarizing the team's research, findings, and recommendations. No fee is charged to the business.

Business clubs give students the chance to learn more about varied career opportunities and to enhance their leadership, organizational, and communication skills. Honor society memberships are available to business students.

- **Beta Gamma Sigma**, the international business honor society, encourages and rewards scholarship and academic achievement, promotes the advancement of education in business, and fosters integrity in the conduct of business

operations.

- **Beta Alpha Psi**, the honor society for accounting, finance, and information systems students, requires attendance from its members at its regular professional meetings, which often bring speakers from public accounting and industry to campus each semester. Members are also required to perform significant community service as a condition of membership.

- **Omicron Delta Epsilon**, the international honor society for economics students, recognizes students for their achievement in economics.

For more information on student business clubs, including Society for Human Resource Management Alpha Kappa Psi, Bulldog Investment Club, Collegiate Entrepreneurs Organization, and Zags Against Poverty, please visit our Web site: <http://www.gonzaga.edu/Academics/Colleges-and-Schools/School-of-Business-Administration/Office-of-the-Dean/Student-Activities.asp>.

A **Portfolio Management class** is offered to junior and senior finance students. With the support and partnership of a securities firm, the students in the class manage a sizable investment fund.

Opportunities to extend Gonzaga's mission of **community service** are alive within the School of Business as well. The Justice for Fraud Victims Project brings together law enforcement agencies from Eastern Washington, accounting students and faculty from Gonzaga University, and professional Certified Fraud Examiners to investigate and document allegations of financial fraud in area business and organizations. The goals of the project include both justice for the victims and unique real world experience for the accounting students involved. Nearly all accounting students also participate in the Volunteer Income Tax Assistance Program, preparing several hundred tax returns each year for low-income taxpayers in Spokane.

Gonzaga's business students are encouraged to participate in the **Gonzaga Alumni Mentor Program (GAMP)**, a partnership with hundreds of alumni volunteers. Students are matched with an alumnus or alumna in their area of concentration who will act as a mentor with regard to goals, skills and interests, work and school experiences, the current job market, guidance for expanding career options, resources and tips for job hunting, and networking.

The Business Internship Program is designed to provide benefits to both students and business partners. Interns receive academic credit and possibly wages, gain significant and diverse business experience, and increase their marketability and productivity after graduation. Business partners receive capable and dedicated interns, exposure to current academic thought, as well as fresh ideas and

viewpoints. Over 120 business students participate in the program annually. Our business partners include national, regional, and local companies.

The New Venture Lab, a student-run consulting business on campus, is open to qualified students who are interested in creating new businesses or testing new ideas. Selected students get experience working with real-world entrepreneurs, both individually and in teams. The lab provides the opportunity to participate in the "Idea Incubator," putting creative new concepts to work.

The Hogan Entrepreneurial Leadership Program

For students who have thought about creating a business or non-profit organization, Gonzaga has developed a distinctive and exciting entrepreneurial program. The Hogan Entrepreneurial Leadership Program provides a three-year concentration in entrepreneurial leadership that immerses the student in the fundamentals of creating and managing new enterprises. Students may apply for the program during the spring semester of their freshmen year and, if admitted, begin coursework in the fall semester of their sophomore year. The concentration (18 credits for business students and 26 credits for non-business students) may be combined with any major.

During the first year, coursework provides a foundation in entrepreneurship as well as an introduction to accounting and economics. In the second year, students will take courses in strategic thinking and strategic leadership principles via in-depth case analysis and role-playing, along with modules on ethics and values-based decision-making. During the first two years, students are also required to complete two semesters of work in the New Venture Lab—first as a project team member and then as a manager of a project team. The third (and final) year of coursework involves an incubation project in which students develop a business proposal for a new venture from an elevator pitch to a business plan and an investor presentation. The last year also includes a capstone course focused on entrepreneurial ethics and the development of moral leadership as an entrepreneur. Along with the curriculum, the program features regular lectures by successful entrepreneurs and alumni of the program, mentor relationships, business plan competitions, and service projects. Students will also have the option to do an internship in an entrepreneurial organization.

Entrance into the program is competitive and requires a separate application and interview process, with roughly 25 students admitted each year. For more information about the program, call 509-313-3405, or e-mail hogan@jepson.gonzaga.edu.

The End Results

For several years, graduating School of Business seniors have scored in the top 5 percent of the more than 600 schools participating in the ETS Major Field Test in Business. This comprehensive exam, which is required of all graduating seniors, covers the common body of knowledge in business administration.

A variety of companies visit Gonzaga's campus each semester to interview and hire business graduates. As a result, business students have had great success in finding employment upon graduation.

Employers of Recent Business Graduates Include:

Accenture	Microsoft
Adidas	Monaco Enterprises, Inc.
Alaska Airlines	Moss Adams, LLP
American Red Cross	Nike
Avista	Nordstrom
AT&T Wireless	PACCAR, Inc.
Bank of Hawaii	Pfizer
Bechtel National, Inc.	PricewaterhouseCoopers
Boeing	Procter & Gamble
Campbell Soup Company	Random House, Inc.
Chase	REI
Chevron	SABEY Corporation
Costco	Morgan Stanley Smith
D.A. Davidson & Co.	Barney, LLC
Deloitte	Stanford Medical Center
Enterprise Rent-A-Car	Starbucks Coffee
Eddie Bauer	Sterling Savings Bank
Ernst & Young	Swedish Medical Center
Expeditors International	The FBI
Farmers Insurance Group	The State of Washington
Fuji Film USA	United Airlines
Gonzaga University	U.S. Bank
Hecla Mining Company	US West
Hewlett Packard	Wells Fargo
Itron	Weyerhaeuser
KPMG, LLP	Wolfgang Puck Worldwide
Liberty Mutual	
Marsh	

Graduate Business Programs Our Students Have Recently Enrolled In:

Gonzaga University
New York University
Northwestern University
Pepperdine University
Santa Clara University
Seattle University
Stanford University
University of Colorado
University of Hawaii