Celebrating 5 years of success

COLLEGE OF BUSINESS ADMINISTRATION
The College of Business Administration at California State University, Sacramento is the Capital region’s educational institution of diversity that provides a strong foundation in business knowledge, skills, and values through collaboration among faculty, staff, and students in order to enrich their respective communities.

Our vision is to be among the top business schools and destination colleges in the California State University system.

The Sacramento State’s College of Business Administration has been accredited under the stringent standards of AACSB since 1963. We are one of the 579 business schools to have this accreditation.
SACRAMENTO STATE
COLLEGE OF BUSINESS ADMINISTRATION
Celebrating 5 years of success
We launched the Destination 2010 initiative six years ago to make Sacramento State a premier metropolitan university and allow us to better serve the people and businesses of our region.

You can see the results all across our campus. We have achieved new levels of academic excellence, welcomed more students and visitors to our University, transformed the physical dynamic of our campus and generated record levels of community support.

As the pages of this publication will show, the College of Business Administration has been an essential part of this endeavor.

Today’s Sacramento State student can expect a rigorous academic curriculum taught by cutting-edge professors. The College is accredited by the AACSB, a distinction earned by only 15 percent of our nation’s business schools.

Students have the opportunity to serve career-launching internships with the leading employers and entrepreneurs in our region. And when they graduate, they go on to work at the top companies or start businesses of their own.

Over the last few years, the College has built on these traditional strengths while also reaching out to our region’s business leaders so we can respond to the evolving needs of their community.

The resulting cooperation has allowed us to enjoy new success on multiple fronts. The popular MBA for Executives Program, created through an innovative partnership with local corporations, is developing the next generation of business leaders. Another recent initiative, the Sacramento Business Review, is becoming the essential economic forecast for our region.

While accomplishing all of this, we remain one of the nation’s best values in higher education. Much of the credit goes to the individuals and companies that support us – both in the form of expertise that enhances our curriculum and private donations that fund crucial scholarships for our students.

History has shown that the best way to strengthen an economy is to produce the educated graduates who can compete and excel in the global marketplace. Sacramento State is committed to ensuring that tomorrow’s business leaders are ready to meet the challenges ahead.

I join Dean Sanjay Varshney and everyone at the College of Business Administration in thanking you for your support of our students.

Alexander Gonzalez
President
I am pleased to present this Five Year Report highlighting the efforts, accomplishments and contributions of the College of Business Administration. This five-year overview is appropriate since it coincides with my tenure as Dean and the University’s Destination 2010 initiative.

As you will see, the CBA has continued to build on historic strengths while undertaking a number of challenging initiatives that have made significant contributions to our mission and to those we serve.

In the last five years, we have strengthened our academic program by developing a broad and deep curriculum to meet our students’ needs and the demanding expectations of prospective employers. To support this curriculum, we have made outstanding additions to our full-time faculty-all of whom hold doctoral degrees. These are talented, dedicated teachers with strong research and publications records.

We have enhanced our students’ educational experience and success through the Student Ambassador peer-to-peer mentoring program, the College’s Tutoring and Study Center, and our Pathways to Success program. We have also significantly expanded our internship programs and strengthened our relationships with regional businesses that hire our graduates.

Our contributions to the region go well beyond the estimated 30,000 CBA graduates who are vital to our area’s economic life. We also serve the business community with free consulting from our Center for Small Business and with the informational and advisory services of our new Institute for Business Research and Consulting.

Two of our recent initiatives continue to surpass expectations. One is our successful MBA for Executives program that enables working professionals to enhance their knowledge and personal leadership skills so that they might contribute even more to their organizations and to our community. Another initiative, the Sacramento Business Review, has quickly gained wide acceptance and a reputation as the region’s most comprehensive, detailed and reliable economic forecast.

We have made great progress, and for this I am most grateful to our students and faculty for their hard work; to my Advisory Board for their good counsel and encouragement; to our financial supporters for their investment in our future; and to the many businesses and organizations with whom we have partnered. You are all essential to our mission.

Today, the College of Business Administration operates in a dynamic and economically-challenging environment. Our future progress will require responsible stewardship of our resources; strong, responsive and innovative leadership; an unwavering commitment to our educational mission, and the full engagement of our stakeholders. If the past is prologue, we should have every confidence in our future success.

Sanjay Varshney, Ph.D., CFA
Dean, College of Business Administration
The College of Business Administration offers a broad, professional education in business. Students working toward the Bachelor of Science degree must select at least one of the 12 concentrations that are offered. Masters degree students can select from 9 concentrations.

**Degrees & Concentrations Offered:**

**Accountancy**
- Accountancy Concentration (BSBA)
- Accounting Information Systems Concentration (BSBA)
- MSBA/Taxation
- MS/Accountancy

**Decision Sciences**
- Operations Management Concentration (BSBA), Real Estate and Land Use Affairs Concentration (BSBA), Urban Land Development Concentration (MBA)

**Management Information Systems**
- MIS Concentration (BSBA), MSBA/MIS
- Management Computer Applications Concentration (MBA)

**Marketing**
- Marketing Concentration (BSBA)
- Marketing Concentration (MBA)

**Finance**
- Finance Concentration (BSBA)
- Risk Management and Insurance Concentration (BSBA)
- Finance Concentration (MBA)

**Management**
- Entrepreneurship Concentration (BSBA)
- General Management Concentration (BSBA)
- International Business Concentration (BSBA)
- Management of Human Resources and Organizational Behavior Concentration (BSBA)
- Human Resources Management Concentration (MBA)
- General Management Concentration (MBA)

**Executive Master of Business Administration**
- (MBA for Executives)
The College of Business Administration offers various options for students wishing to pursue a minor in Business Administration.

“Our undergraduate program strives towards presenting a positive educational experience to students to help them to achieve their career goals. Our program not only prepares students to become organizational resources, but contributes towards advancing the community. For example, in 2008 the College introduced SAP into the MIS curriculum. Today, our students have begun drawing the attention of several employers who rely on SAP for a competitive advantage.”

– Russell Ching, Associate Dean for Undergraduate Program, College of Business Administration

Minors Offered:

Business Administration
Management of Human Resources and Organizational Behavior
Knowledge Management Technology
Marketing
Real Estate and Land Use Affairs
Risk Management and Insurance

“The MBA, MBA for Executives, MS Accountancy, and Advanced Business Studies Certificate at Sac State provide one of the best business graduate education values in the region. We strive to maintain a balanced approach to serve our stakeholders. Students, faculty, alumni, employers, and staff are all important to contribute to the success of our programs.”

– Monica Lam, Associate Dean of Graduate and External Programs
For more than six decades, the College of Business Administration at Sacramento State has consistently achieved its fundamental goal – to cultivate excellence in its graduates and to develop business leaders possessing not only top management skills, but also a broad understanding of their responsibilities to business and their community. In the course of our history, we have graduated nearly 40,000 undergraduate and graduate students. We believe about 30,000 alumni remain in the Sacramento region, fueling the success of our vibrant economy.
2009-2010 CBA Funding Base

Total Operating Budget: $15,290,877
($26,000,000 Revenue Budget)

Annual Gifts

Enrollments

Business Degree Conferred
The College of Business Administration awards numerous scholarships each year to deserving students to help them achieve their dreams. Our education remains the best value for the money, and the scholarships help change lives in the face of economic hardship.

Student Scholarships

Establishment of 5 new scholarships for the 2008-2009 academic year:

- Chevron Information Technology Scholarship
- The Diers Scholarship
- Institute of Internal Auditors Scholarship
- Progressive Insurance Leadership Award
- Sacramento Risk & Insurance Management Society Scholarship
List of all Scholarships Offered Over a 5 Year Period


* indicates Endowed scholarship
Tutoring & Study Center

The CBA Tutoring & Study Center is designed to provide students with academic support beyond the classroom to reinforce and enhance their learning. The Business Tutoring Center is staffed by upper division and graduate business students in the CBA. The Tutoring & Study Center operates 5-6 days per week during the academic semesters, providing more than 40 hours per week of tutoring at no cost to the students.

On average, over 2,000 visits are made each academic year to the CBA Tutoring & Study Center.
Launched in the Spring 2005 semester, the CBA Business Student Ambassador program is an innovative program designed to help new business students transition into the College of Business Administration smoothly by providing resources to help ensure student success. The Business Student Ambassador program is a peer-to-peer program staffed by upper-division business students. The Ambassadors connect with new business students through phone calls and email during the new students' first semester. Major milestones are addressed and Business Student Ambassadors make over 1,000 calls and emails each semester to communicate with students and share important information about deadlines, resources, events and to provide friendly and knowledgeable assistance. Business Student Ambassadors also make presentations in classrooms, participate in new student orientations, panel presentation and several CBA events during the year to provide a welcoming link between the College and our students and/or guests.

“I like the fact that they go out of their way to call students. It shows that the college is concerned about the students experience at Sac State.”

– R.J. Mills

Business Student Ambassador Program.
Business Pathway to Success is a useful program that brings together students and executives to provide a distinct opportunity for the student to meet, talk with and learn from successful members of the business community.

Business Pathway to Success

Sponsors:

Aerojet
Allied Insurance
CGI
Chevron
Ernst & Young
Excel
Fastenal
Five Star Bank
Grubb & Ellis
InterWest Insurance Services, Inc.
Jenkins Athens Insurance Services
John Borasi
KB Home
Nakano Realty & Mortgage
Northwestern Mutual
Principal Funds Distributor, Inc.
Residence Inn by Marriott at Cal Expo
Sacramento Business Journal
Sacramento Entrepreneurship Academy
Sacramento State Alumni Association
Sanli Pastore & Hill
Target
Union Bank of California
WM Group of Funds
“This event gave me an excellent opportunity to meet professionals and learn how they have achieved success. Not surprisingly, they all had different stories and success looked different to each one. I left the event challenged and excited to finish my degree and begin my career path.”
– P.L. Paulsen

“Business Pathway to Success is an exciting event that provides a supportive and relaxing environment to allow the exchange of ideas and advice between members of the business community and our students who are just getting ready to start their careers. Students have the opportunity to sit and talk at length with executive level individuals in business and be the ones to ask the questions. They learn from alums and other professionals what it takes to be successful in business before graduating, learning the importance of leadership and careful planning. It is rewarding to experience our business partners being so supportive of our students, and to see the networking happening so effortlessly.” – Bonnie Burnell, Director, Business Student Services
The College of Business Administration is best known for delivering the highest quality and prepared graduates to the workforce. With about 30,000 alumni in the region, we provide the private sector, public sector, not-for-profit, and civic leadership. We value the relationship we have with our external business community. Without their support we would not be able to produce quality business graduates who have the potential to help build up economic health and better the lives of the communities in which they live and work.

“Sac State graduates are always good investments for Chevron……since fall 2000, our team has hired 37 students into full-time positions and provided 24 summer internships. Many interns became full-time hires.”

— Suzanne Diers, Chevron
SACRAMENTO STATE is well-positioned and has an excellent accounting program. In fact, the majority of people we hire are graduates of Sacramento State. Compared to other new hires, these graduates routinely are able to hit the ground much faster. They are focused and have the necessary practical skills. In short, they make great employees.

— Lee Overstreet, PricewaterhouseCoopers LLP
Each spring semester, the University hosts an award process for a Dean's Award from each college. Students with high academic standing, who will be graduating that semester with honors, are eligible to apply for this prestigious award. Applicants are judged not only on their excellent academic achievements, but also by their contributions to the campus and community.

All recipients of the Dean's Award are then submitted to the President's office. One student is selected to receive the President's Medal for that academic year. The announcement of the selected student is made at that student's commencement ceremony and is kept a surprise until then.

Dean's Award Recipients

2009 Jaspreet Singh
Also won the President's Award

2008 Jesse West Manton

2007 Allison Williams
Also won the President's Award

2006 Heidi Wynn Stevens

2005 Tak-Kim Eddy Kwong
Tak-Kim Eddy Kwong maintained a 4.0 GPA in Management Information Systems and was on the Dean’s Honor List every semester.

Heidi Stevens maintained a 4.0 GPA in Accountancy while balancing her roles as a wife and mother. At graduation time she had already secured an auditor position with PricewaterhouseCoopers LLP.

Allison Williams was incredibly hard working and financed her education through professional full-time employment all throughout college. She secured a position with PricewaterhouseCoopers LLP before graduation.

Jesse West Manton graduated with a degree in general management. He was a key starter every semester for the Sac State Men’s Soccer Team and served as the team captain.

Jaspreet Singh came to the US at the age of seven, leaving an impoverished life in India, and his extended family and culture. He learned English while attending school and graduated from high school with a 4.0 GPA. Jaspreet went to work for KPMG LLP right after graduating from Sac State.

All of these students have a lot in common— they have all been highly involved with the Sacramento community and with campus organizations while earning their degrees.
Sacramento State’s Master’s of Business Administration (MBA) for Executives is a 15-month, cohort-based program designed for experienced professionals and managers who aspire to leadership positions. Classes are held at partner sites such as: Intel, SMUD, PRIDE, Sacramento Metro Chamber, and VSP. Students may enter the MBA for Executives program in Fall or Spring.

“I learned as much from my fellow students as from the talented professors... they challenged and inspired me.”
– Dan Weiser, Senior Web Editor, U.S. House of Representatives

“I value the emphasis the program places on solving real life cases. The wide-range of perspectives shared in class motivates me to think beyond my comfort zone.”
– Otiuko John-Teye, Global Commodity Manager, Hewlett-Packard
Creating the Next Generation of Risk Takers.

Global Education at its Best

The MBA for Executives students travel overseas to emerging markets each year for an international study tour. These special study tours “expose participants to the global business environment, so that they can see first-hand how fast-growing economies in developing countries provide opportunities for American businesses.” The idea for a study tour grew from an EMBA reading assignment, Thomas L. Friedman’s book *The World Is Flat*. The book impressed students with its granular analysis of interpersonal interaction in other cultures, and led to interest in organizing a delegation to emerging markets around the world. Previous classes have visited China, Singapore, Dubai, India, Turkey, Brazil and Argentina.
“The MBA for Executives program has been an outstanding benefit to Intel’s employees, allowing them to enhance their education and career goals with cutting edge theory and methods. I continue to be impressed with the quality of this innovative program.” – Leroy J. Tripette, Education Manager, Intel Corporation

“When I spoke to a class in the MBA for Executives program I felt that the students were the most engaged and curious group that I have ever addressed----I could actually feel the intellectual electricity. These students are the future.”

– Patricia Cochran, Chief Financial Officer, VSP (Vision Service Plan)

Employers that Support Their Employees in the MBA for Executives Program


Host Site: Intel

Host Site: Vision Service Plan
Investing in the Advancement of Future Leaders.

Each year in May the College of Business Administration recognizes our exceptional students by awarding nearly twenty outstanding student awards to graduating seniors who have achieved academic success while also making significant contributions to the campus and community. These students are honored at our Annual Awards Banquet, along with scholarship recipients and those students who have held leadership roles in the College. The banquet is sponsored by more than 50 Northern California businesses and organizations, is hosted by our own faculty and features an award presentation to an alum of the year.

Banquet Sponsors over the last 5 years:

- Aerojet
- American River Bank
- Astone/Crocker/Flanagan
- AT&T
- Bank of Sacramento
- C.A. Myers Inc.
- California Bank & Trust
- California Building Industry Association
- California Insurance Education Foundation
- California Moving Systems
- Catholic Healthcare West/Mercy Hospitals
- CBA MBA for Executives Program
- CFA Society of Sacramento
- CGI
- Chevron
- Comerica Bank
- Comstock's
- CV Logistics
- Damore, Hamric & Schneider Inc. CPAs
- Delta Bluegrass Company
- DLA Piper
- Enterprise Rent-A-Car
- Ernst & Young LLP
- Fiddyment Farms
- First Bank
- Five Star Bank
- Gallina LLP
- Gilbert Associates Inc., CPAs & Advisors
- Golden 1 Credit Union
- Grubb & Ellis
- Hewlett Packard Company
- Intel
- InterWest Insurance Services, Inc.
- Java City
- John Caffrey Family
- LeadershipOne Inc.
- McDonald's USA
- Macias Gini & O'Connell LLP
- Manpower Professional
- Matina & Sotiris Kolokotronis
- Moss-Adams LLP
- NHK International
- Ose Properties
- PIER 39
- Placer County Office of Economic Development
- Placer Ranch Inc.
- PricewaterhouseCoopers LLP
- PRIDE Industries
- Pulte Homes
- Raley's
- REsource Capital
- Resources Global Professionals
- Sacramento Asian Business Community
- Sacramento Business Journal
- Sacramento Magazine
- Sacramento Municipal Utility District (SMUD)
- Sac State Business Alumni Chapter
- SAP America Inc.
- Silverado Bank
- Sleep Train
- Stonebridge Properties
- SureWest Communications
- Sutter Health Information Services
- Taylor & Wiley
- Teichert, Inc.
- Teichert Foundation
- The Eli & Edythe L. Broad Foundation
- The Sacramento Bee
- Travelers Insurance
- UBS Financial Services
- Ueltzen & Company LLP
- UFCW 588 Northern California
- Umpqua Bank
- University Advancement
- USS-POSCO Industries
- VSP
- Walgreens
- Warren G. Bender & Company
- Wells Fargo Bank
- World of Good Tastes, Inc.
- Zuckerman-Heritage, Inc.
With about 30,000 of our alumni fueling our region’s economy, the incredible impact of our graduates on the Sacramento business community has been proven. The College of Business Administration strives to provide an outstanding education, producing community minded students with a strong foundation in business skills, values, and ethics.

Our banquet sponsors help recognize the accomplishments of the students and the College of Business Administration and the impact on the community.
Founded in 1969, the Center for Small Business (CSB) is one of the oldest and largest of its kind in the United States. For more than forty years, the CSB has served in excess of 2,000 small businesses in the Greater Sacramento area.

The Center for Small Business provides free management assistance to small businesses (non-profit and for-profit organizations) operating in and around the Sacramento area. Consulting services are provided in virtually all facets of business except for taxation, law, and loan packaging. Each year the Center works with approximately 100 small-business owners to help solve management problems. The quality of the program can best be illustrated by the 600% increase in requests in recent years, and the awards for outstanding performance from the Small Business Administration.

Sponsors

Services are provided compliments of CSU Sacramento and many of the financial institutions of the local area, community business leaders and Sacramento Municipal Utility District (SMUD).

By partnering with the Center, these organizations and individuals demonstrate a strong commitment to developing and strengthening the economic base of the Greater Sacramento Area and especially the small business community. The Center is deeply grateful for their generosity and proud to work with them to enhance the entrepreneurial spirit.

Requests for assistance have grown significantly over the years. In 1969, the CSB worked with 7 clients, while in 2004 it assisted 169 companies. In recent years, over half of the CSB’s clients have been women-owned businesses and approximately 15% to 20% have been minority owned.
Center for Small Business Sponsors:

Bank of America
Bank of Sacramento
Bank of the West
California Bank & Trust
Citibank
Citigroup Foundation
EDF REsource Capital
El Dorado Savings
First Bank
Five Star Bank
Gardemeyer, Dennis & Denice
Guaranty Bank
Merchants Bank
River City Bank
Sacramento Municipal Utilities District (SMUD)
Silverado Bank
Sterling Savings Bank
Umpqua Bank
Union Bank of California
U.S. Bank
Wachovia
Washington Mutual
Wells Fargo Bank
The mission of the Institute for Business Research and Consulting (IBRC) in the College of Business Administration (CBA) at California State University, Sacramento is to satisfy research and business consulting needs of the greater Sacramento region. The IBRC provides sophisticated expertise and innovative business solutions to clients in the private sector, not-for-profit sector, and the government/public sector.

Consulting with Businesses on the Following:

Business Valuation, Incorporation, Financing
Financial Planning and Forecasting
Economic Impact Studies
Business Process Improvement
Strategic Planning
Market Planning, Survey, and Research
Business and Product Development
Market Analysis and Pricing
Competitive and Feasibility Analyses
Tax and Estate Planning
Leadership Training and Development
Succession Planning
Improving Employee Productivity
Enhancing Return on Investment (ROI)
Sacramento State Business EMBA and MBA students now have more opportunities to get real-world experience that goes beyond the classroom with the establishment of the Institute for Business Research & Consulting (IBRC), a program that connects business students with area companies who can benefit from their knowledge and enthusiasm.

Often faculty of the College of Business Administration are approached by local businesses who want to connect with students who can work on projects and research that the company doesn’t have the resources to do itself. Students not only gain valuable experience, but faculty members who oversee the projects can also publish their work based on the date and results. The institute helps us to utilize the resources of the CBA such as faculty, staff, students, alumni and employers to provide a service to the Sacramento community.
New faculty with doctorates from leading academic institutions joined the faculty to add to its diversity, academic strength, and teaching talent. We have a rich history of recruiting and retaining the very best. Sacramento is one of the finest cities to work, live in, and enjoy.

“Sac State offers me a balance in my work and home life. I have the opportunity to work on both research and teaching in a great academic environment, while enjoying the great outdoor activities Sacramento has to offer.”
—Assistant Professor Sharyn Gardner

“I got my B.S. and MBA from Sacramento State, then moved out of state for 14 years. When the opportunity to teach at Sacramento State opened up, I decided to return to Sacramento. I am very happy to be back in Sacramento, teaching at the University that helped me so much when I was a student.”
—Assistant Professor Hugh Pforsich

“CBA has academically enriched programs and culturally diversified faculty and student body. Also, CBA provides great venues that involve the business community due to its location in the heart of California’s Capital City.”
—Assistant Professor Seung Bach
New Faculty Hires | 2004 – 2009

2004-2005

Beom-Jin Choi | Assistant Professor of Accounting & Information Systems (MIS) | Ph.D, Arizona State University

Serge Karalli | Assistant Professor of Decision Sciences | Ph.D, Case Western Reserve University

Caixing Liu | Assistant Professor of Accounting & Information Systems | Ph.D, University of Hawaii

Hakan Ozcelik | Assistant Professor of Management | Ph.D, University of British Columbia

Hugh Pforsch | Assistant Professor of Accounting & Information Systems | Ph.D, Washington State University

Martha Wilson | Assistant Professor of Decision Sciences | Ph.D, University of Washington

2005-2006

Sharyn Gardner | Assistant Professor of Management | Ph.D, University of Maryland

Sudhir Thakur | Assistant Professor of Decision Sciences | Ph.D, The Ohio State University

Denver Travis | Assistant Professor of Finance | Ph.D, University of Kentucky

Anna Vygodina | Assistant Professor of Finance | Ph.D, University of Nebraska-Lincoln

2006-2007

Seung Bach | Assistant Professor of Management | Ph.D, University of Tennessee

Jessica Bagger | Assistant Professor of Management | Ph.D, University of Arizona

Hao Lin | Assistant Professor of Finance | Ph.D, University of Warwick (UK)

2007-2008

Beomjoon “Peter” Choi | Assistant Professor of Marketing | Ph.D, University of Kansas

Jai Joon “Jay” Lee | Assistant Professor of Management | Ph.D, University of Pittsburgh

Min Li | Assistant Professor of Decision Sciences | Ph.D, University of Cincinnati

Cheng-I “Eric” Lin | Assistant Professor of Finance | Ph.D, University of North Texas

Yang Sun | Assistant Professor of Decision Sciences | Ph.D, Arizona State University

Pingsheng Tong | Assistant Professor of Marketing | Ph.D, Washington State University

2008-2009

Feng “Johnny” Deng | Assistant Professor of Accounting & Information Systems | Ph.D, University of Memphis

Anne Fuller | Assistant Professor of Management | Ph.D, Georgia Institute of Technology

Nuriddin Ikromov | Assistant Professor of Decision Sciences | Ph.D, Pennsylvania State University

Lan Liu | Assistant Professor of Finance | Ph.D, University of Warwick (UK)

Boniface Michael | Assistant Professor of Management | Ph.D, Rutgers University

Andrey Mikhailitchenko | Assistant Professor of Marketing | D.B.A., Cleveland State University

Kuei-Hsien “Jeff” Niu | Assistant Professor of Management | Ph.D, University of North Texas

Jin Zhang | Assistant Professor of Accounting & Information Systems | Ph.D, University of Texas, Dallas

Bringing World Class Faculty and the Best Intellectual Capital to the Region.
The Outstanding Teacher of the Year award recognizes faculty excellence in teaching to the campus community. The Award Program affirms the University’s commitment to quality teaching mission. It is given each year to one professor in each of the seven Colleges.

2004-2005
Dr. Chris Sablynski | Associate Professor of Management
Ph.D., University of Washington

2005-2006
Dr. Yongliang “Stanley” Han | Associate Professor of Management
Ph.D., University of Southern California

2006-2007
Dr. Chris Sablynski | Associate Professor of Management
Ph.D., University of Washington

2007-2008
Dr. Laura Riolli | Associate Professor of Management
Ph.D., University of Nebraska-Lincoln

2008-2009
Dr. Hakan Ozcelik | Assistant Professor of Management
Ph.D, University of British Columbia
“Throughout my career, I have viewed my role primarily as a facilitator of learning, rather than an expert who simply delivers information to students. I am always conscious of their different learning styles and rates, their current knowledge base, and their future learning needs.” – Dr. Laura Riolli

"Outstanding teachers challenge students to excel when they provide a positive learning environment and foster critical thinking skills. The ability to incorporate scholarly work into the classroom experience gives students a valuable perspective of the current and practical gains in business knowledge. The CBA community is fortunate to have recruited outstanding faculty members who embody these abilities.”
– Suzanne Ogilby, Senior Associate Dean

“I can only teach when students want to learn. I take great care to motivate my students and create a dialogue to guide their thinking process because learning is an active event.”
– Dr. Hakan Ozcelik
The faculty are well published in respected and leading academic and practitioner peer reviewed journals. They conduct cutting edge research that adds to the universe of scholarship, creativity, and innovation. The faculty also engage in significant grants and contracts activity.
Pursuit of knowledge and scholarship is a lifelong endeavor.

"Research is the core differentiating function for university professors. University education by definition is a place for knowledge at the cutting edge. University level research is crucial to assure professors are offering independent insights into society's problems and communicating these findings to the classroom.

Without research agendas we have no guarantee our professors have the cutting edge knowledge to bring to the classroom and solve societal problems." — James Mackey
The Alum of Year award has been in existence since 1974. This is a combined recognition with the Business Alumni Chapter and the College. Each year, the Alumni Chapter & the College likes to recognize the outstanding achievement of one of its own. The award is based on contribution to the College/University and community involvement.

Alumni of the Year

Patricia Cochran – 2005
Chief Financial Officer, VSP

Randy Sater – 2006
Senior Vice President, Teichert Land Company

J.D. Stack – 2007
Economic Development Program Manager, SMUD

Susanne Diers – 2008
IT Project Manager for Global Downstream, Chevron

Matt Cologna – 2009
Vice President Industrial Services Group, Grubb & Ellis
“I am highly honored to have been selected as alum of the year for the College of Business Administration. I credit the education that I received during my time at the University in the 1970s with the accomplishments and opportunities that I have experienced during my business career.” – Patricia Cochran, alum of the year 2005

“My education at Sacramento State, where I earned both a bachelor’s degree in business administration in 1980 and an MBA in 1986, served as a solid foundation for my career. In the real estate and land use program at Sacramento State, we completed internships both in the public sector and in the private sector. It gave me a valuable perspective from both sides and that experience still serves me well today.” – Randy Sater, alum of the year 2006
Business Futures is the college magazine which is published in the fall and spring of each academic year. The features include faculty research and news; alumni updates; and student professional development. The publication is sent out to over 39,000 alumni and community business leaders.
Elevating the visibility, credentials, recognition and reputational capital.
The Sacramento Business Review is the bi-annual College of Business Administration emerging trends report. It includes quantitative pictures of the real estate, energy, capital and stock markets and predictions of the future. The independent publication has been recognized by the local business community as one of the most comprehensive and credible studies of the Sacramento business community.

Emerging Trends in Sacramento’s Economy

Key Industry Sectors: Trends and Forecasts

Real Estate Trends

Energy Outlook

Capital Markets Review
The College of Business hosts the Executive Speaker Series in the fall and spring semesters. The CBA invites leading experts to start a dialogue with students and the community about important issues of the day.

The College has also joined a distinguished list of partners who actively support the Sacramento Speaker Series. Providing an open forum for the exchange of ideas, opinions and perspectives, this series host’s one lecture a month from October to May of each year. Speakers represent a wide range of subjects and have included Pulitzer Prize winners and Nobel Peace Prize laureates, world leaders, statesmen, distinguished journalist and authors, and other celebrated personalities.
Strengthening Regional Partnerships.
The purpose of the College of Business Advisory Council (CBAC) is to provide input and assistance to Sacramento State’s College of Business Administration as it seeks to fulfill its mission. The CBAC provides input to the College Dean on issues related, but not limited, to programs and curriculum, resource development, external relations, and strategic planning issues. The CBAC is comprised of a cross-section of corporate, alumni, and government leaders. Individuals selected shall have demonstrated leadership in their chosen field of endeavor and will be committed to assisting the College in becoming the institution of choice for the many thousands who will seek to use its resources for their personal and professional development.

“My education at Sac State served as a solid foundation for my career. In the real estate and land use program we completed internships both in the public sector and in the private sector. It gave me a valuable perspective from both sides and that experience still serves me well today.”

– RANDY SATER, TEICHERT LAND COMPANY

“I am inspired by the quality of students and active learning environment created by the University and the business school faculty. As a business leader, it’s my responsibility to participate in furthering the academic knowledge and practice of business. My involvement gives me a lot of personal satisfaction and I hope to continue to give back for many years to come.”

– KEN MACIAS, MACIAS GINI & O’CONNELL LLP
External stakeholders provide a fresh outside perspective.

**Council Members**

The College of Business Administration has been quoted or featured on almost all the local television, radio stations and Capital Public Radio. Reporters at the local Sacramento publications regularly look to the College for experts on issues ranging from public policy to the economy. The new Sacramento Business Review publication has become a valuable resource for framing discussion of changes in the regional business climate. All of this exposure is good for the College and graduates because it brings recognition, credibility and visibility to the program.

In the Media

In the Media

Local Coverage

KXTV 10 (ABC)  |  KQVR 13 (CBS)  |  The Sacramento Bee  
KCRA 3 (NBC)  |  KXTL Fox40  |  Comstock’s  
Capital Public Radio  |  Sacramento Business Journal  
PBS  |  KFBK  |  Prosper Magazine  |  Sacramento Magazine

“Our college is very dynamic, but it’s also a well-kept secret. I want to put it on the map.” – Sanjay Varshney
Quoted from Comstock’s Magazine December 2004
Our college is very dynamic, but it's also a well-kept secret. I want to put it on the map. – Sanjay Varshney

Gaining reputational capital through visibility and public attention.

National & Regional Coverage

MSNBC | ASSOCIATED PRESS | The Wall Street Journal |

YAHOO! FINANCE | REUTERS | Los Angeles Times |

B U S I N E S S W I R E | Morningstar News | CNBC |

Chicago Sun-Times | Chicago Tribune | The Boston Globe |

San Francisco Chronicle | The San Diego Union-Tribune |

The Business Journal | Sports Illustrated |

Business Week | Forbes | MSN Money
In a complex and rapidly changing environment, you must always be looking ahead. At the College of Business Administration, we are constantly engaged in the planning process. Presently, we have a number of initiatives that are either under development or under consideration.

In the 2012 academic year, we will inaugurate an Honors Program for the College of Business Administration. It will provide a specialized learning experience for the College’s best and brightest business students. The program will offer each “cohort” of students a tailored liberal arts curriculum as well as a foundation in business knowledge. Pre-business students, entering their second year at the University, will be eligible to apply for the program.

Completion of these courses will qualify students to sit for the certification exam on this new management software. The CBA is only one of two schools in all of Northern California and the Bay Area to offer courses in this cutting edge program that is setting a new standard in management information software.

We are also considering the expansion of our geographic reach both globally and regionally. One proposed initiative would bring our MBA program to Singapore. The program would enable us to meet an existing educational demand while establishing an institutional presence in a dynamic global marketplace. A second proposal would extend our highly successful EMBA program to the Bay Area. This would also meet a market demand and enable us to extend our presence into an area with a significant number of Sac State alumni. If well done, both programs would broaden and enhance our institutional reputation, and provide an increased revenue base that would benefit all of our programs.

We have established a strong foundation on which to build for the future. To our students, I promise that we will continue to provide an excellent, affordable education and an outstanding suite of services that will help you on your career path. To the businesses and organizations of the region, I say we will continue to fuel the economic engine with committed and talented people who will be great employees and exceptional leaders. We will also continue to partner with you to ensure the economic vitality of our region. To our supporters, I give you my sincere thanks for your generosity and my promise that will be good and effective stewards of the investment you have made in our students and in our future. To our alumni, I say that you have every reason to be proud of your degree from the College of Business Administration. You can be assured that we will work diligently to enhance the reputation of your College and the value of your degree.