Thank you for being among the nearly 7,000 donors whose annual and reunion gifts in the 9/1/15 - 8/31/16 fiscal year represented 38% of MBA alumni and totaled more than $15.6 million in funding for the school.

This report highlights examples of what your generosity made possible at Stanford GSB in this transitional year. Student support, innovations in management education, new investments in alumni programming, and vital funding for teaching and research — all of this and more is financed by the highly flexible, high-impact gifts like yours that are put to immediate use at the school. The GSB welcomed new Philip H. Knight Professor and Dean Jonathan Levin on September 1, 2016, and we are excited to work with Dean Levin and launch the next chapter in the GSB’s history.

WHERE DOES THE MONEY GO?

$5.2M BSF Funding helps fill the financial aid gap

86% of endowed funds are locked for specific uses

40% Student Experience

30% Innovation

10% Teaching & Research

20% Alumni Engagement

87% of MBA ALUMNI have given to the GSB in their lifetimes

Gifts of all sizes make a difference!

Number of gifts
$1,000 AND LESS
5,833

Median gift TO GSB
$250
Leadership Development

Bolstered by financing from the Business School Fund, the school’s $2.1 million investment in I-LEAD drove enhanced leadership development across numerous dimensions. Highly skilled I-LEAD facilitators coach students in the required Leadership Labs, and courses such as Interpersonal Dynamics and Leading with Mindfulness and Compassion provide further opportunities for personalized, experiential leadership training.

“No doubt that Interpersonal Dynamics is the single most profound learning experience of my MBA.”

— Second-year MBA Student
LEAD Pilot for Alumni

Following the success of the Stanford LEAD Certificate in Corporate Innovation, the school piloted an abbreviated LEAD course for GSB alumni, which was financed in full by the Business School Fund. The pilot course was Jennifer Aaker’s *The Innovation Playbook: How to Tell a Story*. Over four weeks alumni participated in five modules of self-paced videos and assignments, with a closing live webcast with GSB faculty. The pilot was a great success and expansion plans are underway thanks to continued Business School Fund underwriting.

Educational Technology

With more than $10 million invested over three years, educational technology continues to redefine the classroom experience. As examples, *Managerial Finance* and *Data and Decisions* are among the courses leveraging “flipped classrooms,” where students access lectures online or make their way through self-paced scenario-based exercises, resulting in a wide range of experiential learning. Data is central and pre-prepared so that classroom time can be dedicated to collaboration, problem solving, peer discussion, and dialogue with faculty.
Among many investments in alumni programs, the school directed more than $200,000 in Business School Fund gifts to develop, deliver, and evaluate enhanced offerings, with a focus on programs serving alumnae.

**Women’s Circles:** In 2016 Women’s Circles expanded to Los Angeles and Washington, DC. They continue to operate in New York, San Francisco, and Silicon Valley, making Circles available in markets where over 55% of Stanford GSB alumnae reside. Circles will continue to grow, targeting Seattle, Boston, and Hong Kong in the upcoming year.

**Reunions:** Alumnae offerings at reunions expanded to a new event, “Being a Woman at GSB and Beyond: Reflections on the Past and Thoughts for the Future,” in which alumnae of all ages discussed how being a woman impacted their student experience at the GSB, career, and family life, and what they’d wish to impart to women at the GSB now.

**Leadership in Focus:** The GSB is creating a series of alumnae video vignettes featuring career-relevant questions to help women, particularly young alumnae, as they navigate their careers and personal lives.

### Research Fellows Program

With a cost of more than $400,000 last year, the Research Fellows Program is a two-year, pre-doctoral educational opportunity for high-potential individuals to participate in the intellectual life at Stanford GSB and the wider university in preparation for applying to PhD programs in business or related fields. With an emphasis placed on diversity, the program aims to feed the PhD Program and provide research support to GSB faculty.

“It’s truly the research maturity that I don’t think I would have gotten elsewhere.”

— Research Fellow 2016

To learn more about these and other initiatives supported by the Business School Fund, please contact BSF@GSB.Stanford.edu