Awards, Awards, and More Awards!

Inaugural Winners of The Jamieson Prize For Excellence In Teaching

The Jamieson Prize is awarded for innovative contributions to teaching. MIT Sloan received many strong nominations this year and we urge faculty to resubmit those nominations, and new ones, next year.

The School is proud to report that the awards go to Paul Asquith and Rob Freund.

Paul was cited for his creativity in developing his Securities Design course, a course that is in many ways unique to the School, and for his superb mentoring of his colleagues to enhance their teaching in both the MBA and Executive Education programs.

Rob was cited for playing the central role in designing the DMD core course and for his work as a teaching mentor for the faculty in his group. Rob wrote many MIT Sloan cases that are used in DMD. In addition, Rob worked effectively with other groups (particularly finance and communications) to link DMD to their Core offerings.

Excellence in Teaching Awards

Pindyck and Weber #1 Teachers

Professors Robert Pindyck and Joseph Weber were each honored as Teacher of the Year at the seventeenth Annual Excellence in Teaching Awards on Wednesday, May 9. Outstanding Teaching Awards went to Kristin Forbes, Peter Weill, and Dirk Jenter. The two Outstanding TA Awards were given to Enrique Gonzalez Campuzano, MBA ’07, and Mihir Mehta, MIT Sloan Doctoral student.

Dean Richard Schmalensee presented the award to Weber, a Norna Shalaby Sarofim Associate Professor who won this award for the first time. He read some of the following comments made by students who nominated Weber:

“[He has] managed to make the most boring topic – accounting – fascinating, fun, and attractive to my class.”

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“He is both the most skilled teacher and most entertaining professor teaching in the Core at MIT Sloan.”

“He’s unlike all but very few people I’ve ever met, and if nothing else, he’s one of the best dressed accounting instructors I’ve ever seen.” Schmalensee joked, “Is that a high bar?”

Deputy Dean Paul Osterman presented the Teacher of the Year Award to Pindyck, who could not be present for the Awards ceremony. Some of the comments about Pindyck, who has won this award in the past, included:

“He is one of the best professors I have ever had in my life.”

“[He] has crafted this to become the best course at Sloan, hands down.”

“What Madonna is to pop music, [he] is to economics; a true world-class superstar!”

“He runs a well-oiled ‘machine’…his teaching method ensures that what we learn actually sticks.” Osterman joked to Schmalensee, “Maybe we should replace you with this guy!”

Since Pindyck was out of town, one of his TAs, Guarav Bhattacharyya, accepted the award on his behalf. Osterman read the remarks that Pindyck had prepared, which included the following:

“I want all of you to know that I feel extremely honored to have been chosen for this award, and extremely pleased that so many of you who took 15.013 last fall felt that you gained so much from the course.”

Tara Walor, Director of Sloan Educational Services, presented the Outstanding Teacher Awards to Forbes, Weill, and Jenter.

Here are some of the student comments about Forbes, an associate professor who teaches applied Macro- and International Economics:

“[She] is not only an outstanding lecturer and an extremely acknowledged economist, she is deeply concerned about students’ understanding of the world outside of the United States, providing insightful visions of other countries, their economies, and how the world can help these countries overcome potential crisis.”

“Her lectures are both captivating and fantastically relevant for anyone entering any part of business. The assignments are spot-on…and even fun.”

The second Outstanding Teacher Award was given to Jenter, the Ford International Career Development Professor and Assistant Professor of Finance at MIT Sloan. Students gave him many accolades, including:

“His personality keeps the class engaged, and everyone seems to hang on every word he says!”

“His lectures are very clear and precise…on top of everything [he] always finds a way to tell a good word or joke to make our time during the lecture even more enjoyable.”

Finally, Weill, who is the Director at the Center for Information Systems Research, was honored as an Outstanding Teacher. Here are some highlights from his nominations:

“He has opened his impressive network of business leaders to students. He not only offers unique perspectives and career advice, he willingly spends time and effort putting students in contact with some of the most influential people in business.”

“[He] brings an amazing amount of energy and insight into the classroom. His enthusiasm inspires class discussion on subjects that are often considered dry. His vast experience with Fortune 500 companies brings real-world issues to the classroom.”

Welor also presented the Outstanding TA Awards, and remarked that, “This job is both demanding and rewarding. TAs serve as role models and facilitators, and that’s why it’s important to recognize them.”

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Mehta was described by students in the following terms: “He frequently went the extra mile to make sure students understood the material and expectations for success,” and, “He was not only very helpful but also continuously energetic during the course. His course materials had a high quality, and I can use them as a guidebook when I go back to my work.”

The second Outstanding TA, Gonzalez Campuzano, was noted for his “fantastic” personality and “humble nature.” One student wrote: “[He] was an ideal combination: super-smart, super-educated, and super good at teaching. He never rested until he was sure that the class understood the concept.” He also had a devoted following outside of his class: as evidenced by some of the nominations, “I wasn’t in [his] section officially, but I attended his review session for the final exam and was blown away by his ability to really teach the material clearly, and logically. Moreover, he has a fantastic personality. He’s a very likeable guy who makes you forget, just for a moment, that you’re stressed about a final exam.”

The Excellence in Teaching Awards garnered more than 200 nominations by MIT Sloan students this year.

Honorable mentions go to:

**Faculty Nominees**
- Howard Anderson
- Dan Ariely
- Paul Asquith
- Pierre Azoulay
- Arnie Barnett
- Dimitris Bertsimas
- Jonathan Byrnes
- Chris Caplice
- John Cox
- Jeremie Gallien
- John Hauser
- Rebecca Henderson
- Yasheng Huang
- Peter Joos
- Jan Klein
- Don Lessard
- Retsef Levi
- Tony Marciano
- David McAdams
- Roberto Rigobon
- Ed Roberts
- Anjali Sastry
- John Sterman
- John Utterback
- Eric Van den Steen
- John Van Maanen
- Chris Wheat
- Ezra Zuckerman

**TA Nominees**
- Jose Almirall
- Dave Czerwinski
- Zev Eigen
- Andrew Henwood
- Jiro Kondo
- Ha Yan Lee
- Scott Lescher
- Johan Lofstrom
- Yuri Loktionov
- Billy McGuire
- Alex Min
- Nicole Ovadia
- Carine Simon
- Pedro Urrechega

Associate Professor Kristin Forbes

Peter Weill is honored as an Outstanding Teacher.

Outstanding TA Mihir Mehta poses with Teacher of the Year Joe Weber, and Outstanding Teacher Dirk Jenter.

Enrique Gonzalez Campuzano accepts his award.
LFM Students Win Campus Championship

Congratulations to Babis Antoniou, Benjamin Harper, Purdy Ho, and Joseph Mauro, all members of the LFM Class of 2008, for winning the Campus Championship for the inaugural McKinsey Business in Technology Challenge on April 20. Their winning idea was how Bank of America could revolutionize the next generation of small/medium enterprises financing using crowd-sourcing technology. The team won $10,000 for the Campus Championship. Continuing the momentum, the team competed in NYC where they placed second (unofficially) in the national finals against teams from Berkeley, Kellogg, Chicago, and Wharton. The challenge provided teams with 48 hours to demonstrate how a breakthrough technology can dramatically improve revenue and/or profitability at a Fortune 100 company. The second place MIT Sloan team with Kaushal Challa, Eric Chang, Zhiyi Li, Joana Techapaibul, and Mengjin Tian also advanced to the National Round and won $2,000 for their Disney Wikiworld idea.

McGovern Award Announced

This year, the Patrick J. McGovern, Jr. (1959) Award for Outstanding Contribution to the Spirit of Entrepreneurship across The Institute goes to a core team of students leading the MIT $100K Entrepreneurship Competition:

Karina M. Drees
Trond T. Wuellner
Alex B. Min
John W. Harthorne
Deric W. Corwin
Josephine I. Duh

Under the leadership of Karina and her team, the MIT $50K Entrepreneurship Competition consolidated their position in Developmental Entrepreneurship and doubled in scope without faltering to become the MIT $100K. Their work is enhancing MIT’s global leadership in this important field. They built the systems and team needed to re-focus the MIT $100K to respond and surpass their increasingly global competition. Their work honors and builds upon a generation’s previous MIT $100K leaders.
Cusumano Honored with Seegal Prize

Michael A. Cusumano, MIT Sloan Management Review Professor, has been awarded the Samuel M. Seegal Prize, an award that the School shares with the School of Engineering. In May, 1992, Paula Seegal-Thompson and her family established the Samuel M. Seegal Prize Fund, a separate endowment fund in honor of their father, a member of the Class of 1922. They requested that the prize be awarded every other year at its onset and be given to a professor who “inspires students in pursuing and achieving excellence.”

First Sales Conference Held

By Kathleen Poe, MBA ’07

The first-ever MIT Sloan Sales Conference on Friday, May 4, drew a powerhouse line-up of keynote speakers, panelists, and attendees. The sold-out conference featured James Tobin, President and CEO of Boston Scientific, and Tim Armstrong, President of Advertising and Commerce of Google, along with panelists such as Tom Francese, EVP of World Sales for Novell, and Tien Tzuo, Chief Strategy Officer of Salesforce.com.

Panel sessions included topics such as, “Challenges in High-Tech Sales” and “Sales and Marketing: Working Together.” The content of formal discussions impressed attendees. Armstrong, for example, kicked off his comments discussing the continued importance of simply showing up and demonstrating ferocious commitment to the customer during the sales process, continuing on to urge MIT Sloan students to sell growth when pitching their companies. Moreover, he stressed that “simplicity is the new complexity,” citing Google’s move to the front of the market by allowing customers to cancel contracts if they were not satisfied, at a time when competition insisted on locking prospects into long-term deals.

Networking proved even more valuable for attendees and speakers alike. Participants were pleased that the MBA program at MIT Sloan recognized the value of sales, noting continuously that MIT Sloan is filling a void in the professional world by bringing together top-level professionals and students to learn about sales and to network.
The Spring Gala 2007

Rosecliff Mansion
Newport, R.I.

This is the last issue of News@MITSloan for the Spring 2007 semester. Good luck to the Class of 2007 and good luck on your finals. Look for us in the Fall!

(Photos courtesy of Eddie Odabachian)