## Contents

A Message from the Dean .... 1

Graduates in Demand .... 2

Business Exploration Option .................. 2

Accounting .. 3

Finance .. 5

International Business .... 6

Management .. 7

Management Information Systems .... 9

Marketing .. 11

New Media Marketing .. 12

Supply Chain Management .. 13

Faculty .. 14

Co-op and Experiential Education .. 16

Career Services and Cooperative Education .. 17

Facilities .. 18

Entrepreneurship .. 19

Enrichment Opportunities .. 20

RIT in Brief .. 21
A Message from the Dean

The Saunders Advantage

RIT’s Saunders College of Business provides you with an educational experience that employers value and one that prepares you to lead and successfully manage in a technical organization.

Positioned at the intersection of business and technology, Saunders students have access to resources you won’t find elsewhere. RIT’s unmatched array of programs in engineering, computing, technology, design, and the sciences enables you to couple your business education with other passions to effectively tackle a wide range of tomorrow’s business challenges.

Our commitment to providing industry-ready experiences is reflected in new facilities enhancements that feature the latest classroom technology, software, and access to business databases. Our Business Analytics Lab features Bloomberg terminals and data analytics tools that allow students to access and analyze real-time data. Our REDCOM Active Learning Collaboratory, with significant audio-visual capabilities, supports experiential, team-based learning within the global business environment and economy.

At Saunders, you receive personal attention from our highly accessible faculty while you enjoy small class sizes and work on real-world business projects. Strong corporate partnerships are enhanced by one of the world’s largest cooperative education programs. Through full-time, paid co-op placements you will gain valuable experience that positions you to be a sought-after candidate after graduation.

I encourage you to explore Saunders College and RIT’s stimulating, enterprising environment.

Jacqueline R. Mozrall, Ph.D.
Dean, Saunders College of Business
As part of one of the world’s leading technological institutions, Saunders College of Business delivers the innovative education tomorrow’s business leaders seek in developing and enhancing the qualities that lead to success.

RIT has the depth and breadth in science, technology, engineering, arts, and mathematics disciplines to give business graduates a competitive edge. Multi-disciplinary teams expose you to diverse ideas as you work with students from other majors to develop business concepts and entrepreneurial initiatives. This distinctive team approach leads to enterprising opportunities both inside and outside the classroom, preparing graduates to lead and manage in companies that are increasing their reliance on technology.

At Saunders College, you’ll learn to become an effective leader with a solid foundation in the theories and practices of business. A core business curriculum with an emphasis on technology is integrated into each major, and liberal arts courses develop each student’s aptitude in the social sciences and humanities. You will learn critical-thinking, decision-making, communication, teamwork, ethics, and global management skills.

All Saunders students gain hands-on experience from paid, full-time employment via the RIT co-op program. Strong corporate connections, built through a 100-year tradition of cooperative education, allow Saunders College students to apply their knowledge and gain the experience they need to be in demand and ready day one.

A powerful minors program enables you to complement your major and develop a secondary area of expertise. Minors in Saunders include digital business, entrepreneurship, supply chain management, as well as several others. Overall, you can select from more than 90 different minors across RIT (see page 20). Many of our students pursue a double major or a minor, with over 30 percent opting to complement their major.

Found exclusively at Saunders, The Freshman Experience: Biz 1+2 program allows students to jump-start their business education with rigorous and comprehensive curriculum that provides an introduction to the fundamentals of business through a project-based format, and serves as a valuable reference throughout their business degree program. Plus you’ll have access to extensive entrepreneurial resources including the Simone Center for Student Innovation and Entrepreneurship, one of the leading student innovation centers in the country; Venture Creations, a business incubator where you can develop your own business ideas and launch a startup company; and The Construct, a rapid prototyping makerspace featuring 3D modeling.

Combine all of this and you’ll find yourself in demand when you graduate, as the outcomes rate for Saunders College graduates the last three years has averaged 96%.
Leading the Way in Accounting Information Systems and Technology

The accounting major prepares students for the Certified Public Accountant (CPA) exam, other professional certifications, as well as a wide variety of careers in which effective allocation, management, and control of financial resources are key. Careers may include positions with CPA firms, corporate accounting, IT and internal auditing, not-for-profit, or government organizations, among many others. Accounting students learn about the CPA firm recruiting process and are encouraged to join the Next Generation of Accountants club, which hosts guest speakers and hands-on workshops in emerging areas of accounting. An applied focus prepares students for a variety of career paths and leadership positions with an understanding of technologies and innovation.

Course work focuses on more than the complex details of preparing financial statements and other accounting and tax reports. You will gain a complete understanding of how accounting information helps companies achieve their objectives. Course work integrates information systems and other technological aspects of accounting to ensure students are able to understand and apply established and emerging technologies in practice.

Accounting majors complete one semester of cooperative education, working in industry to gain valuable experience before they graduate. Our students have held co-ops with all of the Big 4 public accounting firms as well as regional firms; private and public corporations; federal and state government agencies; and public service organizations.

To meet your career aspirations, you can tailor your accounting degree with a variety of minors. A minor in management information systems, for example, provides you with cutting-edge information technology skills that qualify you for careers in information systems auditing. Students interested in forensic accounting often opt to double major in criminal justice.

Many of our students continue their education with either an MBA or MS in accounting, both of which satisfy the educational requirements necessary to sit for the Certified Public Accountant exam in New York and other states.

The accounting major also helps prepare students for additional certifications such as the Certified Management Accountant (CMA), Certified Fraud Examiner (CFE), and the Certified Internal Auditor (CIA).
Kyle J. Adams

Major: Finance; Minor: American Politics
Hometown: Island Lake, IL
Activities: Vice President, Financial Management Association; Delegate, Model United Nations; Saunders College Student Ambassador; RIT Alumni Advisory Board
Internship: Corporate Finance Intern, Starbucks Corp; Intern, Mid-West Center on Law and the Deaf; Accounting Assistant, RIT Controllers Office

Kyle J. Adams can tell you the difference between a Double Shot, a Frappuccino, and a Chilled Multi-Serve, and which one moves quickest off store shelves. Adams completed a co-op at Starbucks where he monitored the performance of the company’s consumer packaged goods, the prepackaged Starbucks products available in grocery stores, airports, and convenience stores. Adams focused on the Chinese market, where he forecasted and predicted store sales, and compared results of quarter-to-quarter sales based on product popularity, consumer behavior, and trends.

Saunders’ range and depth of course content helped prepare Adams for his co-op. “A lot of the classes, especially the ones that were Excel-based, covered so much corporate finance that it was easy for me to apply what I learned in the classroom to my co-op at Starbucks,” Adams said. “The classes are so immersive.”

Adams accepted a full-time position at Starbucks in its rotational development program. Over the course of two years he will rotate every six months through four different finance departments to learn the different finance roles within the Starbucks corporation. Adams credits Saunders’ course work—as well as his experiences outside the classroom with the Saunders alumni network, his professors, and the co-op program—giving him a strong foundation to launch his career. “The alumni network at Saunders is powerful and everyone here wants to see you succeed,” he said.
Finance

saunders.rit.edu/finance

The World’s Financial Markets are Globally Integrated

The finance major focuses on analytical and technological skills used to gather data and evaluate all types of financial business decisions, especially the analysis of investment projects and capital outlays, as well as treasury management. Finance students prepare for valuable certifications in their fields, such as Chartered Financial Analyst (CFA), and have the opportunity to manage a live portfolio of over $110,000 as a member of the Financial Management Association.

Course work covers traditional financial management topics as well as emerging trends in the field. You will study cash flow, asset and risk management, capital markets, portfolio theory, international finance, forecasting, and budgeting. Finance courses provide you with managerial and technical skills and knowledge while general education courses ensure that you graduate with an in-depth understanding of society with which to make fully informed economic and financial decisions. A cross-functional business core, along with opportunities for minors and study abroad, prepare you with the broad skills to position yourself for career success.

Students have access to enhanced facilities to encourage applied learning and teamwork. The new Business Analytics Lab features a state-of-the-art workspace equipped with Bloomberg Financial Technology for financial and data analytics. Saunders virtual lab, active learning collaboratory, and two computer labs provide you the essential financial tools and software, including SPSS predictive analytics software and Wharton Research Data Services, among others. In classes, you will learn from faculty members who have significant industry experience. They bring today’s finance issues directly into the classroom by using current examples to illustrate key business concepts. Finance majors also benefit from the input of and access to finance leaders and alumni who make up the Finance Advisory Board. RIT alumni are financial analysts, credit analysts, controllers, loan officers, brokers, portfolio managers, financial planners, security traders, and more. They work for—and some lead—large and small investment companies, banks, insurance companies, nonprofit organizations, and a host of global corporations. A bachelor’s degree in finance also is a great prelude to graduate study in business, law, education, and many other professions.

FIRST AND SECOND YEARS
- Business 1: Ideas and Business Planning
- Business 2: Technology-enabled Launch
- First Year Writing
- Year One: College Experience
- Information Systems and Technology
- Computer-based Analysis
- Financial and Management Accounting
- Global Business Environment
- Principles of Microeconomics
- Principles of Macroeconomics
- Introduction to Statistics I, II
- Applied Calculus
- Careers in Business
- Financial Management
- Financial Management II
- Intermediate Investments
- General Education—Liberal Arts and Sciences
- Wellness Education

THIRD AND FOURTH YEARS
- Communication
- Organizational Behavior
- Principles of Marketing
- Financial Analysis and Modeling
- Finance in a Global Environment
- Finance Electives
- Free Electives
- Operations Management
- Strategy and Innovation
- Business Ethics and Corporate Social Responsibility
- General Education—Liberal Arts and Sciences
- Cooperative Education
International Business

Traveling the World to Gain Critical Perspective

Businesses face competitors from around the globe, every day. Even competing at home requires knowledgeable managers—people who understand international markets and can leverage resources globally. International business knowledge and experience is often the key to win a competition.

In addition to international business studies, our international business majors choose a co-major or a minor in accounting, entrepreneurship, finance, management, management information systems, marketing, or new media marketing. In this sense, our international business program provides you with a solid, profound business background. This combination assures you a concrete foundation in business with a sound understanding of the significance of cultural and geographic influences on global as well as local commerce.

You will study a foreign language and choose several courses outside the business college to enhance your international competencies. To meet the international component of their cooperative education experience, many students study abroad, solidifying their understanding of a foreign language and culture. RIT’s global campuses in China, Croatia, Dubai, and Kosovo, and options through the RIT Study Abroad office, allow you to seamlessly pursue your education on any continent and even at sea. Take the opportunity to participate in a unique cultural experience, the USA-Croatia Global Exchange. Join a cohort of students from RIT and the RIT Croatia campus and spend a semester studying in both the USA and Croatia. You’ll earn credits toward your degree while experiencing European cultures.

Upon graduation, you’ll be ready to step into numerous roles in international business, including positions such as international product manager, export/import manager, international financial analyst, sales representative, or regional analyst.

RIT has a diverse culture all its own, one that can greatly expand your cultural horizons. You’ll study with classmates from around the world. Students come to RIT from all 50 states and there are more than 2,200 international students hailing from more than 100 countries. Our professors have lived and worked abroad. This cultural and ethnic diversity provides a rich environment for international study and promotes relationships that will help you develop an international outlook. Additionally, dedicated advisers in our careers, co-op, and study abroad offices help students who want to bolster their international business education at international RIT campuses or other universities and apply their expertise in companies around the globe.

what you’ll study

FIRST AND SECOND YEARS
Business 1: Ideas and Business Planning
Business 2: Technology-enabled Launch
Computer-based Analysis
Principles of Microeconomics
Principles of Macroeconomics
Careers in Business
Communication
Global Business Environment
Principles of Marketing
Applied Calculus
Introduction to Statistics I, II
Information Systems and Technology
Financial and Management Accounting
Financial Management
Organizational Behavior
Foreign Language
Elective
First Year Writing
General Education—
Liberal Arts and Sciences
Year One: College Experience
Wellness Education

THIRD AND FOURTH YEARS
Global Entry and Competition Strategies
Exporting and Global Sourcing
International Business Electives
Co-major Courses or Business Minor
Operations Management
Strategy and Innovation
Business Ethics and Corporate Social Responsibility
Free Electives
General Education—
Liberal Arts and Sciences
Cooperative Education

saunders.rit.edu/IB

Saunders College of Business
Management

High-Performance Leaders for Successful Organizations

RIT’s management major provides a comprehensive curriculum that develops smart, effective business leaders. The first two years of study focus on increasing your knowledge of core business functions and the interrelationships among them. Upper-level management courses increase the skills and knowledge needed to make well-informed executive decisions. Courses such as leadership and managerial skills focus on interpersonal skills and behaviors, while courses such as project management and human resource management concentrate on developing your technical competencies. Social and ethical responsibility is stressed in much of the course work. Many courses provide the opportunity to work with other students in team-building exercises, group projects, and formal presentations—skills you’ll need in the workplace. Required general education courses enhance your understanding of the world and develop the critical thinking and communication skills essential to lasting managerial success.

One semester of required cooperative education experience allows you to practice and expand your skills in real-world situations before you graduate. Students have had co-op positions in purchasing, operations, customer service, inventory control, and human resources management. Co-op positions are found in large corporations and small family-owned businesses. Each provides an opportunity to earn a salary and gain valuable job-related experience while in school—making you valuable and in demand once you graduate.

what you’ll study

FIRST AND SECOND YEARS
- Business 1: Ideas and Business Planning
- Business 2: Technology-enabled Launch
- Computer-based Analysis
- Principles of Microeconomics
- Principles of Macroeconomics
- Careers in Business
- Communication
- Global Business Environment
- Principles of Marketing
- Applied Calculus
- Information Systems and Technology
- Introduction to Statistics I, II
- Financial and Management Accounting
- Financial Management
- Organizational Behavior
- Elective
- First Year Writing
- General Education—Liberal Arts and Sciences
- Year One: College Experience
- Wellness Education

THIRD AND FOURTH YEARS
- Business Ethics and Corporate Social Responsibility
- Leadership in Organizations
- Managerial Skills
- Management Track Courses
- Operations Management
- Strategy and Innovation
- Design Thinking and Concept Development
- Project Management
- Free Electives
- General Education—Liberal Arts and Sciences
- Cooperative Education
When Linh “Rosalie” Phan began to explore management information systems, she found an exciting major that offered a wide range of career opportunities. “The more I studied and took classes, the more I realized I loved the combination the MIS program offers between technology and business,” she said. “I’ve been really lucky to get some really great co-ops that have helped me explore the field even further.”

It was the co-op program that initially drew Phan to RIT and Saunders. With a range of co-ops at a variety of organizations, Phan has gained experience within a diverse set of corporate cultures. “Each co-op has been its own experience and each has had its own aspects, but it has been helpful to see that the exact tools I am using in the classroom are the same ones I used on my co-ops,” she said. Phan’s co-ops were also pivotal in inspiring her to stretch professionally. “I learned on my co-ops to push myself beyond my comfort zone, to present my ideas, and be creative in my approach to projects.”

Phan has found the Saunders College community to be very encouraging of her career goals. “My academic adviser is very supportive. My professors are interested in talking to me beyond what we’re doing in classes,” she said. “The faculty and staff really take students into consideration and really care about our success.”
Management Information Systems

Delivering Business Analytics and Technology Solutions

Saunders students have access to enhanced facilities for applied learning and teamwork. The new Business Analytics Lab features a state-of-the-art workspace equipped with Bloomberg Technology for financial and data analytics. Saunders virtual lab, active learning collaboratory, and two computer labs provide the essential analytics tools and software, including Tableau, SAP, SPSS predictive analytics software, Wharton Research Data Services, among others.

Elective courses, in topics as diverse as business intelligence, database systems development, web applications, and enterprise systems, provide you with in-depth knowledge in a particular area of MIS.

The management information systems major explores ways to leverage information technology for strategic advantage in a business context. Course work exposes you to a range of state-of-the-art computing, networking, and information processing systems. In the capstone course, students solve real-world problems by working in teams to interview business professionals, formalize technology recommendations, and build working information systems. You will analyze existing business processes and learn to utilize digital technologies to improve and/or design new models. You will learn the fundamentals of computer programming; develop skills in analyzing, designing, and testing various computer information systems; and discover how database management systems address the complex data and information needs of organizations.

As all businesses become technology and data-centric, MIS skills are in demand and are commanding top salaries. Students are prepared for careers involving leading-edge enterprise technologies and the analysis, design, and management of computer-based information systems. The curriculum provides students with the systems thinking skills to solve real-world business problems while integrating the latest digital technologies into their solutions.

MIS graduates enjoy diverse career paths in areas such as data, business and systems analysis, management and information technology consulting, enterprise systems analysis, database application development and administration, network design and administration, web systems development, and information technology project management.

what you’ll study

**FIRST AND SECOND YEARS**
- Business 1: Ideas and Business Planning
- Business 2: Technology-enabled Launch
- Computer-based Analysis
- Principles of Microeconomics
- Principles of Macroeconomics
- Careers in Business
- Communication
- Principles of Marketing
- Applied Calculus
- Information Systems and Technology
- Introduction to Statistics I, II
- Financial Accounting
- Organizational Behavior
- MIS Electives
- Management Accounting
- Database Management Systems
- System Analysis and Design
- First Year Writing
- General Education—Liberal Arts and Sciences
- Year One: College Experience
- Wellness Education

**THIRD AND FOURTH YEARS**
- Developing Business Applications
- MIS Electives
- MIS Capstone
- Global Business Environment
- Financial Management
- Operations Management
- Strategy and Innovation
- Business Ethics and Corporate Social Responsibility
- Free Electives
- General Education—Liberal Arts and Sciences
- Cooperative Education
Catherine Kaucic’s advice for incoming students: Go full force. “You have so many opportunities to try something new. Every class you attend, every thing you do, you’re changing something about yourself and you’re growing. You get out of college what you put into it. RIT is the perfect place for this.”

Kaucic knew when she chose to attend RIT that she would have academic opportunities no other college could provide. “I knew that incorporating marketing with technology was going to provide me with an education that was totally different than any other college,” she said. This balance also helped her secure co-op positions that have helped her find her career purpose. During a conference, when a presenter talked about making an impact in your life, Kaucic realized she wanted to make a difference. With a mix of corporate, education, and not-for-profit co-ops, Kaucic is getting a balanced view of the work world and learning where she can have the biggest impact. “I want to be influential. I want to make an impact on someone else’s life when I leave RIT.”

Catherine Kaucic  
**Major:** Marketing; **Minors:** Advertising and Public Relations, Digital Business  
**Hometown:** Niskayuna, NY  
**Activities:** Women in Business, National Society for Collegiate Scholars, Beta Gamma Sigma (business honors society), Alpha Sigma Lambda (leadership honors society)  
**Co-op Placements:** Marketing Intern, TDn2K: Transforming Data into Knowledge; Social Media Coordinator, Ten for 10|Water for Africa, Merchandising Co-op, TJX
Marketing

A Necessity in Every Industry

Successful companies have always been market driven. Today, consumers have more choices than ever before, and their preferences are increasingly intense, short-lived, and unpredictable. It’s a challenging time to be a marketing professional. What do consumers want? What are their buying patterns? How can marketing professionals drive sales and meet consumers’ expectations? Understanding the market and the competition is crucial to the success of a product or service. Understanding how changes occurring in the world relate to your business is equally important. Technical specialties at RIT place Saunders students at the cutting edge of digital marketing as businesses become more reliant on online tools and data analytics to leverage large amounts of consumer and product data. Each student’s power of observation is heightened, and technical and communication skills are sharpened through projects and assignments.

To prepare you for a challenging and exciting career in marketing, RIT offers a curriculum that provides a broad understanding of business, human motivation, and technology. You will learn to create and implement strategies in product development, pricing, communication, and distribution. Internet marketing and marketing analytics represent new focal areas that address contemporary business needs and create career opportunities for our students. The major culminates in Marketing Strategy, a capstone experience where you will work on real business problems for local or national organizations.

Students’ choice of co-op also provides an opportunity for applied education. Students have designed and modified sales promotion materials and have gathered and interpreted market survey information about new products. Some have traveled as sales representatives for Fortune 1000 companies or coordinated direct-mail campaigns for advertising agencies.

FIRST AND SECOND YEARS

Business 1: Ideas and Business Planning
Business 2: Technology-enabled Launch
Computer-based Analysis
Principles of Microeconomics
Principles of Macroeconomics
Careers in Business
Communication
Global Business Environment
Principles of Marketing
Applied Calculus
Information Systems and Technology
Introduction to Statistics I, II
Financial and Management Accounting
Organizational Behavior
Marketing Elective
Elective
First Year Writing
General Education—Liberal Arts and Sciences
Year One: College Experience
Wellness Education

THIRD AND FOURTH YEARS

Financial Management
Marketing Strategy
Marketing Analytics
Operations Management
Strategy and Innovation
Consumer Behavior
Business Ethics and Corporate Social Responsibility
Free Electives
General Education—Liberal Arts and Sciences
Cooperative Education
New Media Marketing

Technology Changes the Way We Communicate

New media marketing focuses on the development of strategies and practices to help organizations better reach and engage online audiences. It prepares you for the constantly changing world of internet marketing and puts you at the forefront for finding new ways companies can engage and interact with their audiences. This unique major examines areas such as web design, content generation, social media, and search engine marketing through the study of analytics, visualization, copywriting, strategy, planning, and execution.

A core business curriculum is combined with courses such as Internet Marketing, Search Engine Marketing and Analytics, and Social Media Marketing. The major is designed to help students become experts in the field of interactive marketing. With unparalleled facilities, equipment, and technology, as well as world-renowned faculty members, you will develop an understanding of marketing theory and interactive strategies for effective online marketing. With RIT specialties in computer sciences, graphic arts, and management information systems, you are exposed to a powerful combination of tools that are not found elsewhere. As a new media marketing major, you have the option to choose a minor or concentration.

One semester of required cooperative education experience provides you with unbeatable professional work experience in the field of graphic media. A co-op position provides opportunities to learn by doing; you will solve actual business problems for real companies through planning, research, consulting, and special projects. In addition, you make important professional contacts and learn to network with professionals in your field, all while earning a significant income that can help pay for college expenses.
Supply Chain Management*

**Manage the Flow of Goods and Resources Around the World**

Today, many companies and organizations are involved in making products readily available so consumers, producers, and manufacturers can have them when and where they want them, and at a competitive price. Coordinating and managing all of the organizations and suppliers involved in activities that move products at the right time, to the right place, in the correct quantities, and at the quality specified is the goal of supply chain management.

Supply chain management is designed to address a vital and growing need. The major focuses on providing students with the knowledge to assist in developing and implementing efficient global supplier systems in order to maximize customer value. Supply chain management coordinates the interrelated processes required both within a business and with businesses partners, including suppliers, to deliver products and services. Students gain a background in the areas commonly needed to support supply chain management roles, such as business strategy, information systems, lean/quality management, customer service, purchasing, negotiations, contracts, forecasting, inventory management, logistics, and project management.

Besides business operations, supply chain management plays a critical role in medical missions, disaster relief operations, and other types of service industries. These activities touch almost every business function, including product development, sourcing, marketing, global issues, logistics/distribution, operations management, information systems, and finance.

*Pending New York state approval*
Engaging, Experienced Faculty

A Close and Personal Community

There is no better way to learn about the business world than from those who have built careers in industry. At Saunders College of Business, more than 85 percent of our faculty members have significant business experience. They use their insight and perspective to develop solid programs that are relevant and innovative. Faculty members use their experiences in presenting at international conferences and consulting with corporate business partners and domestic and foreign governments to help shape their instruction.

Saunders College faculty also bring a global perspective to their teaching. More than 70 percent of our faculty members have international business experience. As a result, our faculty impart their personal experiences from around the world. This deepens students’ understanding of how other cultures respond to global markets, which creates exciting and meaningful learning opportunities.

Our faculty members also are leaders in their respective fields. Many are published authors whose articles shape the framework of business today. Faculty members serve on boards, consult for multinational corporations, and change the way businesses affect the environment.

At RIT you can interact with faculty not just in class or during office hours, but in the hallways after class, in the Wallace Library, and over coffee in Java Wally’s. You get to know your professors and often build relationships that last a lifetime. And all undergraduate students are assigned faculty advisers to help coach them through their programs and get career ready.

One thing is certain: our faculty is imaginative, knowledgeable, and skilled in bringing the real world into the classroom.

The Freshman Experience: Biz 1+2

The Biz 1+2 program at Saunders College allows all first-year students to be immersed in an intensive two-semester program centered on the creation and commercialization of a new business. Professors John Ward and Molly McGowan coach students through a team-based experience that exposes students to all business disciplines, providing powerful references to students throughout their entire business program.

John Ward, a senior lecturer of international business, is the creator of the Biz 1+2 program. He holds over 20 years of industry experience in a variety of engineering, sales, marketing, and general management positions at companies such as Hewlett Packard and Eastman Kodak.

Molly McGowan, a lecturer of management, teaches the Biz 1+2 program. She has 20 years of professional experience in leadership development and organizational psychology. Her approach to teaching focuses on emotional intelligence, preparing students to successfully enter the workplace upon graduation.
Sorim Chung is an assistant professor of marketing. Her research focuses on the impact of technology on consumer behavior, particularly in the context of sensory marketing, user environments, advertising, and brand management. She is currently conducting several research projects investigating the impact of touch interfaces and other device types on online shoppers. Chung has more than a decade of marketing-industry experience at several multinational corporations.

Richard DeMartino, professor of management, holds the Albert J. Simone Endowed Chair for Innovation and Entrepreneurship at RIT. He also serves as the director of the Simone Center for Innovation and Entrepreneurship, which promotes the innovation and entrepreneurship ecosystem and activity throughout the RIT community. His research and teaching interests include entrepreneurial motivations, technology commercialization, access technology, and small business growth. His work has been supported by the Kauffman Foundation, U.S. Department of Commerce, National Science Foundation, National Collegiate Inventors and Innovators Alliance, and NY Empire State Development.

Steven Gold is a professor of economics and a team leader in the finance and quantitative analysis areas. His research is published in over 30 journal articles and proceedings on the topics of simulation and gaming, and the modeling of demand, production, and finance algorithms. Author of four computerized business and economic simulation games with publishers including MacMillan, Random House, and McGraw-Hill, he is also a fellow and past president of the national Association of Business Simulations and Experiential Learning (ABSEL).

Sean Hansen, associate professor of management information systems and MBA director, is a Zutes Faculty Fellow and the 2014 recipient of the Richard and Virginia Eisenhart Provost’s Award for Excellence in Teaching, RIT’s highest teaching honor. His current research focuses on the emergence of new approaches to requirements engineering in response to advances in systems design and implementation. His research also includes information systems development methodologies, IT strategy, and the application of contemporary cognitive theory to information systems development.

Mike Palanski, an associate professor of management, is a Zutes Faculty Fellow who teaches organizational behavior, leadership, and business ethics for undergraduate and graduate students. His research focuses on how people can lead effectively at work, in the community, and with family and friends. Prior to becoming a professor, he was a retail product manager for a Fortune 500 company and an online banking specialist. He also serves as the faculty adviser for RIT’s InterVarsity Christian Fellowship.

Victor Perotti, professor of management information systems and chair of the management information systems, marketing and digital business department, is a jack of all trades when it comes to new technology. In addition to teaching cutting-edge courses such as Digital Entrepreneurship, he consults businesses on the impact of new technologies. He has also been honored for his teaching, earning the Richard and Virginia Eisenhart Provost’s Award for Excellence in Teaching, the Eisenhart Outstanding Teaching Award, and RIT’s 2011-12 Innovative Teaching with Technology Award. His consulting work ranges from conducting advanced business simulation experiences at Harris R.F. to business plan development for pre-seed video game companies.

Rong Yang, an associate professor of accounting, teaches corporate financial reporting. Her research interests include the use of accounting information in capital markets, internal control quality, analyst forecast performance, and corporate restructuring events. She is published in a variety of leading accounting, finance, and marketing journals. She was honored for her research with several awards, including the 2006 MBA International McGraw-Hill/Irwin Distinguished Paper Award and the 2013 Bright Idea Award sponsored by the Stillman School of Business at Seton Hall University.

“Through consulting experience in the U.S., as well as in India, I am able to help my students connect theory and research with practical situations in business. My experience at AT&T India has provided an interesting topic of discussion on human resources and organizational behavior.”

— Shal Khazanchi

Associate Professor of Management Chair of Management, International Business and Entrepreneurship Department
In today’s world you need to be prepared for the challenges and opportunities you will experience once you graduate. An education must be real. It must be relevant. It must be tested in real-world settings and on real-world problems. Experiential education allows you to do that—and more.

Cooperative Education
Cooperative education (co-op) is the most extensive and intensive of RIT’s experiential education opportunities. Co-op is full-time, paid work experience directly related to your course of study and career interests. One semester of co-op is required for students in Saunders College. Co-op students work in nearly every different type of business setting across the country and around the world.

Co-op is the best way for you to immerse yourself in the real world and apply what you’ve learned and experienced while at RIT. Classes and course work take on new meaning and you are better positioned for career success when you’ve performed market research for a pharmaceutical company, conducted an internal audit for a high-flying technology firm, or helped to implement a new purchasing management system—all as a co-op student.

In addition to gaining professional work experience and developing an essential network of contacts, you’ll find co-op is often the best way to develop the business skills needed for success—leadership, decision making, communication, professionalism, flexibility, and teamwork. You do all this while earning a salary—income that can be applied to living expenses and other college costs—and you do not pay fees or tuition charges while you’re on co-op. Students get the advantage of accessing advisers and connections through one of the largest and oldest co-op programs in the country.

Study Abroad
Through Saunders faculty-led international study seminars and RIT’s Study Abroad program, you will enhance your understanding of other cultures. The Study Abroad office helps students identify international study options across the globe and at sea, utilizing international campuses at RIT Dubai and RIT Croatia, plus a large number of partner universities. You can select to study both business and liberal arts courses while gaining the experience of living and learning in a culture different from your own. Additionally, study abroad experiences can be counted toward cooperative education requirements.

To see where our students have studied internationally, visit the Saunders Global Blog at saunders.rit.edu/global. The RIT Office of Career Services and Cooperative Education helps students identify and apply to co-op opportunities and job openings abroad.
Career Fairs
The Office of Career Services and Cooperative Education hosts several career fairs throughout the academic year for students seeking internships, co-op placements, and permanent employment. The General Career Fairs, held twice annually, welcome more than 750 recruiters representing more than 250 companies with many employers conducting interviews the following day.

Each fall the office also hosts an Accounting Career Fair, which welcomes national and international accounting firms and business organizations looking to fill co-op and full-time positions.

The night before each Spring Career Fair, Saunders students attend an exclusive Business Networking Event. At the mixer-style event, students forge personal connections with employers seeking business students. They learn more about companies that have open positions and discover what those jobs entail. It is also a great opportunity for students to practice their elevator pitches in advance of the Career Fair and subsequent Interview Day.

Unparalleled Career Support
Cited by The Princeton Review as one of the leading career services offices, RIT’s Office of Career Services and Cooperative Education provides you with the support you need to launch your career. With a professional staff of 20, it offers you access to their career advice and workshops regarding job search techniques, interviewing, resume writing, and more. For more information about the full range of services available to students through the Office of Career Services and Cooperative Education, please visit rit.edu/careerservices.
Business-Ready Facilities

State-of-the-art computer labs and active learning classrooms provide unparalleled access for students

Equipped with state-of-the-art computer labs and active-learning classrooms, Saunders College features integrated technology throughout the college and is a part of one of the most wired campuses in the nation.

**Business Analytics Lab**
Constructed to house Saunders’ Bloomberg Financial Markets technology, the Business Analytics Lab features sixteen workstations—with the same technology relied on by financial professionals globally—that provide access to real-time information. You can experience real-world business, finance, and macroeconomics in this modern classroom.

**REDCOM Active Learning Collaboratory**
In Saunders’s Active Learning Collaboratory, learning activities are student-centered and supported through a combination of digital and traditional displays with multiple lines of sight for visual presentation, easily configurable desk arrangements for teamwork or classroom presentation, and information sharing within and across students and teams.

**Computer Labs**
With more than 65 workstations, Saunders College’s two computer labs offer the latest in business and design software releases.

**Saunders Virtual Labs**
Saunders Virtual Labs (SVL) are a set of computers within a server environment that you can connect to remotely using a PC, Mac, tablet, or smartphone. The SVL is available to Saunders students 24/7, allowing for access to key software from wherever you are studying, whether you’re in your residence hall or on a co-op assignment around the world.
Delivering Entrepreneurship Like No Other Campus

To advance, successful companies demand the same innovative and entrepreneurial thinking that is creating tomorrow’s businesses.

For the aspiring entrepreneur, Saunders offers unique programming like the Biz 1+2 two-course sequence. Students utilize RIT resources such as the Simone Center for Student Innovation and Entrepreneurship (one of the leading student innovation centers in the nation), Venture Creations business incubator, and Saunders Student Consulting.

Resources for Innovation

Entrepreneurs Hall: Named one of Inc. magazine’s 20 Cool Business Incubators, this campus residential community cultivates ideas and generates a spirit of ingenuity through entrepreneur-focused courses, unique co-ops, mentoring, and 24/7 access to the Student Incubator.

Entrepreneurs Conference: The brightest minds in business and entrepreneurship provide educational sessions, activities, and opportunities.

RIT48: A 48-hour, weekend entrepreneurial boot camp where students across campus collaborate, receive coaching, and develop plans for their entrepreneurial aspirations.

Tiger Tank and Business Plan Competitions: Students win investments and graduate scholarships by pitching their business startups to real investors.

Saunders Summer Startup: Student teams compete for a limited number of spots that provide summer stipends for students to develop their business concepts.

Idea Speed Dating: Engineering, art, design, science, and business students exchange one-on-one “elevator pitches” in pursuit of matching talents to exciting entrepreneurial business concepts.

From Concept to Market

On the first day of classes, students are immersed in The Freshman Experience: Biz 1+2, a one-of-a-kind, two-semester cohort program that allows students to build businesses from concept to commercialization. The powerful experience exposes students to all business disciplines that serve as powerful references to students throughout their entire business program.

As a leading student incubator, the Simone Center for Student Innovation and Entrepreneurship enhances innovation and entrepreneurship activities at RIT. Students have access to events, mentoring, and resources to help bring their business ideas to life.

Venture Creations is home to Saunders Student Consulting, connecting students to more than 20 mid-seed, high-tech companies working to expand and attract investment beyond their startup phase.

RIT Tools and Resources

Simone Center for Student Innovation and Entrepreneurship
Where business, engineering, computing, and design students collaborate to launch ideas.

Venture Creations
Incubator with 20+ mid-seed companies commercializing products and services.

Center for Urban Entrepreneurship
Building wealth through entrepreneurship in urban communities.

Saunders Student Consulting
Student consultant projects with regional companies—from startups to Fortune 500.

The Construct
Rapid prototyping makerspace featuring 3D modeling, open to all students.

MAGIC Center
Media, Arts, Games, Interaction, and Creativity Center houses both a research laboratory and a production studio.
Enhance Your Education

The RIT Honors Program
The RIT Honors Program provides a challenging, individualized, and rewarding experience for students who have distinguished themselves academically. Honors students have access to special courses, seminars, projects, and advising. An annual spring break trip connects Saunders students to cutting-edge companies in diverse locations. Students have early course registration privileges and participate in dedicated courses that bring together Honors students from across the university.

Accelerated 4+1 MBA Program
RIT’s Accelerated 4+1 MBA program is the perfect way to earn two degrees in five years and differentiate yourself in the job market. You will choose a major from one of our undergraduate degree programs and complete six months of cooperative education before completing the BS degree. In the third and fourth years, you will take business courses that replace courses typically completed in the first year of the MBA program. At the start the fifth year, you will be in step with others in the MBA program.

Women in Business
Women in Business is dedicated to the success of our female business students by providing opportunities to advance their professional and personal development and join an encouraging community of aspiring and successful women. Through networking, educational events, and community service, Women in Business creates and strengthens skills in leadership, business, and relationship building.

Shaping Young Minds
Business leaders who have shared wisdom and advice as speakers and participants at lectures series and conferences hosted by Saunders College of Business:

- Mike Adams, Director of Global Performance Excellence, Microsoft
- JJ DiGeronimo, Women in Tech, keynote speaker, award winning author & Expert for Women in Tech and Girls in STEM
- B. Thomas Golisano, Chairman, President, and CEO, Paychex Inc.
- Daymond John, Founder and CEO of FUBU and Shark on ABC’s “Shark Tank”
- Robert Latorre, President at Big Fish Films
- Timothy J. Mayopoulos, President and CEO, Fannie Mae
- Austin McChord, Founder and CEO of Datto, Inc.
- David Neeleman, Founder and Chairman, Jet Blue
- Sarah Personette, VP of Global Business Marketing at Facebook
- E. Philip Saunders, serial entrepreneur
- Kitty Van Bortel, President/Owner, Van Bortel Chevrolet
- Scott Wilson, Founder and Principal Designer, MINIMAL
- Sam Zell, Founder, Equity Group Investments LLC
RIT in Brief

COLLEGES AND DEGREE-GRANTING UNITS:

- College of Applied Science and Technology
  - School of Engineering Technology
  - School of International Hospitality and Service Innovation
- Saunders College of Business
- B. Thomas Golisano College of Computing and Information Sciences
- Kate Gleason College of Engineering
- College of Health Sciences and Technology
  - Wegmans School of Health and Nutrition
- College of Imaging Arts and Sciences
  - School for American Crafts
  - School of Art
  - School of Design
  - School of Film and Animation
  - School of Media Sciences
  - School of Photographic Arts and Sciences
- College of Liberal Arts
- National Technical Institute for the Deaf
  - Thomas H. Gosnell School of Life Sciences
  - Chester F. Carlson Center for Imaging Science
- College of Science
  - Thomas H. Gosnell School of Life Sciences
  - School of Mathematical Sciences
  - School of Chemistry and Materials Science
  - School of Physics and Astronomy
- School of Individualized Study
- Golisano Institute for Sustainability

FOUNDED IN 1829, Rochester Institute of Technology is a privately endowed, coeducational university with nine colleges emphasizing career education and experiential learning.

THE CAMPUS occupies 1,300 acres in suburban Rochester, the third-largest city in New York state. RIT also has international campuses in China, Croatia, Dubai, and Kosovo.

DEGREES: RIT offers the following degrees: doctoral (Ph.D) programs in astrophysical sciences and technology, color science, computing and information sciences, engineering, imaging science, mathematical modeling, microsystems engineering, and sustainability; master’s degree programs: master of architecture (M.Arch.), master of business administration (MBA), master of engineering (M.E), master of fine arts (M.F.A), master of science (M.S), and master of science for teachers (MST); bachelor’s degree programs: bachelor of fine arts (B.F.A) and bachelor of science (B.S); and associate degree programs: A.S, A.O.S, A.A.S.

THE RIT STUDENT BODY consists of approximately 15,400 undergraduate and 3,250 graduate students. Enrolled students represent all 50 states and more than 100 countries. Nearly 3,300 students from diverse racial and ethnic backgrounds are enrolled on the main campus along with more than 2,700 international students. An additional 1,930 students are enrolled at RIT’s international locations.

RIT is an internationally recognized leader in preparing deaf and hard-of-hearing students for successful careers in professional and technical fields. The university provides unparalleled access and support services for the more than 1,100 deaf and hard-of-hearing students who live, study, and work with hearing students on the RIT campus.

RIT ALUMNI number more than 121,000 worldwide.

COOPERATIVE EDUCATION provides paid career-related work experience in many degree programs. RIT has the fourth-oldest and one of the largest cooperative education programs in the world, annually placing more than 4,400 students in nearly 6,000 co-op assignments with more than 2,200 employers across the United States and overseas.

WALLACE LIBRARY is a multimedia center offering a vast array of resource materials. The library provides access to more than 450 electronic databases, 68,000 electronic journals, and more than 500,000 e-books. Resource materials also include audio and video/DVD titles and more than 367,000 books and print journals.

HOUSING: Many of RIT’s full-time students live in RIT residence halls, apartments, or townhouses on campus. On-campus fraternities, sororities, and special-interest houses are also available. Freshmen are guaranteed housing.

STUDENT ACTIVITIES: Major social events and activities are sponsored by the College Activities Board, Residence Halls Association, sororities, fraternities, and special-interest clubs of many kinds. There are more than 300 clubs and student organizations on campus.

ATHLETICS: Men’s Teams—baseball, basketball, crew, cross country, ice hockey (Division I), lacrosse, soccer, swimming, tennis, track, and wrestling

Women’s Teams—basketball, crew, cross country, ice hockey (Division I), lacrosse, soccer, softball, swimming, tennis, track, and volleyball

RIT offers a wide variety of activities for students at all levels of ability. More than 50 percent of our undergraduate students participate in intramural sports ranging from flag football to golf and indoor soccer. Facilities include the Gordon Field House, featuring two swimming pools, a fitness center, indoor track, and an event venue with seating for 8,500; the Hale-Andrews Student Life Center, with five multipurpose courts, eight racquetball courts, and a dance/aerobics studio; the Ritter Ice Arena; and outdoor facilities including an all-weather track, tennis courts, and several athletic fields. The newly opened Gene Polisseni Center, which houses RIT’s new hockey arena, accommodates 4,300.

EXPENSES: Full-time students living in an RIT residence hall have the following 2017-18 academic year expenses. We estimate that the typical student also spends an average of $1,980 per year for books, transportation, and personal expenses.

<table>
<thead>
<tr>
<th>Charges</th>
<th>2017-2018 Academic Year (two semesters)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tuition</td>
<td>$39,506</td>
</tr>
<tr>
<td>Room (double)</td>
<td>$7,376</td>
</tr>
<tr>
<td>Board (standard plan)</td>
<td>$5,290</td>
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<tr>
<td>Fees</td>
<td>$562</td>
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<tr>
<td>Total</td>
<td>$52,734</td>
</tr>
</tbody>
</table>

*Deaf and hard-of-hearing students who are U.S. citizens enrolled in any undergraduate program and students enrolled in the ASL English Interpretation major will pay these charges instead of the regular academic year charges.

VISITS TO CAMPUS are encouraged and may be arranged in advance by calling 585-475-6631. Deaf and hard-of-hearing students may arrange campus visits by calling 585-475-6700, toll free in the U.S. and Canada at 866-644-6843, or by videophone at 585-743-1366.

HOME PAGE: www.rit.edu
EMAIL: admissions@rit.edu
UNIVERSITY COLORS: Orange and brown
UNIVERSITY MASCOT: Bengal tiger “Ritchie”
UNIVERSITY ATHLETIC TEAMS: Tigers

RIT does not discriminate. RIT promotes and values diversity within its workforce and provides equal opportunity to all qualified individuals regardless of race, color, creed, age, marital status, sex, gender, religion, sexual orientation, gender identity, gender expression, national origin, veteran status, or disability.

The Advisory Committee on Campus Safety will provide, upon request, all campus crime statistics as reported to the United States Department of Education. RIT crime statistics can be found at the Department of Education website, http://ope.ed.gov/security, and by contacting RIT’s Public Safety Department at 585-475-6620 (v/tty).