International Study Trip — Vietnam 2016
The UC Davis Graduate School of Management has earned its stellar reputation by preparing the next generation of inspired, results-driven and innovative leaders who are committed to making a positive impact.

Our Talent

70+ internationally renowned research faculty, visiting professors and guest lecturers

670+ Students in:
- Full-Time MBA
- Sacramento Part-Time MBA
- Bay Area Part-Time MBA
- Master of Professional Accountancy
- Undergraduate Technology Management Minor

1,200+ Researchers trained in entrepreneurship academies and fellowships to help bring innovations to market

3,500+ Alumni are catalysts for change in a wide spectrum of industries and around the world

Our Impact

Our Vision as a business school is on the rise is to spur new business and job creation, prepare innovative management leaders, and accelerate investment and innovation through strong partnerships with industry.

Every day, our UC Davis Graduate School of Management community of faculty, students, alumni and staff is making an impact at Fortune 500 firms, mid-sized companies and promising startups by helping to put new ideas into action.

Our Accolades

U.S. News & World Report 2015

Top 10% of Full-Time MBA programs in U.S. for 20 years

Top 9% of Part-Time MBA programs in U.S.

Top 1% in MBA student selectivity (based on acceptance rate)

No. 1 CPA exam pass rate in California for accounting graduates

1st faculty ranked in peer-capita publications (among peer, competitive, comprehensive research universities) by UT Dallas Research Rankings

13th worldwide for faculty research productivity and Financial Times 2014

University of California, Davis | At a Glance

Founded: 1905

One of ten campuses in the University of California— the world’s preeminent public research university system. UC Davis is known for its academic excellence, global leadership and societal impact, with a comprehensive public health system and more than two dozen specialized research centers.

UC Davis Ranks No. 9 Among the Nation’s Top Public Research Universities*

UC Davis MBA Profiles – Vietnam 2016

International Study Trip

Vietnam | 19–26 March 2016

Tour Objectives

International business experience is a vital part of today’s MBA curriculum. At the Graduate School of Management at the University of California, Davis, our mission is to prepare innovative leaders for global impact. Our International Study Practicum gives students the opportunity to learn global management practices in and travel to such countries as China, Chile, Czech Republic, Brazil, Hungary, Mexico, Malaysia, Panama, Singapore, and Thailand.

This year’s trip will head to Vietnam. The field trip will occur between 19–26 March. We will appreciate the diversity and development of this country, and explore this country’s key drivers of economic success and business prosperity. Our learning themes include cultures, investment, corporate governance, innovation, government policies, legal environment, and key industries. Our destinations include companies, universities, government agencies, and NGOs in Hanoi and Ho Chi Minh City.

Areas of Interest

We would like to meet with business leaders, government officials, university thought-leaders, and NGO advocates. These in-person meetings and workshops will help us to learn about potential opportunities as well as their challenges, and the short-term and long-term strategies and solutions they implement. Their perspectives and practices will shed light and offer insights into international business.

Our team is interested in learning about these areas:

- Role of Vietnam in the world’s economic system
- Economic outlook and business opportunities
- Best approaches to engage with local companies and government on potential business opportunities
- U.S. and Vietnamese government interaction
- Imports/Export activities and the key role they have played in economic development
- Policies that promote economic growth and key government agencies
- Culture, religion, history, and their role in socioeconomic progress
- Industries such as manufacturing agriculture, and technology and their role in socioeconomic progress

United States of America

Vietnam

Class Tour Dates

19–26 March 2016
International Study Practicum gives students the opportunity to learn global management practices in and travel to such countries as China, Chile, Czech Republic, Brazil, Hungary, Mexico, Malaysia, Panama, Singapore, and Thailand.

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**Areas of Interest**

We would like to meet with business leaders, government officials, university thought-leaders, and NGO advocates. In these face-to-face meetings, we hope to learn business practices and competitive structures in their industries.

Executives, managers and policymakers can brief us about potential opportunities as well as their challenges, and the short-term and long-term strategies and solutions they implement. Their perspectives and practices will shed light and offer insights into international business.

**Our team is interested in learning about these areas:**

- Role of Vietnam in the worldwide economic system
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- Best approaches to engage with local companies and government on potential business opportunities
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**Tour itineraries**

Business meetings are scheduled in Hanoi and Ho Chi Minh City with companies in different sectors, government, NGOs, and universities.

**Class Tour Dates**

19–26 March 2016

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**UC Davis MBA Class Tour: Vietnam**

View UC Davis MBA student profiles at: gsm.ucdavis.edu/ISTVietnam2016

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**Contact Information**

Suzy Taherian
Visiting Professor, CFO, NobleIron
Graduate School of Management
University of California, Davis
suzy.taherian@yahoo.com

gsm.ucdavis.edu/Stephanie/suzy.taherian
SUZY TAHERIAN | Visiting Professor Suzy Taherian has over 20 years of experience across the international finance spectrum. Suzy is CFO of NobleIron, a global publicly-traded company in equipment rental with software and technology differentiation.

She has a variety of senior finance roles with Chevron and Exxon for over 15 years and then transitioned to working with smaller fast-growing companies. She’s had the opportunity to work on projects around the globe, including China, Thailand, Indonesia, New Zealand, Russia, UK, Switzerland, Brazil, Venezuela, Chile, Argentina, Angola and Nigeria.

She holds a BS in Engineering from UC Davis and an MBA from Kellogg School of Management, Switzerland, Brazil, Venezuela, Chile, Argentina, Angola and Nigeria. She teaches International Finance and International Business MBA courses at UC Davis. She also serves on several boards, including Chevron Federal Credit Union and Glass to Glass Joint Venture; she was appointed as Commissioner of Contra Costa County.

Alyssa Marks is currently the assistant director of academic operations and planning at the UC Davis Graduate School of Management. She will co-lead the study trip with Suzy Taherian. As the assistant director, she works with the business school faculty on academic affairs including compensation, instructional deployment and merit advancement. She also manages the faculty-related AACSB accreditation standards, coordinates general academic research and analysis and supports the development of new degree programs and policies with a focus on the cost implications. Her experience for the last several years has been in higher education, but she also has experience in the private sector when she worked with a global renewable energy company. Alyssa is also a member of the Global Shapers Sacramento Hub, an initiative of the World Economic Forum that provides motivated young professionals with a global platform to shape the future – integrating the personal, community and global dimensions. Alyssa is a third year MBA student at UC Davis and she earned a B.S. in Managerial Economics from UC Davis.

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UC Davis MBA Student Profiles

PETER BARRICK | Peter Barrick is an MBA student in Finance at the University of California, Davis. He also works as an associate at Sonoma Brands, a venture capital fund specializing in consumer packaged foods. Prior to his graduate studies, Barrick flew jets for the US Marine Corps and received a BA in History and Political Science from the University of California, Davis.

MITT BHATT | Mitt is currently working for Becton Dickinson, a medical device company, as an engineer in Point-Of-Care Diagnostics division. Mitt has a master’s degree in Electrical Engineering and over nine years of product development experience in oil & gas and medical device industries. Along with full-time work, Mitt is pursuing an MBA from University of California, Davis with a focus on Entrepreneurship and Strategy. This combination of steeped analytical experience, sharp business acumen and vision of improving healthcare delivery will allow Mitt to generate sustainable solutions in healthcare management. Outside of work and study, Mitt enjoys volunteering, spending time with family, hiking and playing tennis.

PARKER CHILDRESS | Parker grew up in California and received his undergraduate degree in Business Administration from Saint Mary’s College of California. Having lived and worked in four countries, he is interested in global trade and commerce. In his personal life, he enjoys cooking and playing golf, and is an avid road cyclist. Parker has worked in both energy and life sciences, where he held various roles in analytics and corporate finance. Outside of the curriculum, he has led a team competing in the CFA Research Challenge as well as a pro-bono financial consulting project. After graduation in June, Parker will be working as a consultant at Gartner.

CARTER LEAR | As a third-year part-time graduate student, Carter’s academic focus on Finance and Strategy complement well his career in commercial real estate acquisitions. Carter has a true passion for real estate investing which overflows from the workplace into leisure time activities. His overarching aspiration is to benefit the habitats we live in through improving the places we converge.

Carter is a native of northern California area with an undergraduate degree from Sacramento State in International Business.

LI MENG | Li is passionate about supply chain, logistics, and new technologies benefiting the industry. He is pursuing an MBA at the UC Davis Graduate School of Management with this focus in mind.

Li graduated from Penn State University with operations knowledge from his Supply Chain and Information Technology Major and International Business Minor. Li is currently working as a demand planning analyst at Kaiser Permanente.

PRIIT NEWLIN | Priit Newlin has over seven years of accounting and finance experience. Priit is a staff accountant at GuideSpark, Inc. overseeing revenue and order to cash process. Prior to joining GuideSpark, Priit held various accounting and finance roles for Coca-Cola. Priit earned a bachelor’s in Corporate Financial Management from San Jose State University.
SUZY TAHERIAN | Visiting Professor Suzy Taherian has over 20 years of experience across the international finance spectrum. Suzy is CFO of NobleIron, a global publicly-traded company in equipment rental with software and technology differentiation.

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PRISCILLA NG | Priscilla Ng is a second-year MBA candidate at UC Davis. Holding leadership positions in the Dean’s Student Advisory Council and the Ambassador’s Program. She has six years of work experience in finance and accounting, including roles at a CPA firm and with state service. Priscilla is currently an Investment Officer with California Public Employee Retirement System in Sacramento, California and responsible for leading efforts to integrate environmental, social and governance considerations in the investment decision process impacting $270 billion in assets. Priscilla also holds a bachelor’s degree in Economics with a concentration in accounting from the University of California, Santa Barbara.

JEFF ORNELLAS | Jeff is a second-year MBA candidate at UC Davis with a focus on finance and agribusiness. Prior to graduate school he worked in the beverage industry for both E&J Gallo Winery and Southern Wine and Spirits. Upon graduation, Jeff will be working in the banking industry for CoBank, a $100 billion lender focusing on the agriculture sector. He holds an undergraduate degree in Business Administration from Gonzaga University and has experience in sales and marketing.

MODUPE OTUSANYA | Modupe Otusanya is a seasoned internal auditor with the State of California who seeks to improve processes while adding value to her organization. She is a financial accounting, auditing & taxation professional with a decade of experience in detail-oriented and process-driven roles in both the public and private sectors, and across the globe. She is an associate charted accountant and CPA candidate with proven experience in managerial and financial accounting collaborating with management conducting strategic planning to further corporate goals. She has a unique reputation for meeting and exceeding expectations; she is a strategist and delivers outstanding results tactically. Her value for relationship and teamwork is impeccable. She is an advocate of servant leadership who cherishes diverse opinions, cultivates trust, encourages others, believes her life is too minute to be the purpose of her existence, acts in humility and has a futuristic approach to every project she champions. Modupe holds a B.S in accounting from the University of Lagos in Nigeria and is completing her MBA at UC Davis. She is actively involved in couple of professional boards and committees, including the Institute of Chartered Accountants of Nigeria - USA District. She relishes every moment she spends with her God, working tirelessly in His vineyard.

ANTHONY PORTILLO | Anthony is an operations manager at SolarCity, an international renewable energy company, in which he oversees all vehicle acquisitions, including purchase contracts, insurance and supporting infrastructure for the company’s fleet. In addition, he is responsible for establishing the fleet infrastructure for their newest international market, Mexico. Prior to SolarCity, Anthony worked at Google where he oversaw the actualization of emerging infrastructures for the Google Maps Street View in Mexico. Under his direction, he was able to source the necessary resources and recruit a highly efficient team that captured Google Maps imagery for over 70% of Mexico’s roads. As an MBA student at UC Davis, he is focusing on Finance and Strategy to advance his career in corporate development. Anthony received a Bachelor in Science in Business Management from San Jose State University. He is also a private pilot.

YOON SAEPHARN | Yoon is a MBA candidate and a passionate product manager in the software technology industry. He has spent the last 5 years in fortune 150 companies working in finance, analytics, and technology management. Yoon has an entrepreneur spirit and is eager to learn about Vietnamese culture, the language, and creating a tech startup based in Vietnam that sources talent domestically. His interest are in social enterprises that help to solve social issues with a business lens. Yoon’s most recent project involved exploring a new partnership opportunity with a social enterprise start up in Hong Kong that provided cultural immersion and a for-profit logistics company in Europe. He hopes to bring this kind of social and business value to Vietnam.

CHONA SARTE | Chona Sarte has over 10 years civil-service experience with the State of California. She works for the California Environmental Protection Agency (CalEPA), the state entity dedicated to improving the environment, while preserving California’s economic vitality. At CalEPA, Chona oversees external affairs, administrative operations, and special projects, most recently supporting the California government delegation at the United Nations Climate Change Conference in Paris. In addition to her state-level public service, Chona has extensive international exposure volunteering in Nepal, Guatemala and El Salvador, promoting environmental and education programs. Chona received her Bachelor of Arts degree in Communications and Sociology from California State University, Sacramento. She is a second-year, part-time MBA candidate at UC Davis focusing on strategy to address environmental and social issues.
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JEFF SELIKOFF | Jeff is from the Connecticut/New York area and has a background in banking and financial services. After graduating as an Honors Scholar from the University of Connecticut Undergraduate School of Business, Jeff joined GE Capital and was quickly promoted to lead analyst on the Private Equity Sponsor Finance team. Jeff also worked as an internal consultant in GE Transportation and as a global financial analyst in GE Healthcare. Along with his studies, Jeff served as the primary financial analytic support to the chief of staff and CFO of UC Davis. Jeff is president of a real estate investment firm and leads other private direct investments. Jeff’s focus in the MBA program is in venture capital, management and entrepreneurship.

JOSHUA TAYLOR | Joshua Taylor is a research biologist and project manager of drug discovery at Allos Biopharma, a member of the Janssen Pharmaceuticals group of Johnson & Johnson. He’s spent five of the last six years working on treatments for Respiratory Syncytial Virus, and is currently developing a novel treatment for Hepatitis B. He holds a B.S. in Neuroscience from UC Santa Barbara and is pursuing an MBA at UC Davis.

ALBERT VONTZ | Raised in Cincinnati, Ohio, Albert Vontz is a JD/MBA student and a vice president of the Food and Wine Leadership Association. With lifelong experience in the alcohol and entertainment industries, Albert studied business and music as an undergraduate at Boston College while working with beer and wine producers, distributors, and retailers including Heidelberg Distributing, E&J Gallo Winery and Harpoon Brewery, among others. Albert is also a part-time homebrewer, a Certified Beer Server, and an enthusiast who spent the past summer touring Europe’s greatest breweries.

CHANDRA YALANGI | Chandra Yalangi is a solutions manager at Alation Inc., a hot Silicon Valley, data analytics startup. Chandra consults with BI and data analytics teams at Fortune 500 companies (Citrix, eBay) to deliver data governance and collaborative analytics solutions. Prior to Alation, he has worked as a lead engineer on several products like cloud services, network services and video games.
Career Placement

CLASS OF 2015
EMPLOYMENT REPORT

Average Compensation: $112,202
Average Salary: $101,877
Average Signing Bonus: $19,273
Job Placement Three Months after Graduation: 94%

EMPLOYMENT BY INDUSTRY

12% CONSULTING
9% CONSUMER PRODUCTS
3% ENERGY
12% FINANCIAL SERVICES
18% MANUFACTURING
6% OTHER
15% PHARMA/BIOTECH/HEALTHCARE
3% REAL ESTATE
21% TECHNOLOGY

EMPLOYMENT BY FUNCTION

18% CONSULTING
27% FINANCE/ACCOUNTING
3% INFORMATION TECHNOLOGY
33% MARKETING/SALES
6% OPERATIONS/LOGISTICS
9% OTHER

Hiring Companies*

Autodesk Inc.  
Bio-Rad Laboratories Inc.  
Deloitte LLP  
eBay Inc.  
EMC Corp.  
Gartner Inc.  
Groupon  
Hall Wines  
Hiring Companies*

INspace Clause  
Intel Corp.  
Keysight Technologies  
Lam Research Corp.  
Netpace Inc.  
Pacific Gas & Electric Co.  
Plantronics  
Salesforce.com  
Sutter Medical Foundation  
Tesla Motors Inc.  
The Marketech Group  
The North Face  
UC Davis  
Wells Fargo  
Wing Lung Bank  
*partial list

NISHTHAA BHARDWAJ MBA 15
EMC Corp. | Santa Clara, Calif.
Product Manager
SWEET SPOT  |  UC Davis’ prime location on the corridor linking Sacramento, the state capital, and the San Francisco Bay Area creates endless opportunities.

You’ll have quick access to established Fortune 500 firms, the global technology industry, Pacific Rim trade, new startups and a financial ecosystem of venture capital and international banking. Ten of the Fortune 100 are headquartered in Northern California, including Apple, Hewlett-Packard, Chevron and Wells Fargo.

You’ll benefit from our connections and networks in Silicon Valley—the world’s unrivaled innovation hub—and in the Sacramento region, where progressive energy and climate change policy is rippling well beyond the world’s ninth-largest economy and home to one of the nation’s top clean-tech centers.

CAMPUS MATTERS  |  Your MBA experience is enhanced by being part of the University of California, Davis, one of the world’s leading research universities.

UC Davis is recognized globally for its expertise in the converging issues of food, water, health, society, energy and the environment. Since the university’s founding, faculty and students have worked across disciplines to generate new discoveries. Today this collaborative culture flourishes, fostering an academic environment dedicated to solving the world’s most critical challenges.

The Graduate School of Management is an active partner, collaborating and serving as a catalyst to accelerate technology transfer and commercialization.

“...”
PILLARS of the FUTURE ECONOMY such as high-tech, clean energy, public health and food-related innovation and health care are core strengths for UC Davis.

— UC Davis Chancellor
Few places match UC Davis’ CENTRAL LOCATION, lifestyle and opportunities in the ECONOMIC and ENTREPRENEURIAL HEART of California.

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Linda P.B. Katehi
International Study Trip – Vietnam 2016