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REIMAGINE POTENTIAL. REDESIGN THE FUTURE. REBUILD COMMUNITIES.
DEAN’S MESSAGE

Melbourne Business School is profoundly grateful to our generous community of students, alumni, faculty, staff and friends. Your support has played a critical role in helping the School strengthen its impact and extend its reach to more diverse students, organisations and communities.

Melbourne Business School is built on your generosity. Our alumni and the business community were essential to the establishment of our campus, raising $17 million between 1983 and 1991 to build the north wing of our building. This year, we are reinvesting in our facilities – work is underway on the multi-million-dollar revitalisation of our campus, allowing us to better leverage our position as a global hub for business education in the heart of Melbourne’s knowledge precinct and provide new opportunities for members of our community to learn, network and work with each other. It is a very exciting project, and one that will define this year and many years ahead for our School.

Our values – being connected, grounded, future focused and determined – support all that we do. These values have underpinned our enhanced reputation. Last December, our School was ranked ninth in the world by the 2016 Bloomberg BusinessWeek International MBA ranking, while in January we climbed 11 places in the 2017 Financial Times Global MBA ranking. I’m also delighted to say that our Marketing faculty were named in the world’s top three by the Financial Times. We also saw improvement of nine places in The Economist Which MBA? to now rank 34th in the world, while improving 18 places in Poets and Quants to rank 20th.

As a community, our successes are shared. At the heart of the MBS story is our shared hunger for progress, which unites our students, faculty, alumni and supporters, and sustains our mission to enable individuals and organisations to be global leaders through the creation, application and dissemination of business and economics knowledge.

There are many success stories at the School over the past year. Within this Impact Report, we are delighted to share just a few examples of inspirational impact, made possible by our generous community of supporters.

Thank you sincerely,

Professor Zeger Degraeve
Dean, Melbourne Business School
Dean, Faculty of Business and Economics
The University of Melbourne
MASTERING THE BUSINESS OF ART

Kirsten Paisley isn’t your typical MBA graduate - she’s in a class of her own in a sector that has greatly benefited from her leadership, creativity and dedication.

As the Deputy Director of the National Gallery of Australia in Canberra, Kirsten leads more than 100 people, from the curatorial department through to HR, and has been a driving force behind elevating art in Australia and bringing world-renowned exhibitions like Versailles to our shores.

More than this, she has revitalised Australia’s appetite for art, breathing new life into Canberra and creating NGA Play – a free children’s gallery that introduces the young, and young at heart, to art history, culture and themes such as politics and power.

Kirsten has worked in the arts for almost 20 years, having studied a Bachelor of Visual Arts and a Master of Curatorship at the University of Melbourne.

But it took a scholarship to study a Senior Executive MBA at Melbourne Business School in 2014 to accelerate her career from a regional art gallery in Shepparton to the National Gallery of Australia.

“For me, in the regional context at the Shepparton Arts Museum, as the Director, it just wouldn’t have been possible from a time commitment and financial perspective to participate in the program without a scholarship,” said Kirsten.

The Senior Executive MBA added to Kirsten’s existing skillset and built her confidence to scale up to the national level.

“The MBA provided me with new skills to lead organisations through major change and understand how you perform best in the workplace, as well as the ability to look at financial management strategies while entertaining creative ideas about where to take an organisation and group of people.”

Kirsten’s journey to the top began when she met Melbourne Business School Associate Professor Jody Evans, who was leading a social impact study that included the Shepparton Art Museum.

The study looked at four Victorian art museums and chose Shepparton as a best-practice case study.

“That was particularly valuable for me, as the Director, because it was the Melbourne Business School, an institution of such rank and standing, outside the visual arts sector, looking with a different lens at the work we were doing. It demonstrated to us that we had unique, special and valuable stories to tell.”

With her gaze still fixed on bringing communities together through art, Kirsten uses her MBA skills whenever challenges come her way in Canberra.

“I often find myself, in difficult moments, referring back to the reading material and actually going back through the content that the faculty and staff provided to us – and you find yourself better able to make good decisions.”
HELPING GLOBAL CITIZENS BECOME GLOBAL AND COMMUNITY LEADERS

Developing future business leaders is what we do best. For more than 25 years, the Rupert Murdoch Fellowship has made that task a lot easier by helping our MBA program attract top talent, such as 2016 recipient Miguel Gomez.

Receiving the fellowship, which pays for tuition fees and a living allowance, isn’t the only reason US-born Miguel chose Melbourne Business School. A girl he met in the Mexican city of Guadalajara, while visiting his mother, can also take some of the credit.

When they first met, Miguel was a financial analyst at Los Angeles-based Stamps.com, where the leadership team all had MBAs from top US business schools. They noticed Miguel’s leadership potential and suggested he consider following their example.

Miguel continued with Stamps.com for a while—and with his very long-distance relationship with the German-born girl he met in Mexico. But she lived in Perth, so he eventually took the plunge and moved to the other side of the world to marry her—then his career took off.

By the time he applied to do his MBA here, Miguel was already a senior manager at BGC, one of Australia’s largest home builders, and a board member of Southcare, an aged-care provider in Perth.

“Miguel hopes to become a consultant after graduating, and eventually run his own company, but says he will always continue with his community work.

“That’s really important to me. I don’t ever see it going away because I’ve really enjoyed working with the people at Southcare.”

SUPPORTING FUTURE LEADERS FOR OVER 25 YEARS

The Rupert Murdoch Fellowship has supported the careers of some remarkable leaders since 1989, when News Corporation established the award to commemorate the 25th anniversary of The Australian newspaper. Past recipients include:

Sandra de Pury (MBA 1994)
who helped turn her family’s prestigious 154-year-old Yeringberg winery in Victoria’s Yarra Valley into an internationally renowned label.

Christopher Freeland (MBA 1996)
The former Boston Consulting Group Consultant, post-MBA, is the long-time Chair of the Sydney Film Festival and recently became the Managing Director, Asia Pacific, of Baker and McKenzie, the world’s No. 2 law firm by revenue.

Daniel Westerman (MBA 2008)
A Senior Engineer at Ford before his MBA, who went on to become an Associate Principal at McKinsey & Co and is now the Head of Network Management at National Grid, UK, which owns and operates the power transmission across England and Wales.

Justine Tiller (MBA 2006)
Since graduating, the former Boston Consulting Group Consultant and company director at Social Housing Victoria and YWCA Victoria, has carved out a distinguished career at ANZ Bank, where she’s now the Head of Home Loan Fulfilment & Releases and Retail Customer Services.

On a visit to the School, a faculty member suggested he apply for the fellowship, which he did via a video, featuring the many ways he and his wife can say ‘hello’, including ‘Hola’, ‘Guten Tag’ and a fairly decent ‘Gidday’. It worked. Miguel was asked to fly to Melbourne to meet Penny Fowler, the Herald and Weekly Times Chair and representative of News Corp, the fellowship’s generous sponsor.

“Penny must have seen something in me,” Miguel recalled. “She does quite a bit of community work herself, so maybe what I’m doing at Southcare had an impact on her.”

On visit to the School, a faculty member suggested he apply for the fellowship, which he did via a video, featuring the many ways he and his wife can say ‘hello’, including ‘Hola’, ‘Guten Tag’ and a fairly decent ‘Gidday’
PLANTING SEEDS

Scholarships and awards not only encourage excellence in our students, they are an investment in tomorrow’s leaders – the seeds from which big things grow. Donations from individuals, organisations and alumni are bearing fruit in diverse communities and sectors, where grateful recipients are shaping the future, locally and globally.
BIODESIGN INNOVATION: HELPING DOCTORS SEE WHAT THEY’VE NEVER SEEN BEFORE

How can MBA students help doctors see like they’ve never seen before, improve patient care and even save lives?

The answer: BioDesign Innovation - an elective program that brings together MBA students from Melbourne Business School, biomedical engineering students from the University of Melbourne and doctors to commercialise medical interventions in hospital and clinical settings.

First run in 2016, the BioDesign Innovation program at MBS was led by Associate Professor Kwanghui Lim to give our Part-time MBA students an innovation experience they would never forget, while showing the world how MBA thinking could deliver better health outcomes.

One such outcome brings greater accuracy to a delicate procedure that doctors previously performed with limited assistance. Now, thanks to a device created by students in Team Navi, doctors can identify the tip of umbilical venous catheters—a tube for delivering drugs or nutrients to sick babies—and know they’re where they need to be. The device, which is based on a traffic light system, is a breakthrough for newborn babies who require the procedure. Currently, one in three catheters are misplaced and the procedure has not improved for more than 60 years.

Team Navi’s device is not only having a remarkable impact, but also making headlines after featuring on National Nine News. Ideas from the Swade and Pelt teams also attracted attention by finishing in the final five of the 2017 MedTech’s Got Talent competition, with each team picking up $20,000 and the opportunity for mentoring in an incubator by leading MedTech companies.

Team Neuro’s computer-based platform, to help stroke patients begin rehabilitating themselves while in hospital, won an Institute of Electrical and Electronics Engineers award and two Endeavour awards from the Faculty of Engineering and Wade Institute, which runs postgraduate entrepreneurship programs at the University. Altogether, 22 students formed five, cross-faculty teams to work with physicians to turn innovative time, cost and life-saving ideas into commercial propositions.

““We have developed a solution that can potentially identify the tip of these catheters in real-time, during a procedure, so we can help the 450,000 babies around the world who require treatment get the clinical outcomes they need.”

SHING YUE SHEUNG, STUDENT, BIODESIGN INNOVATION PROGRAM

For Founding Donor, film producer and long-time MBS alumnus and donor, Ian Kirk (MBA 1998), who has previously supported our PhD students and the MURRA Indigenous program, the impact was everything.

“This course can only happen by working closely with colleagues in Engineering, Carlton Connect, the accelerator helping with commercialisation, and hospitals and medical professionals in Melbourne. The students are learning important lessons you could never teach from a textbook or classroom. They’re creating a live case that unfolds in front of the eyes over nine months. They’re part of a very exciting journey.

Donations have been important too, and not just the money. Donors come in and support the students, which boosts their morale and really propels the program.”

KWANGHUI LIM, ASSOCIATE PROFESSOR AND BIODESIGN INNOVATION PROGRAM COORDINATOR, MELBOURNE BUSINESS SCHOOL

Kwang leads MBS students to tackle medical innovation with business acumen through the BioDesign Innovation Program.
A.T. KEARNEY PARTNERSHIP SUPPORTS PETER MACCALLUM CANCER CENTRE

Melbourne Business School’s Centre for Business Analytics collaborated with management consulting firm A.T. Kearney to review the Peter Mac Cancer Foundation’s (PMCF) donor acquisition strategy. The project was commissioned by Jennifer Doubell, Executive Director of the Foundation, and executed on a pro-bono basis by A.T. Kearney and the Centre.

The project leveraged data and analytics to learn about the effectiveness of different types of donor acquisition campaigns and provided the Foundation with advice on optimising future campaigns. Rebecca Wilson, Senior Analytics Analyst at A.T. Kearney and dux of our 2015 Master of Business Analytics class, worked on the project, guided by the Centre’s Director, Professor Ujwal Kayande.

Commenting on the project’s impact, Jennifer Doubell said, “The work of Rebecca, Ujwal and colleagues has been very helpful. It has provided the Foundation with totally independent analysis, a rational hygiene check on our in-house analytics, and fresh insights and advice on how we should formulate our strategy for the future.”

A.T. Kearney Senior Manager Kate Hart (MBA 2007), who attended the February 2017 project presentations to PMCF’s senior leadership, commented: “It was great to see the comradery and strong relationship between A.T. Kearney, Melbourne Business School and the Peter Mac Cancer Foundation. A relationship forged through a truly collaborative and valuable piece of work.”

The project delivered impact for one of Australia’s premier not-for-profit organisations by combining the School’s business analytics expertise with A.T. Kearney’s strong capabilities in strategy and analytics applications. It built upon analysis done for Peter Mac by the School’s 2015 and 2016 Master of Business Analytics students as part of the Marketing Analytics subject, taught by Professor Kayande.

About a year after graduating, Rebecca Wilson expressed an interest in taking a deeper dive into the data to uncover insights that would assist Peter Mac’s donor acquisition strategy. Her interest was immediately supported by A.T. Kearney, who seconded her to work on the project for several weeks. Working on the ground with the team at Peter Mac gave Rebecca an appreciation of the long-term impact of running a successful acquisition campaign on the cancer centre’s patients and staff.

“Too then be able to co-develop a solution that uses the right application of analytics to unlock new, tangible insights on what can make or break a campaign and, ultimately, what actions the Foundation can now take to continue to effectively support the hospital has reinforced for me just how powerful analytics and data-driven decision making can be for the not-for-profit sector,” Rebecca said.
INCREASING CAPACITY

SUPPORTING SOCIAL ENTREPRENEURSHIP

Contributions to the Melbourne Business School Annual Fund in 2016 have enabled Full-time MBA students to participate in the Social Entrepreneur Consulting Practicum, delivered in partnership with Social Traders through their Crunch program. Social Traders works to break the cycle of disadvantage, build resilience in Australian communities and contribute to sustainable social impact and change by supporting social enterprises who create employment, provide access to services and strengthen local communities.

The Social Traders’ Crunch program helps new and existing social enterprises start, transform or scale up. In a week of intensive work, the practicum pairs MBS students in syndicate groups with social enterprises who, this year, were trying to find jobs for migrant and refugee women, make nutritional food accessible to low-income groups, assist people facing workforce issues, strengthen community governance, and tackle social isolation and food insecurity. The students helped the social enterprises refine their vision, mission and strategy. They validated business models and prepared them to access capital and customers and achieve self-funding status. The syndicates focused on operations, marketing, finance, supply chain management and integration of new technologies into the business models.

The practicum’s real world challenges prepares our student for future leadership roles, while increasing the capability of valuable social enterprises - all made possible by the generosity of our Annual Fund donors.

NEW SCHOLARSHIP TO HAVE ENDURING IMPACT ON NOT-FOR-PROFITS

A new, full-fee-paying MBA scholarship, focused on the not-for-profit sector, honours one of Melbourne Business School’s most generous donors, Harold Campbell-Pretty, who passed away in 2014.

Established in 2016 by Harold’s wife Krystyna, the Harold Campbell-Pretty Scholarship seeks to develop corporate-standard leadership and management practices in a sector that is critical for our social, cultural and economic development.

The not-for-profit sector encompasses a diverse range of organisations including health, social services, education, sport and recreation, arts and culture, environment, animal welfare, and human rights. Such organisations play a vital role in creating an inclusive, healthy, vibrant society. While these for-purpose organisations have innate strengths in addressing the needs of their communities, they need help in building their capability and capacity.

Business strategy, financial literacy, marketing and people management are part of an essential skill set that not-for-profit leaders need.

“The sector is of increasing importance in today’s disparate world,” Krystyna says, “and any organisation within it will benefit from the skills that a high-calibre management education can bring.”

Always great admirers of the School, Harold and Krystyna rank among our most generous and loyal donors as Lifetime Patrons of the Dean’s Circle.

In the 1980s, Harold and his wife Krystyna turned one of Australia’s first agencies to use market data to inform market strategy into a global player. Their Amberley Corporation’s client list included Ford Motor Company, Compaq Computers, IBM and British Airways.

Making their business success even more impressive, the Campbell-Prettys both come from humble beginnings, which is why Krystyna is so pleased to be supporting a sector where people often can’t afford to consider studying an MBA.

The Harold Campbell-Pretty Scholarship will enable MBS to play a vital role in supporting individuals who often sacrifice financial rewards to lead organisations that will change the world.

We recognise Krystyna for her visionary gift and the role both Krystyna and Harold have played in creating the next generation of change makers.

“The kind of achievement expected of an MBA applicant is often skewed towards people from affluent backgrounds. Those of lesser means, regardless of their academic achievement, can be deterred from applying for financial reasons or fear not being accepted by their cohort.

“This scholarship communicates that our MBA is open to all who qualify, without the need to worry about finances. It sends a clear message of equality of opportunity, or ‘égalité‘, as the French say.”

KRYSYNA CAMPBELL-Pretty
Greater Shepparton is a major food producing, processing and exporting centre in the Goulburn Valley, about 180 km north of Melbourne, that has cemented its reputation as Australia’s food bowl by generating some 25 per cent of Victoria’s total agricultural production value.

It has a rich and diverse cultural history, with the largest Aboriginal community living alongside the largest number of multicultural and newly arrived communities in Victoria, outside of Melbourne.

Despite its rich history, the region faces significant challenges, many precipitated by the impact of the millennium drought and reflected in such key disadvantage indicators as education, unemployment, social exclusion, poverty and reduced life expectancy.

These challenges underpin an image of the region as deprived and depressed. As David McKenzie, inaugural Chair of the Committee for Greater Shepparton, comments, “The town got very down on itself. We were our own worst enemy, projecting a negative self-image to the world.”

Realising the potential to reimagine itself, Melbourne Business School Associate Dean (Engagement) Jody Evans and senior researcher Dr Tabitha White, supported by the Margaret Lawrence Bequest and Helen Macpherson Smith Trust, are playing a central role in creating a new and more positive narrative for Greater Shepparton.

In collaboration with Deakin University’s Associate Professor Kerrie Bridson, the Committee for Greater Shepparton and the Algabonyah Community Cabinet, they are repositioning the region for the long-term through concrete action, which, David McKenzie says, is transforming how the region views itself.

“It has reformed and solidified existing relationships with members, with industry, the community, government and bureaucracy. By going out and asking questions, exploring the issues, they fed that information back into us. It was a great feedback loop that strengthened our relationships and communications with important people and opened up new opportunities.”

A community’s people are a critical component of its image. Greater Shepparton’s Aboriginal people are at the heart of its current image and potential repositioning. Jody’s team is helping the Algabonyah Community Cabinet – one of many Empowered Communities started in Victoria in 2013 to drive Indigenous-led reform of Indigenous affairs and policy – realise its ambition of a thriving and valued local Aboriginal community.

Their work focuses on helping the community shift from an image shaped by deficit language to one of strength and aspiration.

“Number one is equity, I want to be seen and my children should be seen as being equals with their peers, businesspeople and other agencies. I think we’re still viewed as a deficit and a problem in our community. Our strengths are not highlighted, they’re not talked about. It’s always about the deficit and the stereotypes. I think we need to be celebrated in our community more and acknowledged.”

“Having gone through that exercise, a new range of people came to us to talk about opportunities, solutions and responses to known problems. It just regalvanised us and opened up an entirely new wave of opportunity through strengthened relationships and new possibilities.”
Melbourne Business School attracts people who are ambitious, but not just for themselves. The Senior Executive MBA Class of 2003 is a stand out example. The endowment fund established by this group over a decade ago continues to have impact, most recently through funding internships for our MBA students at businesses started by alumni of our MURRA Indigenous Business program.

HELPING YOUNG GUNS AIM HIGHER

Founded by two Queensland brothers in 2004 to give their football-club mates skills and work. Indigenous business Young Guns now generates $25 million in revenue a year handling containers for some of Australia’s biggest companies. It also employs over 400 people across four states and recently expanded into Canada and New Zealand.

It’s a success story that the Melbourne Business School can be proud of supporting in 2016, when Scott Young joined our award-winning MURRA Indigenous Business program, brother Trent our Executive MBA program and MBA student Rob Soros Young Guns itself as an intern, sponsored by the SEMBA Class of 2003 gift.

Young Guns’ focus on providing skills and opportunities for young people, especially Indigenous youth, led to it developing a strong ‘tribal culture’, which Scott and Trent credit for their early success. But with a vision to continue growing, they also realised their culture was at risk of being diluted. Having recognised its importance, the brothers made it a key foundation of their 2020 business plan and asked Rob to explore how to foster, manage and develop it across their business.

Working closely with Young Guns, Rob came up with a series of actionable recommendations and a strategic framework for implementing a roadmap to achieve the company’s people-centred goals.

The funding from the SEMBA Class of 2003 enabled me to expand on what I was learning in my MBA and deliver a high-impact project to a growing business. That experience was also the catalyst for me establishing and growing my own management advice business.”

ROB SOROS, CURRENT MBA CANDIDATE

MURRA HITS MAJOR MILESTONES

Just four years ago, with the support of Kinaway (the Victorian Aboriginal Chamber of Commerce) and the SEMBA Class of 2003, Melbourne Business School launched the MURRA Indigenous Business program. In 2016–17, the program reached some notable milestones, namely:

> Over 100 Indigenous entrepreneurs will have completed the program by July 2017
> The first candidate from Tasmania joined, making it a truly nationwide program, covering all states and territories
> The largest sponsor numbers ever, with generous gifts from BP and Global Forwarding, founded by diversity advocate Enrica Centorame, a close friend of MURRA alumnae Jasmin Herro, adding to support from First Australians Capital, Indigenous Business Australia and Supply Nation.

“I was able to act as a sounding board and devil’s advocate for Jasmin - testing and challenging her big ideas, and, once refined, help translate them into logical, structured planning. I have a much better appreciation and understanding of Indigenous issues in Australia.”

ANNABELLE ROXON, MBA GRADUATE, 2016

“The MURRA program is quite unique. It focuses on Indigenous business people and community leaders who want to take their careers and businesses to the next level and build a network with people from all over the country and the world.”

ENRICA CENTORAME, FOUNDER AND CEO, GLOBAL FORWARDING

THE CLASS GIFT THAT KEEPS ON GIVING

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ENRICA CENTORAME, FOUNDER AND CEO, GLOBAL FORWARDING
Siddhant is passionate about how business skills can create positive social impact and how his MBA experience at MBS will allow him to have even greater impact in his community.

"Without the scholarship, I doubt I would be able to do my MBA. MBS was the perfect choice because it offers such a global experience. Amazingly, the 50 people in my cohort come from almost 30 countries. You couldn’t ask for a better network.”

SIDDHANT SHRESTHA, 2017 MBA CANDIDATE
IN CONVERSATION WITH VICTORIA’S TRAVEL CHAMPION

“Tourism was an important pillar of the economy here, but the quality of management was below what you see in pharmaceuticals and banking, for instance. And there remains a significant need to develop high-calibre people to drive the industry forward.”

JOHN KENNEDY
DONOR
FORMER CHAIRMAN OF TOURISM VICTORIA

When I joined the School in June 2016, John Kennedy, the former Chairman of Tourism Victoria, was one of the first donors I had the pleasure of meeting. In 2003, John set up a fund to provide $10,000 in prize money for the annual Visit Victoria-MBS Case Competition, which our MBA students have been battling over every year since as they research clever ways to boost visits to Victoria.

When I first met John, I knew he would be driven – having helped implement Victoria’s successful ‘big events’ strategy which uses attractions like the Grand Prix and Australian Open to lure visitors – but I didn’t expect to find such a strong sense of purpose.

“It’s important to have a purpose, especially as a donor,” John told me. “There are many causes worth supporting, but for me, maximising jobs in the economy is the best thing you can do. Every tourism business needs a pot washer, chef, sales person, internet developer and so on. That multiplier effect is key, and if more people valued job creation, we would all be better off.”

John’s other motive for partnering with Melbourne Business School was to improve quality.

Tourism was an important pillar of the economy here, but the quality of management was below what you see in pharmaceuticals and banking, for instance. And there remains a significant need to develop high-calibre people to drive the industry forward.

John helps judge the case competition and has been impressed by our MBA students, including a few who recently looked at increasing air traffic between Melbourne and South America.

“We now have three flights a week to Santiago starting in October 2017,” he said. “They showed it was viable.”

When John was younger, he turned a consultancy project, required to finish his MBA at the London Business School, into a multi-million-dollar business, which he ran from 1977 to 1997 and then sold to major UK travel company Thomson TUI.

At its peak, John’s Austravel company flew six, 737-300 charter flights a week to Australia and New Zealand from the UK and Netherlands. While visiting his Melbourne hometown after the sale, Tourism Victoria (now Visit Victoria) asked him to lead it, and his sense of purpose shone through as usual.

The big challenge in selling Victoria is the lack of an iconic identifier. The 12 Apostles doesn’t quite stack up against the Harbour Bridge and Sydney Opera House. By being the best at major events, we know the people who come will spread the word about all the great experiences they have.

After 14 years of John’s support, the case competition continues to have an impact on tourism in Victoria and give our MBAs experience in addressing real business challenges. It was an honour to catch up with the man who made it possible before he flew back to the UK and his home in Bristol.
Melbourne Business School celebrated over 25 years of developing women leaders through the Helen Macpherson Smith Fellowship at a special anniversary event in 2016.

First awarded in 1990, recipients now occupy senior positions in diverse industries around the world. A strong contingent joined trust chairman Dr Philip Moors AO, trustees, current MBA students, MBS faculty, alumni and staff to honour the trust, which has distributed more than $100 million to the Victorian community since 1951.

In addition to the fellowship, HMSTrust has supported the School’s social impact agenda. HMSTrust was instrumental in the establishment of the Asia Pacific Social Impact Centre in 2008 and the Helen Macpherson Smith Chair of Leadership for Social Impact. More recently, HMSTrust has supported faculty research with the Indigenous community in the Goulburn Valley.

Speaking at the celebration event, 2015 fellowship recipient Vanessa Whatmough (MBA 2016) said her award meant more than just financial support.

“It offers membership to a community of intelligent, driven women who are on track to make a real difference in the world.”

A worldwide network of women leaders

Over the years, Helen Macpherson Smith Fellowship recipients show they share some common traits: ambition, a future focus and determination to make a difference.

1993: Claire Rogers (MBA 1995)
Claire’s vision to make a difference after receiving her fellowship has certainly come true. In November 2016, the former Head of Digital Banking at ANZ Bank became the first woman to lead World Vision Australia, one of the largest charities in the country.

1997: Kim Sajet (MBA 1996)
Kim’s love of art took her to top-level curator and director roles at the Mornington Peninsula Regional Gallery and Monash Gallery of Art before she embarked on her MBA with fellowship support. Post MBS, her career has reached new heights. Kim is now the Director of the Smithsonian National Portrait Gallery in Washington DC, the first non-American to hold the position.

2016: Simone Law (MBA 2017)
Simone might bring a perfect smile to many faces, having co-founded a highly successful Melbourne dental practice less than two years ago. But she has serious plans to use her MBA skills to disrupt her chosen profession with a one-stop shop, where usually separated dentists and dental specialists can offer treatment under the same roof.
IMPACTFUL GIVING – 2016

Thank you!

For making 2015–2016 an incredible success.

Here are some highlights of what you have helped achieve over the 2015–2016 year.

$1,157,322 RAISED

The Dean's Circle

$100,000+ Lifetime Patron
Ross Barker (MBA 1980)
Krystyina Campbell-Pretty
Peter Clemenger AO
Philip Cormie (EMBA 2002)
Robert Craig (MBA 1995)
John Dahlsten (MBA 1969)
Sally Holloway
John Kennedy
Ian Kirk (MBA 1998)
Frank Zipfinger (SEMBA 2003)

$25,000+ Leader
Ross Barker (MBA 1980)
Krystyina Campbell-Pretty
Philip Cormie (EMBA 2002)
Charles Goode AC
Sally Holloway
Allan Hume Reid (MBA 1970)
Ian Kirk (MBA 1998)
Ken Roberts (MBA 1991)
Anonymous

$5,000–$9,999 Steward
Geoffrey Allen AM (MBA 1969)
Paul Bennett (MBA 2003)
Anthony Burgess
Enrica Centorame
Glyn Davis
Ziger Degrawe
Daniel Evans (SEMBA 1994)
Ross Ferris (MBA 2002)
Louise Gourlay QAM
Dean Ireland (MMktg 1997)
Geoffrey Kington (MBA 1976)
Paul LeMaire (SEMBA 2003)
Craeme Liebelt
Enrico Rizzon (MBA 1999)
Dominic Tiollal (MBA 2005)
Michael Tratt (MBA 1986)

$203,322 ANNUAL FUND PROGRAM RAISED IN 2016

$729 AVERAGE GIFT MADE

MBS HIGHEST PRIORITIES

CLASS GIFTS 8%
INTERNSHIPS & EXCHANGE 1%
PROGRAMS 22%
RESEARCH 18%
SCHOLARSHIPS 49%
PRIZES 81%

Major contributions have made a huge impact.

1 inaugural BioDesign Innovation Program launched
25 years of partnership celebrated with Helen MacPherson Smith Trust
Over 100 indigenous entrepreneurs through the MURRA program
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“I'm very keen that good ideas get turned into reality for the benefit of as many people as possible. And that’s the purpose of this course. I was very interested to be involved and see how taking something that may offer a benefit can be converted, through the work that these people are doing, into a positive reality for society in general.”

IAN KIRK (MBA 1998)
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Thank you for supporting our School and our students.

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Rebecca Wilson (MBusA 2015)
I am inspired every day that I work at the Melbourne Business School by the achievements of my faculty peers and staff, our students, alumni, supporters and partner organisations. I see my role as an opportunity to enable our community to achieve even more by co-creating initiatives that have a social, cultural or economic impact.

DR JODY EVANS
ASSOCIATE DEAN, ENGAGEMENT
ASSOCIATE PROFESSOR, MARKETING

“The value of an education is not the learning of many facts but the training of the mind to think something that cannot be learned from textbooks.”

– Albert Einstein, 1921. I believe this quote reflects what the school is achieving, and why I share its values and want to be part of its community.

Having spent much of my working life in the corporate arena, I have seen the difference that innovation and collaboration can make. The school promotes these approaches, which are instrumental in generating a sustainable future for generations to come.

REBECCA BOOTH
RESEARCH MANAGER, ADVANCEMENT

I believe the world has enough successful people. What we do need more of are ethical leaders who are passionate about making a difference, not only in their lives but the lives of the communities they work and live in. Providing accessible education and opportunities through generous supporters of Melbourne Business School allows us to support future leaders who go on to make a broader impact on others and the world. I am proud to be part of that impact.

DIANNA MOODLEY
DONOR RELATIONS MANAGER, ADVANCEMENT

When people come together to learn, explore and discuss topics and themes that they are passionate about, new ideas and opportunities are discovered. At Melbourne Business School events, I am regularly delighted by seeing how thought-provoking conversation in an inspiring environment can lead to great things. For me, the real gratification in running events for the MBS Community is when I hear that these seeds have grown into impactful programs and initiatives.

JO STAVERS
EVENTS MANAGER, ENGAGEMENT

I am passionate about access to education for everyone. It should not be based on personal circumstances but on a willingness to learn and experience. You can create limitless opportunities with education, from changing your life and the lives of your family to changing the world – for the better. This is why I work to facilitate opportunities for people with passion and ability to experience Melbourne Business School and benefit from the amazing learning opportunities and powerful networks the School provides.

BEN LEE
ASSISTANT DIRECTOR, ANNUAL AND LEADERSHIP GIVING, ADVANCEMENT

Meeting my husband made me realise that there are many talented and deserving people who could not have accessed further education without the help of a scholarship. Receiving a scholarship benefitted him tremendously, allowing him to study in a top university, providing him career growth after his Masters and instilling in him the confidence and impetus to go after his dream. Since then, I have been motivated and committed to making a difference to the lives of others by connecting impact-driven needs to the generosity of donors and the community, and creating more opportunities for learning and development, innovation and progress.

ELIZABETH EE
ASSOCIATE DIRECTOR, ADVANCEMENT

Having just finished my studies, I have recently benefited from opportunities that supporters of educational institutions provide. I have always been passionate about events but without the opportunity to explore what I am capable of in a real work environment, it would have been much more challenging to demonstrate my skillset to a future employer. Now that I am a member of the MBS team, I am excited to be using my skills within a community that collaborates to support and enhance others’ learning experiences.

SARAH JOWETT
EVENT COORDINATOR, ENGAGEMENT
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MBS' Highest Priorities

Giving towards MBS’ Highest Priorities gives MBS the autonomy to direct your funding to areas which need it the most and to ensure that your gift makes the biggest impact.

Scholarships

Reimagining potential – By making a contribution towards our Melbourne Business School Scholarship Fund, you play a role in reimagining potential, and enable more deserving students to have access to financial assistance.

Innovation Fund

Redesigning the future – Be a part of the founding community that redesigns the future of aspiring entrepreneurs and the next generation of innovators at MBS. Your gift will enable students involved in our innovation programs to compete on the world stage.

Community Partnerships

Rebuilding communities – Help us deliver impactful partnerships through research and programs with communities across Australia and the Asia-Pacific Region.
CONTACT US

If you would like to support the School, you can donate online or contact us directly. We value your support.

mbs.edu/donate

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