About Us

The Steven A. Denning Technology & Management (T&M) Program helps create cross-functional leaders in technology and business-related fields by building upon Georgia Tech’s outstanding programs and curriculum. Classes emphasize experiential learning and include hands-on elements, allowing Denning T&M students the opportunity to offer interdisciplinary-team solutions to real-world problems faced by the program's corporate affiliates.

Program Expansion

The Denning T&M Program has traditionally focused on a select group of undergraduate students from the Scheller College of Business, the College of Computing, and the College of Engineering. Business and Engineering students who complete the program earn a 22-credit minor in Engineering & Business. Computer Science and IT Management students earn a minor in Computing & Business.

Effective February 2016, the Denning T&M Program is now open to all Georgia Tech undergraduate students. The new colleges joining the program are the College of Design (formerly the College of Architecture), the Ivan Allen College of Liberal Arts, and the College of Sciences. Students from these colleges who complete the program will earn a minor in Technology & Business. With the newly admitted Class of 2019 come the first students pursuing the Technology & Business minor. We look forward to continuing to expand our reach across campus to be the most inclusive and diverse program at Tech.

Program Updates

For the second year in a row, the program has offered the opportunity for corporate affiliates to sponsor multiple capstone projects during the 2016-17 academic year (AY). Georgia-Pacific offered three projects, Siemens offered two capstone projects, and the Home Depot PRO project was split into two groups of four to accommodate student interest. Georgia-Pacific had one IT project and two operations projects. Siemens Power/Finance and Siemens Healthineers provided two unique capstone project opportunities. Sixty students from the Denning T&M Class of 2017 completed minors in either Engineering & Business or Computing & Business. In Fall 2017, 67 students in the Class of 2018 will begin the Pre-Capstone class, and 69 students in the newly admitted Class of 2019 will begin coursework.

T&M alumni starting full-time jobs in the summer of 2017 had an average starting salary of $68,900. The average hourly rate for T&M students interning was $24.5/hour. Students graduating from the Scheller College of Business without a minor from the T&M Program had an average starting salary of $63,300.
Leadership Update

Dr. Han Zhang began his role as the Faculty Director of the Steven A. Denning Technology & Management Program in the fall of 2016. He is a Professor in Information Technology Management (ITM) and the Steven A. Denning Professor of Technology & Management. Dr. Zhang’s research focuses on the economics of information technology, online trust and reputation, online word-of-mouth, and the evolution of electronic markets. His research work on the institutional setup to help small businesses grow in the digital economy has been used as the basis for testimony before the Congressional House Committee on Small Business.

In Dr. Zhang’s first year, T&M students have enjoyed traveling with him in China and learning Mandarin phrases and Chinese customs. They love the enthusiasm he brings to the program. As he is apt to say, “T&M rocks!”

Program Statistics

The incoming class of 69 students has an average GPA of 3.8 and spans 13 Georgia Tech disciplines. Disciplines represented include Aerospace Engineering (AE), Biomedical Engineering (BME), Business Administration (BA), Chemical & Biomolecular Engineering (CHBE), Civil Engineering (CE), Computer Engineering (CMPE), Computational Media (CM), Computer Science (CS), Ivan Allen College, Electrical Engineering (EE), Environmental Engineering (ENVE), Industrial Engineering (IE), Mechanical Engineering (ME). Women students represent 38% of this class, African-American students represent 6%, Hispanic students represent 1% (total of 38% non-White).

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<th>T&amp;M Class</th>
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DEMOGRAPHICS – AVERAGE GENDER
(Class of 2016 – 2019)

DEMOGRAPHICS – AVERAGE ORIGIN
(Class of 2016 – 2019)
There was a total of 10 corporate affiliates for AY 2016-17, including Acuity Brands, AT&T, Boeing, Caterpillar, Elavon, Equifax, Georgia-Pacific, The Home Depot, Interface, Siemens, and Siemens’ subsidiary Siemens Healthineers. Because some affiliates had multiple projects, the total number of capstone projects for AY 2016-17 was 13.

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International Initiatives

The third annual International Experience took place from March 17 to March 25, 2017. Students explored sustainable-business efforts in Hong Kong as well as Shenzhen, China and partnered with Shenzhen University students to earn a “Global Leadership – Conducting Business in China” certificate. Thirty-five students took part in the immersion led by Dr. Han Zhang.

Among the 35 students, 12 students were from the T&M Class of 2017 and 23 students were from the T&M Class of 2018. The group visited three companies in Hong Kong and two companies in Shenzhen from March 18 to 22, 2017. The highlight of the China trip was a two-day certificate program at College of Management, Shenzhen University (SZU), on March 23 – 24, 2017. The students took two classes (Marketing and Consumer Behavior in China; Understanding Leadership in China), visited Tencent (a top Internet enterprise) arranged by Shenzhen University, and had an Undergraduate Forum with 36 Chinese undergraduate students from SZU.

Our T&M students formed teams with the SZU students and worked on an assigned business question related to global expansion. Each team discussed the question and made a joint presentation at the end.
Our students enjoyed the interaction with the SZU students and thought it added significant value to their international exposure. Overall, the China trip was an eye-opening and life-changing experience.

<table>
<thead>
<tr>
<th>Time Frame</th>
<th>Location</th>
<th>Title</th>
<th>Students</th>
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<tr>
<td>May 2015</td>
<td>Western Europe</td>
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<td>71</td>
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<td>March 2016</td>
<td>Central Eastern Europe</td>
<td>&quot;From Planned to Market Economies&quot;</td>
<td>44</td>
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<tr>
<td>March 2017</td>
<td>China</td>
<td>&quot;A Tale of Two Cities: Hong Kong and Shenzhen, China&quot;</td>
<td>35</td>
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</tbody>
</table>

Students with Dr. Han Zhang on Lantau Island in Hong Kong

Students preparing for class with Shenzhen University students
T&M Events in Chronological Order

In July 2016, 25 alumni and significant others gathered at The Barrel House for the 2016 Alumni Event. Before the social, ten alumni attended a lecture on personal finance by Scheller Professor, Dr. Jayaraman. Alumni shared stories about their time in T&M and how they would like to stay connected in the future. There was a consensus that T&M had significant positive impacts on their careers.
In August 2016, the Classes of 2017 and 2018 met for **Orientation** to kick off the academic year. Students led their classmates in team-building activities that encouraged cross-cohort networking over an al fresco dinner from Viet-Nomie’s gourmet food truck. They also got the chance to get to know our new **Faculty Director, Dr. Han Zhang** and have their headshots taken.
Throughout September, Corporate Relations & Student Counseling Manager, John Stanford, facilitated **Half-Day Information Sessions** for each of the corporate affiliates. These mid-morning to early-afternoon sessions allowed each company to showcase themselves and meet students in a more casual environment. Students were able to practice their networking skills and find possible matches for summer internships or capstone projects.
Acuity Brands’ Half-Day

Caterpillar’s Half-Day

Equifax’s Half-Day
The Fall Corporate Affiliate Job Fair in September was a huge success with over 130 Denning T&M students participating. Seven T&M alumni also returned as corporate affiliates to recruit current students. Corporate affiliates were able to secure many of the students that went to work for them during Summer 2017 at this event.
In September 2016, corporate affiliates presented their Capstone Project Pitches to the second-year students. After four afternoons of pitches, students completed a survey identifying their top five projects and their reasoning for requesting to be on those projects. Teams were chosen based on justifications provided, StrengthsFinder qualities, Myers-Briggs personality types, and academic backgrounds to ensure diverse and balanced teams.

The Ropes Challenge Course was held in September to promote teamwork and communication among the newly-formed capstone project teams. Administrative Director, Bob Burgess revealed the members of each capstone team just before students were sent up on the ropes course as a capstone team. Ten corporate affiliates joined their capstone teams and participated in the ropes course alongside them. Mixed Bag Media also interviewed corporate affiliates Tony Agusti, Katie Huie, and Sandhya Srivatsan for T&M’s newest video.
September also brought the **Prospective Student Information Session**, which was facilitated by **Chelsi Cocking**, CM, and made up of a panel of current students and on-campus alumni across all disciplines. Over 150 students packed the classroom eager to learn more about T&M before submitting their applications.

Prospective students (left) and Bob Burgess discussing the program’s benefactor (right)

Chelsi Cocking hosting the panel discussion.

September ended with Georgia-Pacific IT hosting a networking event at an Atlanta Braves game. Twelve T&M students had the opportunity to get to know Quy Nguyen and Dale Carpenter better while enjoying the view from G-P’s box. It was the Braves’ last season at Turner Field, which also made it memorable.
In January 2016, T&M students from both cohorts participated in a **Welcome Back Social** at Tech Rec. At the social, they bowled, played ping pong and pool, and enjoyed a few hours meeting new classmates. Later in the month and into February, John Stanford hosted the second round of **Half-Day Information Sessions** for each of the corporate affiliates to continue to engage students.

February 2017 included the annual T&M **Business Etiquette Dinner** for the Class of 2018. Events Coordinator, Jenni Jarrett, led the students in pre-dinner networking, toasting protocol, and gave advice over dinner on place settings and dining etiquette. The class ended with an assignment to send a thank you email to Administrative Director, Bob Burgess, within 48 hours of the event.
The Class of 2019 was selected in late February 2017, and in March 2017, the incoming class attended the T&M Class of 2019 Orientation and Welcome Event. Orientation took place with the T&M Program faculty and staff and was followed by speed networking with corporate affiliate representatives. Students also listened to valuable advice from current and former Denning T&M students.

Over Georgia Tech’s spring break, as mentioned previously, 35 students traveled to Hong Kong as well as Shenzhen, China for the annual international experience. This year’s theme was sustainable business, and the T&M Program partnered with Shenzhen University students to earn a “Global Leadership – Conducting Business in China” certificate.
March closed out with the newly formed Class of 2019 receiving advice on professional attire at a **Dress for Success Workshop**. Professional stylists from Nordstrom spoke with students on aspects of dressing well: from tying bow ties to determining proper clothing fit.

In April 2017, all graduating T&M students presented their capstone projects to their peers and corporate affiliates over the course of four **Capstone Project Final Presentation** evenings on campus. Each team presented for up to 15 minutes and then answered questions from the audience. The student teams also traveled to their respective corporate affiliate’s offices and presented onsite.

On April 24, 2017, all current T&M students gathered at the Academy of Medicine for the annual **Poster Session** where the Class of 2018 Engineering & Business students showcased their prototyped product/service innovations from their “Managing Product, Service, and Technology Development.” Computing & Business students displayed their project posters from their “Business Process Analysis and Design” class. The Class of 2017 along with T&M faculty/staff and guests participated in the voting of the “Best Project,” “Highest Impact,” and “Most Creative” project awards.
The Poster Session was followed by a **Commencement and Awards Ceremony** for the T&M Program Class of 2017. This class is the Denning T&M Program’s **eighth graduating class**. The Class of 2017 nominated **William Courreges-Clercq**, BA – Operations and **Garrett Wallace**, BME as their official class speakers to represent their class at the 2017 T&M Commencement Ceremony. Both students reflected on their growth over the years and the important impact that T&M had during their time at Georgia Tech.
Elizabeth Raman and family

Wama Gbetibouo and Buzz

Anju Suresh and family

Chelsi Cocking, Wama Gbetibouo, D’Andre Waller, and Zion Thomas
The Denning T&M Program conducted a productive **Corporate Advisory Panel Meeting** on Friday, May 12, 2017, at TopGolf in Midtown. Corporate affiliates learned about program updates and offered their recommendations in a 90-minute open discussion. After the meeting, affiliates enjoyed playing TopGolf with T&M faculty and staff. This meeting officially closed out the academic year programming.
Denning Awards

Class of 2017 Best Capstone Project 1st Place: The Georgia-Pacific Operations Team, comprising William Courreges-Clercq, BA – Operations, Megan Emery, IE, Jonathan Lin, BME, Jeffrey Mullavey, CHBE, and Shelby White, ME, won a cash prize of $250 per student for their outstanding work on their capstone project. The winning team was chosen on the criteria of milestone completion and quality, feedback from corporate sponsors, and teamwork.

G-P Operations Team with Angela Como (T&M alumna), Doug Sawyer, and Fisher Wright (T&M alumnus)

Class of 2017 Best Capstone Project 2nd Place: The Equifax Team, comprising Marguerite Bernard, IE, Chris Healy, ME, Andrew Hoef, AE, Jenna Kwon, CS, and Virgil Shah, IE, won a cash prize of $100 per student for their outstanding work on their capstone project. The winning team was chosen on the criteria of milestone completion and quality, feedback from corporate sponsors, and teamwork.

Equifax Capstone Project Team
Class of 2017 Best Capstone Presentation 1st Place: The Acuity Brands Team, comprising Joaquin Alvarez, AE, Ari Bleemer, CMPE, Walter Ley, EE, Chris Lung, BA – ITM, and Darshan Patel, CMPE, won a cash prize of $250 per student for their outstanding work on their capstone presentation.

Class of 2017 Best Capstone Presentation 2nd Place: The AT&T Team, comprising Chelsi Cocking, CM, Richard Huckaby, CMPE, Jonathan Thomas, BA – ITM, and Zion Thomas, CS, won a cash prize of $100 per student for their outstanding work on their capstone presentation.
Class of 2017 Outstanding Student Awards: Marguerite Bernard, IE, and Kinsley Winn, BA – Marketing. They each won a cash prize of $250.

Robert Burgess with Marguerite Bernard and Robert Burgess with Kinsley Winn

Class of 2017 Class Speakers: The Class of 2017 nominated William Courreges-Clercq, BA – Operations and Garrett Wallace, BME as their official class speakers to represent their class at the 2017 T&M Commencement Ceremony. Both students reflected on their growth over the years and the important impact that T&M had during their time at Georgia Tech. They each won a cash prize of $250.

William Courreges-Clercq and Garrett Wallace
Class of 2018 Outstanding Student Awards: Ben Ibach, MSE, and Sydney Webb, BA – Finance. They each won a cash prize of $250.

Robert Burgess with Ben Ibach and Robert Burgess with Sydney Webb

Class of 2018 “Highest Impact” Project Award: Soak Safe comprising Ellen Brown, BA – Finance, Timmy Donohue, CHBE, Anne Gusler, BA – Operations, Ana Jafarinia, ME, and Arjun Patel, BME. The team proposed and prototyped a device that allows the elderly to be bathed more easily by positioning them in a special chair. They won a cash prize of $50 per student.

Team Soak Safe
Class of 2018 “Most Creative” Project Award: The Little Dipper, comprising Christina Darland, IE, Abby Huelfer, BA – Operations, Brandon Krupczak, BME, Lane McAree, BA – Operations, Aditya Thakur, CHBE, and Walker Watson, BA – Operations. The team created a device to dip fast food into your favorite sauce while driving more safely. They won a cash prize of $50 per student.

Class of 2018 “Best Computing” Project Award: Team Student Government, comprising Connie Huang, BA – ITM, Karlie Stites, CS, Richard Wang, CS, and Nick Teissler, CS. This team was recognized for their plan to streamline Georgia Tech’s Student Government Association request for funding process. Their idea is in the implementation phase. They won a cash prize of $50 per student.
Scholarships announced in AY 2016-17

**Boeing Scholarship:** The Boeing Scholarship was established in 2014 to be awarded to underrepresented undergraduate students at the Georgia Institute of Technology who have been selected to participate in the Steven A. Denning Technology & Management Program. Recipients are Laura O’Connell, CE, Morris Smith, CE, John Foster, BA – Marketing, Lane McAree, BA – Operations, and Jessica Jiang, ME.

**Robert L. Branner, Jr. Scholarship:** The Robert L. Branner, Jr. Scholarship Endowment Fund was established in 2011 to be awarded to students who have been selected to participate in the Steven A. Denning Technology & Management Program. The recipients are William Courreges-Clercq, BA – Operations, Elizabeth Raman, BA – Operations, and Kinsley Winn, BA – Marketing.

**Denning T&M Program Scholarship:** The Denning T&M Program Scholarship was established to be awarded to undergraduate students at the Georgia Institute of Technology who are ineligible (for reasons of residency or major) for other listed scholarships. Recipients are Jihad Iqbal, CS, Brock Overcash, CS, and Zion Thomas, CS.

**Holland-Roller Scholarship:** The Holland-Roller Endowment Fund was established by the donor for Denning T&M undergraduate College of Engineering students at the Georgia Institute of Technology. The scholarship is in memory of L. Aubry Holland, ME 1937 (1915-2003). Recipients are Reid Clyburn, EE, Cristina Guruceaga, ME, Soheil Faghihi, IE, Niki Lewis, IE, Jonathan Lin, BME, Anay Nawathe, CMPE, Nikhil Shukla, MSE, Darshan Patel, EE, Jessica Jiang, ME, and Richard Huckaby, CMPE.

**Laughter Scholarship:** The Laughter Scholarship Endowment Fund was established by the donor to be awarded to Aerospace Engineering undergraduate students at the Georgia Institute of Technology who have been selected to participate in the Steven A. Denning Technology & Management Program. This year’s recipients are Joaquin Alvarez, AE, Gregory Belgorod, AE, and Andrew Hoeft, AE.


**McConnell Family Scholarship:** The McConnell Family Endowment Fund was established by the donor in memory of his father Turner Lawson McConnell, COM 1928 and in honor of his wife Patricia W. McConnell, daughter Kathleen McConnell Korotzer, and son Lawson Jackson McConnell, Jr. MGT 1988. Recipients are Lane McAree, BA – Operations, Casey Blaney, BA – Operations, John Foster, BA – Marketing, Sara Beagle, BA – Operations, and Jonathan Thomas, BA – ITM.

**Judy D. and Stephen P. Zelnak Jr. Denning Technology & Management Program Scholarship:** The scholarship endowment fund was established by the donor Stephen P. Zelnak, Jr., IM 1969 to be awarded to students who have been selected to participate in the Steven A. Denning Technology & Management Program. This year’s recipients are Charles Mulling, BA – Finance, Indra Sofian, BA – Finance, and Sara Beagle, BA – Finance.
T&M Program scholarship recipients at the Scheller Awards Luncheon on March 16, 2017
Student Internships and Full-Time Employment with T&M Corporate Affiliates

The Denning T&M Program is pleased to report that a total of 28 students worked for T&M corporate affiliates during the academic year or will work for the corporate affiliates beginning May 2017 in an internship or co-op position, and seven students will begin full-time positions with the corporate affiliates beginning May 2017.

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<td>Ben Ashby</td>
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<td>AT&amp;T</td>
<td>Reid Clyburn</td>
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<td>Lauren Perrine</td>
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<td>Trisha Ramakrishnan</td>
<td>BA - Ops &amp; Supply</td>
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<td>Keenan Witsken</td>
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<td>Emma Duke</td>
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<td>Nick Randall</td>
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<td>Ana Jafarinia</td>
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<td>Elizabeth Raman</td>
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<td>Zach Abrams</td>
<td>MSE</td>
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<td>Addie Cleary</td>
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<td>Kinsley Winn</td>
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</table>
Class of 2017 Capstone Projects

Acuity Brands: “Warehouse Analytics Module Proposal”
Lance Hollner, Acuity Brands Sponsor
Greg Carter, Acuity Brands Sponsor
Joaquin Alvarez, AE
Ari Bleemer, CE
Walter Ley, EE
Chris Lung, BA – ITM
Darshan Patel, CE

AT&T: “Retire in Place Mobile Application”
Casey McDonald, AT&T Sponsor
Rich Kreckel, AT&T Sponsor
Chelsi Cocking, CM
Richard Huckaby, CE
Jonathan Thomas, BA – ITM
Zion Thomas, CS

Boeing: “Simplified Finite Element Model of The 777x Thrust Reverser”
Ryan Kerns, Boeing Sponsor
Gregory Belgorod, AE
Tejas Khorana, CS
Austin Maddox, IE
Hayley Snyder, ME

Caterpillar: “Sustainable Solutions for Rural Irrigation”
Anthony “Tony” Agusti, Caterpillar Sponsor
Paul Newman, Caterpillar Sponsor
Thomas Eichenblatt, BA - Finance
Natalie El-Laoune, BA - Finance
Zoe Klesmith, ME
Garrett Wallace, BME
D’Andre Waller, ME

Elavon: “Elavon: Payments Insider Adoption”
Katie Huie, Elavon Sponsor
Roshan Balakrishnan, IE
Mary Kathryn Elliott, BA – ITM
Annie Mei, BA - Finance
Anay Nawathe, CMPE
Indra Sofian, BA - Finance

Equifax: “Business Success Score Marketing Insight Tool”
Mr. Chris Yasko, Equifax Sponsor
Dr. Jeff Dugger, Equifax Sponsor
Dr. Li Hao, Equifax Sponsor
Marguerite Bernard, IE
Chris Healy, ME
Andrew Hoeft, AE
Jenna Kwon, CS
Virgil Shah, IE

Georgia-Pacific IT: “Georgia-Pacific Unit Labeling Project”
Quy Nguyen, Georgia-Pacific Sponsor
Sarah Both, IE
Heather Degenkolb, BA – ITM
Deron Mai, CMPE
Lauren Perrine, ME

Georgia-Pacific Operations: “Going for Broke: Savannah River Mill”
Doug Sawyer, Georgia-Pacific Sponsor
William Courrèges-Clercq, BA – Operations
Megan Emery, IE
Jonathan Lin, BME
Jeffrey Mullavey, CHBE
Shelby White, ME
Georgia-Pacific Packaging: “Dixie® Paper Value Creation Opportunities”

Lisa Carlson, Georgia-Pacific Sponsor
Carrie Shapiro, Georgia-Pacific Sponsor
Niki Lewis, IE
Laura McCray, BA - Operations
Stephanie Pham, BA – Human Capital
Nikhil Shukla, MSE
Andrea Vargas, IE

The Home Depot PRO (Gold Team): “Economic Analysis of Inventory-Add in D27 Electrical”

Brock Darby, The Home Depot Sponsor
Jenna Floyd, The Home Depot Sponsor
Kat Shaurette, The Home Depot Sponsor
Travis Tindle, The Home Depot Sponsor
Casey Blaney, BA - Operations
Soheil Faghihi IE
Daniel Loo, CMPE
Brock Overcash, CS

The Home Depot PRO (Blue Team): “Inventory Replenishment for Cabinet Accessories”

Brock Darby, The Home Depot Sponsor
Bethany Ferguson, The Home Depot Sponsor
Jenna Floyd, The Home Depot Sponsor
Kat Shaurette, The Home Depot Sponsor
Travis Tindle, The Home Depot Sponsor
Wama Gbetibouo, ME
Grant Herman, IE
Hannah Keith, BA – Operations
Elizabeth Raman, BA – Operations

Siemens Healthineers: “Inventory Stocking Plan”

Shreepad Chitale, Siemens Healthineers Sponsor
Jason Raak, Siemens Healthineers Sponsor
Ryan Morrissey, ME
Rachel Sackett, ME
James Savage, BME
Shilpa “Anju” Suresh, IE
Kinsley Winn, BA – Marketing

Siemens Power / Finance: “Siemens Power and Finance Market Entry Analysis in Argentina”

James Kipers, Siemens Sponsor
Frederic Villeneuve, Siemens Sponsor
Olivia Lodise, BME
Thomas McClane, ME
Nick Seidler, BA – ITM
Zach Steinfeld, BA – Finance
Clancy Provence, BA – Operations
Corporate Affiliate Guest Speakers

Denning T&M Program students benefited greatly by meeting and speaking with the following corporate executives who served as guest speakers during AY 2016-17:

**Acuity Brands:**
Mark Verheyden, Senior Vice President

**Equifax:**
Dann Adams, President Global Consumer Solutions
Dave Webb, Chief Information Officer

**Georgia-Pacific:**
Rob Barger, General Manager
Erik Wist, Director New Business Development
Christer Henriksson, VP Disruptive Technology

**Siemens:**
Jason Martin, Director of Product Management
Nate Bergman, Product Specialist
Patrick Hardin, Manager

**Faculty and Staff Thank You**

The Denning T&M Program had yet another productive and successful year, and we thank Mr. Denning, our corporate affiliates, and all of our students, faculty, and staff for their dedication to the variety of T&M Program courses and activities.
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Steven A. Denning Professor of Technology & Management
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GEORGIA TECH
DENNING TECHNOLOGY & MANAGEMENT PROGRAM
CLASS OF 2019