SEARCH PROSPECTUS:
The Paul Jennings Professor of Entrepreneurship
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California State University Northridge (www.csun.edu) seeks an inventive and collaborative scholar to become the inaugural Paul Jennings Professor of Entrepreneurship in the vibrant environment of greater Los Angeles. Housed in the Department of Management in the David Nazarian College of Business and Economics, which is among the top ten in full-time business school enrollment in the United States, the Paul Jennings Professor will provide leadership for the new Entrepreneurship program and will collaborate with the range of entrepreneurship efforts across CSUN.

THE UNIVERSITY

One of the largest universities in the country, California State University, Northridge (CSUN) is an urban, comprehensive university that delivers award-winning undergraduate and graduate programs to nearly 40,000 students annually and counts more than 330,000 alumni who elevate Southern California and beyond. Since its founding in 1958, CSUN has made a significant and long-term economic impact on California, generating nearly $1.9 billion in economic impact and more than 11,700 jobs each year. The LAEDC recognized CSUN as its 2015 Eddy Award winner for its positive economic impact. Serving more students on Pell Grants than any other institution in California, CSUN is also a social elevator and one of the most diverse universities in the country. CSUN ranks 13th in awarding bachelor’s degrees to historically underrepresented students and enrolls the largest number of students who are Deaf and hard of hearing of any U.S. state university. The journal Nature recently named CSUN a Rising Star for scientific research, and the NSF ranks CSUN in the top five nationally among similar institutions for graduates who go on to earn doctorates in the sciences. CSUN is where individuals rise. And through them, so does Greater Los Angeles and beyond.
CSUN SELECT RECOGNITIONS AND DISTINCTIONS

- MONEY magazine called CSUN one of the top 10 values in all of higher education, noting that CSUN students graduate at higher rates than their peers and CSUN alumni earn more than their peers from similar institutions.
- The annual Social Mobility Index, sponsored by Payscale.com and CollegeNet, ranked CSUN fifth in the nation for its impact on the improved earning power and economic prospects of its graduates. The index considered tuition and the economic background of the student body—the most critical factors in access to higher education—as the key variables, as well as graduation rate, early career salary, and the institution’s endowment.
- Diverse: Issues in Higher Education ranked CSUN No. 16 on its 2014 list of Top 100 Degree Producers, among institutions that confer the most undergraduate degrees to students of color — eighth among Hispanic students nationally. CSUN has a long history of welcoming underserved communities. The university was one of the first in the nation to establish ethnic studies programs, including Chicana/o Studies, Africana Studies, and Central American Studies.
- CSUN’s faculty members are experienced scholars and researchers—they include winners of Guggenheim fellowships and Fulbright awards. Many are also practicing professionals who bring real-life experience to the classroom.
- CSUN is a teaching university: Professors, not their teaching assistants, teach classes. Classroom size averages 30 students, and the low student-teacher ratio lends itself to individualized instruction.
- CSUN’s facilities, equipment and instructional technologies are in line with the needs of the 21st century scholar. The intellectual heart of its 356-acre campus is the Delmar T. Oviatt Library, a local landmark known for its grand staircase and towering columns. The Oviatt Library’s collection exceeds 1.4 million volumes. In fall 2013, the library opened its Learning Commons, a tech-friendly study area that fosters student collaboration. Many of CSUN’s buildings have smart classrooms that enable interactive instruction and learning.
David Nazarian ’82, for whom the College is named, is an industry-leading businessman who serves as the Chief Executive Officer and Founder of Nimes Capital. He is leading the College’s $25 million fundraising initiative and has scored many successes. (Read more)

The David Nazarian College of Business and Economics is comprised of the Departments of Accounting and Information Systems; Business Law; Economics; Finance, Financial Planning, and Insurance; Management; Marketing; and Systems and Operations Management. In addition, to encourage curriculum development, research, and interaction among academic disciplines, as well as between the College and the business community, the College houses academic centers and institutes including the Bookstein Institute for Higher Education in Taxation, the Center for China Finance and Business Research, the Center for Financial Planning and Investment, the Real Estate Center, the Center for Risk and Insurance, the Center for Quality and Productivity Education, the Wells Fargo Center for Small Business and Entrepreneurship, and the San Fernando Valley Economic Research Center. Moreover, the College will soon house the newly established business incubator.

The College serves approximately 240 graduate students in its MBA, MS in Accountancy, MS in Taxation, and Pre-MBA Certificate Programs. The College is the seventh largest full-time undergraduate business program in the United States, is AACSB accredited, and has been recognized by the Princeton Review and the U.S. News and World Report as a top business school. The College employs approximately 85 full-time and 80 part-time faculty. The College Student Services Center/EOP Satellite provides comprehensive advisement services, EOP services, and a wide variety of support services in order to retain and graduate students. Additional information about the college is available at http://www.csun.edu/busecon.
The Paul Jennings Professor of Entrepreneurship

DNCBE SELECT RECOGNITIONS AND DISTINCTIONS

• Accreditation by AACSB International, the world’s premier accrediting organization for business schools, places the David Nazarian College of Business and Economics among the top 5 percent of business degree-granting institutions internationally.

• This year, the CSUN MBA program again appeared in the top tier of U.S. News and World Report rankings for best part-time MBA programs.

• In 2016, College Choice ranked the undergraduate program in Accounting and Information Systems 3rd in the nation.

• CSUN has the largest Business Law program in the CSU system; it’s the ninth-largest undergraduate education provider for members of the State Bar of California. For the past two years, CSUN received the largest grants awarded by RELUI (Real Estate and Land Use Institute) to any CSU.

• David Nazarian College of Business and Economics faculty have won the Marketing Educator of the Year by the Marketing Educators Association more than marketing faculty at any other institution. Faculty selected over the years include: Max Lupul (1981), Hal Kassarjian (1993), Bruce Lammers (2002), Mary Curren (2009), Barbara Gross (2014), and David Ackerman (2017).

• Finance faculty James Chong and Michael Phillips received the William F. Sharpe Indexing Achievement Awards for finance paper of the year in 2013 and 2015. Finance faculty Yanbo Jin and Zhong-guo Zhour have built a prolific track record of publishing research papers related to China’s stock and bond markets. In addition, they helped mentor numerous visiting scholars from China thru the Center for China Finance and Business Research.

• The Bookstein Institute for Higher Education in Taxation raised $546,995 in 2016/2017, including grants, program income, contracts, and donations. Those funds were used to support various program activities of the Institute, including the CSUN VITA Clinic, the Bookstein Low Income Taxpayer Clinic, the Bookstein Community Outreach Tax Clinic, Tax Development Journal, and the MST Program. The total number of households served through these services and programs exceed 6,700.

• Marketing faculty Kristine Walker and Tina Kiesler recently (2015-16) completed privacy information educational campaigns for middle-school youth. This work was supported by a $193,000 Digital Trust Foundation grant.

• For 25 years, the Finance Department has provided students with a unique hands-on experience thru student-managed investment portfolios with net worth of approximately $4.5 million. These portfolios include: traditional equity and bond portfolio ($2.25 million), ETF portfolio ($1 million), Socially Responsible Investment portfolio ($0.25 million), and an investment portfolio managed by MBA students ($1 million).

• For the 5th consecutive year, teams of Business Honors students received national recognition from the Small Business Institute (SBI). In Spring 2016, Team CSUN placed 2nd nationwide.

• CSUN Information System teams won the first place in IT Strategy at IT Competition hosted by Cal Poly Pomona in Spring 2016 and Spring 2017.
• 39,916 students / 7,020 students
  • 55% female; 45% male / 43% female; 57% male
• CSUN / DNCBE Race/Ethnicity
  • American Indian/Alaskan Native: <1% / American Indian/Alaskan Native: <1%
  • Asian: 11% / Asian: 13%
  • African-American/Black: 5% / African-American/Black: 4%
  • Hispanic: 47% / Hispanic: 39%
  • Native Hawaiian or Other Pacific Islander: <1% / Native Hawaiian or Other Pacific Islander: <1%
  • White: 24% / White: 28%
  • Two or more Races: 3% / Two or More Races: 3%
• International: 6% / International: 10%
• Race and Ethnicity not Reported: 5% / Race/Ethnicity Not Reported: 6%

• CSUN 52% traditionally underserved (low income) / DNCBE 42% traditionally underserved (low income)
• CSUN / DNCBE Graduation Rates on the Rise: CSUN six-year graduation rate improved 9 percent / DNCBE six-year graduation rate improved 18 percent over the five most recent cohorts (2005-2009).
• During the 2014-15 school year (the most recent data available), 19,680 CSUN students received a cumulative $87,587,197 in Pell Grants. That was the highest amount for universities in California, over $10 million above the next on the list (California State University, Long Beach). Nationally, CSUN was among the highest in total Pell Grant money awarded at four-year public universities, while the award per student is highest.

ACADEMIC PROGRAMS

The David Nazarian College of Business and Economics at California State University, Northridge is dedicated to educating the leaders of tomorrow. By offering a challenging curriculum, smaller class sizes, state-of-the-art facilities, and nationally recognized programs, the College offers a truly unique education experience. Access to prominent alumni and influential business leaders provides students the opportunity to network with and learn from successful individuals. A complete list of degree programs at both the undergraduate and graduate levels can be found at http://www.csun.edu/cobaessc/academic-programs.
The David Nazarian College of Business and Economics maintains centers and institutes as resources to encourage curriculum development, research, and interaction among academic disciplines, as well as between the College and the business community. For a complete list of the College’s Centers and Institutes and their contributions in the College’s continued growth, please visit http://www.csun.edu/busecon/centers-and-institutes.

**ACADEMIC DEPARTMENTS**

The Nazarian College emphasizes real world applications in classes, and many faculty use client-based projects. In 2016, College Choice ranked the undergraduate program in Accounting and Information Systems 3rd in the nation. Our Business Law program is the ninth-largest undergraduate education provider for members of the State Bar of California; it also houses the largest real estate program among all sister universities in the CSU system. In addition to collaborating with the University of Farmers, for 25 years, the Finance, Financial Planning, and Insurance Department has provided students with a unique hands-on experience thru student-managed investment portfolios with a combined current net worth of approximately $4.5million. In the last few years, Marketing students have partnered with Facebook Custom Audiences and Fox Sports University in embarking on various endeavors.

For more information, please visit each department’s website:
- Accounting and Information Systems (http://www.csun.edu/acctis/)
- Business Law (http://www.csun.edu/blaw/)
- Economics (http://www.csun.edu/economics)
- Finance, Financial Planning, and Insurance (http://www.csun.edu/finance/)
- Marketing (http://www.csun.edu/marketing/)
- Systems and Operations Management (http://www.csun.edu/som/)

**ADVISORY BOARD OF THE COLLEGE**

The Advisory Board of the David Nazarian College of Business and Economics was established to assist the Dean in ongoing growth of the College. The College Advisory Board serves as the primary advisory body, providing advice and counsel for the College’s academic and professional programs. Additionally, the Nazarian College Advisory Board plays an important role in fund raising efforts aimed to address strategic initiatives. Additional information about the Advisory Board and its membership can be found at http://www.csun.edu/busecon/college-advisory-board.
THE DEPARTMENT OF MANAGEMENT

The Department of Management provides instruction for undergraduate management majors, students in other majors, and MBA students. In support of the College and University missions, the department encourages activities that enhance student achievement; develop distinction; encourage partnerships with other universities and colleges, departments and administrative units; and provide service to local business, government, and social sector organizations. This includes seeking external funding for special projects and new programs. The department also provides non-business majors with a minor in Management or Human Resource Management as well as the minor in Entrepreneurship. Additional information about the Department of Management can be found at http://www.csun.edu/management.

ENTREPRENEURSHIP AT CSUN

The Entrepreneurship Program at the Nazarian College complements its students’ inherent energy and creativity with the skills and knowledge necessary to evaluate the feasibility of an idea and ultimately pitch, launch, and grow a new venture. Whether planning to create a business or bringing the entrepreneurial mindset to a larger organization, the program prepares students to confidently present to an audience while developing a strong action-bias and a willingness to experiment.

The Wells Fargo Center for Small Business and Entrepreneurship serves as a link between CSUN business students seeking experience solving the real-world challenges facing small business, and business “Clients” seeking to utilize the college’s resources. One of the center’s primary functions is to create meaningful opportunities among students, faculty, and the business community to network and exchange their ideas, knowledge, and experience in small business and entrepreneurship. The center encourages the participation of CSUN alumni and other successful entrepreneurs to serve as guest lecturers to a class, as speakers or panelists at Center events, as judges for business plan competitions, and as mentors to students and nascent entrepreneurs. The Wells Fargo Center also encourages and supports research in the academic and applied areas on small business and entrepreneurship.

The Ernie Schaeffer Center for Innovation and Entrepreneurship in the College of Engineering and Computer Science was formally established in 2008 with a pledge of $2 million dollars from Mr. Ernie Schaeffer, an inventor and entrepreneur, whose vision was to weave innovation and entrepreneurship themes into the college’s curriculum and to provide the necessary services (e.g., educational courses) and resources (facilities, networking and financial) and activities (e.g., business plan competition, team building events) to inspire and assist CSUN students and alumni and community members to act on their ideas and creativity, and turn them into value-added, successful ventures.

To explore other resources for entrepreneurship at CSUN, please see http://www.csun.edu/entrepreneurship-program/resources.
The Paul Jennings Professor of Entrepreneurship (PJPE) will be a faculty member of the Department of Management and lead the recently launched Entrepreneurship program. The PJPE will work with a program director, an energized and experienced group of faculty experts, an on-campus incubator, and engaged members of the business community to build a program of nationally recognized excellence and strong outcomes for students and the economy of Southern California. As a member of the Department of Management, the PJPE will support the department’s curriculum and service goals of integrating theoretical knowledge and practical skills to solve problems facing organizations and institutions in our community and in society at large. The department provides instruction for undergraduate management majors, students in other majors, and MBA students. In support of the College and University missions, the department encourages activities that enhance student achievement; develop distinction; encourage partnerships with other universities and colleges, departments and administrative units; and provide service to local business, government, and social sector organizations. This includes seeking external funding for special projects and new programs. The department also provides non-business majors with a minor in Management or Human Resource Management as well as the minor in Entrepreneurship.

In order to be awarded promotion and/or tenure, faculty are required to demonstrate an ongoing commitment to teaching excellence, to engage in discipline-based research that results in refereed journal publications, and involvement in community service and department support. A request for tenure at the start of appointment may be considered. The normal teaching load will be agreed upon and commensurate with responsibilities accepted in the Entrepreneurship program and the Department of Management.
QUALIFICATIONS

The Paul Jennings Professor of Entrepreneurship is an endowed position requiring an outstanding record of excellence in the field. A doctorate in Management or equivalent from an accredited leadership program is required. Priority will be given to candidates with a specialization in Entrepreneurship. Leadership of an Entrepreneurship program and demonstrated ability to contribute to the development of an innovative, high-quality program and demonstrated ability to contribute to the development of an innovative, high-quality Entrepreneurship curriculum is required. Intellectual contributions in relevant journals and evidence of teaching excellence appropriate to rank is required; demonstrated teaching flexibility is desired.

Candidates must demonstrate ability and commitment to working with a diverse student population. The department seeks an individual desiring to take an active role in departmental governance. The potential to play a leadership role in the department and to bring in funded work in the form of contracts, grants or self-supporting training and education programs is also desirable. Candidates must meet and maintain current AACSB International standards of faculty qualification.

At time of appointment, the successful candidate, if not a U.S. citizen, must have authorization from the Bureau of Citizenship and Immigration Services to work in the United States.

SALARY/BENEFITS

Salary is commensurate with knowledge, skills, and experience. The University offers excellent fringe benefits.

OUR COMMITMENT TO YOU

CSUN is committed to achieving excellence through teaching, scholarship, learning and inclusion. Our values include a respect for all people, building partnerships with the community and the encouragement of innovation, experimentation and creativity. CSUN strives to cultivate a community in which a diverse population can learn and work in an atmosphere of civility and respect. CSUN is especially interested in candidates who make contributions to equity and inclusion in the pursuit of excellence for all members of the university community.
In compliance with the Annual Security Report & Safety Report of Campus Security Policy and Campus Crime Statistics Act, California State University, Northridge has made crime-reporting statistics available online here https://www.csun.edu/sites/default/files/clery-report.pdf. Print copies are available by request from the Department of Police Services, the Office for Faculty Affairs, and the Office of Equity and Diversity.

The person holding this position is considered a “mandatory reporter” under the California Child Abuse and Neglect Reporting Act and is required to comply with the requirements set forth in CSU Executive Order 1083 as a condition of employment.

A background check (including a criminal records check) must be completed satisfactorily before any candidate can be offered a position with the CSU. Failure to satisfactorily complete the background check may affect the application status of applicants or continued employment of current CSU employees who apply for the position.

Effective Date of Appointment: August 22, 2018 (AY2018–19).
Nominations, applications, and inquiries may be sent in confidence. Full consideration will be given to all applications received by February 5, 2018. Application materials (to include a letter of interest, curriculum vitae, and the full contact information for five references) must be electronically submitted to: CSUNEntrepreneurship@academic-search.com.

In later phases of the search process, applicants may be requested to provide verification of terminal degrees, licenses and certificates. Assisting the University in this search are Ann Die Hasselmo (Ann.Hasselmo@academic-search.com) and Chris Butler (Chris.Butler@academic-search.com), consultants with Academic Search, Inc., Washington, D.C.

Further information about California State University Northridge is available at http://csun.edu/.

CSUN is an Equal Opportunity Employer and prohibits discrimination on the basis of race, color, ethnicity, religion, national origin, age, gender, gender identity/expression, sexual orientation, genetic information, medical condition, marital status, veteran status, and disability. Our nondiscrimination policy is set forth in CSU Executive Order 1096. Reasonable accommodations will be provided for applicants with disabilities who self-disclose by contacting Recruitment Services at (818) 677-2101.
ABOUT ACADEMIC SEARCH

Academic Search, Inc. is assisting California State University Northridge in this work. For more than four decades, Academic Search has offered executive search services exclusively to institutions of higher education. Academic Search was founded on the principle of strengthening higher education leadership through professional search services. We are the only search firm in the nation with a formal relationship to a premier leadership development program. As the subsidiary of the American Academic Leadership Institute (AALI), Academic Search provides substantial financial support to a number of leadership identification, development, and support programs across all sectors of public and private higher education. For more information, visit http://www.academic-search.com/.

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Identifying leaders for higher education since 1976.

Committed to identifying and DEVELOPING LEADERSHIP, by providing the highest level of search to our clients and assisting in ENRICHING THE PIPELINE of potential leaders in higher education.