

**CITATION FOR
PROFESSOR DONALD P. JACOBS**

Mr Chancellor:

Globalisation is one of the hallmarks of successful business enterprise in this universe of tumbling barriers and rapid communications. And none know this better than those who prepare aspiring executives for careers in Business and Management in the modern world. As Calvin Coolidge, the 30th U.S. President, once put it, "The business of America is business." And Professor DONALD P. JACOBS, whom we honour here today, has been a leader in American business education and research for nearly forty years.

Donald Jacobs graduated in Economics from Roosevelt University, and earned his MA and PhD in Economics at Columbia University. He has spent the whole of his working life in teaching, research and educational administration, in Switzerland – at the International Institute for Management at Burgenstock – and in the United States, notably at the University of Wisconsin-Madison, and Northwestern University, where he is currently Dean of the J. L. Kellogg Graduate School of Management, a position he has held since 1975. Known as "the dean of deans", he is the longest serving Dean of any of the leading North American business schools.

Donald Jacobs' deanship has, not coincidentally, witnessed the transformation of his Business School from one in the minor league to one of the finest in the United States, cited by Business Week three times in the past decade as top of its list of business schools.

His pioneering focus has been on executive education and lifelong learning. His most recent initiative is the establishment of an innovative two-year double-MBA programme for experienced European executives, a joint venture with the Institut d'Administration des Entreprises in Aix-en-Provence in France.

Consonant with his belief that one of the major characteristics needed for the successful manager, and a sign of potential leadership ability, is that of superior inter-personal skills, his School was the first in the United States to require all candidates for admission to undergo an interview. He perceives this as an essential ingredient of the important element of forming an impression of each applicant as a person.

Donald Jacobs' business expertise is not confined to the world of academic theory but is firmly rooted in experience. As consultant to a number of corporations, institutions and government agencies, he has been directly involved in policy making at a high level. In the corporate world he is, or has been, a member of the Board of Directors of several important companies, in a variety of commercial contexts, including the Benefit Trust Life Insurance Company, Opelika Manufacturing Company, Wesley-Jessen Inc., AMTRAK, Commonwealth Edison, UDC Homes Inc., the First Chicago Corporation and the First National Bank of Chicago. Since 1994, Donald Jacobs has also been a member of the Advisory Board to the School of Business and Management of our University.

His research has concentrated in the field of banking, including commercial bank regulation, bank capital, risk capital and lending policies, as well as corporate governance and computerisation in large companies. He has received numerous awards and honours for his work, including six honorary doctorates, and culminating in 1994 with the Otto Wirth Award for Lifetime Achievement.

Mr Chancellor, I have the honour to recommend, on behalf of the University, Professor Donald P. Jacobs, Officier dans l'Ordre des Palmes Académiques, Gaylord Freeman Distinguished Professor of Banking, and Dean, of the J.L. Kellogg Graduate School of Management, Northwestern University, for the degree of Doctor of Business Administration *honoris causa*.