



NATIONAL FLAG/ COMPANY'S FLAG

Blount, Sally

Dean
Kellogg School of Management



Sally Blount became dean of the Kellogg School of Management at Northwestern University on July 15, 2010.

Dean Blount, an internationally recognized expert in the fields of negotiation and behavioral decision-making, has more than 20 years of experience in higher education. In addition, she has significant experience incorporating international and social impact perspectives into business education.

Dean Blount received her Ph.D. in management and organizations from Kellogg in 1992 after earning a joint bachelor's degree from Princeton University's engineering and Woodrow Wilson schools in 1983.

From 1992 to 2001, Dean Blount was on the faculty of the University of Chicago Booth School of Business, where she was consistently one of the most highly rated MBA and executive education professors. Earlier in her career, she worked as a consultant with the Boston Consulting Group.

In 2001, Dean Blount joined New York University's Stern School of Business, where from 2004 to 2010 she served as the dean of its undergraduate college and vice dean of the school. At NYU, she was the Abraham L. Gitlow Professor of Management and Organizations and also held an affiliated appointment at the Wagner School of Public Service. In 2007, she was appointed by NYU's president and provost as their special adviser for global academic integration.

During her tenure at NYU, Dean Blount provided strategic direction for the school's most selective undergraduate college. She set fundraising records at the college, securing its first-ever \$15 million gift, and led the college to become a recognized innovator in undergraduate business education. Under her leadership, the average SAT score of the entering freshman class increased by nearly 50 points, and student participation in global semester study abroad increased from 25 percent to 75 percent. She initiated several curricular innovations, including a required four-course social impact core and two global degree options. She also oversaw the Stern School's complete, donor-funded renovation of its undergraduate campus.

Dean Blount has taught courses in management, negotiations and ethics and is the author of more than 30 journal articles on those topics. She has received many academic awards, including two National Science Foundation grants, and has served on academic advisory boards at Princeton University, the National Science Foundation, the Economic Science Association and the Academy of Management.

She is a director of Abbott Laboratories and a member of the Commercial and Economic Clubs of Chicago and The Chicago Network. She serves on advisory boards for the Aspen Institute's Business and Society Program, the Chicago Innovation Awards, the Indian School of Business, Hong Kong University of Science and Technology Business School, and Fundação Dom Cabral in Brazil.