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MBA Class Meets with Raymond James President

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Paul Reilly (St. Petersburg, Fla.) December 17, 2009 – As the economy climbs out of a recession, future managers will have a wealth of opportunities ahead of them, according to Paul C. Reilly, president and future CEO of St. Petersburg-based Raymond James Financial.

Reilly met with students from William T. Jackson’s Business Enterprise course Dec. 2 and discussed globalization and leadership, focusing on how the two will intertwine as the future leaders from the USFSP College of Business navigate their careers.

"You will manage in a world that is changing so rapidly," Reilly said. "Getting your degree is just the start. Throughout your whole life you will have to learn and adapt."

Reilly was named president in May 2009 and will succeed Tom James in May 2010 as CEO. Formerly, he was executive chairman of Korn/Ferry International (NYSE-KFY), a global provider of talent management solutions, and began his tenure with the company as chairman and CEO in 2001. Prior to that, Reilly was CEO at KPMG International. Before being named CEO at KPMG, he ran the firm’s financial services business and had held senior management positions in its real estate consulting group.

In the course, Jackson, associate dean of the College of Business, teaches students how to apply finance, marketing, management and accounting into a business enterprise.

"Reilly’s presentation on opportunity identification meant so much to the students because of his experience leading global businesses,” Jackson said. "His visit was the highlight of the semester."

Jackson’s course emphasizes pre-business feasibility studies, the start-up of the business enterprise, its successful management and options for succession or termination.

The key to effective successions is to cultivate talent within a firm and invest in education, Reilly said. And the key to successful management is to listen, know what you don’t know and understand the culture of the countries where you are managing, he said.

He told the students they will be managing in an economy where a shrinking working population will make investing in people the only way to retain workers.

"Leadership is not about telling people what to do," Reilly said. "It is about reaching out and making people feel like they’re a part of something bigger than themselves. If you spend time with people and care about them, they tend to stay. The cost of education and training is cheaper than the cost of turnover."

Reilly answered questions about emerging markets, the globalization of Raymond James Financial, business with the European Union and retaining talent.

"His comments on the globalization of the economy and cultural issues helped the MBA students understand the intricacies of cultural issues woven into business deals,” said Maling Ebrahimpur, College of Business dean.

-USF St. Petersburg-

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