

# Leadership Profile

South Dakota State  
University

**Larry and Diane Ness Endowed  
Director of the Ness School of  
Management and Economics**

---



# Executive Summary

The College of Arts, Humanities and Social Sciences at South Dakota State University invites applications and nominations for the position of the Larry and Diane Ness Endowed Director of the Ness School of Management and Economics. This is a full-time, 12-month, benefit-eligible, administrative position with an anticipated start date of June 22, 2022. The Director reports directly the Dean of the College of Arts, Humanities and Social Sciences while also collaborating informally with the leadership team of the College of Agriculture, Food and Environmental Sciences.

The Director will be responsible for providing academic leadership, as well as oversight of external relations and overall administration of the Ness School. The Director will oversee the fiscal management of an operating budget of approximately \$6 million. The Director will have administrative oversight of the Ness School's current community of 30 faculty (22 tenured or tenure-track), 3 extension field specialists, a professional academic advising staff, over 800 undergraduates and 25 master's students.

The Director's leadership team includes a 12-month Associate Director for Academic Affairs, as well as senior faculty representing Graduate Program Coordination, SD Extension, Research and Scholarship and Corporate and Industry Outreach.



# The Ness School

The Ness School of Management and Economics received its current name in 2019, but the unit dates back to the founding of SDSU as a land-grant university in 1881. Known for most of its history as the Department of Economics, it traditionally focused on farming and agricultural economics. It has greatly expanded its business economics programming in recent decades and was administratively relocated to the College of Arts, Humanities and Social Sciences in 2018 because of its rapid enrollment growth in this area.

Today, the Ness School plays a critical role at SDSU and in the state and region. The school is an important contributor to the university's undergraduate and graduate education, with more than 800 majors studying:

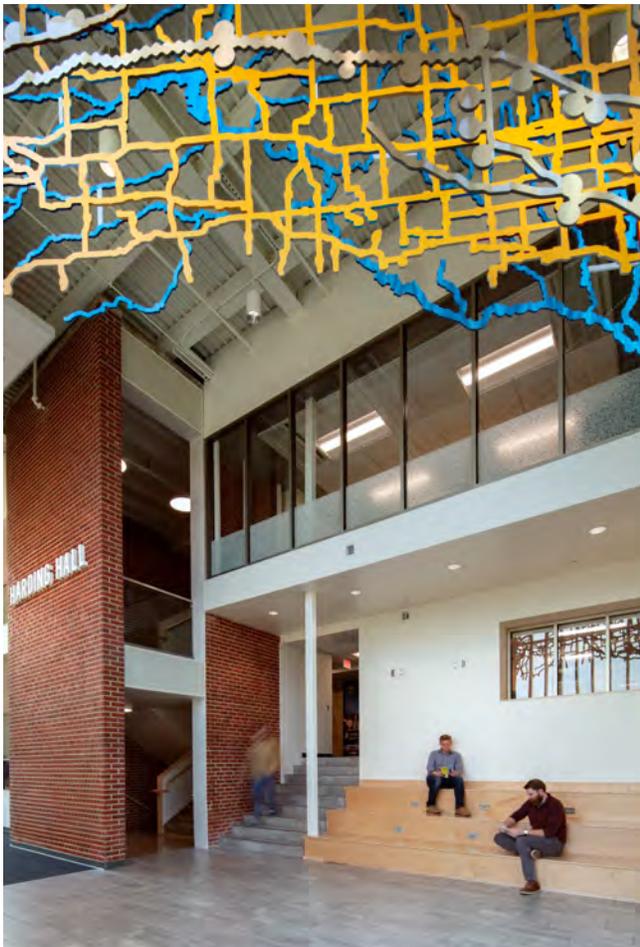
- business economics
- entrepreneurial studies
- agricultural business
- agricultural economics
- economics

The school provides a wide range of students across campus with essential professional skills. Currently, almost 800 students are pursuing minors through the Ness School in fields including:

- accounting
- agricultural business
- agribusiness marketing
- banking and financial services (in partnership with Northern State University)
- commodity risk management
- economics
- entrepreneurial studies
- human resources
- land valuation and rural real estate
- management
- marketing
- ranch management

Students seeking advanced training can pursue a M.S. in economics, with options in economic theory or applied business economics. The Ness School has consistently placed graduates in leadership positions in corporate management, banking and wealth management, public policy and oversight and regulation.

# The Ness School



The Ness School moved in to a completely renovated and redesigned Harding Hall in the center of SDSU's campus in fall 2018. Harding Hall provides Ness School faculty and students with state-of-the-art teaching and working facilities. The building is LEED certified and, in 2019, was recognized by the American School and University as an example of excellence in adaptive reuse. The facility houses all faculty, staff and includes the First Dakota National Bank e-Trading Lab and an active learning classroom with 74-seat capacity on the ground floor.

The Ness School is aggressively pursuing business accreditation by AACSB with the full support of college and university leaders. It successfully completed the iSER in December 2019 with two subsequent annual reports submitted since then. The scope of accreditation includes all degree programs in the Ness School.



# Areas of Excellence

The next Director of the Ness School will have the opportunity to build on a number of existing strengths that span the school's curricular and co-curricular programming:

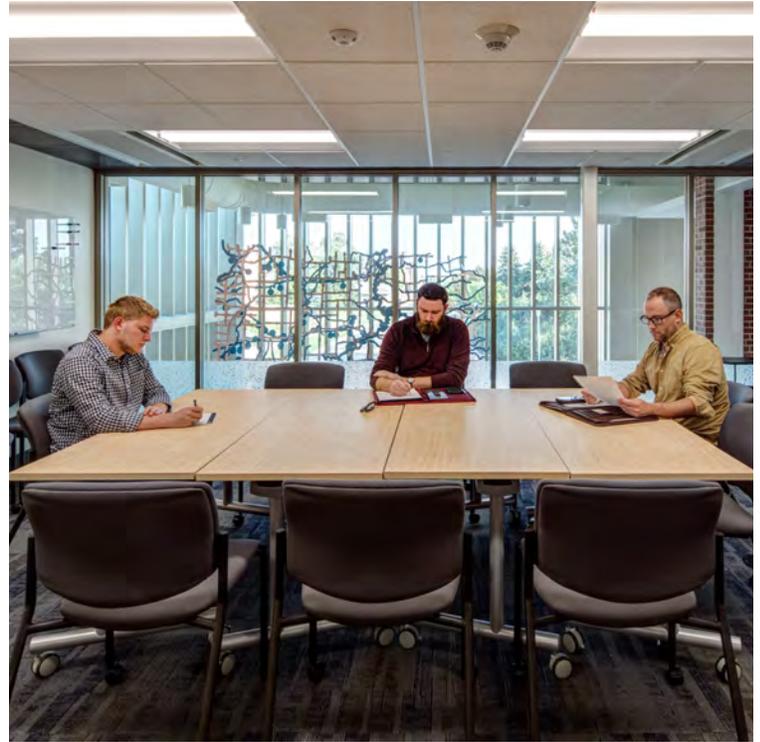
- **The First Dakota National Bank e-Trading Education Laboratory.** Established in 2015 with financial support from First Dakota National Bank and a coalition of agricultural cooperatives, the e-Trading lab features nine Bloomberg terminals with access to up-to-the minute news, data and proprietary analytics. Approximately 700 students use the space for classes and club activities in a typical year. Students can also deepen their education by serving as a teaching assistant for the lab and/or as an analyst for the Student Managed Investment Fund. In addition, the e-Trading lab has supported extension outreach workshops such as the Value at Risk program.
- **Endowed or Named Professorships.** Generous donor support has led to the creation of the Everett and Bernetta DuBois Endowed Professorship in Business Finance and Investments, the Milton Nies Endowed Chair in Entrepreneurship, the Dykhouse Faculty Scholar in Money and Banking and most recently the Larry and Diane Ness Endowed Director. Programmatic funding associated with these positions has helped faculty enhance the research profile of the unit and allowed the school to bring nationally-recognized guest speakers to SDSU. These positions align with the university's plan to increase the number of endowed professorships across campus.
- **Center for Farm and Food Systems.** Agricultural economists in the Ness School engage in multi-state, multi-year, research projects. Their research teams engage with faculty from other land-grant institutions such as Texas A&M University, Michigan State University, Iowa State University and Kansas State University. Research topics pursued by faculty associated with the center include the adoption of environmentally sustainable technology and management practices, the assessment of proposed changes to the SNAP and WIC programs and the impact of trade policies on agricultural and non-agricultural sectors of the economy.
- **The Ness School Student Success Center and Professional Advising.** The Student Success Center provides academic advising, support for students new to the university and guidance for students preparing to enter the workforce. The school's team of professional academic advisors support approximately 800 undergraduate majors. Ness School advisors have been recognized on campus and in their profession for their role in providing innovative student success leadership.
- **Student Clubs and Organizations.** The Ness School features a rich assortment of highly-engaged student organizations. These include the Investment Club, the Finance Insurance and Real Estate (FIRE) Club, the Collegiate Entrepreneurs Club, the Management and Marketing Club, the Economics Club, the Quizbowl Team and a student chapter of the National Agri-Marketing Association (NAMA). Each of these clubs is led by students, and many of their officers serve as student ambassadors who assist the school with recruitment events.



# Leadership Expectations

The Ness School seeks an individual able to provide visionary leadership at a critical time. The school is focused on completing the process of securing AACSB accreditation, managing significant enrollment growth in its majors and balancing new opportunities in core business fields with its traditional strengths in economics, agricultural economics and agribusiness. The Ness School embodies a philosophy of Business Plus that embraces interdisciplinary and interprofessional collaboration in research, teaching, community engagement and extension work.

The successful candidate will be responsible for providing forward-thinking leadership and facilitating strategic planning and goal setting, as well as actively participating in campus and college-based student success initiatives, intentional mentoring of faculty and staff, effective scheduling and budgeting and thoughtful engagement with donors and other external stakeholders. The successful candidate will serve as the intellectual leader of the Ness School and its faculty and will also represent the school to a wide range of external stakeholders in South Dakota and the broader region. It is important that the director communicates clearly, transparently and equitably with campus and community stakeholders.



# Our Campus



South Dakota State University is the state's largest, most comprehensive university with more than 200 programs and an enrollment of approximately 12,000 students. SDSU offers a rich academic experience in an environment of inclusion and access through inspired, student-centered education, creative activities and research, innovation and engagement that improve the quality of life in South Dakota, the region, the nation and the world. Its employees embrace the university's core values of being people-centered, expanding knowledge through creativity, embracing organizational and personal integrity, commitment to diversity and excellence through continuous improvement.

As the state's 1862 Morrill Act land-grant institution, the work of the university is carried out primarily on its main resident campus in Brookings. SDSU was recognized as one of 54 institutions in the United States as an Innovation and Economic Prosperity University by the Association of Public and Land-Grant Universities in 2014.

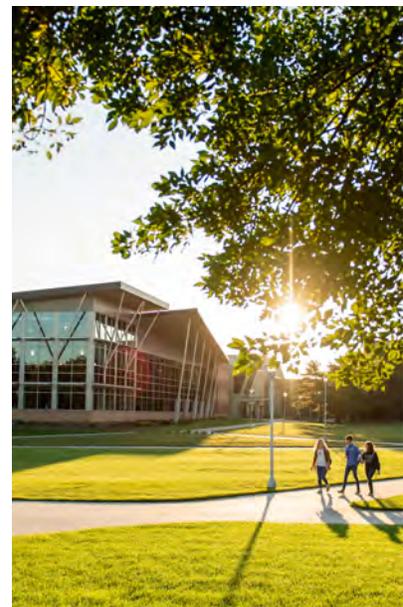
The university's total research expenditures are greater than \$60 million. SDSU is the state's first High Research Activity institution as classified by the Carnegie Foundation for the Advancement of Teaching. Jackrabbits Athletics competes as an NCAA Division I member with membership in the Missouri Valley Football Conference, the Summit League and the Big XII for wrestling.



# Our College

The College of Arts, Humanities and Social Sciences is the intellectual and cultural heart of South Dakota State University. The college consists of seven core academic units: the schools of American and Global Studies, Communication and Journalism, Design, Performing Arts, Psychology, Sociology & Rural Studies and the Ness School of Management and Economics and the department of English and Interdisciplinary Studies. In addition, the college is proud to house programs in Military Science (Army ROTC) and Aerospace Studies (Air Force ROTC). The college's unique administrative structure fosters a high level of collaboration among the leadership team of school directors and department heads, supports and encourages interdisciplinary collaboration among both faculty and students and allows each unit and discipline to thrive. The college is committed to supporting the Land Grant Mission of South Dakota State University. Our faculty regularly conduct research that directly benefits the people of South Dakota and of our region, with research projects that engage our communities and support their social, cultural and economic development.

The Ness School of Management and Economics offers students a high-quality education and excellent job placement opportunities. The school includes approximately 30 full-time faculty, as well as two professional academic advisors and two administrative support staff. The school enrolls approximately 800 undergraduate majors, including nearly 200 students in agricultural business and more than 500 students in business economics. The school also offers both traditional and accelerated pathways to a master's degree in economics. The school occupies Harding Hall, which was completely renovated in 2018 and provides state-of-the-art teaching and student engagement facilities, including the First Dakota National Bank eTrading Lab.



# Our Community

Brookings is home to approximately 24,000 residents and is located 60 miles north of Sioux Falls and 200 miles west of Minneapolis. Livability.com rates Brookings as an ideal community for families, students, young professionals and retirees. It considers Brookings among the safest and most vibrant cities in South Dakota.

The Brookings Public School District educates approximately 3,300 K-12 students and ranks among the state's highest academic achieving school districts. The district includes three elementary schools, an intermediate school for fourth and fifth grade, one middle school and a high school.

The city also boasts an abundance of attractions and activities, including the Children's Museum of South Dakota, Dakota Nature Park, South Dakota Art Museum, McCrory Gardens, South Dakota Agricultural Heritage Museum, Outdoor Adventure Center and the Brookings Summer Arts Festival. The state-of-the-art Oscar Larson Performing Arts Center hosts live theatre, music and dance performances year-round, hosts national touring artists as well as university and community groups, including the Brookings Chamber Music Society and Prairie Repertory Theatre.



# Application Process

Position is open until filled with full consideration given to applications received by **February 25, 2022.**

SDSU accepts applications through an online employment site. To apply, visit: <https://yourfuture.sdbor.edu>, search by the position title, view the job announcement and click on “apply for this job.”

This system will guide you through the electronic application form. This employment site will also require the attachment of a cover letter, which should specifically address how the candidate meets the qualifications as outlined in the advertisement, Curriculum Vitae and reference page with the contact information for three professional references. Email applications will not be accepted. Please contact SDSU Human Resources at (605) 688-4128 if you require assistance with this process.

For questions on the position, or to nominate someone for the position, contact Search Chair, Dr. Jason McEntee at 605-688-5191 or [jason.mcentee@sdstate.edu](mailto:jason.mcentee@sdstate.edu) or Dean of the College of Arts, Humanities and Social Sciences, Lynn Sargeant at 605-688-4723 or [lynn.sargeant@sdstate.edu](mailto:lynn.sargeant@sdstate.edu).

