



# University of New Haven

COLLEGE OF BUSINESS



**2016 ANNUAL REPORT**

Career-focused education. Students prepared to compete.



Brian T. Kench, Ph.D.  
Dean, College of Business

## A MESSAGE FROM THE DEAN

*Dear Friends,*

*Welcome to the University of New Haven's 2016 Annual Report of the College of Business.*

*Students, faculty and staff have had a rewarding year, and the College continues to make significant strides. In 2016, the College enrolled its largest freshman class since 2008, and we grew our graduate program's credit hour enrollment by 14 percent.*

*We also launched several new College of Business and university-wide programs, including a:*

- *Masters in Finance*
- *Masters in Accounting*
- *Health Sciences Program*
- *International Business Program*
- *Entrepreneurship and Innovation Program*
- *Shared Live Client Experience (SLICE)*
- *Nonprofit Institute*

*Our Executive MBA program, which celebrated its 40th anniversary, now boasts over 1,500 alumni around the globe. With the leadership of Michael Davis, vice president of taxes at Nestle, and our exceptional business faculty, students are learning to strategically see, hear, think and act.*

*Our annual report highlights a broad range of activities which we are engaged in from the classroom to the Greater New Haven community. As you view these pages, I ask that you consider how your skills, ideas, experiences and participation can assist your university to build and sustain a world-class College of Business. To achieve our goals, we need your help and engagement.*

*Thank you for being a part of our family and keeping up with our progress. I encourage you to send me a note at [bkench@newhaven.edu](mailto:bkench@newhaven.edu) to share any thoughts or ideas you may have. I would enjoy hearing from you.*

A handwritten signature in white ink, appearing to be 'BK', written in a cursive style.

Brian T. Kench, Ph.D.





# University of New Haven

COLLEGE OF BUSINESS

**VISION:** *To become a top-tier college of choice for students seeking an experientially-based professional education*

**MISSION:** *To offer a career-focused business education to diverse and globally aware learners*

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# BY THE NUMBERS

The College of Business's priority is to increase enrollment in our high-quality undergraduate and graduate business programs. By 2020, our goal is to have 800 undergraduate and 500 graduate students enrolled. These numbers are a snapshot of 2016 student enrollment, employment outcomes, graduate school attendance and College of Business networks and donors.

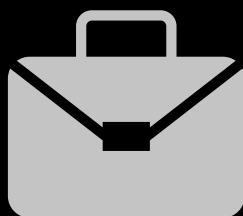


Fall 2016  
Undergraduate  
Enrollment:

520

Fall 2016  
Graduate  
Enrollment:

418



86%

of business graduates  
are employed or attending  
graduate school one year  
after graduation

Student-to-Faculty  
ratio:

16:1



Degrees granted in  
2016:

354



# 20%

of graduates attend graduate school directly after graduation

# 30%

of accounting grads

# 37%

sport management grads

# 40%

of finance grads



Alumni creating a strong career network:

# 23,151



Number of individual or business donors:

# 387

# 100%

of Hospitality and Tourism Management majors are working in their field of study within the first year of graduation



MBA alumni network:

# 8,523

EMBA alumni network:

# 1,586

# 95%

of MBA graduates seeking employment have jobs one year after graduation





L-R: Michele Spence CPA, Dr. Alireza Daneshfar, Jenny Lam '15, MBA '16, Dean Brian Kench

“ My professors at the University of New Haven emphasized the importance of internships to promote experiential education. While at the University, I applied for finance and accounting internships and landed two – one with Aetna and another with Ernst & Young.

Aetna was my first experience in a corporate environment. I was a finance intern and worked hands-on with corporate budgeting and financial reporting. I attended meetings with my manager, learned about cost centers and allocations and assisted in developing their 2015 annual budget.

At Ernst & Young, I did two audit internships. I had direct interaction with clients and audited insurance companies in the Northeast region. My Ernst & Young internships taught me how to adapt to a busy season work environment while always learning and taking on new challenges.

Today, I attribute my career success to the University of New Haven. The University offered me the resources to succeed. To be competitive in the job market, my professors continuously encouraged my involvement and development of leadership skills.

I served as the vice president of the Accounting Society, a role which expanded my professional network and helped me to obtain my internships. To my benefit, the accounting curriculum also helped me pass my CPA exams.

To me, the University is not just the past. I now work at Ernst & Young as a first-year auditor and keep in touch with my professors and contacts. My experiences at the University of New Haven will have a lasting impact on my life, professionally and personally.”

**-Jenny Lam '15, accounting and finance major, MBA '16**

# INTE

## Affording Students Business Community Engagement and Experience

The College of Business encourages undergraduate and full-time graduate students to complete one or more internships before graduation. Recent business student internship placements have included:



# R N S H I D S

A&T Communications  
ACES Financial  
ADP  
Aetna  
AFLAC  
Allied Communications  
American Cruise Lines  
American Thoracic Society  
Angela Malicki Events  
Applegate Kitchens Restaurant  
Aramark  
Aries Consultancy Services  
ASD Fitness Center  
Bailey Moore Glazer Schaefer & Proto LLP  
Barton Medical Imaging  
Bay State Savings Bank  
Bead Industries  
Blum Shapiro  
Branford Recreation Department  
Bridgeport Bluefish  
Bridgeport Hospital  
Bridgeport SoundTigers  
British InterContinental Hotel  
Bronx Zoo  
CFC Arena  
Charlotte Country Club  
Choice Hotels International  
City of Shelton, Conn.  
City of West Haven - Mayor's Office  
Clarion Hotel & Suites  
Clipper Magazine Stadium  
Comfort Inn and Suites  
Comprehensive Orthopedics  
Connecticut Sports Plex  
Connexiant  
Courtyard by Marriot New Haven  
Covidien Medical  
CR Socials Event Planning  
Crossfit Virtuosity  
CT Open  
CT Sports Complex  
Darden Restaurants, Inc.  
Defibtech  
Deloitte  
DI Scout LLC  
DiMichele Painting  
Discovery Cove  
Easter Sierra Consulting  
Edible Arrangements  
Edible Concierge LLC  
Eli's Restaurant Group  
Enterprise Holdings  
Ernst & Young  
ESL Federal Credit Union  
ESPN  
Eye Centers of Southern Connecticut  
Fairfield Country Club  
Fairfield Inn Milford by Marriot  
First Energy Park  
First Investors  
Foxwoods Resorts  
Garden Catering  
Global-Spectrum  
Goose Hill Capital

GrilleStone Restaurant and Bar  
Hampton Inn & Suites  
Harmon  
Hartford Financial Services Co.  
Heirloom Restaurant  
Human Rights Campaign  
Hyatt Hotels  
IAB Solutions  
Illustro Trading  
Jewish Community Centers  
John Venman & Co  
Jubilee Events  
KPMG  
Leukemia and Lymphoma Society  
Liberty Mutual  
Long Island Wedding Boutique  
Lucille's Bridal  
Madison Square Garden  
Major League Soccer (Headquarters)  
Marcum  
RSM (McGladrey)  
Michael J. Paolini, CPA  
Milford Hospital  
Milford Yacht Club  
Milton H. Friedberg Smith & Co  
Minnesota Timberwolves  
Mohegan Sun Casino  
Morgan Stanley  
Mutual Inc.  
Nassau Country Club  
National Hockey League Offices  
NBC Sports  
NBC Universal  
New Britain Bees  
New England Black Wolves  
New England Revolution  
New Jersey Jackals  
New Jersey National Golf Club  
New Jersey Nets  
New Jersey Youth Soccer  
New London Recreation Department  
New York City Department of Health  
and Mental Hygiene  
New York Islanders  
New York Knicks  
New York Mets  
New York Red Bulls  
New York State Department of Health  
NGS INFONET Inc.  
NY Blood Center  
Octagon  
O'Donnell Company  
Omni Hotels & Resorts  
One Rose for a Cause  
PGA Connecticut Secti  
Platinum Boy Music Group  
Pratt & Whitney  
Prime Resources Corporation  
Pure Inventions  
PwC  
Rainforest Inn  
Reading Phillies  
Reed Exhibitions  
REX Development

Riverside Yacht Club  
Ruane Attorneys at Law  
Sanford Mainers  
Saybrook Point Inn  
SeaWorld Orlando  
Seventh Generation  
Seymour Pop Warner  
Sheraton Hsinchu Hotel  
Shire Pharmaceuticals  
Shubert Theater  
Sikorsky  
Sinclair Risk Management and Finance  
Sladek & Witek LLP  
Smilow Cancer Hospital  
Sodexo Foodservice  
St. Vincent's Hospital  
Stamford Marriot Hotel and Spa  
Standard Register and Infrastructure Group, Inc.  
Staten Island Yankees  
Subway (Headquarters)  
Table Toppers of Rochester  
Tan-Tar-A Resort  
Target  
Teen Vogue Day of Event Planning  
The Bee and Thistle Inn  
The Berkeley Oceanfront Hotel  
The Curtis Home  
The Gameroom Grille  
The Hartford  
The School of Ethical Education  
The Silverman Group  
The Union League Cafe  
Therien & Assoc, PC  
Tony Roma's Steakhouse  
Town Fair Tire Centers, Inc.  
Town Hall of Monroe, Conn.  
Travelers Championship  
Travelers Insurance  
UBS  
United Nations  
United States Tennis Association  
United Technologies Corporation  
USI Connecticut Insurance  
UTC Aerospace Systems  
Volunteer Income Tax Assistance  
Wachovia Center in Philadelphia  
Walt Disney World Resort  
Webster Bank Arena  
Webster Financial  
West Haven Chamber of Commerce  
West Haven Twilight Baseball  
Wide World of Indoor Sports  
Wilmington Blue Rocks  
World Wrestling Entertainment  
Yale Athletics  
Yale Dining Services  
Yale New Haven Hospital  
YMCA  
Youth Elite Soccer



# NEW INITIATIVES



**The Entrepreneurship and Innovation Program** provides participants from across the University with collaborative and competitive experiences. Students and graduates can harness their imaginations and passions in an innovative atmosphere, which promotes solving real-world problems. Accomplished entrepreneurs and innovators engage in and foster an environment that is creative and dynamic. Two signature program events are the Charger Startup Weekend and the Alvine

**New Venture Pitch Competition.** Front Row (L-R): Amanda Arango '20, Maria Silva '17, Pankti Shah MBA '17, Roya Hosseinpanah MBA '18, Becca Eisch MS '17, Rachel Marghella '20 Back Row (L-R): Alec Andrutat '17, Michael Lauer '16, Dick Albu

**The International Business Program** prepares students to live and work across the globe. Students acquire an interdisciplinary global perspective, while simultaneously studying the core principles of accounting, economics, finance, management, marketing or sport management. Each student must also demonstrate foreign language proficiency and participate in a study abroad experience.

*Amanda Heath '16*







**The Nonprofit Institute** serves the Greater New Haven community by providing educational services and resources to our local nonprofit partners. The Institute's new certificate in Leadership, Innovation and Organization Sustainability program is designed to strengthen the leadership and business skills of nonprofit managers. This results in more efficiently managed, sustainable social enterprises that provide greater community impact.

*Moire Thomas-Waters '17 presenting a nonprofit marketing plan at the Boys & Girls Club second annual Believers Bash at Alexion Pharmaceuticals.*



(L-R): Joshua Lutts '18, Dr. Brian Marks, Connor Vargo '18

## Entrepreneurship and Innovation Advisory Board

### Pamela Avallone '95

Director of Intellectual Property Investments, Brickell Key Asset Management

### Dick Albu

President, Albu Consulting

### Douglas Campbell

President, The Success Coach

### Glenn House '83

President and Co-Founder, 2Is Incorporated

### Michael Maguire

CEO, Structural Graphics

### Jill Mayer

Corporate President, Bead Industries

### Anil Shah MS '86

President, MRCC Solutions

### Ripi Singh

Chief of Innovation and Strategy, Inspiring Next

### David Struwas '70, MBA '79

Entrepreneur

### Phillip Viscomi '74

Owner, Business Growth Advisors







# Experiential Education@tion

University of New Haven ▶





### Accounting Advisory Board

**Greg Budnick**  
Partner, RSM

**Mark Caplan MS '90**  
Partner, KPMG

**Joe Catapano '89**  
Vice President and Controller,  
Pitney Bowes

**George Thomas '89**  
Principal, Blum Shapiro

**Anthony Scillia '79**  
Partner in Charge  
New England Region, Marcum

**Kristina Palazzo**  
Partner, PwC

**Christopher Puglia**  
Partner, Deloitte

**Mike Woznyk MS '04**  
Partner, Ernst & Young

**Tom Durand '71**  
Partner, Frieberg Smith & Co

### Accounting Society Field Visit ▲

The Accounting Society made a field visit to New York City, where students took the Wall Street Financial Crisis Tour, demonstrating the progression of the 2008 financial crisis. Students also participated in a presentation at the Museum of American Finance.



### MBA-IOPACT Consulting Case Competition ▲

At the inaugural MBA-IOPACT Case Competition, more than 25 MBA and industrial psychology students presented their rigorous analyses of a modern company case in front of a panel of five corporate judges, including University of New Haven alumni and Business Advisory Board members.



L-R: Nida Anwar MS '17, Rima Shah MS '17, Mark Sabal MS '17

### HCAD Student Presentation ▲

The University of New Haven College of Business was represented by three master's degree in healthcare administration students at the National Association of Health Services Executives (NAHSE) annual meeting in October 2016. Students participated for the first time at the NAHSE National Student Case Competition and traveled to Las Vegas, NV to participate in the three-day competition and conference.





L-R: Dr. Armando Rodriguez, Howard McGruder '16, Kevin Lauber '16, Mia Summa '17, Ben Atwater '17, Dr. Brian Marks

## Behavioral Economists Dissect Decision-Making ▲

Economics students engaged guests at the 33rd annual Alumni Scholarship Ball as subjects in three classical economic experiments. Each test called attention to features of human decision-making to understand real-world events, ranging from mundane tasks to the inner workings of the stock market.



L-R: Qi An MS '17, Efstathios Simos '18, Yawen Wang MBA '15, Thuy Duong Nguyen MBA '15, Dr. Wentworth Boynton, Zhiyuan Zhao MBA '16, Dr. Frank Chen, Suhas Balaji MBA '16

## CFA Institute Research Challenge ▲

Two teams of finance students competed with 11 teams from local universities in the CFA Institute Research Challenge, also known as the Investment Olympics for university students.



## International Business Short-Term Study Abroad ▲

Business students studied French law as it relates to culture in French films and food. This included traveling to cities such as Avignon, Beaune, Carcassonne and Pont du Gard for a full-range cultural immersion.

### Economics Advisory Board

**John Rosen**  
Executive Director, MCAworks

**Murat Akgun**  
Executive Director, New Tech Haven

**David Sacco**  
Executive Director, New Tech Haven

**Larry Flanagan '80**  
President, AARP Services

**Michael Driscoll EMBA '87**  
Executive in Residence,  
Connecticut Innovations

**Marcelo Nacht**  
Partner, Praxis Research

**Carolyn Cebrian Soper**  
Chair, Department of Business,  
Lincoln College of New England





## Hospitality Tourism Management Advisory Board

The board consists of executives spanning all major sectors of the industry. Members include:

### Harry Garafalo

Owner and President, Garafalo Markets LLC (operator of ShopRite Supermarkets)

### Steve Klemenz

General Manager, Country Club of Fairfield

### Jeffery Hazell '83

Owner, Bar Harbor Seafood Company

### Mary J. Barneby

CEO, Girl Scouts of Connecticut

### Randy Fiveash

Director, Office of Tourism at State of Connecticut

### Virginia Kozlowski

Executive Director, Connecticut Lodging Association

### Glenn Jette

Connecticut Hotel Developer/Owner; Member, Waterford Hotel Group

### Lucy Nolan

Executive Director, End Hunger CT!

### Sarah Maloney

Executive Vice Director, Connecticut Restaurant Association

### H. Scott Phelps

President, Connecticut Convention & Sports Bureau

### Tom Warren

Senior Vice President and Chief Operating Officer, Unidine Corp.

### Zack Miller-Murphy

Senior Vice President of Financial Services, Loews Hotels

### Tom McDowell

President & CEO, Pavilion Catering, CT Wedding Group

## Love is a Full Plate ▲

In February of 2016, the Hospitality and Tourism Management Department hosted the third annual "Love Is ... A Full Plate" dinner, silent auction and book signing to benefit End Hunger CT! Michelin Star Chef and Restaurant Owner George Mendes attended and spoke at the event in support of End Hunger CT!



Ray Nulty, Managing Director, Berkeley Research Group, London, United Kingdom



Dan Leever EMBA '99

## Global Business Symposium ▲

The Global Business Symposium hosted panel members from around the world to engage with College of Business students. The focus was entrepreneurship, doing business around the world and the need to respond quickly to problems in a fast-paced environment.

## EMBA Dan Leever ▲

Dan Leever EMBA '99 spoke at the Executive MBA 40th anniversary lecture series about the principles of success and overcoming adversity. Leever was CEO of MacDermid, a worldwide leader in the specialty chemicals industry, for nearly 25 years. He recently launched Leever Partners, an investment company.





L-R: Jef Thiffault '98, Brock Severs '15, Mario Peniche '15, Mitch Fliss '16, MBA '17

## Sport Management Advisory Board

### Chris Bartels MS '15

Assistant Account Executive at United Entertainment Group, a DJE Company

### Chris Brown

Executive Director, Guest Experience at New York Mets

### Jon Butler

Executive Director, Pop Warner Little Scholars Inc.

### Chris Canetti

President, Houston Dynamo, MLS

### Erin E. Conrod MBA '13

Associate Manager for SportsCenter and News & Information Marketing, ESPN

### Tony DiPaolo MBA '04

Regional Vice President, Laz Parking

### Craig Mortali '84

Producer, ESPN

### Frank Russo Jr. '76

Senior Vice President, Global-Spectrum

### Lindsay Salt '10

Senior Account Executive, Octagon

### Nick Sakiewicz '83

CEO and Operating Partner, Philadelphia Union, MLS

### Jeff Thiffault '99

Owner, Contigo Sports Management

### Ralph Willis

Partner, EFA Partners

### Michelle Wilson

Chief Revenue Officer, WWE Inc.

### Shane Beardsley

Director of Events & Operations, Harbor Yard Sports and Entertainment

### Mike Boissonneault

HR Staffing & Recruiting

### Evan Dabby

Executive Director, New Jersey Youth Soccer

### Brent Fisher MS '03

Vice President, Distribution - Affiliate Sales & Marketing, MLB Network

### John Ponzio

Former President, Autotote: Town Treasurer, Town of Trumbull

### Anna Vashurina MS '09

Account Manager, IMG, Olympic Consulting (Russia)

### Kenneth Waja

Vice President Finance, Comcast's Global-Spectrum

## Sport Management Internship Program ▲

The Sport Management program requires its students to participate in one or more internships prior to graduation. Many interns are offered jobs at the conclusion of their internships. These sport management students are proudly working full time with the New York Red Bulls.



Michael Quiello '74

## CoB Michael Queillo ▲

Michael Quiello '74, a member of the University of New Haven's Board of Governors, spoke to hundreds of students at the 2016 Bartels Lecture Series. The series brings to the University prominent individuals, politicians, military officials, business leaders and journalists. Quiello served as Delta's chief pilot at New York's LaGuardia and Kennedy Airports. He later joined United Airlines in 2009 as vice president of corporate safety, security, quality and environment.



NEW FACULTY | PROMOTIONS | AWARDS







**Tenured and Promoted:**  
**Xinyi Lu, Ph.D.**, Associate Professor,  
Accounting



**Tenured:**  
**Summer McGee, Ph.D.**, Associate  
Professor, Management



**Full-Time Teaching Excellence Award:**  
**Khadija Al Arkoubi**, Associate Professor,  
Management



**Excellence in Service Award:**  
**Richard Highfield**, Professor, Finance



**Part-Time Teaching Excellence  
Award:** **Brian Marks**, Practitioner in  
Residence, Economics; Executive Director,  
Entrepreneurship and Innovation Program



**CoB Appreciation Award:**  
**Mary Miller**, Lecturer, Accounting



**Excellence in Research Award:**  
**Kamal Upadhyaya**,  
Professor, Economics



**New Full-Time Faculty:**  
**Patrick Gourley**, Assistant Professor,  
Economics



**New Full-Time Faculty:**  
**Ron Kuntze**, Professor, Marketing and  
Director, Nonprofit Institute

# HONOR SOCIETIES



University of  
New Haven



## Beta Gamma Sigma ▲

Beta Gamma Sigma is an international honor society serving business programs accredited by AACSB International. Membership in Beta Gamma Sigma is the highest recognition a business student anywhere in the world can receive in a business program accredited by AACSB International.

**Class of 2016 Inductees:** *Maria Alzate, Seema Bhat, Salvatore Celzo, John-Paul DiTommaso, Benjamin Ear, Abbey Girasuolo, Joshua Howard, Jenny Lam, Oscar Johannesson, Sean Kingsepp, Lizzie Lanxi Lin, Frank Martone, Stephanie Mazzeo, Rachel Menna, Echo Montey, Melanie Mucciacciaro, Manoj Ragupathy, Efstathios Simos, Dan St. John, Julian Zhelo, Chengyan Zeng.*



## Healthcare Administration Advisory Board

### **Ramsey Augustadt MBA '16**

Senior Director, Optum

### **Paul Faraclas MBA '96**

Former SVP, SPH Analytics

### **David Fusco MS '93**

Former President and CEO, Blue Cross Blue Shield

### **Gary Havican EMBA '04**

Vice President Central Region Operations,  
Hartford Healthcare

### **Jennifer Jackson MBA '88**

President and CEO, Connecticut Hospital Association

### **Susan Marino MBA '14**

Chief Nursing Informatics Officer, Hartford Healthcare

### **Stuart May EMBA '93**

Consultant, Continuum Health Alliance

### **Rich Miller-Murphy MBA '91**

Director, New York Blood Center

### **Jay Morris**

Vice President, Yale New Haven Health

### **John Tarutis MS '16**

Executive Director, Yale New Haven Health

### **David Vinas MS '16**

Director of Operations, Smilow  
Cancer Hospital, Yale New Haven Health

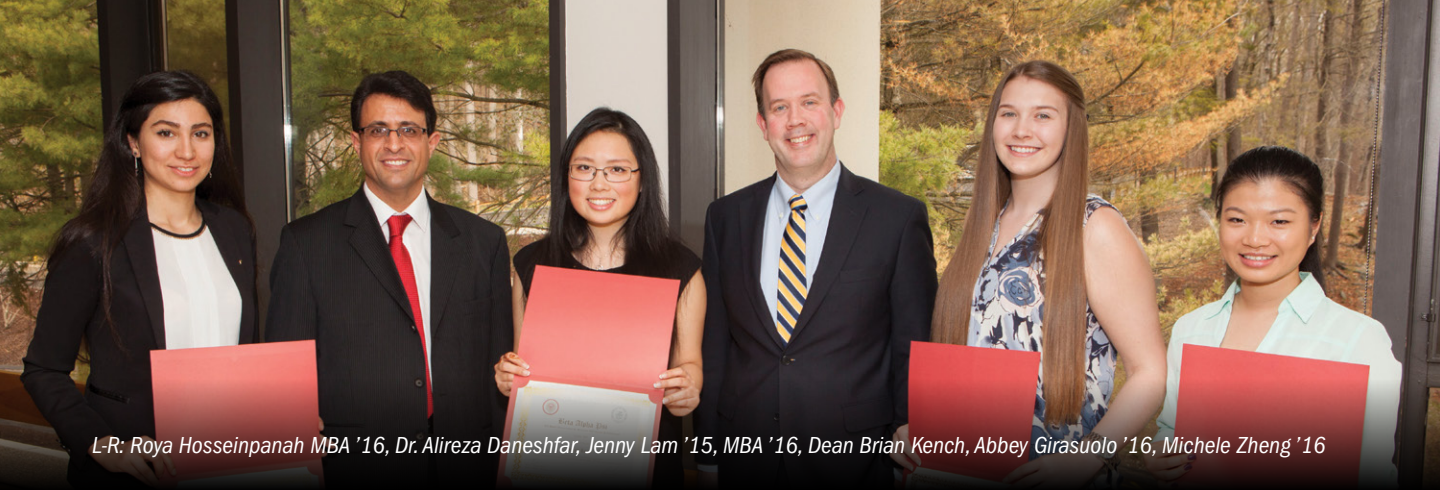


## Upsilon Phi Delta ►

Upsilon Phi Delta Honor Society is an honor society to recognize, reward and encourage academic excellence in the study of healthcare management and policy. The organization promotes activity and encourages interest in healthcare management, policy and leadership careers.

**Class of 2016 Inductees:** *Christopher Bombara, Diana Dupuy, Manushi Gandhi, Rochelle Goodwin, Karamdeep Kuar, Mary Laucks, Fei Li, Sally Matthews (Johnston), Mariela Mihaylova, Kathleen Mrazik, Keneisha Rasheed, Courtney Sahler, Rima Shah, Joanne Struble, Anu Verma, Mahanis (Ann) Yusof, Sandra Marlow, Lauren Grieco, Mark Sabal, Jamie Gilbert, Victoria Taiwo, Ahmed Alheizan, Lauren Baird, Kelsey Ballard, Kimberly Blaise, Ivory Blount, Ina Brown, Veronica Cruz, Marjorie Cullinan, Annie Dande, Holly-Jo DeLuca, Jeanine DeLucia, Elizabeth DeRosa Linsley, Shriya Deshmukh, Christopher Goodell, Jessica Hart, Linnea Henry, Jodi Katz, Jeanette Kurtz, Elizabeth Lamour, Deepthi Maya, Connor Mctaggart, Stephanie Moura, Anusha Punna, Kathleen Quinn, Grzegorz Rdzak, Renée Reed, Lacy Sprague, Beverly Stevens, Wendy Strollo, Oladayo Sule, Abraham Tharakan, Lisa Walke.*





L-R: Roya Hosseinpah MB '16, Dr. Alireza Daneshfar, Jenny Lam '15, MBA '16, Dean Brian Kench, Abbey Girusuolo '16, Michele Zheng '16

## Beta Alpha Psi ▲

Beta Alpha Psi is an international honor society for financial information students and professionals. The organization promotes the study and practice of accounting, finance and information systems. Beta Alpha Psi serves universities accredited by AACSB International.

**Class of 2016 Inductees:** Casey Alfano, Maria Alzate, Suhas Balaji, Seema Bhat, Julia Caccavale, Matthew Cadrin, Alexander Cloutier, Marcus Cudjoe, Yiyao Dou, Benjamin Ear, Yiming Fan, Brian Garafola, Robert Gendron, Abbey Girusuolo, Anthony Greenfield, Nevien Hafez, Amanda Heath, Roya Hosseinpah, Jurgena Hysolli, Brittany Jozaitis, Michael Kandolin, Sarah Kennedy, Tyler Kocher, Sharissa Lakhicharran, Jenny Lam, Nicholas Lauria, LangXi Lin, Steven Lynchard, Frank Martone, Stephanie Mazzeo, Racheal Menna, Amani Miller, Jesse Miller, Miles Mortali, Serena Pacelli, Andiolino Peticaro, William Richard, Ivan Seenarine, Dane St. John, Tianyin Yu, Zhiyuan Zhao, Brian Zheng, Michelle Zheng.





# FACULTY INTELLECTUAL

## Peer-Reviewed Journal Articles:

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**Ai, M., & Liang, J.** (2016). Generalized T3-plot for testing high-dimensional normality. *Frontiers of Mathematics*, 11(6), 1363-1378.

Balagozyan, A., & **Cakan, E.** (2016). Did large institutional investors flock into the technology herd? An empirical investigation using a vector Markov switching model. *Applied Economics*, 48(58), 5731-5747.

**Cakan, E.**, & Balagozyan, A. (2016). Sectoral herding: Evidence from an emerging market. *Journal of Accounting and Finance*, 16(4).

**Carter, A.** (2016). Forecasting performance. *Journal of the American Academy of Business*, 11(2).

**Ejara, D.** (2016). Evaluating investments using higher moments. *Modern Economy*, 7(3), 320-326.

Haley, U. C., & **Haley, G. T.** (2016). Think local, act global: A call to recognize competing, cultural scripts. *Management and Organization Review*, 12(1), 205-16.

Howard, J., **Cakan, E.**, & **Upadhyaya, K. P.** (2016). Climate change and its impact on wheat production in Kansas. *International Journal of Food and Agricultural Economics*, 4(2), 1-10.

**Kuntze, R.**, & Matulich, E. (2016). Exploring Cognitive Bias in Entrepreneurial Startup Failure. *Academy of Entrepreneurship Journal*, 22(2), 54-66.

**Liang, J.** (2016). Exact F-tests for a class of elliptically contoured distributions. *Journal of Advanced Statistics*, 1(4), 212-217.

**Liang, J.** (2016). A stochastic representation for the lp-norm symmetric distribution and its applications. *Communications in Statistics - Simulation and Computation*, 1532-4141.

**McGee, S. J.**, Tobin, D., & Keough, K. (2016). Breaking the pain contract: A better controlled-substance agreement for patients on chronic opioid therapy. *Cleveland Clinic Journal of Medicine*, 83(11), 827-835.

**Mohs, J. N.** (2016). Exploring the use of expatriate management to improve the quality of earnings being reported by MNC's. *Journal of Human Resources and Adult Learning*, 12(June), 86-97.

**Mohs, J. N.**, & Schaffer, B. A. (2016). Exploring the effect of financial literacy programs on low-income adults. *The Journal of Global Business Management*, 12(2), 61-70.





# CONTRIBUTIONS AND IMPACT

- Mumcu, C.**, Lough, N. L., & Barnes, J. C. (2016). Examination of women's sports fans' attitudes and consumption intentions. *Journal of Applied Sport Management*, 8(4), 25-47.
- Prasad, P., **Prasad, A.**, & Baker, K. (2016). Smoke and mirrors: Institutional entrepreneurship and gender identities in the U.S. tobacco industry, 1920-1945. *Organization*, 23(2), 227-249.
- Rodriguez, A. E.**, & Menon, A. K. (2016). The causes of competition agency ineffectiveness in developing countries. *Law and Contemporary Problems*, 79(37), 37-67.
- Rolleri, M. J., Nadim, A.**, & Lussier, R. (2016). Improving small business viability through the strategic longevity and health maintenance evaluation. *Small Business Institute Journal*, 12(1), 10-20.
- Sudhir, K., **Roy, S.**, & Cherian, M. (2016). Do sympathy biases induce charitable giving? The effects of advertising content. *INFORMS*, 35(6), 849-869.
- Upadhyaya, K. P.**, Joao, F., & Mixon, F., Jr. (2016). Human capital, collegiality, and stardom in economics: Empirical analysis. *Scientometrics*, 106(3), 917-943.
- Upadhyaya, K. P.**, & Mixon, F., Jr. (2016). Out of big brother's shadow: Ranking economics faculties at regional universities in the U.S. South. *Economics Bulletin*, 356(3), 1609-1615.
- Upadhyaya, K. P.**, & Mixon, F., Jr. (2016). Ranking economics departments in the U.S. South: An update. *Applied Economics Letter*, 23(17), 1224-1228.
- Wang, C.** (2016). How do destination management organization-led postings facilitate word-of-mouth communications in online tourist communities? A content analysis of China's 5A-Class tourist resort websites. *Journal of Travel & Tourism Marketing*, 33(7), 1-20.
- Wang, C.** (2016). Organizational capabilities and business performance: When and how the darkside of managerial ties matter. *Industrial Marketing Management*, 55(May), 70-82.
- Wang, C.** (2016). Revising unique selling proposition: Scale development, validation, and application. *Journal of Promotional Management*, 22(4), 1-27.

## Books:

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### **Rich Miller-Murphy MBA '91, Chair, CoB Advisory Board**

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Rich Miller-Murphy is the director of marketing at the New York Blood Center (NYBC), where he focuses on digital communications and hospital demand generation/marketing. Previously, he served as NYBC's chief of strategy and marketing in the office of the president, as manager of the office of contracts/pricing administration and as vice president and executive director for NY Blood Services. Prior to joining the NY Blood Center, he served as vice president of marketing at Laerdal Medical Corporation.



### **Cathy Bradley EMBA '86**

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Cathy Bradley is owner and president of Cathy Bradley Enterprises, a consulting firm designed to help Fortune 500 companies transform their businesses to meet strategic business objectives. The firm specializes in contact center and business process outsourcing (BPO) solutions. She is also on the board of directors of Spoken Communications, a technology innovator in native cloud contact center solutions.



### **Joseph R. Catapano '89**

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Joseph Catapano '89 is vice president and controller at Pitney Bowes Inc. He is responsible for global consolidations, worldwide internal and external financial reporting, including the preparation and review of SEC filings, coordination of the company's compliance with the Sarbanes-Oxley Act and corporate financial policies, including the implementation of new accounting pronouncements and SEC rules and regulations. Prior to Pitney Bowes, he held positions with PepsiCo and KPMG.



### **Kenny Coleman '88**

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Kenny Coleman serves as senior vice president of marketing for Georgia Power. He is responsible for pricing and planning, renewable development, sales and utility relations. In 1999, he joined Southern Company as a residential marketing manager at Alabama Power. He has held leadership positions of increasing responsibility in retail marketing, external affairs, wholesale marketing, customer service and marketing and division operations, including vice president of Alabama Power's Southern Division.



### **Michael Davis MBA '86**

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Michael Davis is vice president of taxes at Nestle. He brings a unique blend of leadership development, accounting, tax and systems expertise to Nestle, the world's largest food company with a market capitalization of \$250 billion. He serves as an officer for numerous Nestle companies, including Nestle USA Inc., Nestle Purina PetCare Company, Gerber Products Company and Nespresso USA Inc. As an educator, he serves as the executive director of the Executive MBA program at the University of New Haven.



### **Craig Douglas MBA '82**

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Craig is vice president and treasurer and an executive officer of Stanley Black & Decker, Inc. (formerly The Stanley Works). Craig has spent his entire career with Stanley on a career path that has provided him with broad exposure to all facets of accounting and finance within a manufacturing company. Craig was named director of corporate finance in 1991, assuming global responsibilities for the core treasury function. In 1998, he was appointed treasurer with expanded responsibilities for real estate and risk management. He was appointed vice president in 2007 and executive officer in 2009.



### **Susan D'Agostino MBA '85**

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Susan D'Agostino is the chief administrative officer at Harris Connect, where she is responsible for operations, human resources, client services and contracts/compliance. Before joining Harris Connect, she held management positions for several government contractors and equipment manufacturing firms in Connecticut and Massachusetts. She is a certified senior professional in human resources (SPHR) and is a member of the Society of Human Resources Management.

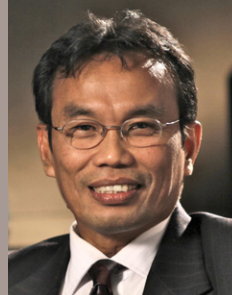


**Alice Gao MBA '94**

Alice Gao is senior vice president, head of commercial banking for ICBC USA N.A., a subsidiary of Industrial and Commercial Bank of China, one of the world's largest banking and financial services organizations. In this role, she is responsible for leading a multi-functional team to succeed on a global scale by achieving sales and profit targets. Prior, she was the senior credit approval officer and team leader for HSBC USA, and she served as the vice president and commercial relationship manager for Bank of the West.

**Baharom Bin Hamzah '85, MBA '87**

Baharom Bin Hamzah is group managing director and CEO of Romstar, a leading Malaysian-based provider of intelligent pipeline inspection services. The company, which he founded in 1997, works with major suppliers of crude oil, including ExxonMobil and Shell, to detect structural issues before leaks in pipes can occur. The company designs, builds and operates high-resolution magnetic flux leakage (MFL) technology.

**Frank Hird '78**

Frank Hird is vice president of O,R&L Commercial and a licensed real estate broker with more than 28 years of experience. He sells and leases commercial real estate nationally and internationally, representing major industrial and office property owners, corporate tenant representation agreements, new construction development and lab space requirements for bio-science companies. He is the president of the CT/Western MA Chapter of the Society of Industrial and Office Realtors.

**Josephine Moran MS '01**

Josephine Moran is senior vice president and sales manager at Webster Investment Services. She leads a team of financial consultants and associates with over \$13 billion in assets, directs the Retirement Plan Services Program and directs the RoboAdvisor and Call Center programs. Before joining Webster, she was executive vice president and director of retail banking at Columbia Bank. She previously held positions with Santander Bank and Wells Fargo. She was named one of the Top Women in Business in Staten Island in 2015.

**Anthony Rescigno '74**

Anthony Rescigno has served since 2000 as president of the Greater New Haven Chamber of Commerce and executive director of the Regional Leadership Council, the region's advocate for economic growth. He also serves as president of the Quinnipiac Chamber of Commerce, an affiliate of the Greater New Haven Chamber. From 1989–2000, he served the town of North Haven as first the selectman, where he oversaw more than 200 employees and managed a \$60 million town and education budget.

**Ferdinand Risco Jr. EMBA '09**

Ferdinand L. Risco Jr. serves as the executive director of diversity and inclusion for the Metropolitan Atlanta Rapid Transit Authority (MARTA). He is responsible for the authority's affirmative action/equal employment opportunity program, disadvantaged business enterprise program and Title VI plan. He develops and implements diversity and inclusion initiatives and consults with the executive management team to ensure that decisions, activities, programs and services are equitable and do not adversely impact current or potential employees, customers, communities, businesses or other stakeholders.

**Mike Murphy EMBA '98**

Michael Murphy is the vice president and general manager of Alinabal Inc. in Milford, Connecticut. Before joining Alinabal, he was a major account manager with General Electric. Previously, he was director of acquisitions for Donnelly Development Corporation. He serves on the boards of Alinabal Holdings, Goodwill Industries of Western and Northern Connecticut, the Connecticut Irish Scholarship Fund and Helms Housing. He is a member of the Advisory Council of Mercury Marine.





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