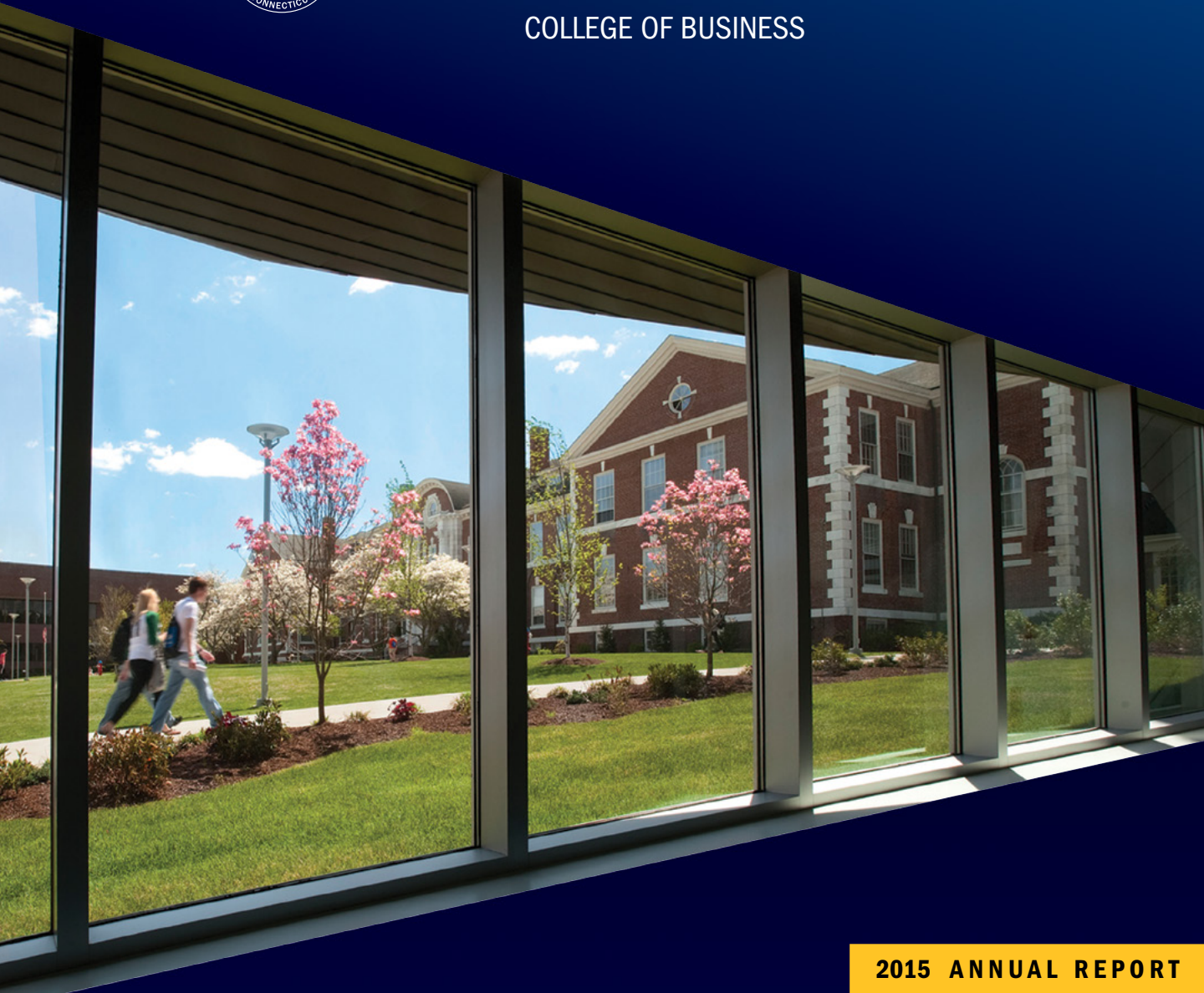




University of New Haven

COLLEGE OF BUSINESS



2015 ANNUAL REPORT

A MESSAGE FROM THE DEAN

Dear friends,

It truly is an honor and a pleasure to welcome you to the 2015 Annual Report of the College of Business at University of New Haven, my first issue as dean. Since arriving in Connecticut in June, my wife, Liz, and I have been overwhelmed by the friendship and support that we have received from faculty, staff, students, alumni, advisory board members and friends of the University. We are proud to be part of both the greater New Haven community and the University of New Haven family.

The College of Business certainly has a lot to celebrate, highlighted by our accreditation from AACSB International, The Association to Advance Collegiate Schools of Business, which places us in a select group of schools worldwide recognized for providing the highest-quality programs for undergraduate and graduate degrees in business. There are more than 7,000 business schools around the globe, and less than 5 percent are accredited by AACSB. We are proud to be part of this elite group.

The College of Business continues to provide programs that are recognized for academic excellence, delivered by impactful faculty and characterized by a rigorous academic curriculum. We continue to maintain a focus on high-touch teaching, rigorous inquiry, community engagement and experiential learning. Our faculty continues to be engaged in impactful research that connects theory and practice. Our challenging curriculum continues to equip students with the skills they need to be contributing members of their workplaces and their communities.

What follows is a summary report of the activity of your College of Business in 2015. It is by no means comprehensive, though it is representative of the wide range of activities in which we are engaging, whether in the classroom or in the greater New Haven community. As you flip through these pages, I ask that you consider how your skills, your ideas, your experiences and your participation can help your university continue to build a world-class College of Business. To achieve our goals, we will need your help and your engagement.

Thank you for being a part of our family and for keeping up with our progress. I encourage you to take a moment to send me a note at bkench@newhaven.edu to share your thoughts or ideas. I look forward to hearing from you.



Brian T. Kench, Ph.D.



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



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

LEARNING OBJECTIVES

Graduates of our business degree programs should be able to demonstrate the following:

- Understanding of fundamental business concepts, and analytical and technical knowledge
- An integrated and global business perspective
- Social responsibility and ethics
- Communication skills, the ability to collaborate and lead, and a drive to continually improve

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The Pursuit of Excellence is Our Way of Doing Business

We are proud to be a university that's continuously growing and making positive changes for our students and the community. Our achievements are a testament to our dedicated faculty and staff, and the cutting-edge programs they develop; our talented students, who continue to be engaged members of the community; and our alumni, who consistently become leaders in their chosen fields. Our awards and affiliations further validate our standing as one of the finest comprehensive universities in the Northeast.

The University of New Haven earned accreditation from AACSB International – the gold standard for bachelor's, master's and doctoral degree programs in business. Among the thousands of business schools around the globe, fewer than 5 percent have received AACSB accreditation.



In June 2015, University of New Haven accepted an invitation to join The New American Colleges and Universities (NAC&U). Founded in 1995, NAC&U is a national consortium of selective, small-to-mid-size independent colleges and universities dedicated to the purposeful integration of liberal arts education, professional studies and civic engagement.

For the second consecutive year, University of New Haven has been recognized by The Princeton Review in the publication's "Best in the Northeast" list for 2016, which includes 225 institutions in 11 Northeastern states and the District of Columbia.



For the sixth consecutive year, University of New Haven has been included in the top tier of regional universities in the North by U.S. News & World Report in its annual "America's Best Colleges" rankings.

The Master of Science in Healthcare Administration program is an Academic Organizational Affiliate of the Health Information Management Systems Society (HIMSS).



The Master of Science in Healthcare Administration program is an Associate Graduate Member of the Association of University Programs in Health Administration (AUPHA).

The Sport Management program was ranked number 17 in the world by Sport Business International. In terms of student choice, University of New Haven was ranked ninth in the world.



UNH Partners with Milford Hospital Providing Real-World Opportunities to Students

The College of Business and Milford Hospital created a partnership to provide real-life learning opportunities for students in the UNH master's degree program in healthcare administration (HCAD). "The partnership furthers the University's long tradition of providing real-world opportunities for students," says Samuel S. Bergami Jr. EMBA '85, former chair of the University of New Haven Board of Governors and the chair of the Milford Hospital board of directors.

The program involved 15 HCAD graduate students in the fall. They were guided by faculty and hospital officials, along with UNH alumnus David Fusco M.S. '93, who is executive-in-residence for the master's in healthcare administration program and former CEO of Anthem Blue Cross Blue Shield of Connecticut.

The program aids the hospital by providing a fresh perspective to address real business challenges, and it benefits students by giving them unprecedented access to top healthcare executives in the state of Connecticut.

This partnership benefited our students by giving them unprecedented access to top healthcare executives.

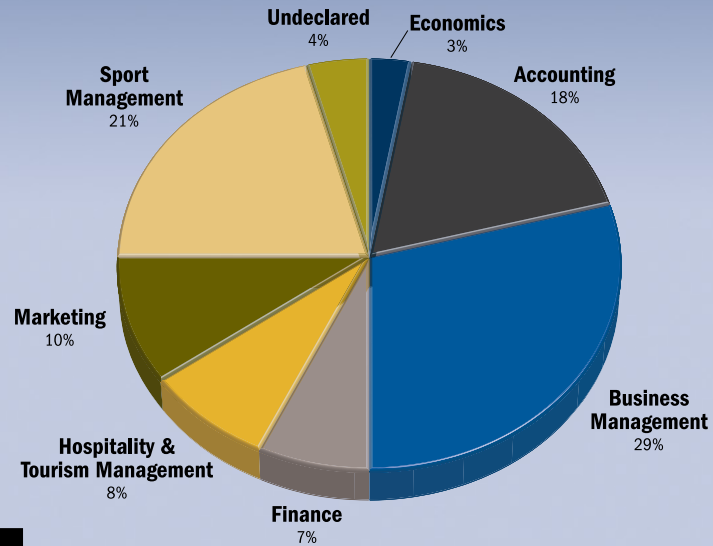


David Fusco M.S. '93, Joseph Pellacia, Samuel S. Bergami Jr. EMBA '85, Summer McGee, Lloyd Friedman

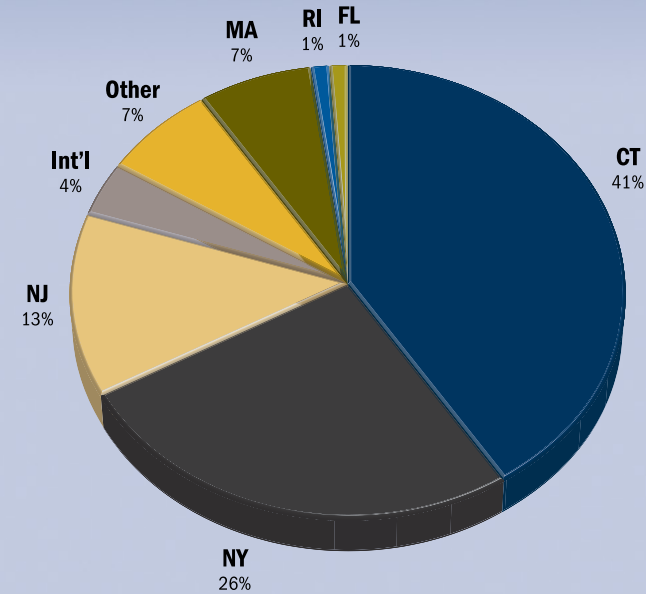
BY THE NUMBERS

A strategic priority of the College of Business is to increase enrollment in our high-quality undergraduate and graduate business programs to 800 undergraduate and 500 graduate students by 2020. The nearby charts offer a snapshot of 2015 student credit hours by program, enrollment areas and the primary residence of our College of Business students.

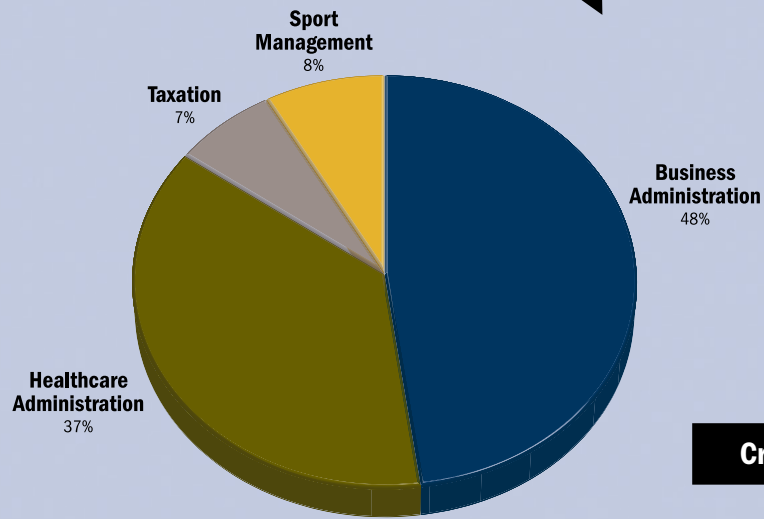
Enrollment by Undergraduate Major



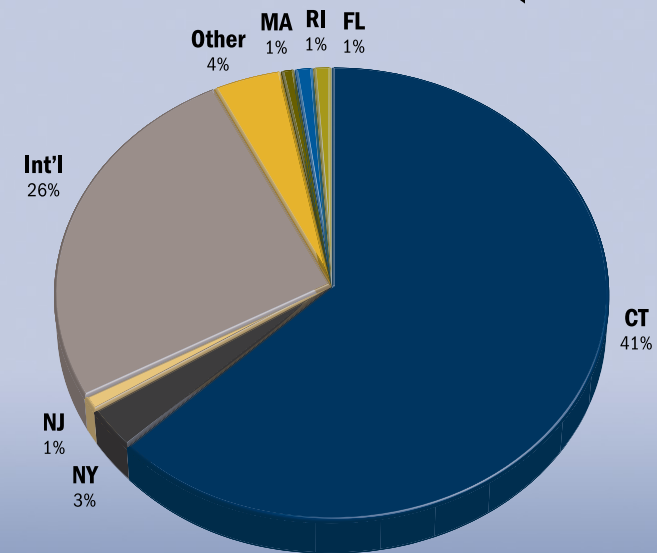
Undergraduate Residence



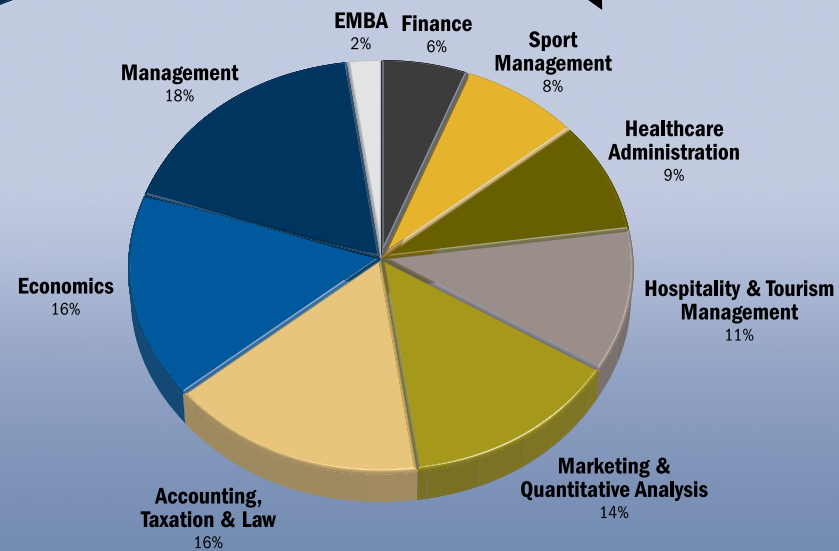
Enrollment by Graduate Program



Graduate Residence



Credit Hours by Program



LEADERSHIP TEAM

Faculty Who
Connect Theory
to Practice



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



Robert Albright, Ph.D.
Professor, Chair of Management



Wentworth "Charlie" Boynton, Ph.D.
Associate Professor, Chair of Finance



Michael Davis MBA '86
Executive Director of Executive Master
of Business Administration Program



Gil Fried, Ph.D.
Professor, Chair of Sport Management,
Coordinator of Master of Science in
Sport Management Program



Richard Highfield, Ph.D.
Professor, Coordinator of AACSB



Cheng "Charlie" Lu Wang, Ph.D.
Professor, Chair of Marketing and
Quantitative Analysis



Summer McGee, Ph.D.
Associate Professor, Coordinator
of Master of Science in Healthcare
Administration Program



Mary Miller '82, MBA '06, CPA
Senior Lecturer, Director of the
Undergraduate Experience



Juline Mills, Ph.D.
Professor, Chair of Hospitality
and Tourism Management



Armando Rodriguez
Associate Professor, Chair of
Economics



Darell Singleterry, MBA
Visiting Professor, Director of Master of
Business Administration Program



Charles Skipton, Ph.D.
Associate Professor, Associate Dean of
College of Business



Robert Wnek, J.D., LL.M.
Professor; Chair of Accounting, Taxation
and Law; Coordinator of Master of
Science in Taxation Program

High-Quality, Accredited Business Programs

ACCOUNTING, TAXATION AND LAW

Alireza Daneshfar, Ph.D., Associate Professor
Martin Goldberg, J.D., LL.M., Associate Professor
Xinyi Lu, Ph.D., Assistant Professor
Robert McDonald, MBA, CPA, Associate Professor
Mary Miller '82, MBA '06, CPA, Lecturer
James Mohs, Ph.D., Assistant Professor
Robert Wnek, J.D., LL.M., Professor

ECONOMICS

Esin Cakan, Ph.D., Associate Professor
Claude Chereau, Ph.D., Practitioner-in-Residence
Brian Kench, Ph.D., Professor
Brian Marks, Ph.D., Practitioner-in-Residence
Jason Patalinghug, Ph.D., Visiting Assistant Professor
John Phelan, Ph.D., Professor
Armando Rodriguez, Ph.D., Associate Professor
Charles "Chuck" Skipton, Associate Professor
Kamal Upadhyaya, Ph.D., Professor

FINANCE

Gregory Blossick, Ph.D., Senior Lecturer
Wentworth "Charlie" Boynton, Ph.D., Associate Professor
Fang "Frank" Chen, Ph.D., Assistant Professor
Demissew Ejara, Ph.D., Associate Professor
Richard Highfield, Ph.D., Professor

HOSPITALITY AND TOURISM MANAGEMENT

Chris Gentile, Academic Director of Food Service Operations
Joshua Hecht, Practitioner-in-Residence
Miranda Lee, Lecturer
Juline Mills, Ph.D., Professor
Gabriella Petrick, Ph.D., Assistant Professor
Andrew Randi, Practitioner-in-Residence

MANAGEMENT

Khadija Al Arkoubi, Ph.D., Associate Professor
Robert Albright, Ph.D., Professor
Kathleen Barnes, Ph.D., Associate Professor
Tony Carter, Ph.D., J.D., Professor
Dale Finn, Ph.D., Assistant Professor
David Fusco, M.S. '93, Executive-in-Residence
Tom Giordano, M.S.E., Practitioner-in-Residence
Glenn McGee, Ph.D., Professor
Summer McGee, Ph.D., Associate Professor
Abbas Nadim, Ph.D., Professor
William Olmstead, MBA, MPA, Practitioner-in-Residence
Anshuman Prasad, Ph.D., Professor
Darell Singeterry, MBA, Visiting Professor

MARKETING AND QUANTITATIVE ANALYSIS

George Haley, Ph.D., Professor
Jiajuan Liang, Ph.D., Associate Professor
Kyoung Nam Lim, Ph.D., Assistant Professor
Pawel Mensz, Ph.D., Professor
Ahmet Ozkul, Ph.D., Associate Professor
Charles "Pete" Peterson, Practitioner-in-Residence
Subroto Roy, Ph.D., Professor
Cheng "Charlie" Lu Wang, Ph.D., Professor

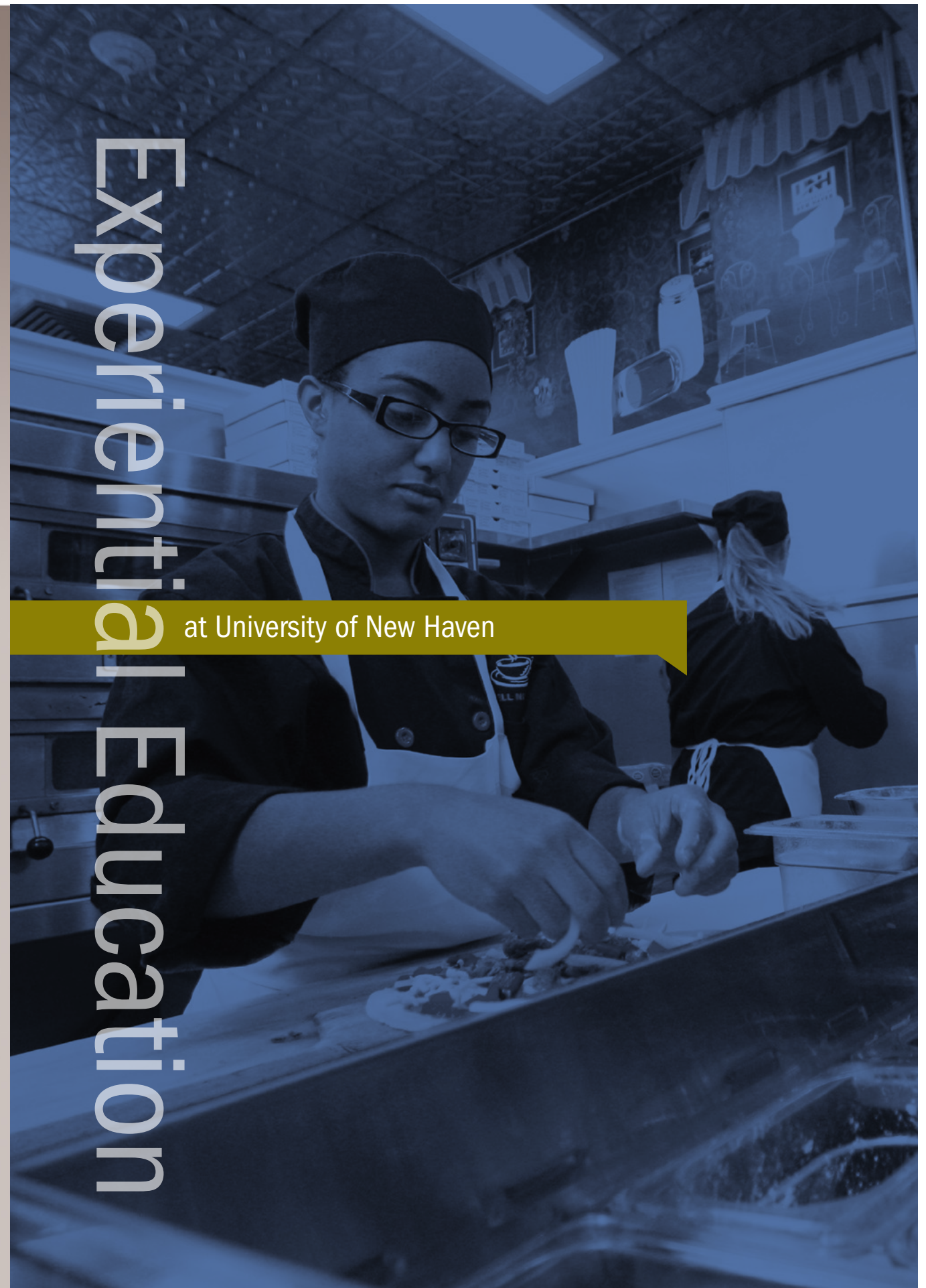
SPORT MANAGEMENT

Gil Fried, Ph.D., Professor
Kimberly Mahoney, Ph.D., Assistant Professor
Ceyda Mumcu, Ph.D., Assistant Professor

M.L. McLAUGHLIN CENTER FOR FAMILY BUSINESS

Paul Sessions, Director

Experiential Education
at University of New Haven



Students are Hands-On Entrepreneurs in Exciting Pilot Program



Standing: Christina DellaCamera, Mike Caminiti, Dean Brian Kench, Jenna Williamson, Mike Romano, Ralph DellaCamera '75, Anthony Greenfield '16, Mauricio Ahumada, J.P. DiThomasso. Seated: Anthony Buonfiglio '16. Out of Picture: Lauren Ritchey '16 and Robert Albright.

During the fall semester, the College of Business and accomplished alumnus Ralph DellaCamera '75 joined forces to provide a select group of seniors with the ultimate experiential learning activity.

DellaCamera engaged the students to act as organizational development consultants for iServe Residential Lending, one of his growing enterprises.

The students began their engagement by carefully studying the structure and status of the domestic residential mortgage industry. Following this period of analysis, the students met with DellaCamera,

his corporate executive team and his business partners. The students gathered information from these leaders that helped create a formal vision statement, a value proposition and a set of corporate values.

The students then set to work on creating an “on-boarding” program designed to introduce new employees into the firm. The program included a training manual, recruitment brochures and other materials designed to facilitate and enable the ambitious growth goals of iServe.

The project culminated with a student visit to the iServe corporate headquarters in Stamford, where the students presented their products and recommendations to the iServe officers and executive team.

“I am very impressed with the UNH students and their work products,” says DellaCamera. “I hope to continue the partnership with the College of Business into the future and take our engagement to the next level.”

“The reality and intensity of the project was eye-opening,” said senior Anthony Buonfiglio. “We had deadlines and deliverables, and we had to produce high-quality work products for a real business enterprise. Undoubtedly, the iServe project was the best learning experience I have had at UNH.”



FEDERAL RESERVE BANK OF BOSTON

Boston Federal Reserve Visit Offers Enriching Experience

On March 27, members of the UNH Accounting Society, accompanied by professors Wentworth Boynton, James Mohs and Michael Roller, spent the day in Boston. The trip included a lecture at the Boston Federal Reserve, where students met with a senior economist who explained the practical aspects of monetary policy and the roles and functions of the Federal Reserve System.



“Love is a Full Plate” Serves Up Firsthand Event Planning Opportunity

A California chef, who owns two restaurants and is the author of two cookbooks about soul and comfort food recipes, was the guest speaker at the annual “Love is a Full Plate” dinner on February 6.

Tanya Holland, the executive chef and owner of Brown Sugar Kitchen and B-Side BBQ in Oakland, Calif., both of which feature her inventive takes on modern soul food, Southern and barbecue cuisine, spoke at the dinner, which benefited End Hunger Connecticut!

The dinner was the culminating project for seniors in the UNH hospitality and tourism management program. Students prepared, served and hosted the event. The four-course dinner and specialty sugar tasting was preceded by a book signing.



Economics Collective Merges Classroom Academics with Application

In November, the College of Business Economics Collective announced the results of its first contemporary issues polling initiative. This initiative focused on the economics of the legalization of marijuana. Survey participants overwhelmingly favored the legalization of marijuana for both medical and recreational purposes. In addition, participants expressed a strong belief that legalization would have a positive impact on the economy within the state of Connecticut.

The principle investigators, economics majors Tyler Cordes '18 and Kevin Lauber '16, worked closely with Marcelo Nacht, principal and founder of Praxis Research Partners, to formulate the 25-question survey pertaining to the legalization of marijuana in Connecticut.

"I wanted to address moral, economic and practical implications in the most objective and pragmatic way possible. I think we achieved that through the survey," said Lauber.

A.E. Rodriguez, program advisor and chair of the economics department, said, "I was pleased with this first student-run initiative. It is a perfect illustration of combining classroom academics with hands-on data analytics experience under the auspices of experienced practitioners."

The Economics Collective is a student-operated social network and cooperative space for students, alumni and members of the community to connect and engage.

Additional information can be found at <http://unheconomicscollective.ning.com>.



Members of the EMBA class of 2016 and professor George Haley

Trip to India Provides Perspective of Global Markets

A group of 11 EMBA students participated in a trip to India that was facilitated by the Students Without Borders organization. "A highlight of the experience," said Michael Farah EMBA '16, "was the opportunity to interact with local CEOs. Being able to hear how they conduct business, what their concerns are and the challenges they are facing on a day-to-day basis put a lot of things in perspective. They are facing a lot of the same challenges we are facing."

The EMBA trip was led by George Haley, professor of marketing, who is an expert on emerging markets. He believes a better understanding of global competition is critical for anyone in business, regardless of the industry. "Even if you have a company that doesn't sell a penny overseas, it can't exist without considering the global markets," says Haley.

Christine Harvey EMBA '16, who spent about 25 years in the military before working at Sikorsky, and now Pratt & Whitney, as a program manager, shared that the immersion helped her gain an understanding of why so many American companies have chosen to do business internationally.



Faculty Discourse on Finance and Banking with Chinese Delegation

In the fall, the College of Business hosted a visiting delegation of 20 Chinese bankers for a weeklong series of seminars. The objective of the visit was to give the bankers an overview of the U.S. financial and banking industries.

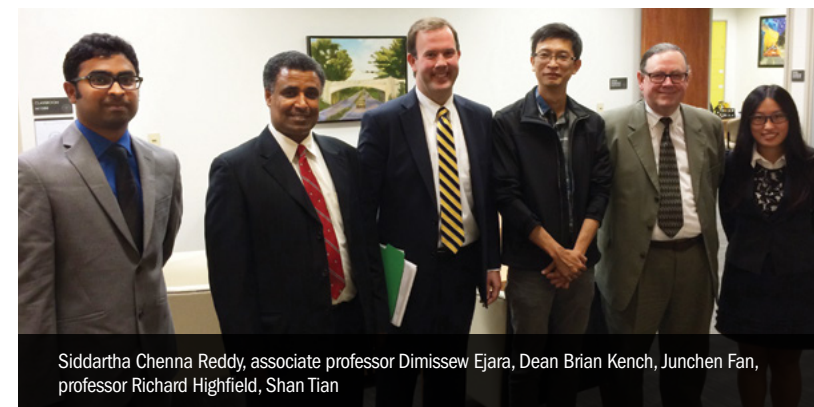
Gregory Blosick coordinated the organization of the seminars as well as a field visit to a Wells Fargo Bank in New Haven that was led by branch manager Laurel Laster. Presenters included Wentworth Boynton, associate professor of finance and department chair; Richard Highfield, professor of finance; Demissew Ejara, associate professor of finance; Fang Chen, assistant professor of finance; Gregory Blosick, senior lecturer in finance; A.E. Rodriguez, associate professor and chair of economics; and Vivekanand Jayakumar, associate professor of economics at The University of Tampa.

Charger Portfolio Fund Shapes Investing Experience and Skills

The Charger Portfolio is a \$60,000 student-managed investment fund created several years ago with a donation from Ralph DellaCamera '75. The objective of the fund is to teach students investment skills using real money.

Since the fall of 2009, graduate students in the Equity Market Valuation and Analysis course form competing teams and present investment proposals to an advisory board. The student teams conduct research, select stocks for investment and present their competitive proposals to the board. The board members evaluate the proposals and select the best by vote. The winning proposal is then implemented.

During the summer term, a proposal by the "Valuators" team was selected. Members of the team include Seema Bhat, Matthew Dechello, Keith Lewis, Langxi Lin and Hitesh Matlani.



Siddhartha Chenna Reddy, associate professor Dimissew Ejara, Dean Brian Kench, Junchen Fan, professor Richard Highfield, Shan Tian

University Trading Challenge Gives Students Insight Into Financial Career

In November, finance department students Alex An '16, Christopher Huffman '16, Lizzie Lin '16 and Steve Simos '18, competed in the University Trading Challenge (UTC). They took on teams from 14 universities, including Washington University in St. Louis, NYU Poly, Fordham University, Temple University and Hofstra University. During a one-month, real-world trading simulation and a day of intensive trading in Philadelphia, our team showcased its potential to the finance and banking professionals and gained true insight into the members and their future finance careers.



Hospitality Students Present Tourism Ideas to West Haven City Officials

After spending weeks developing a tourism marketing plan for the city of West Haven, two groups of senior hospitality and tourism management students had minutes to pitch their ideas to Mayor Edward O'Brien and other city officials.

Stone Development group's slogan was "Welcome to West Haven, Connecticut – The City that Never Despairs," a phrase they said emphasized the residents' resiliency and pride. They honed in on the shoreline and the diversity of the city's population and its variety of restaurants.

Divine Development group's theme centered on "Wonderfully Welcoming West Haven." Lauren Cudgma, Kimberly Baldelli and M. Aimee Nunez said their team focused on the city's warm, inviting feeling and its title as "Connecticut's friendliest city." They also touted its beachfront, 3.5 miles of publicly accessible shorefront—the longest in the state.

In the end, city officials chose Divine Development group's plan, in large part, because it included a tourism website and a social media marketing plan that O'Brien said opened up many possibilities. "This is such an asset for our city," he said.



Summer in Italy Offers Immersion in Hospitality and Tourism

Students in the Department of Hospitality and Tourism Management spent the summer studying and living at the University's campus in Tuscany, Italy. Students participated in a wine appreciation course and a "Cultural Food and Cuisine" class, which fully immersed them in the Italian culture.

As part of the wine appreciation course, students visited different vineyards, including Capezzana, Volpaia and Ruffino, where they learned about the fermentation and bottling processes, and enjoyed a tasting experience. The "Cultural Food and Cuisine" course allowed students to work in teams to prepare multicourse meals that expressed a story through food and experience.



Anthony Buonfiglio '16 (left) with his team at Athgo's Sixth Global Innovation Forum

Creating Innovative Business Solutions Put Student Skills to the Test

Two UNH students participated in Athgo's Sixth Global Innovation Forum at the World Bank headquarters in Washington, D.C., from August 12-14. The forum brought together students, young entrepreneurs, experts, senior executives and leaders from more than 40 countries.

For the competition, students were charged with developing concepts for innovative business solutions that address social, economic and community problems. Anthony Buonfiglio '16 and Lauren Ritchie '16 were selected by their teams to present the business ideas they developed.

Buonfiglio's team created a push-button-activated, concealed GPS system designed to prevent human trafficking and child abductions. His efforts paid off, as his team earned third place in the competition.

MBA Students Learn About Globalization Trends at China Boot Camp



Assistant professor of accounting Xinyi Lu and University of New Haven MBA students Qi An, Claudine Coley, Asli Guclu, Justin Jetmar, Eva McDonald, Jianyang Wan, Tianyin Yu, Lei Zhai, Xiaohan Zhang and Zhiyuan Zhao attended a "China Boot Camp" on October 6 sponsored by the Connecticut-China Council.

Students learned about the trends in globalization and the codependency of the United States and China from Stephen Roach, a senior fellow at The Jackson Institute of Global Affairs at Yale University and senior lecturer at Yale School of Management.

Dean Lombardi '82 Explains Why Sport Management Founder is a Champion at Inaugural Allen Sack Lecture Series



For the past nine years, Dean Lombardi '82 has been president and general manager of the Los Angeles Kings, the winner of two of the recent four Stanley Cup Championships.

On October 22, Lombardi delivered the inaugural address in the Allen Sack Lecture Series on sport and social issues. Lombardi lauded Allen Sack, the namesake of the lecture series and the founder of the University of New Haven sport management program, who retired after 40 years of service to the University, for his efforts to defend academic freedom and end the exploitation of college athletes.

"It's important to remember that Professor Sack stands as a role model not just because of his cause," said Lombardi. "Embracing a cause is only one part of the equation. Anyone can say he is for a cause. But a cause without action is ephemeral and doomed to insignificance. It is safe to say that Professor Sack's commitment to the action portion of his cause is legendary and an example for us all."

Lombardi believes Sack represented the values of commitment, sacrifice, selflessness, perseverance and conviction through his advocacy. "These are the championship values not only of a team but, more importantly, of a human being," said Lombardi.



Joseph D'Auria '16; Desiree McPherson '16; C.E. "Pete" Peterson, marketing faculty advisor; Natalie Venice '16; Salvatore Celzo '17

Competition Connects Students with Best Sales Organizations in Nation

Four College of Business undergraduate students competed in the Northeast Collegiate Sales Competition on November 12-13 at Bryant University in Smithfield, R.I.

The New England Intercollegiate Sales Competition (NISC) is designed for outstanding students pursuing sales careers to connect with employers from some of the best sales organizations in the nation. Universities participating included Florida State University, MIT and Purdue University.

Placing Number One in Game of Global Business Strategy

Abbas Nadim, professor of management, coordinates the Global Business Strategy game for College of Business undergraduate and graduate students. The game is an online exercise in which teams of students from around the globe run a digital camera company in a head-to-head competition against companies run by other class members.

In 2015, College of Business undergraduate business policy students competed with 1,535 teams from 259 universities in 25 countries. Our undergraduate team of Laura Callan '16, Binh Luu '16 and David Nooks '16 placed first in the world with a perfect score. In the graduate student version of the competition, our EMBA team of Rebecca Khozein '16, Greg Gesswein '16 and Barbara Mollo '16 finished in the top 25 percent of 1,381 teams from around the world.



INTERNSHIPS

Affording Students Business Community Engagement and Experience

The College of Business encourages undergraduate and full-time graduate students to complete at least one internship before they graduate. Recent business student internship placements have included the following organizations:

- ADP
- Aetna
- AFLAC
- Allied Communications
- American Cruise Lines
- American Thoracic Society
- Angela Malicki Events
- Applegate Kitchens Restaurant
- Aramark
- Aries Consultancy Services
- Bailey Moore Glazer Schaefer & Proto LLP
- Barton Medical Imaging
- Bay State Savings Bank
- Blum Shapiro
- Borough of Westwood, N.J.
- Boston College, Athletics Department
- Bridgeport Bluefish
- Bridgeport Hospital
- Bridgeport SoundTigers
- British InterContinental Hotels
- Bronx Zoo
- Central Connecticut State University, Athletics Department
- Charlotte Country Club
- Choice Hotels International
- City of Shelton, CT
- Clarion Hotel & Suites
- Comfort Inn & Suites
- Comprehensive Orthopedics
- Connexiant
- Courtyard by Marriot New Haven
- Covidien Medical
- CPA
- Crossfit Virtuosity
- CT Open
- Darden Restaurants Inc.
- Defibtech
- Deloitte
- Discovery Cove
- Easter Sierra Consulting
- Edible Arrangements
- Edible Concierge LLC
- Enterprise
- Ernst & Young
- ESL Federal Credit Union
- ESPN
- Eye Centers of Southern Connecticut
- Fairfield Country Club
- Fairfield Inn Milford by Marriot
- 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
- Jewish Community Centers
- John Venman & Co.
- Jubilee Events
- KPMG LLP
- Leukemia and Lymphoma Society
- Liberty Mutual
- Long Island Wedding Boutique
- Lucille's Bridal
- Madison Square Garden
- Major League Soccer Headquarters
- Marcum
- Margarita's Mexican Restaurant, Marketing Department
- McGladrey
- Michael J. Paolini CPA
- Milford Hospital
- Milford Yacht Club
- Milton H. Friedberg Smith & Co.
- Minnesota Timberwolves
- Mohegan Sun Casino
- Mutual Inc.
- Nassau Country Club
- National Hockey League Offices
- NBC Sports
- New England Black Wolves
- New England Revolution
- New Jersey National Golf Club
- New Jersey Nets
- 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
- Norwalk Community Health Center
- Octagon
- Omni Hotels & Resorts
- One Rose for a Cause
- Pratt & Whitney
- Pure Inventions
- PwC
- Quinnipiac University, Athletics Department
- Reading Phillies
- Reed Exhibitions
- REX Development
- Riverside Yacht Club
- Ruane Attorneys at Law
- Sanford Mainers
- Saybrook Point Inn
- SeaWorld Orlando
- Seymour Pop Warner
- Sheraton Hsinchu Hotel
- Shubert Theater
- Sikorsky
- Sinclair Risk Management and Finance
- Sladek & Witek LLP
- Smilow Cancer Hospital at Yale New Haven Hospital
- Sodexo Foodservice
- Southern Connecticut State University, Athletics Department
- 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
- A&T Communications
- The Silverman Group
- The Union League Cafe
- Therrien & Associates PC
- Tony Roma's Steakhouse
- Town Hall of Monroe, Conn.
- Travelers Insurance
- UBS
- United Nations
- United States Tennis Association
- United Technologies Corporation
- University of Hartford, Athletics Department
- University of New Haven, Athletics Department
- USI Connecticut Insurance
- UTC Aerospace
- Volunteer Income Tax Assistance
- Wachovia Center in Philadelphia
- Walt Disney World Resort
- Webster Bank Arena
- West Haven Chamber of Commerce
- West Haven Twilight Baseball
- Wide World of Indoor Sports
- World Wrestling Entertainment
- Yale Dining Services
- Yale New Haven Hospital
- Yale University, Athletics Department
- YMCA



Stew Leonard presents at Family Business Success into the Third Generation, September 2015

M.L. McLaughlin Center for Family Business Celebrates 20th Anniversary Building Best Business Practices Through Peer Learning

What do family-owned businesses, including a cellar door company, a construction company, a tea manufacturer, an orchard and a law firm, have in common? More than you would ever guess say members of the College of Business M.L. McLaughlin Center for Family Business, where they have found that their business challenges are surprisingly similar.

“I used to think no one in the world had the same problems we do,” said Jonathan Bishop of Bishop’s Orchards in Guilford. “But at the first meeting I attended, I learned that a lot of issues we face are the same issues other family businesses face.”

Bishop is a fifth generation owner of a 300-acre farm that has a winery, and grows and sells fruits, vegetables and farm products. The orchard is a charter member of the Center, which celebrated its 20th anniversary in 2015.

Paul Sessions, director of the Center, feels survival of a family business often depends on good communication, strategic planning and taking the emotions out of business dealings.

Faculty Intellectual Contributions and Impact

Peer-Reviewed Journal Articles:

Albright, R. R., & McDermott, J. (2015). Time perspective and the practice of financial advising. *Journal of Financial Planning*, 28(1), 46-52.

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College of Business Advisory Board



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Joseph Catapano is vice president and controller at Pitney Bowes Inc. He has responsibility for global consolidations, worldwide internal and external financial reporting, coordination of the company's compliance with the Sarbanes-Oxley Act and corporate financial policies and procedures. In addition, he is responsible for the company's enterprise performance management activities. Prior to joining Pitney Bowes, he held finance positions with PepsiCo Inc. and was an audit manager with KPMG Peat Marwick in Stamford, Conn. He earned a bachelor's degree in financial accounting from University of New Haven.



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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. Prior to his current role, he served as chief information officer of Southern Company and senior vice president of Southern Company Services, where he led more than 1,100 employees in information technology strategy development, operations and delivery across 120,000 square miles. He earned a bachelor's degree in communications from University of New Haven.



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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 EMBA program at the University of New Haven. He also provides career coaching to EMBA students. He serves as a board adviser for several companies and is a prominent speaker and contributor at conferences and seminars.



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Susan D'Agostino is chief administrative officer at Harris Connect, where she has responsibility for operations, human resources, client services and contracts/compliance. Prior to 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. As an MBA student at University of New Haven, she concentrated in international marketing.



Paul Francese MBA '90

Paul Francese is the group chief financial officer for Rain Carbon Inc. The group consists of Rain CII Carbon LLC, RÜTGERS Group, Rain CII Carbon Limited and Rain Global Services. He joined the group in March. He has more than 30 years of experience serving in senior positions at General Electric, United Technologies Corporation, Litton Industries, Pitney Bowes and OCI Chemicals. He has a successful history of building world-class finance teams, guiding companies to profitable growth and implementing rapid continuous improvement strategies.

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 many of the major suppliers of crude oil, including ExxonMobil and Shell, to detect structural issues before leaks occur in pipes. The company designs, builds and operates high-resolution magnetic flux leakage (MFL) technology. In 2006, Hamzah created Romstar Research and Development, which has created ROMSOFT—data interpretation software that produces pipeline integrity reports with high precision and accuracy.



William Mallin EMBA '98

William "Bill" Mallin retired in 2016 as vice president of strategic planning and program management for Purdue Pharma L.P., a privately held pharmaceutical company headquartered in Stamford, Conn. Prior to joining Purdue in 1987 as director of product planning, he spent 13 years with Procter and Gamble subsidiary Richardson Vicks. He has provided strategic planning and operational support to the president and CEO of the company, as well as leading line functions in project management, alliance management, transdermal development and strategic planning — in support of drug registration and commercialization.



Rich Miller-Murphy MBA '91

Rich Miller-Murphy has worked in the healthcare industry for more than 25 years. He 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 NYBC, he served as vice president of marketing at Laerdal Medical Corporation and held management positions at Hitachi Medical Corporation of America and at Abbott Laboratories Hospital Products Division.



Josephine Moran M.S. '01

Josephine Moran joined Columbia Bank in October as executive vice president and director of retail banking. She is responsible for directing the overall management of the bank's retail banking operations, including the branch network, retirement accounts, deposits, lending and wealth management services. With 16 years of experience in the financial services industry, as well as 25 years of leadership experience, she has substantial expertise in retail banking, investment services, consumer lending, small business, customer experience, project management and strategic planning. She was named one of the Top Women in Business in Staten Island this year.



Mike Murphy EMBA '98

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



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, its disadvantaged business enterprise program and its Title VI plan. Prior to his arrival at MARTA, he worked at the Metropolitan Transportation Authority Metro North Railroad, headquartered in New York City. He has previously worked in managerial positions at both Pepsi-Cola Bottling Group and Airborne Express.





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