



# University of New Haven

COLLEGE OF BUSINESS

2018 ANNUAL REPORT



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

## A Message from the Dean

Dear Friends,

Welcome to the University of New Haven 2018 Annual Report of the College of Business. Students, faculty, and staff have had a productive year, and the College continues to make significant strides.

We are proud to report that as of 2018 our BS Business Analytics, MS Finance and MBA programs have been STEM certified. Our Business Analytics, Finance and MBA programs are among a handful of business programs in the U.S. to have received a STEM designation.

The 2018 annual report highlights recent student internships and many of the hands-on learning opportunities offered at the College of Business. As you view these pages, I ask that you consider how your skills, ideas, experiences, and participation can assist the University of New Haven to build and sustain a world-class College of Business. To achieve our goals, we need your help, engagement, and support.

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.

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



University Affiliation Program  CFA Institute®



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# Students by the Numbers



**STEM  
MBA  
Programs:**

**1 of 8  
in  
the  
United  
States**

Student-to-Faculty  
ratio:

**16:1**

**44%**

**Students from  
underrepresented  
groups**

## Median Salary of University of New Haven Graduates

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**10 years out:  
MBA = \$134,408**

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**4 years out:  
MBA = \$96,227  
MS Taxation = \$91,881**

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**1 year out:  
MBA = \$82,312  
MS Taxation = \$84,541  
BS Accounting = \$53,748  
BS Finance = \$45,702**



# 94.2%

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



Degrees granted in 2018:

# 275



## CHARGER CHALLENGE:

An ambitious \$100 million capital campaign designed to share and solidify the University's future. As of December 2018, we've reached 94.7% of our goal!

Contribute to the development of business leaders at [NewHaven.edu/Give](http://NewHaven.edu/Give)



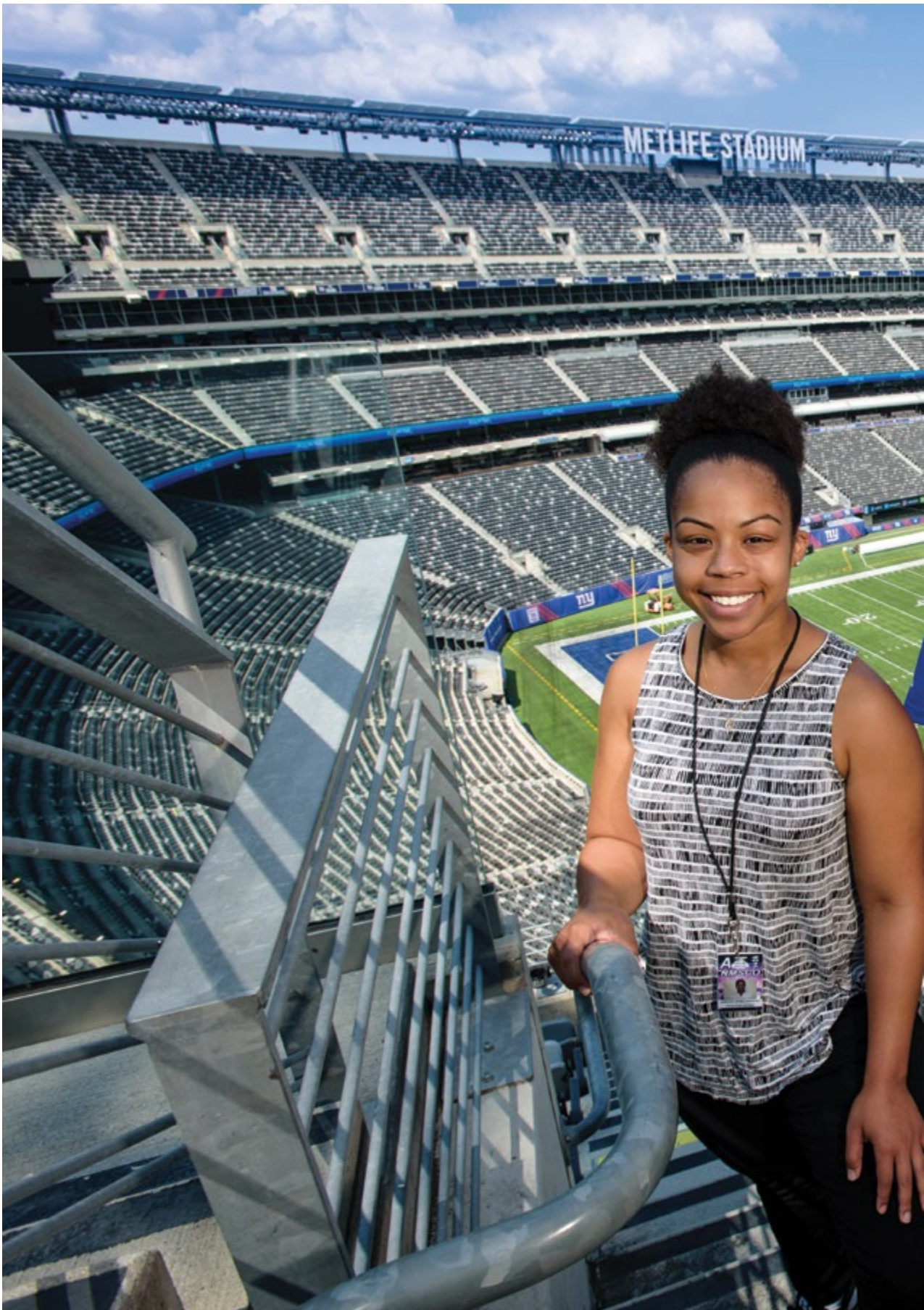
International students:

# 13%

# 100%

of MS Taxation and MS Sport Management graduates seeking employment have jobs one year after graduation







# Hands-On Learning ▲

◀ **Sport Management Students  
Intern at MetLife Stadium**

## Non-Profit Institute Advisory Board

### **Andy Eder, Chair**

Chairman, Eder Brothers Inc.

### **Khadija Al Arkoubi, Ph.D.**

Associate Professor of Management,  
University of New Haven

### **Mara Balk**

Cultural Arts Program Director, JCC of  
Greater New Haven

### **Erik Clemons**

Executive Director & President, Conncat

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

Principal, SLD Consulting Services LLC

### **Kellyann Day**

Chief Executive Officer, New Reach

### **Laura Downs**

Director, Morrison Downs Associates Inc.

### **Alice Forrester**

Chief Executive Officer, Clifford Beers

### **Charles Frey**

Consultant, COLAGE

### **Chris George**

Executive Director, IRIS

### **Dan Gurvich**

Executive Director, Neighborhood  
Music School

### **Ron Kuntze, Ph.D.**

Executive Director, Non-Profit Institute;  
Professor of Marketing, University  
of New Haven

### **Kirsten Levinsohn**

Executive Director, New Haven Reads

### **Liza Petra**

Executive Director, Branford Community  
Foundation

### **Randi Ruben Rodriguez**

Executive Director, 'r Kids Family Center

### **Allyx Schiavone**

Executive Director, Friends Center  
for Children

### **Joanne Sciulli**

Executive Director, Solar Youth Inc.

### **James Sugarman**

Sole Member, Pioneer Executive  
Recruiting LLC



### **Non-Profit Institute Advisory Board**

*Standing:* Dr. Ron Kuntze, Kellyann Day, Andy Eder, Charles Frey, Allyx Schiavone, Erik Clemons, James Sugarman, Joanne Sciulli, and guest speaker Clara Reynolds. *Seated:* Chris George, Kirsten Levinsohn, Dr. Khadija Al Arkoubi, Susan D'Agostino MBA '85, Mara Balk, and Dan Gurvich.



### **Alvine New Venture Pitch Competition**

Robert Alvine, Board of Governors emeritus member; Stephen Tagliatela, Board of Governors member; Dr. Brian Kench, CoB Dean; David Sussman, CoB Advisory Board member; Carl Soderberg '07, 2018 Exemplary Young Entrepreneur Award winner; David Salinas, 2018 Outstanding Entrepreneur Award winner; Glenn House '83, 2018 Distinguished Entrepreneur Award winner; and College of Business faculty and students.



### **2018 Cross-Disciplinary Competition**

*Faculty (alphabetically listed):* Dr. Khadija Al Arkoubi, Dr. Bruno Barreto de Góes, Dr. Maurice "Mo" Cayer, Dr. Richard Highfield, and Dr. Eric Marcus.

*Students (alphabetically listed):* Fahada Ibrahim Alhumaidi, Rosemonde Ausseil, Surya Balasubramanian, Manju Sri Bhattu, Mike Bowen, Kailee Carneau, Erin Cooney, Priyanjana Puspall Das, Jacqueline Dawood, Vrushali Junnarkar, Nilam Kaushik, Stacy Laoreanos, Frank V. Martone, Muthiah Muthukumaran, Adash Doddadyamapla Nagarajappa, Devin Ossi, Karen Perez, Venkata Surya Ramcharan Pulugurtha, Todd Rake, Gokul Ravishandran, Andy Richards, Chris Speicher, Kunal Suresh Soni, Sai Vivekh Suresh, Maxime Theokritoff, Kumar Tirumani, and Alexis Ward.





**Accounting Is My Major (AIM)**

High school accounting students enjoy the presentation by accounting professor Michael Rollereri during a visit to the University of New Haven.



**Accounting Society Field Visit**

Accounting professors Dr. James Mohs and Mike Rollereri and Accounting Society students visit the New York City offices of RSM, a global audit, tax, and consulting firm.



**Team Earns Third Place at CFA Institute Research Challenge – Investment Olympics for University Students**

Dr. Fang "Frank" Chen, Timothy Cronin, Dolapo Egbewole, Kevin Guo, Dr. Wentworth "Charlie" Boynton, and Philip Walker, CFA, place third at the 2018 CFA Institute Research Challenge.

**Accounting Advisory Board**

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

**Joseph 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, Friedberg Smith & Co



**Governor Ned Lamont speaks at College of Business and Greater New Haven Chamber of Commerce Gubernatorial Forum**

## Economics and Business Analytics Advisory Board

**John Rosen**

Executive Director, MCAworks

**Murat Akgun**

Executive Director, NewTechHaven

**David Sacco**

Executive Director, NewTechHaven

**Larry Flanagan '80**

President, AARP Services

**Michael Driscoll EMBA '87**

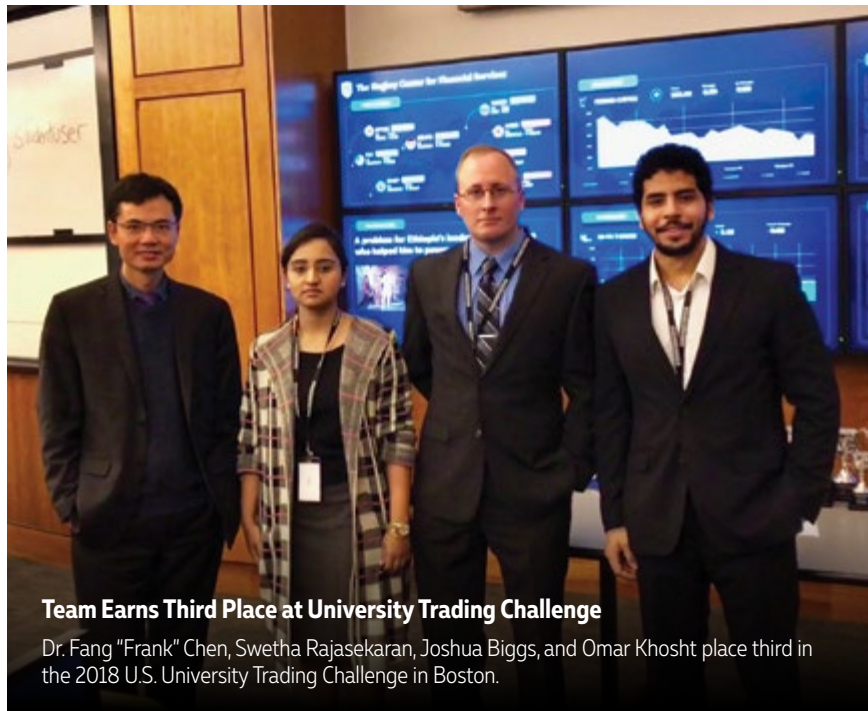
Executive in Residence,  
Connecticut Innovations

**Marcelo Nacht**

Partner, Praxis Research

**Carolyn Cebrian Soper**

Department of Economics,  
Central Connecticut State University



**Team Earns Third Place at University Trading Challenge**

Dr. Fang "Frank" Chen, Swetha Rajasekaran, Joshua Biggs, and Omar Khosht place third in the 2018 U.S. University Trading Challenge in Boston.



**Fall 2018 Bartels Fellow  
Michael J. Hartnett, Ph.D. — RBC Bearing**

TCoE Dean Ron Harichandran, Dr. Michael Hartnett, President Steven Kaplan, Associate Dean Chuck Skipton, and Dr. Maria-Isabel Carnasciali.



**Spring 2018 Bartels Fellow  
Allen Rosenshine — BBDO Worldwide**

Allen Rosenshine and American Marketing Association University of New Haven Chapter President Melinda Nanassy.



**Spring 2018 Executive MBA Speaker  
Louise Dembry, MD, MS, MBA '08 — Society for Healthcare Epidemiology of America**

Guest speaker Dr. Louise Dembry, center, with Dean Brian Kench and Executive EMBA Director Michael Davis.



**Center for Family Business Conference**

Atty. Laura Sousa, formerly of Wiggin and Dana; Paul Sessions, Director of CFB; Atty. Michael Clear, Wiggin and Dana; Jill Mayer, CEO of Bead Industries; Sarah DellaVentura, COO of Bishop's Orchards; Scott Tague, President of Willco Sales and Service Inc.; Dick Albu, Albu Consulting LLC; Jamie Stirling, CEO of Stirling Benefits Inc.; Dan Preston, formerly of Gowrie Group; Brad Hardy, Senior VP of KeyBank Commercial Banking; Joe Pucci, William Blair and Company.



**Travelers Claim University Field Visit**

Travelers associate account executive Ronald Pierce '16, left front row, and coworkers host University of New Haven students at Travelers Claim University.



**Fall 2018 Executive MBA Speaker  
Jon Joslow**

*Standing:* Advisory Board chair Josephine Moran, Brandon Peco, Sreekanta Manurgundasasthygari, Michael Crowley, guest speaker Jon Joslow, Clement Reitz, Vincent Derobertis, Charlea Washington, and Amy Keach. *Seated:* Sarah Hobson and Andrew Salinger.

**Hospitality Tourism  
Management  
Advisory Board**

**Harry Garafalo**

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

**Jeffery Hazell**

President, Boston Lobster Feast

**Glenn Jette**

Connecticut Hotel Developer/Owner;  
Member, Waterford Hotel Group

**Steve Klemenz**

General Manager, Country Club of Fairfield

**Zack Miller-Murphy**

Former Senior Vice President of Financial  
Services, Loews Hotels

**Tom Warren**

Senior Vice President and Chief Operating  
Officer, Unidine Corp.

# Sport Management Advisory Board

## **Chris Bartels MS '15**

Senior Manager of Sports Communications,  
United Entertainment Group

## **Shane Beardsley, CVP**

Director of Venue Operations, The Howard Hughes  
Corporation and The Rooftop at Pier 17

## **Mike Boissonneault**

Chief Executive Officer, Rewirement Media LLC

## **Chris Brown**

President, Guest Experience & Venue Services,  
New York Mets

## **Jon Butler**

Executive Director, Pop Warner Little Scholars Inc.

## **Chris Canetti**

President, Houston Dynamo, Major League  
Soccer (MLS)

## **Evan Dabby**

Executive Director, New Jersey Youth Soccer

## **Brent Fisher MS '03**

Senior Vice President, Distribution - Affiliate Sales  
and Marketing, MLB Network

## **Erin Lynch MBA '13**

Manager, Creative Planning, Global Marketing,  
PUMA Group

## **Tony DiPaolo MBA '04**

Senior Vice President, Laz Parking

## **Craig Mortali '84**

Owner, Producer, Director, Storyteller,  
Mortali Media LLC and MOMA LLC

## **Anna Nakapkina MS '09**

Head of Sponsorship and Special Projects,  
SOGAZ (Russia)

## **John Ponzio**

Former President, Autotote; Gambling and  
Casinos Consultant and Contractor

## **Frank Russo Jr. '76**

Executive Vice President, Spectra Venue Management

## **Lindsay Salt '10**

Brand Manager at BodyArmor SuperDrink

## **Nick Sakiewicz '83**

Commissioner, National Lacrosse League (NLL)

## **Jef Thiffault '99**

Former Managing Director, National Professional  
Soccer League (NPSL); Operations Manager,  
Major League Soccer (MLS)

## **Kenneth Wadja**

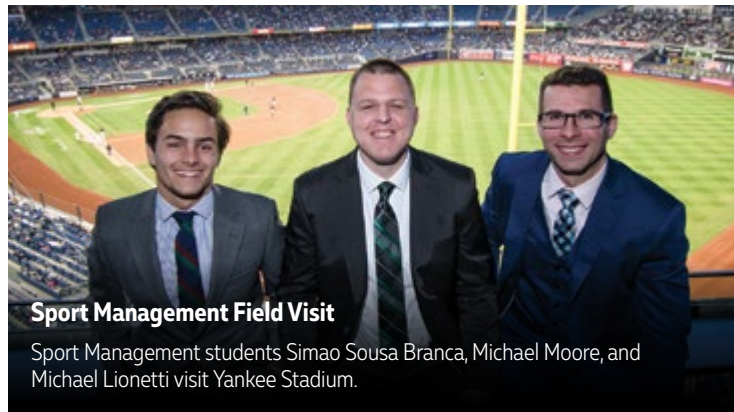
Senior Vice President of Finance, Spectra

## **Ralph Willis**

Managing Member, EFA Partners

## **Michelle Difilippantonio Wilson**

Co-President, World Wrestling Entertainment



### **Sport Management Field Visit**

Sport Management students Simao Sousa Branca, Michael Moore, and Michael Lionetti visit Yankee Stadium.



### **SLiCE Project: Call to Care Uganda**

Back Row: Mario Rotella and Brandon Basler. Front Row: Edgar Diaz, Paige Deluca, Call to Care Uganda Executive Director Martha Hoffman, and Dr. Ron Kuntze.



### **Charger Startup Weekend**

Jasmine Flete, Esther Dronyi, Yaw Ansong, and Keerthana Krishnaraj collaborate at Charger Startup Weekend, where students brainstorm ideas for products and services, test market ideas with potential customers, network, and participate in a pitch competition.



### **EMBA Cohort '19 Visits Washington, D.C.**

Richard Connell, Brandon Peco, Clement Reitz, Vincent DeRobertis, Michael Crowley, and Charlea Washington.



**Alumni Reception**

Dean Brian Kench visits with College of Business alumni in Beijing, China.



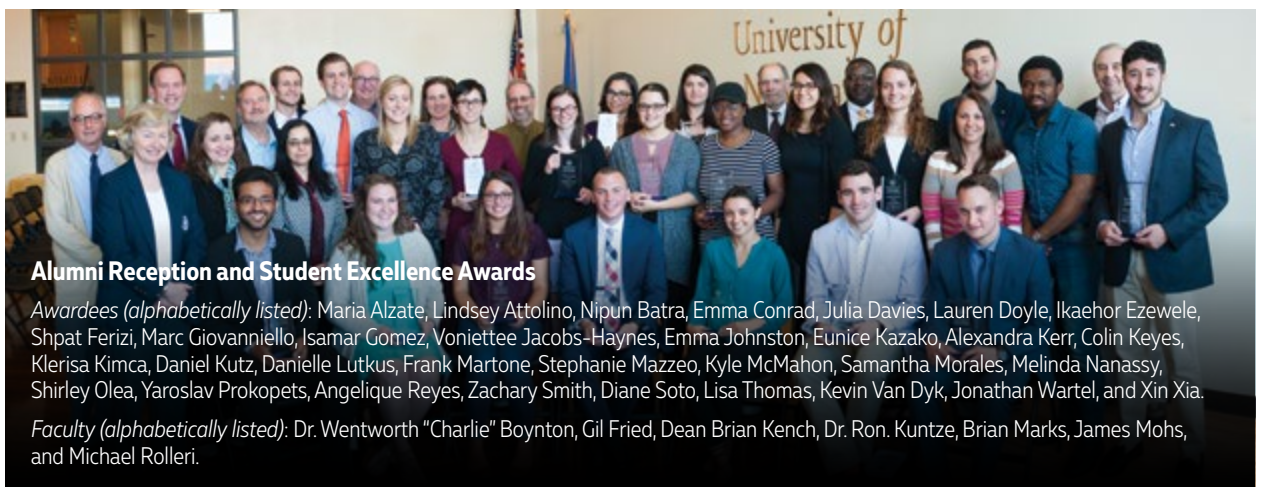
**SLiCE Project: Webster Bank**

*Standing:* Christine Dell'donna, Steven Reynolds, Jim O'Meara, Dean Brian Kench, Valerie Mackin, Jordan Crooms, Jason Klein, Paul Martinez, Tara Gambardella, Thomas Calderone, Dr. Bruno Barreto de Góes, Kelly Haskins, Nora Augustine, Desiree Wolfe, and Simon Tahan. *Seated:* Hayel Khamis A. Abdullah, Moath Abdulaziz S. Almowinea, Dymonique Colon, Mohammed Sajeini, and Nicholas Russo.



**Liberty Initiative Speaker  
Dr. Angela Dills – Western Carolina University**

*Back Row:* David Sacco, Dr. A.E. Rodriguez, Murat Akgun, Dr. Patrick Gourley, Kledis Capollari, Dr. Brian Marks, and Mark Sabal. *Front Row:* Unknown, Brynnc Slicer, Sarah Caro, Dr. John Rosen, Dr. Angela Dills, and Associate Dean Chuck Skipton.



**Alumni Reception and Student Excellence Awards**

*Awardees (alphabetically listed):* Maria Alzate, Lindsey Attolino, Nipun Batra, Emma Conrad, Julia Davies, Lauren Doyle, Ikaehor Ezeweze, Shpat Ferizi, Marc Giovanniello, Isamar Gomez, Voniettee Jacobs-Haynes, Emma Johnston, Eunice Kazako, Alexandra Kerr, Colin Keyes, Klerisa Kimca, Daniel Kutz, Danielle Lutkus, Frank Martone, Stephanie Mazzeo, Kyle McMahon, Samantha Morales, Melinda Nanassy, Shirley Olea, Yaroslav Prokopets, Angeliqye Reyes, Zachary Smith, Diane Soto, Lisa Thomas, Kevin Van Dyk, Jonathan Wartel, and Xin Xia.

*Faculty (alphabetically listed):* Dr. Wentworth "Charlie" Boynton, Gil Fried, Dean Brian Kench, Dr. Ron. Kuntze, Brian Marks, James Mohs, and Michael Roller.

# ChargerLink — Powered by AcadeME

## Internship and Job Matching Software

The University of New Haven is the first college in the country to implement interactive software that instantly matches students looking for job openings with the employers looking to fill them. The College of Business is the beta-test site for the software developed by the Israeli company AcadeME.

The system works like a dating service. Students develop their profiles, as well as resumes, and tell their stories. Employers post jobs, and when they do, the system automatically tells them which students best match their requirements. The interactive nature of the system gives quick results for both employers and students.

### Recent business student internship placements have included:

- **Apple**
- **AT&T**
- **Aetna**
- **Alinabal**
- **Connecticut Stone**
- **Deloitte**
- **Ernst & Young**
- **ESPN**
- **Foxwoods Resorts**
- **GE**
- **KPMG**
- **Major League Soccer Headquarters**
- **Marcum**
- **Morgan Stanley**
- **National Hockey League Offices**
- **New York Blood Center**
- **Octagon**
- **Pratt & Whitney**
- **PwC**
- **RSM**
- **Saybrook Point Inn**
- **Sikorsky**
- **Stanley Black & Decker**
- **The Hartford**
- **TD Bank**
- **Travelers Insurance**
- **Walt Disney World Resort**
- **Webster Bank**
- **Yale New Haven Health**
- **Yelp**



In spring 2018, I became a human resources co-op generalist at Pratt & Whitney, a United Technologies Company, in East Hartford, Conn. Pratt & Whitney was my first experience working in a large corporate setting.

I collaborated with the military engines and human resource business partners and supervisors to understand the current and historical staffing process. I also assisted client groups by completing transactional and operational tasks. My responsibilities included co-facilitating trainings, completing ad hoc report requests, creating compensation analyses, and training new team members.

Because of my successful spring internship experience, I was accepted into the United Technologies Corporation Human Resource Leadership Development Program in the fall of 2018. The leadership training program included three impactful eight-month assignments in human resource disciplines across diverse business units.

**Tanisha Tikema-Marie Mair** MBA/MPA '19

# Student Internship Testimonials



The University of New Haven isn't just a place to get a degree; it's also a place to gain real-world perspectives from a wide range of highly experienced professors. This aspect of education is paramount for a job market that is becoming more competitive.

I'm not ashamed to mention that I am a high school dropout who, by conventional wisdom, wasn't supposed to succeed. However, with hard work, dedication and a welcoming university, I was able to elevate myself to one of the most prestigious accounting firms in the world.

During my first year of graduate school, I had the opportunity to intern at KPMG, where I served as a financial services audit intern. I assisted licensed CPAs with auditing a multibillion-dollar bank, focusing on mortgage and broker-dealer functions. This internship gave me a unique perspective on the process that a publicly traded company must go through to remain compliant with the U.S. Securities and Exchange Commission.

Knowing that millions of investors, creditors, and other stakeholders were relying on our team for a level of assurance regarding the bank's financial statements, highlights the importance of the accounting profession.

Shortly after completing the engagement, I was offered a full-time position. The accounting faculty helped prepare me for my CPA exam, and the College of Business gave me the knowledge and skills I need to advance my career to the furthest reach possible.

**Jordan Crooms '18, MBA '19**



In the summer of 2018, I had the opportunity to intern for The Nature's Bounty Co., a leading global manufacturer and distributor of health and wellness products in Ronkonkoma, N.Y. As a human resources-supply chain intern, I worked alongside many of The Nature's Bounty executives.

For my individual project, I was responsible for appraising the company's existing job descriptions, conducting job analyses on 25 positions within the supply chain, and updating the job descriptions for those positions. In addition, I was tasked with working with supply chain interns to identify, quantify, and apply monetary values to the losses in one of the packaging facilities. After completing this process, we were able to propose solutions to measure and achieve zero loss.

My internship with The Nature's Bounty Co. was a valuable experience, allowing me to establish professional connections and gain real-world experience.

**Megan Fischer '19**

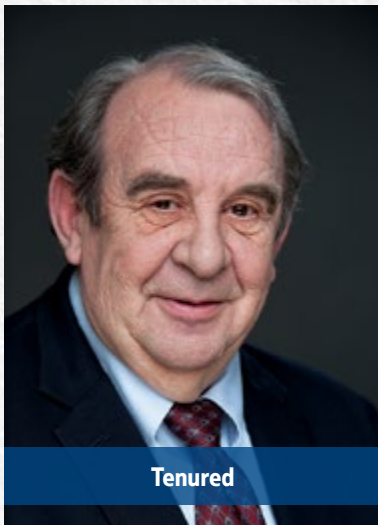
# NEW FACULTY | PROMOTIONS | AWARDS



**Kim Mahoney**  
Assistant Professor, Sport Management



**Ceyda Mumcu**  
Assistant Professor, Sport Management



**James Mohs**  
Accounting



**Jan Jones**  
Instructor, Hospitality and  
Tourism Management



**Leah Hartman**  
Instructor, Finance





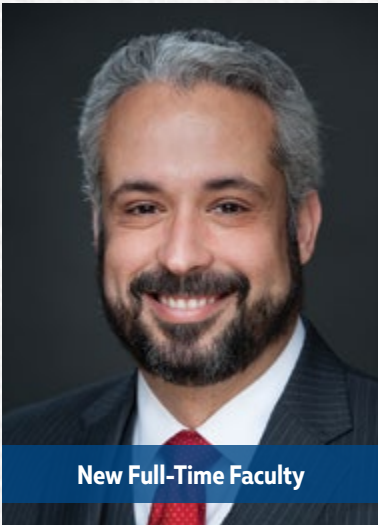
**Part-Time Teaching Excellence Award**

**Leah Hartman**  
Instructor, Finance



**Full-Time Teaching Excellence Award**

**Richard Highfield**  
Emeritus Professor, Finance



**New Full-Time Faculty**

**Dr. Bruno Barreto de Góes**  
Assistant Professor, Management



**New Full-Time Faculty**

**Vasiliki Kosmidou**  
Assistant Professor, Management



**New Full-Time Faculty**

**Brian Marks**  
Instructor, Economics and  
Entrepreneurship

# HONOR SOCIETIES



## Beta Gamma Sigma

**Beta Gamma Sigma is an international honor society serving business programs accredited by AACSB International.**

### **CLASS OF 2018 INDUCTEES**

*Honoree:* Josephine Moran, Provident Bank, Advisory Board chair.

*Faculty:* Vasilike Kosmidou, Assistant Professor of Management.

*Students:* Duaa Sameer I. Albukhari, Fahada Ibrahim Alhumaidi, Abdullah Hussain Z. Almalki, Sami Jobran Amalki, Brandon Anastasios Argyros, Lindsey Attolino, Joshua Biggs, John Bobish, Bader Mattooq Boderah, Thomas Calderone, Dylan Carrano, Temjit Chawalsantati, Emma Walsh Conrad, William Michael Corneli, Eric Deoliveira Dolapo, Serifat Egbewole, Ikaehor Ezeweke, Scott J. Farrell, Shpat Ferizi, Megan Fisher, Tara Gambardella, Anthony Gangemi, Sylvie Harton, Taylor Hoyda, Amanda Hudson, Omar Ahmed Junaid, Ray Kannon, Alicia Post Lindstadt, Timothy M. Lord, Ryan J. MacDonald, Meghan Mahar, Eva M. McDonald, Susanna Mellen, Liliya Nichols, Yaroslav Prokopets, James Patrick Quinn, Richard Repetsky, Leeanna Rutherford, Mohammed Sajeini, Satya Parag Shah, Caroline Staudle, Ploy Techathawornkul, Akhilesh Tipnis, Sarah Todoroff, Xin Xia, and Jiangxue Zhao.



## Beta Alpha Psi

**Beta Alpha Psi is an international honor society for financial information students and professionals. It serves universities accredited by AACSB International.**

*Faculty:* James Mohs, left, and Michael Roller, right.

*Students:* Back Row: Frankie Tujak-Weiss, Brian Zheng, Jean Joseph, Kevin Plvan, and John Bobish. Front Row: Serena Pacelli, Stephanie Pratt, Christina DelVecchio, and Brian Garafola.



## Chi Sigma Mu

**Chi Sigma Mu is an honor society of the Commission on Sport Management.**

### **CLASS OF 2018 INDUCTEES**

*Pictured:* Chris Digeronimo, Adam Comuniello, Jon-Luke Ferrandino, William Cornelio, Richard Repetsky, and Professor Gil Fried. Fried received a certificate of appreciation for being the longest-serving member of the Commission on Sport Management Board of Directors.

*Not Pictured:* Simao Sousa Branca, Anthony Bruno, Maddy Derosia, Sara Horne, John Hraska, Michael Lionetti, Michael Moore, and Sierra Whitlock.



# FACULTY INTELLECTUAL

## PEER-REVIEWED JOURNAL ARTICLES:

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**Boynton, W., & Chen, F.** (2018). A parametric bootstrap to evaluate portfolio allocation models. *Finance Research Letters*, 25(June), 76-82.

**Cakan, E.** (2018). Impact of foreign direct investment and openness on financial development in emerging market economies: The case of Turkey. *American Journal of Economics and Business Administration*, 9(4), 71-80.

**Chen, F.**, Ngniatedema, T., & Li, S. (2018). A cross-country comparison of green initiatives, green performance and financial performance. *Management Decision*, 56(5), 1008-1032.

**Chen, F.**, Huang, J., & Yu, H. (2018). Firm risk and proxy fights: Evidence from SOX. *Accounting and Finance Research*, 7(2), 96-109.

Keiper, M., Williams, D., & **Fried, G.** (2018). Who's stealing cookies from the cookie jar?: A case study in sport financial fraud. *Case Studies in Sport Management*, 6(1), 39-47.

**Goldberg, M. A., & Mohs, J. N.** (2018). The evolving enforcement of E.U. competition laws. *Journal of International Business and Economics*, 6(1), 1-6.

**Gourley, P.**, & Madonia, G. (2018). Resource booms and crime: Evidence from oil and gas production in Colorado. *Resource and Energy Economics*, 54(November), 37-52.

**Gourley, P.** (2018). Farmer Brown v. Rancher Wyatt: Teaching the Coase theorem. *The Journal of Economic Education*, 49(2), 194-199.

**Gourley, P.** (2018). The Obama effect? Inspiration and ACT scores. *Applied Economics Letters*, 25(14), 1019-1023.

**Liang, J.**, Tang, M. L., & Zhao, X. (2018). Testing high-dimensional normality based on classical skewness and kurtosis with a possible small sample size. *Communications in Statistics - Theory and Methods*, DOI: 10.1080/03610926.2018.15200882

Odio, M., Goldsmith, A., & **Mahoney, K.** (2018). Emotional labor and team commitment for part-time employees of public assembly facilities. *International Journal of Sport Management*, 19(1), 27-43.

# CONTRIBUTIONS AND IMPACT

**Mohs, J. N., Wnek, R., & Galloway, A.** (2018). The Impact of corporate taxes on foreign direct investments. *International Journal of Accounting and Taxation*, 6(2), 54-63.

**Mumcu, C., & Mahoney, K.** (2018). Use of decision tree model in sport management. *Case Studies in Sport Management*, 7(1), 1-3.

**Nadim, A., & Singh, P.** (2018). Leading change for success: Embracing resistance. *European Business Review*.

**Phelan, J. J., Mensz, P., Malindrestos, J., Arize, A., Kallaniotis, I. N., Bakarezos, P., & Scoullis, M.** (2018). Barriers to entry and high rates of income: U.S. physicians. *Accounting and Finance Research*, 7(2), 12.

**Rodriguez, A. E., & McGee, G.** (2018). P-hacking's day in court. *Journal of Ethical and Legal Issues*, 11, 11-13.

**Rolleri, M. J., & Wnek, R.** (2018). FASB proposes not-for-profit accounting standards update to clarify accounting for contributions received and contributions made. *Connecticut CPA*, 59(2), 23-25.

Asarta, C., Mixon, F. G., Jr., & **Upadhyaya, K. P.** (2018). Multiple product qualities in monopoly: Sailing the RMS Titanics into the economics classroom. *Journal of Economic Education*, 49(2), 173-179.

**Upadhyaya, K. P., Nag, R., & Mixon, F. G., Jr.** (2018). Stock market prices and the macroeconomics of emerging economies: The case of India. *Dynamic Econometric Models*, 18, 35-47.

Faria, J. R., Mixon, F. G., Jr., & **Upadhyaya, K. P.** (2018). Editor reputation and journal quality: The case of regional economic association journals. *The B.E. Journal of Economic Analysis & Policy*, 18(1), 1-20.

**Wang, C. L., Sarkar, A., & Sarkar, J. G.** (2018). Building the holy brand: Towards a theoretical model of brand religiosity. *International Journal of Consumer Studies*, 42(6), 736-743.

**Wang, C. L., & Hao, A. W.** (2018). Advancing theoretical and strategic development of branding in industrial marketing. *Industrial Marketing Management*, 72(July), 1-3.

Huang, Z., & **Wang, C. L.** (2018). Conspicuous consumption in emerging market: The case of Chinese migrant workers. *Journal of Business Research*, 86(May), 366-373.

## BOOKS:

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**Mumcu, C., Thibault, L., & Trendafilova, S. A.** (2018). A North American perspective on international sports. In P. Pedersen & L. Thibault (Eds.), *Contemporary Sport Management* (6th ed., pp. 396-417). Champaign, IL: Human Kinetics.

**Roy, S.** (2018). It's time to include suppliers in the product innovation charter (PIC). In L. M. D. F. Ferreira, A. C. Moreira & R. A. Zimmermann (Eds.), *Innovation and Supply Chain Management: Relationship, Collaboration, and Strategies*. Contributions to Management Science. (pp. 123-140). NY: Springer International Publishing.



**Josephine Moran MS '01**  
*Chair, CoB Advisory Board*

Josephine Moran is executive vice president, head of retail banking at Provident Bank. She was named one of the Top Women in Business in Staten Island in 2015.



**Alper Anil MBA '97**

Alper Anil is managing director of Ancore Resources International, a specialized trading and merchandising company. He also recently established Ancore Myanmar Co. Ltd., an aluminum and glass facade manufacturer serving the construction sector in Myanmar.



**Jim Betzig**

Jim Betzig is chief executive officer and partner at Trinity Point Wealth. He has been named a top financial advisor by Connecticut Magazine from 2012 to 2016 and a Barron's Top 1200 Advisor for 2016 and 2017.



**Cathy Bradley EMBA '86**

Cathy Bradley is owner and president of Cathy Bradley Enterprises, a consulting firm that helps Fortune 500 companies transform. She is also on the board of directors of Spoken Communications, a technology firm focused on cloud solutions for the customer contact space.



**Joseph R. Catapano '89**

Joseph Catapano is vice president and chief accounting officer at Pitney Bowes Inc. He is responsible for global consolidations and worldwide internal and external financial reporting.



**Kenny Coleman '88**

Kenny Coleman is the assistant to the executive vice president of operations at Southern Company. He is responsible for pricing and planning, renewable development, sales, and utility relations.



**Will Germain '04**

Will Germain is the senior investment officer at Ventas. He is responsible for originating, negotiating, and executing acquisitions and development opportunities.



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

Baharom Bin Hamzah is group managing director and chief executive officer of Romstar, a Malaysian-based provider of intelligent pipeline inspection services. The company, which he founded in 1997, works with crude oil suppliers to detect structural issues and prevent pipe leaks.



**Frank Hird '78**

Frank Hird is a licensed real estate broker with more than 28 years of experience selling and leasing commercial real estate locally, nationally, and internationally. His experience includes representing major industrial and office property owners, investors, and tenant buyers.



**Kelly Haskins**

Kelly Haskins is senior vice president and director of community banking implementation management and operational risk at Webster Bank. She joined Webster in 1996 as a product manager for investments.



**Jeff L. Hubbard**

Jeff L. Hubbard is the market president and commercial sales leader for KeyBank in Connecticut and Western Massachusetts. Before the acquisition of First Niagara Bank by KeyBank in 2016, he was the New England regional president for First Niagara.

# ADVISORY BOARD



**Rich Miller-Murphy MBA '91**

Rich Miller-Murphy is the director of marketing at the New York Blood Center, where he focuses on digital communications, hospital demand generation, and marketing.



**Mike Maguire**

Mike Maguire is the chairman and former CEO of the marketing services firm Structural Graphics, and a partner in Ann Nyberg's Network Connecticut – a website that connects, assists, and informs the state's small businesses and nonprofits. He is chair of the Board of Advisors for the Entrepreneurship and Innovation Program at the University of New Haven.



**Garrett Sheehan**

Garrett Sheehan is the president of the Greater New Haven Chamber of Commerce and executive director of the Regional Leadership Council. He is a licensed attorney in Connecticut and Texas. Sheehan served as an infantry officer in the Connecticut Army National Guard and was deployed to Afghanistan in 2010.



**Michele Solomon**

Michele Solomon is the director of operations for the New England region at Marcum. She served 10 years in the assurance department at Marcum, managing, conducting, reviewing, and analyzing financial information for companies in a variety of industries.



**David Sussman**

David Sussman is the chief executive officer and partner of Schmitt-Sussman Enterprises (dba PFP), the nation's largest distributor of individual insurance products sold to credit union members. He focuses on leadership development, innovation of new distribution channels, and customer engagement.



**Michael Davis MBA '86**

Michael Davis serves as an officer for numerous Nestle companies, including Nestle USA Inc., Nestle Purina PetCare Company, Gerber Products Company and Nespresso USA Inc. Davis is also the executive director of the Executive MBA program at the University of New Haven.



**Craig Douglas MBA '82**

Craig Douglas is the former vice president and treasurer, and an executive officer, of Stanley Black & Decker Inc. (formerly The Stanley Works). He spent his career with Stanley, receiving broad exposure to all facets of manufacturing accounting and finance.



**Susan D'Agostino MBA '85**

Susan D'Agostino is the founder and principal of SLD Consulting Services, a firm providing human resources, contracts, policy, and compliance services.



**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.



**Eran Zalsman**

Eran Zalsman is the founder and president of AcadeME, an intelligent career development platform that empowers colleges and bridges the gap between the millennial students, employers, and career development centers. He is also a partner and CEO of Ashkenazy-Zalsman, an Israeli advertising and marketing agency.



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