2008

Suffolk Business alumni magazine, Fall 2008

Sawyer Business School

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Focused on Your Career.

SOLUTIONS
SUCCESS
MOTIVATION

Careers
This Lane
Achievers
Merge Right

Exit 1A

This EXIT
10 Miles
25 Miles

Suffolk University
Sawyer Business School
Global Business Education in Boston
Connected for Life at the Sawyer Business School

It seems as though in every newspaper or magazine I read, I come across articles pertaining to mentoring, career coaching, personal branding, and career development. In our present economy, effective career planning and development are at the top of everyone’s list. So it is not surprising that the focus of this issue of *Suffolk Business* is careers.

Our Cover Story on page 16 takes a closer look at our academic programs and what the Business School is doing to get students to develop effective career planning strategies at a young age.

At both undergraduate and graduate levels, our students develop LINKS to career success. Their studies focus on developing Leadership skills, embracing Innovation, establishing Networks, gaining the Knowledge necessary to succeed, and participating in Service learning. They also understand and develop the special skill set needed to work within a global business environment.

Within this article you will also meet our newly appointed Director of Internship Programs, John McCoy who will be working very closely with companies to create internship opportunities for our undergraduate and graduate students.

Also within this cover story you will learn about the highly successful mentoring program established by the MPA and MHA departments where alumni are partnered up with current students and offer career advice. Professor Regina O’Neill takes mentoring a step further with her interview on the importance of having a good mentor on page 22.

At the Sawyer Business School our primary objective is to develop the knowledge, skills and confidence of our students so they continuously evaluate where they are in their careers and develop a plan for career success.

Upon graduation, we hope you will consider the Business School as your lifetime education partner. The Suffolk Alumni Office offers many events through the year for alumni to network with other alumni or to retool their skills. Within our Centers for Excellence, particularly the Institute for Executive Education (article on page 28) and Center for Public Management we offer customized corporate programming and certificates.

Lastly, we need your active participation to be successful. We need alumni to come back to serve as guest speakers in class, to act as judges in one of our many competitions, mentor and provide internships for our students. Different ways in which alumni can help are included on the article on page 20. Please feel free to contact me directly if you would like to assist us with any of these options at wonell@suffolk.edu or 617.573.8665, or contact Eliza Parrish, Director of Alumni Relations at 617.994.4231.

Best regards,

William J. O’Neill, Jr
Dean
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Edward M'Donnell, MBA '66, LLM '75
Business School Partners with Polish University

The Sawyer Business School and Poland's Cracow University of Economics signed an agreement formalizing their cooperation and collaboration in the areas of research, faculty and student exchange, and international seminars.

President David J. Sargent signed the agreement with the vice-rector of Cracow University of Economics, Professor Janusz Teczke on February 20, 2008 in Boston.

"We see Poland as an important bridge between the established markets of North America and Western Europe and the emerging markets of Eastern Europe," said Dean William J. O'Neill, Jr. "This collaboration is of significant value, for the faculty of both schools, and for the preparation of our students to become successful leaders in global business."

"Two highly rated institutions working together guarantees success," said Rector and Professor Ryszard Borowiecki.

The agreement was brokered by the Business School's Institute for Executive Education and hopes that this agreement will be the model for the school's future relationships with international partners.

Michael L. Barretti, director of Executive Education and Life-Long Learning said, "Poland is the loci; it's the bridge between the East and the West. American businesses can learn a lot from these exchanges, if these markets are viable to U.S. companies, then we need to understand them."

Understanding them is just what a group of Executive MBA students did this past April when Barretti and Professor Richard Torrisi traveled with them to Poland. Their visit included a tour of a massive state-of-the-art steel plant near Cracow and a meeting with the U.S. Ambassador to Poland, Mr. Victor Ashe. In October, a group of students from Poland will learn about U.S. businesses when they visit Boston.

"Suffolk executive MBAs had the opportunity to see dynamism, energy, and great business opportunities in Poland. Meeting with Polish entrepreneurs and managers, visiting companies, and being hosted and briefed by the U.S. Embassy in Warsaw provided a fantastic learning experience for our students," said Torrisi.

Cracow University of Economics was founded in 1925. It provides education at all levels: Bachelor's studies, Master's studies, PhD studies, post-graduate and MBA studies. The University comprises four faculties and teaches a total of 21,000 students.
Gaining a Competitive Advantage with the Center for Innovation and Change Leadership

On June 25 to 27, the Center for Innovation and Change Leadership hosted the 15th Annual International Conference on Multi-Organizational Partnerships, Alliances, and Networks (MOPAN). This year's conference, which focused on collaborative innovation and change, featured both academic and professional leaders in collaborative innovation. About one hundred people from the U.S., Canada, France, the United Kingdom, the Netherlands, and China attended the conference.

Lee Green, vice president of worldwide IBM brand and values experience, was the keynote speaker. Green discussed how IBM is changing the client experience and extending design as a service component of its collaborative innovation offerings in order to enable customers to develop insights, understand new market opportunities, and effect internal and external change.

The Conference was hosted by the Center for Innovation and Change Leadership. The Center provides a forum for organizations and individuals seeking to become successful leaders of change and to create capacity for developing greater value and innovation.

“Innovation is a powerful tool. I have always associated innovation with product innovation and with such companies as 3M and the former Rubbermaid Corporation. These companies were famous for their product development. Through the Center for Innovation and Change Leadership, I learned that innovative practices, particularly collaborative innovation, can be applied to most organizations, businesses, and individuals. I began to think differently about innovation and opened up a whole new world to myself,” says Richard E. Lockhart, MBA '73, president of Lockhart Communications and member of the center’s advisory board.

One area of focus for the Center for Innovation and Change Leadership relates to servicing the needs of the knowledge-intensive business services (KIBS) sector. This sector, so prevalent in metropolitan Boston, includes such disciplines as scientific, technical, and management services; software and communications services; and business services. Additional opportunities to apply innovative practices exist in municipal governments, where better service can be achieved at a lower cost, and in educational institutions, where new ways to educate the workforce must be found in order to meet the needs of industry. Through its programming, the center brings important subject material to the practitioner and can help businesses and other organizations in numerous fields gain a competitive advantage and reach higher plateaus of performance.

For more information visit the center web site at www.suffolk.edu/cicl or contact the center directors: Professor Robert DeFillippi at rdefilli@suffolk.edu or Professor Colette Dumas at cdumas@suffolk.edu.
Innovation Inspires New Product Development

At first glance, the Nano DeCopier appears out of place in the Business School's Business Law and Ethics department -- just a strange white bucket sitting on the shelf across from the copy machine and the mailboxes. But feed it a few pages of used office paper, newspaper, or junk mail, and its value is immediately apparent.

Working with a near-silent slosh, the machine removes all ink from the pages and then reduces it to a reusable paper pulp, making paper disposal not only more secure and quieter than shredders, but more environmentally friendly, too.

The dry pulp that remains is packed in little black bags, dutifully picked up by Dr. Sushil Bhatia, EMBA '79, Executive in Residence at the Business School, to start its reincarnated life as papier-mâché, packaging peanuts, or fire place logs. "The cycle," says Bhatia of the process, "now becomes complete."

The Nano DeCopier/Paper Pulper is the brainchild of three of Bhatia's undergraduate business students--Chris Martin, Angelica DaSilva, and Jennifer Sherman—who came up with the idea as a class project last year. It's an expansion of Bhatia's original DeCopier product, which—as the name implies—removes the ink from paper, making it both secure and reusable. "All of the papers that you don't want to use any more—that could have secure information—you put through the DeCopier and it comes out clean on the other side," says Bhatia.

Last November, the students' Nano DeCopier invention won the $1,000 Urvashi Bhatia Green Product prize—named after Bhatia's wife—one of the big prizes at the second annual New Product Innovation Competition.

Dr. Bhatia started the competition in 2006, after a year teaching the executive MBA's new product development course. That first year, the competition was limited to graduate level students, but he expanded it in 2007 to include alumni and students of the College of Arts and Sciences and Law School—plus a prize for the best entry by the first-year MGT 101 students. "We want students to keep thinking in different ways," says Bhatia. In 2007, there were nearly 125 entries—nearly five times as many as the year before.

Keynote speakers at the competition in the past have included Art Fry, inventor of the Post-It Note, and George Davison, founder and CEO of Davison International—a large product design and development company that has produced everything from the Swiss Army Whistle Knife to "The Perfect Pizza Pan."

As the competition grows, says Bhatia, it brings more and more businesses in touch with Suffolk students. One of the ways he achieves this is by inviting executives from outside companies like Highland Capital, and Bose Corporation to judge the competition. "The idea is to have the judges who are non-faculty members so we can bring more and more business people into the Suffolk fold, many of the judges are inventors themselves, new business development experts or venture capitalists." says Bhatia.

Bhatia is a prolific inventor, with eight patents of his own, and 20 products developed from his ideas. In fact, there is a good chance, he says, that you'll come across one of his inventions in your daily routine. The ink used on the "best by" date on the milk carton for your breakfast cereal? Made by his company, JMD Manufacturing, Inc. of Framingham. The papery-plastic decorative label on your shampoo bottle? He has
a patent on that. The Glue Stic? His invention.

With his experience with developing new products and finding their market, he saw great promise in the Nano DeCopier. So JMD Manufacturing became an investor, and started commercializing it as a product over the summer.

The idea that you can find the Nano DeCopier on Suffolk's campus—or anywhere, for that matter—is hard for co-inventor Angelica DaSilva to imagine. Even after all of the Thursday nights and out-of-class hours spent developing the machine, it still doesn't feel real. "I think we're still in denial," says DaSilva, Senior Application Developer for the Massachusetts Teachers Association, of her team. So along with the $1,000 prize she shared with her team, DaSilva will get a share of future profits as well.

"It was a school project turned into reality."

Today, you can find the Nano DeCopier on Suffolk's campus, with three of them in 73 Tremont Street alone. But it's not just Suffolk: the group now counts banks and law firms among its commercial clients as well.

By June of this year, Dr. Bhatia already had more than 62 entries for this year's competition (deadline for entry is October 2). "They are computer-related, they are office products, they have to do with healthcare, with simple things like tracking with RFID (Radio Frequency Identification); there are ideas about keeping track of hazardous waste," says Bhatia. "So they are all over the place." And from this disparate group, one of them could be, he knows, the Next Big Thing.

Like Neuspoon, last year's grand prize winner, a feeding device to help those with neurodegenerative conditions. He recently got a phone call from a Suffolk alumnus who works in the plastics injection-molding industry who wanted to be connected to the student team of inventors behind Neuspoon. The two parties, Bhatia says, are now in talks about development.

"It's amazing—once we light the fire under people's imaginations--how innovative people become," says Dr. Bhatia. "In spite of the fact that they say 'we are not innovative,' I say, 'No we are all innovative. You just need the right mindset.' And people come around."

The 2008 New Product Innovation Competition will be held on Friday, November 14 at 6:00pm.

This year's keynote speakers are Rick Mattila, Director of environmental Affairs Genzyme Corporation and Neill Occhiogrosso, Principal at Highland Capital.

Students and alumni compete for cash prizes in the amounts of:

- **$3,500 - 1st Prize**
- **$1,000 - 2nd Prize**
- **$500 - 3rd Prize**

Students enrolled in the MGT 101 course are eligible for a $500 prize.

The Urvashi Bhatia Green Product Award of $2,500 includes advising services donated by venture capital firms, IP law firms, CPA firms and other industry experts for one year.

Special thanks to our 2007 corporate sponsors:

- Davison Design International
- Bose Corporation
- JMD Manufacturing, Inc.
- PID Analyzers
- Sawyer Business School
- Suffolk Alumni Association and Trigent Software

And to our judges,

- Aaron Bromberg, Bose Corporation
- A. Joseph DiBlase, JD’88
- Insight Direct, Inc.
- John N. Driscoll, PID Analyzers, LLC
- Avrum Mayman, Bose Corporation
- Mary K. Murray, Hamilton, Brook, Smith and Reynolds
- Robert Creeden, Partners Healthcare
- Katerina Papp, MBA ’02, Eastern Bank
- Chris Lyons, Lyons Media
- Clara Chow, Cura Consulting Group
- Edward Keefe, M/C Venture Partners
- Bharat Khatu, Trigent Software
- Gaurav Tewari, Highland Capital Partners

Congratulations to the 2007 Winners!

**1st Prize: $3,500**
Product: NeuSpoon
Innovators: Dawn Brucale, Mike Peganato, Matt Plante, John Hawkes, and Scott Ariel, all executive MBA alumni

**2nd Prize: $1,000**
Product: Lessons from Literature
Innovator: Richard A. Lena, BS '91

**3rd Prize: $250 TIE**
Product: Baby Bottle with Pop Top
Innovator: Christina Manuel, BSBA '08

**3rd Prize: $250 TIE**
Product Automatic Pill Dispenser
Innovator: Alimatou Ndiaye, BSBA '08

Urvashi Bhatia Green Product Award: $1,000
Product: Nano Decopier/Paper Pulper
Innovators: Angelica DaSilva, Christopher Martin, and Jennifer Sherman, all BSBA students

MGT 101 Award: $500
Product: Laptop and Compact Printer in One
Innovator: Kayla O'Leary, BSBA student
Business School Re-Launches Executive MPA Program

The Sawyer Business School will re-launch the Executive Master's in Public Administration degree beginning January 2009. The Executive MPA is designed for ambitious, experienced mid-to-senior level public service leaders wanting to take their careers to the next level. "What's really different about this program is the cross-sector integration between the public management students with our regular Executive MBA students. Students from both programs will take several courses together, including the Intergovernmental Management Seminar in Washington, and the Leadership Experiential Seminar in Key West. For the students, the opportunities and benefits of working together are many and obvious, and will extend beyond the classroom both during and after their respective programs." said Prof. Michael Barretti, Director for Executive Education at the Business School.

The Saturday-only schedule offers students the flexibility of earning their degree while continuing their full time positions. "We are looking for public service leaders who want to gain the skills and knowledge that will advance them into top-tier positions." said Michael Lavin, Chair of the Public Management Department and Associate Professor of Public Administration. "Our graduates will be well prepared to interact effectively with other leaders across sectors and disciplines."

To learn more about Suffolk’s Executive MPA Program, contact the Executive Programs Office at 617.573.8660, or the MPA Programs Office at 617.573-8330

NEW Academic Departments

In July, the Management department was split into two new departments: Strategy and International Business with Professor C. Gopinath as chair and Organizational Behavior and Entrepreneurship with Professor Sheila Webber as chair. The undergraduate major in Management and Entrepreneurship will be offered through the Organizational Behavior and Entrepreneurship department. The undergraduate Global Business Program will be offered through the Strategy and International Business department.

A Healthcare Administration department has been created with Professor Richard Gregg as Operating Director. The Healthcare Administration department manages the healthcare administration offerings at the Business School including the Master in Healthcare Administration (MHA) degree program. Specialized healthcare administration offerings such as the MBA/Health and MPA/Health are also offered.

For more information visit: www.suffolk.edu/HCadmin

MBA Student Selected by Boston Business Journal as an MBA All-Stars

David Dzidzikashvili was featured along with 25 top MBA students from area Universities in the March 21, 2008 issue of the Boston Business Journal.

Born in Georgia, David came to the United States at the age of 15 as a high school exchange student. He completed his undergraduate degree at Boston University.

In the Boston Business Journal article it mentions how David lived through war, revolution and poverty during his youth in the former Soviet Republic of Georgia. David recently completed his MBA degree.

Undergraduate Entrepreneurship Program Voted Among the Best in the Nation

Entrepreneur Magazine and The Princeton Review ranked Suffolk’s undergraduate entrepreneurship program as one of the top 25 programs in the nation based on an annual survey of graduate and undergraduate entrepreneurship programs. To learn more about the rankings, visit www.entrepreneur.com/topcolleges
News

Marketing Department hosted the
2008 Consumer Culture Theory (CCT) Conference

The CCT Conference is an international, interdisciplinary conference held each year, and features cutting edge research by leading scholars. The conference format included paper presentations, a panel discussion on sustainable consumption, and a cultural studies debate. Don Slater, the renowned sociologist from the London School of Economics was the keynote speaker. Juliet Schor from Boston College, Henry Jenkins from MIT, and John Deighton from Harvard University were also featured speakers.

Over 150 scholars attended the conference. This number included both professors and PhD students from countries all over Europe, Asia Pacific, and North America. The conference was held in Suffolk’s Sargent Hall with many of the attendees staying in the Suffolk dorms. The event was generously sponsored by Sawyer Business School Dean O’Neill. The conference co-chairs, Professors Giana Eckhardt and Anders Bengtsson, both in the Suffolk marketing department, will be editing a special issue of the journal Consumption, Markets and Culture, which will feature the best papers presented at the conference. Both the conference and the journal are very high profile, and provided the opportunity for Suffolk to be featured prominently to leading business school faculty.

President/CEO of Sovereign Bank addresses Graduate Business Class of 2008

Joseph P. Campanelli, president and CEO of Sovereign Bank and Sovereign Bancorp, Inc. delivered the keynote address at the Sawyer Business School’s Graduate Commencement Ceremony on Saturday, May 17, 2008, at the Sheraton Boston Hotel.

As President and CEO, Campanelli oversees the bank’s operations including nearly 750 Community Banking Offices, more than 2,300 ATMs and approximately 12,000 team members from New Hampshire to Maryland. Previously, Campanelli served as Vice Chairman of Sovereign Bancorp and President and CEO of Sovereign Bank’s New England division.

Campanelli also received an honorary degree from Suffolk University on Sunday, May 18.
Business School hosts the First Annual Knowledge Globalization Conference

The Inaugural Knowledge Globalization Conference was held on April 11-13th weekend at Sargent Hall. Hosted by the Sawyer Business School and organized by Journal of Knowledge Globalization, over 100 guests from the academic world attended as well as local scholars. The key participants and organizers of the conference were Professor Mawdudur Rahman and Dr. Nargis Mahmud. Zorica Pantic, President of Wentworth College was the keynote speaker. The theme of the conference focused on “Knowledge Globalization: Challenges and Opportunities from Organizational Perspectives”. Knowledge globalization is the sharing of intellectual resources, and the production, transfer and use of knowledge to reduce the “knowledge gap” between developed and developing nations. The goals of the conference were to showcase initiatives, processes of sharing knowledge to benefit global economies and promote social justice; to identify challenges and opportunities of the transfer of global knowledge in developed and developing countries; and to promote transfer of global knowledge from the perspectives of education, business, law, and government.

The 2nd Annual Knowledge Globalization Conference will be held April 17-19, 2009. This year’s conference theme is Knowledge Globalization: Knowing, Sharing and Changing. Visit the conference web site at: www.kglobal.org or email mraham@suffolk.edu for more information.

Annual Chinese New Year Cultural Celebration 2008

The Annual Chinese New Year Cultural Celebration was held at the Sargent Hall Function Room on January 28. This year the theme was “Current Trends in Chinese Securities Markets and Small and Medium Enterprises.” Thanks to Professor Lin Guo, who handled the coordination of the guest speakers, we were able to host Mr. Xiaoai Zhang from the China Securities Regulatory Commission and Mr. Jiannan Zhou from the Shenzhen Stock Exchange. Xiaoai Zhang is on a Humphrey Fellowship at Boston University, where he will focus on securities and financial law, corporate governance, and financial management. Jiannan Zhou is presently in the MPA program at the Kennedy School of Government at Harvard University. Professor C. Gopinath, who teaches strategy and international business and is director of the Sawyer Business School’s undergraduate international programs, moderated the event. Following the presentations, the Wah Lum Kung Fu Athletic Association performed a lion dance, and then attendees enjoyed traditional Chinese food along with a demonstration on dough modeling.
A Symposium on Corporate Governance & Ethics

Suffolk University presented a symposium on corporate governance and ethics, "From Enron to Refco: Assessing the Liability of Individuals, Companies, and the Professionals that Advise Them," on April 1 at the Sargent Hall Function Room. The event was sponsored by Sawyer Business School, the Institute for Executive Education, the Center for Global Business Ethics and Law, the Business Law and Financial Services Concentration at Suffolk University Law School, the Massachusetts Bar Association, and the Boston chapter of Financial Executives International. Among the guest speakers were Joshua Hochberg, former chief of the Fraud Section, Criminal Division, at the U.S. Department of Justice, where he handled major corporate, healthcare, and Foreign Corrupt Practices Act cases. He was the acting U.S. attorney for the Enron investigation and supervised investigations into accounting fraud at HealthSouth, Enterasys, Gen Re, AOL, and other companies. He is currently a partner at the law firm McKenna, Long & Aldridge LLP, where he specializes in internal investigations and white collar defense. Also speaking was John O'Connor, former vice chairman of services for PricewaterhouseCoopers (PwC). His responsibilities at PwC included leadership of three lines of service: assurance, tax, and financial advisory. John was previously the leader of the U.S. audit practice and served as client services partner for several of PwC's largest global clients. James Rehnquist, the third speaker at the symposium, is a litigation partner in the law firm Goodwin Procter. A former federal prosecutor in the Organized Crime Strike Force and Economic Crimes units of the U.S. Attorney's Office in Massachusetts, he now specializes in white collar criminal defense, including the representation of clients in SEC and other governmental regulatory investigations. He has broad experience representing corporations and senior executives in publicly traded companies in connection with federal corporate fraud investigations. Panel moderators included Morris McInnes, associate dean of academic affairs and professor of accounting, Sawyer Business School; and Jeffrey Lipshaw, professor of law, Suffolk Law School. A question-and-answer session followed the presentations.

Niki Tsongas Speaks to MPA Alumni and Students

On April 4, US Congresswoman Niki Tsongas spoke at Suffolk University’s Sargent Hall on her experiences as a newly elected congresswoman. Representative Tsongas described Congress as a problem-solving institution trying to articulate a message that needs to be supported by a president's broader vision. She spoke about the long-term obligation this country has to take care of its soldiers and veterans, to fund Social Security and Medicare, to increase preventative care, and to better regulate the mortgage and banking industries. She also discussed the importance of reducing our fuel emissions and dependency on foreign oil. Congress has a tremendous capacity to affect this country, she said, and congressional representatives have not just the local view but the national picture. A super delegate who at the time had not yet decided on which Democratic candidate for president she would endorse, she said she was still watching the whole process evolve. In early June she endorsed Barack Obama.
Alumni Award Honorees Celebrated at Alumni Weekend

Two Business School Alumni were honored at the Suffolk University Alumni Association’s annual Outstanding Alumni Achievement Awards on Saturday, June 14 at the Prudential Skywalk.

Phyllis Godwin, EMBA ’81, CEO Granite City Electric received the Achievement Award and Dr. Arjun Rao, MBA ’03, Senior Consultant, Center for Quality and Safety, Massachusetts General Hospital, received the Service Award.

Phyllis Godwin, EMBA ’81, 2008 Alumni Achievement Award recipient with Bill Popeleski, MBA ’87, president of the Sawyer Business School Alumni Board

Global Leadership Lecture Series Features U.S. Ambassador to Poland

As part of the WorldBoston/Suffolk University Global Leadership Series, the Sawyer Business School hosted a luncheon on February 8 at the Omni Parker House for Victor Ashe, the U.S. ambassador to Poland. Ambassador Ashe spoke about recent relations and new business opportunities between the United States and Poland, and his talk was followed by a question-and-answer session. More than a hundred guests attended. Ashe’s delegation includes John McCaslin, commercial counselor at the U.S. Embassy in Warsaw, Poland; Roman Rewald, chairman of the U.S. Chamber of Commerce in Poland; Pawel Wojciechowski, president of the Polish Information and Foreign Investment Agency; Sebastian Mikosz; secretary general of the International Group of Chambers of Commerce; Henryka Bochniarz, president of the Polish Confederation of Private Employers, Lewiatan; and Zofia Sobiepanek-Kukuryka of the U.S. Commercial Service Office at the U.S. Embassy in Warsaw, Poland. We want to extend a special thank-you to Dorothy Zur Muhlen-Tomaszewska at the U.S. Commercial Service Office of the U.S. Department of Commerce for coordinating Ambassador Ashe’s visit to Boston.
Presentations at Conferences


Georges Désiré Tsafack Kemassong, assistant professor of Finance presented “Asymmetric Dependence Implications for Extreme Risk Management” at the Midwest Finance Association Annual Meeting in San Antonio, Texas.

Mohamed Gomaa, assistant professor of Accounting presented “The Effects of Decision Aid Reliability and Pressures to Perform on Decision Aid Reliance.” The European Conference on Accounting Information Systems in Maastricht, the Netherlands, and at the European Accounting Association Annual Congress in Rotterdam, the Netherlands.

Suzyn Ornstein, associate professor of Management presented “Finding Your Passion: Tips to Improve the Classroom Presentation,” at the Academy of Management Conference in Anaheim, California.

New Course Development

This past spring semester Professor Colette Dumas created and taught a new MBA elective called Creativity for Business and Life Success. Thirty-one MBA students participated in the class, which offers students the opportunity to learn through teamwork, active inquiry, and self-directed and experiential learning. Guest speakers included two alumni of Suffolk University—Susan Lombardi-Verticelli, lead facilitator for TeamBonding; and Dr. Sushil Bhatia, executive-in-residence at the Sawyer Business School, inventor and holder of seven patents, and owner of JMD Manufacturing in Framingham. Other guest speakers were Tom Geary, founding editor and writer for TeachingPhoto.com; Peter Stringer, Internet operations manager for the Boston Celtics website; Richard Chambers, set designer and assistant professor of set design at Suffolk; and Carla Kimball, communications expert and owner of RiverWays Enterprises.

Professor Suzyn Ornstein created and developed a new course called Social Entrepreneurship, which is offered this Fall. This course examines how entrepreneurship is used to develop innovative solutions to society’s most pressing social problems.

Promotions/New Appointments

Catherine McCabe, Assistant Professor to Associate Professor of Marketing with tenure.

Laurie Levesque, Associate Professor and Chair of Management to Assistant Dean and Academic Director of Undergraduate Business Programs.

John McCoy, to Instructor and Director of Internship Programs

George Moker, Instructor and Director of Entrepreneurship Programs

Regina O’Neill, Academic Director, MBA Programs and Professor of Organizational Behavior.
In the News

Brigitte Muehlmann, associate professor of Taxation was interviewed for Focus, the German equivalent of Newsweek. Brigitte discussed the super-rich of Germany getting caught using Liechtenstein to engage in tax evasion.

Leadership Roles

Professor Robert DeFillippi was invited to be visiting professor during summer 2008 at Politecnico di Milano, Italy, as part of his Erasmus Mundus international faculty fellowship to the European Consortium on Strategic Management of Projects. His seminar, “Project-based Innovation and Knowledge Management,” focuses on the strategic use of projects as vehicles for innovation and learning at the project team, organizational, and network levels of analysis.

Professors Robert DeFillippi and Colette Dumas, co-directors of the Center for Innovation and Change Leadership, served as organizers for the 15th Annual Conference on Multi-Organizational Partnerships, Alliances, and Networks (MOPAN) held at Suffolk University from June 25 to June 27, 2008. The keynote speaker for the conference was Lee Green, vice president of worldwide IBM brand and values experience. Plenary speakers included Stefan Winkler, chief science officer to the British Consulate-General in Boston, and Theo Forbath and Patrick Kalaher from Wipro Technologies. Sawyer Business School colleagues who presented at the conference include Richard Beinecke, Sheila Webber, Michael Arthur, and Sushil Bhatta.

Richard Torrisi, associate professor of International Business has been nominated and approved for a three-year term on the Fulbright Review Committee for Central Europe. Torrisi also received a formal certificate of special commendation from the Polish-U.S. Fulbright Commission in Warsaw for his outstanding contributions as a participant in the 2006-07 Fulbright program. In November Torrisi returned to Poland, where he presented a seminar on international business to graduate students and managers in Warsaw, and then again in April, when he lead a group of executive MBA students to the Cracow School of Business.

Publications

Colette Dumas, professor of management and director of the Center for Innovation and Change Leadership, wrote an article entitled “Knowledge Sharing to Promote Inclusive Leadership and Social Change,” which was included as a chapter in the book Knowledge Globalization Perspectives, published by the Knowledge Globalization Institute in Lexington. Dumas also presented her paper at the Knowledge Globalization Conference at Suffolk University, which was held on April 11 to 13, 2008.

Assistant Professor of Finance Abu Jalal has co-authored an article, “A General Equilibrium Investigation of Handguns, Cops, and Robbers,” that has been published in Economic Theory.

Jerry Gianakis and Doug Snow, associate professors of public management, recently co-authored two journal articles on the topic of public budgeting and finance. Both articles explored the effectiveness of stabilization funds as used by local governments in Massachusetts. Gianakis has also co-authored his second book, Public Sector Warehousing and Inventory Control, for the National Institute of Government Purchasers.

Assistant Professor of Accounting Jim Cataldo and Professor of Accounting Morris McNees received the Max Block Award from The CPA Journal for their article “SFAS 159: The Fair Value Option: CPAs at a Crossroad?,” which was published last August.

Assistant Professor of Finance Karen Simonyan has co-authored an article, “Management Quality, Financial and Investment Policies, and Asymmetric Information,” that will be published in the Journal of Financial and Quantitative Analysis.

Professors Michael Arthur and Robert DeFillippi teamed up with Valerie Lindsay to write “On Being a Knowledge Worker,” which will be published in Organizational Dynamics.
In Memmorium

Nancy Clemens Croll died on May 1, 2008, following a courageous struggle with lung cancer. Nancy was born in Connecticut and spent her early years in upstate New York where she graduated from Union College. She established the Sawyer Business School’s Academic Computing Services (now Office of Technology Management) office in 1978 and dramatically expanded its function until her retirement in 2003. As an early trustee of the NorthEast Regional Computing Program, Nancy initiated a cooperative arrangement through Babson College to support Suffolk and other colleges throughout New England with a concept now known as software as a service.

In 1980 she was instrumental in establishing the Information Systems and Operations Management Department and recruiting faculty in that field. She was also an effective teacher and mentor to many students in ISOM courses and on the Academic Computer Services staff. Later she developed and supported educational technology for the Sawyer Building classrooms as well as Suffolk’s online courses and video conferencing. She was a tireless and cooperative colleague across Suffolk University, always with a cheerful and entrepreneurial attitude.

Nancy is survived by her husband Paul Mason; daughter Anne Renzi and son Vincent Renzi; stepchildren Sarah and Matthew Mason; and grandchildren Jada, Ari, Molly, and Emily.

Donations in Nancy’s memory may be made to Dana-Farber Cancer Institute, 44 Binney Street, Boston MA 02115

This article is based on the 2006 book Knowledge At Work: Creative Collaboration in the Global Economy, published by Blackwell Press.

Professor Robert DeFillippi has also written “The Many Moods of Inter-Organizational Imitation: A Critical Review,” to be published in International Journal of Management Reviews. DeFillippi co-authored “A Bridge Over Troubled Waters: Bridging Organizations and Entrepreneurial Opportunities in Emerging Sectors,” which was published in Research Policy, and “Introduction to Paradoxes of Creativity: Managerial and Organizational Challenges in the Cultural Economy,” which was published in the Journal of Organizational Behavior (DeFillippi was also co-editor of the issue). DeFillippi also served as co-editor of the book University and Corporate Innovations in Lifelong Learning, volume six in the series Research In Management Education and Development. The book focuses on executive and continuing education and examines best practices both within and outside the United States.

Assistant Professor of Accounting Mohamed Gomaa co-authored a paper, “The Effects of Control Risk and Litigation Risk on Decision Aid Reliance,” which will be published in the International Journal of Applied Decision Sciences.

Assistant Professor of Finance Georges Désiré Tsafack Kemassong authored a paper entitled “Proper Conditioning for Coherent VaR in Portfolio Management,” which was published in Management Science.

Professors of Management Suzyn Ornstein and Magid Mazen (with Susan Herman) co-authored an article, “Professor Delight: Cultivating Organizational Citizenship Behavior,” which was published in the Journal of Management Education.

Professor of Accounting Morris McInnes and Associate Professor of Accounting Lewis Shaw teamed up to write “Teranga West Africa: Building Business Controls in a Developing Country Environment,” which has been accepted for publication in Global Perspectives on Accounting Education.

Peter Tarasewich, Associate Professor of Information Systems and Operations, authored “Mobile Interaction Design: Integrating Individual and Organizational Persepctves,” which will be published in a special issue of the Journal Information, Knowledge, Systems Management.
New Faculty Appointments 2008

Accounting

William Driscoll
Instructor
Bill Driscoll will be an instructor in the Accounting Department. He holds an MBA and BS in accounting from Suffolk University. Named Outstanding Adjunct Faculty Member in 1992, Bill has been a certified public accountant since 1976 and has been teaching various graduate and undergraduate accounting courses at Suffolk since 1975. His other teaching experience includes serving as a resident lead instructor for the IRS and as an instructor for the Becker CPA Review Course in Boston. Bill has published two articles on IRS auditing and has held various positions within the IRS, including excise manager, group manager of the General Program Income Tax Group, and group manager of the Special Enforcement Program; his most recent role is that of excise analyst. Bill has two children and is a golf enthusiast.

Business Law & Ethics

Jason Peterson
Assistant Professor
Jason Peterson will be an assistant professor in the Business Law and Ethics Department. He holds a JD from Suffolk University Law School, where he served on the Suffolk University Law Review, and an MBA from the University of Massachusetts at Boston. Licensed to practice law in Massachusetts, Jason recently served as a law clerk to the justices of the Massachusetts Superior Court. He has been an adjunct professor at the Sawyer Business School and a graduate research fellow during law school. Prior to law school, Jason held procurement and contract management positions at several state agencies and at a private bank in Boston.

Richard Taylor
Executive-in-Residence
Richard is the organizational leader of several real estate enterprises. Asset growth, market growth and organizational flexibility remain the key focus for Taylor’s entrepreneurial activity. During the 90’s he was Secretary of Transportation under Bill Weld. Then, he went on to Blue Cross and Blue Shield as Division Vice President for the Central and Western Region and also Division Vice President for National Accounts. At FMR Properties, Inc., he served as Vice President of Development. Upon his graduation from Harvard Business School, he worked for Boston Consulting Group which is where he learned corporate strategy.

Richard received his JD from Harvard Law School and an MBA from Harvard Business School the same year. Prior to attending Harvard University, he spent two years at Oxford University as a Rhodes Scholar. He earned his BS from Boston University. Recently, he completed the Minority Director Development Program at the Kellogg School of Management at Northwestern University. Currently he is an Adjunct Professor of Management at Babson College.

Christopher Buscaglia
Assistant Professor
Christopher received his JD from the University of Buffalo Law School, and his BA from Canisius College Buffalo. Previously, he was an Adjunct Professor of Law at Southern New England School of Law, a Senior Instructor at the U.S. Department of Justice National Advocacy Center, and Lecturer for several other programs. Currently, he is Deputy Division Chief, for the Office of the Massachusetts Attorney General. In this role, he oversees investigators and attorneys involved in the investigation and prosecution of matters relating to violations of labor, wage, and bidding laws of Massachusetts and of the United States. Christopher also served as Assistant United States Attorney, Southern District of Illinois, Supervisory Assistant U.S. Attorney, District of Mexico, Assistant United States Attorney, Western District of New York, special Assistant Attorney General, State of New York, and Assistant District Attorney, Buffalo, New York.

Healthcare Administration

Peter E. Rivard
Assistant Professor
Peter joins Suffolk from the Boston University School of Public Health, where he is a postdoctoral fellow at the Center for Organization, Leadership, and Management Research at the Veterans Administration Boston Health Care System as well as an instructor in health policy and management. He holds a PhD in management with a concentration in organizational studies from the Carroll School of Management at Boston College, and an MHSA in medical care organization from the University of Michigan School of Public Health. Peter has extensive experience as a healthcare administrator and has taught healthcare and other management courses at the undergraduate and graduate levels for several years.

Information Systems & Operations Management

Seokjin Kim
Assistant Professor
Seokjin joins Suffolk from Millersville University, where he has been an assistant professor since 2005. Seokjin earned his PhD in operations management from the University of Toronto's Rotman School of Management in Canada and his master of science degree in engineering-economic systems from Stanford University.

Laurie Zouharis
Instructor
Laurie Zouharis will be an instructor in the ISOM Department. She holds a master of science in mathematics from the University of Massachusetts at Lowell and a bachelor of science in computer science and mathematics from Assumption College in Worcester. She has over 10
 Teaching Excellence for his undergraduate teaching of organizational behavior. In addition, he recently had an article published in the April 2008 issue of the academic journal Small Group Research. He has also had publications in Field Methods and Academy of Management Best Paper Proceedings. Beyond academics, some highlights of Chris’s work experience include founding his own active consulting business and serving as director of sales and marketing for Tactician Corporation, vice president of marketing and senior manager of consulting for Faneuil Group, consulting manager for Deloitte and Touche Management Solutions, corporate auditor for General Electric Company, and management consultant for Price Waterhouse. In his personal time, Chris spends time with his wife and daughter, writes and performs rock music, hikes, plays basketball, and follows Boston sports teams.

**Laurence J. Stybel**
**Executive-in-Residence**

Laurence holds a EdD in Organization Behavior Research from Harvard University, an MA in Psychology from the University of Texas and a BA from City College of New York.

Previously, he was Assistant Professor of Management and Interim Chairman of the Board of Research at Babson College.

Laurence is the author and co-author of numerous articles, presentations, several books and case studies. Also, he was the Co-Founder and President of Stybel Peabody Associates, Inc, a Lincolnshire International Company and Co-Founder of Board Options which is an outgrowth of Stybel Peabody’s focus on leadership change. For Hay Associates, he was a Senior Associate for Executive Compensation.

**Jeremiah Mee**
**Instructor**

Jeremiah Mee joined Suffolk as instructor in the Marketing Department. Jeremiah earned his MBA from F.W. Olin Graduate School of Business at Babson College and his bachelor of science in business administration and marketing from Bryant University. He has been a member of Suffolk’s adjunct faculty since 2003 and will be teaching courses in consumer behavior, strategic brand management, and integrated marketing communications. Jeremiah has extensive business experience as a marketing manager, a senior product manager, and as a brand manager for Hasbro Incorporated. He has also held positions as a group product manager for Reebok International, associate brand manager for the BIC Corporation, and as assistant product manager for Tyco Adhesive.

**David Hartstein**
**Executive-in-Residence**

David Hartstein joined Suffolk as executive-in-residence in January. He holds an MBA in finance and marketing and a bachelor of science in business administration from Suffolk University. His most recent business experience includes being president and CEO of Eden Advisors, an international advisory group, and the president and CEO of KaBloom LTD. He is an entrepreneurial senior executive with extensive international experience in corporate strategy, business development, and operations for a diverse range of consumer products organizations. His broad-based expertise includes overall business and operational management, business analysis, restructuring and streamlining, company valuation, marketing strategy, finance capital budgeting, and leadership development.

**Thomas P. Kenworthy**
**Assistant Professor**

Thomas P. Kenworthy will begin as an assistant professor of entrepreneurship in the Management Department in September 2008. He is completing his PhD in entrepreneurship from the University of Calgary’s Haskayne School of Business, where he also received his MBA in venture development. Thomas taught Innovation and Introduction to Business courses at the Haskayne School of Business. In 2000 he co-founded and raised capital for myfileshare Inc. As CEO, he organized a team to develop a digital media distribution management software solution called PeerGenius. In 2004 he acted as the senior business advisor for the Calgary Business Information Center, a local entrepreneurship assistance agency. Over the years he has provided strategic consultation services to many nascent entrepreneurs and small and large companies across a variety of industries.

**Christopher J. Roussin**
**Assistant Professor**

Christopher is completing his PhD in organizational studies from the Carroll School of Management at Boston College. His dissertation is The Experiential Grounding of Initial Trust Evaluations at Work. Most recently Chris has been instructor of leadership and organizational behavior in the Carroll School of Management at Boston College. At Boston College he was recognized with the 2007 Donald J. White Award for years of experience in college teaching, course design, and selection of teaching materials. In addition to her work as a consultant, she has been an adjunct faculty member and instructor at Bentley College in Waltham and at Massachusetts Bay Community College in Wellesley. At Bentley she provides instruction in information technology from a business perspective, and at Massachusetts Bay Community College she provides instruction as part of the Division of Science, Technology, Engineering, and Mathematics.

**Organizational Behavior and Entrepreneurship Management**

**Laurence J. Stybel**
**Executive-in-Residence**

Laurence holds a EdD in Organization Behavior Research from Harvard University, an MA in Psychology from the University of Texas and a BA from City College of New York.

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The tagline “Career Focused from Day One” is more than a slogan for Suffolk business students. Today it’s a fact of life, thanks to a recent acceleration and strengthening of Suffolk’s career preparation program.

What Really Happens on Day One

Suffolk gets right down to business. For undergraduate students, Day One begins with SU101, a mandatory one-credit course that serves as an extended orientation with a strong career preparation component. SU101 ensures that each student knows how to make maximum use of Suffolk's resources. For Suffolk undergraduates, 85 percent of whom hold down full-time jobs while pursuing their degree, this course is an anchor that helps secure them to campus and their fellow students.

Getting an EDGE

In addition to the preparation afforded by their rigorous coursework, Suffolk MBA students learn about the present-day business world through the MBA EDGE (Empowerment, Diversity, Globalization, and Excellence) program. According to Assistant Dean Lillian Hallberg, the program brings inspiring executives and professional coaches to campus, giving MBA students a taste of real life at the highest levels of American business and entrepreneurship. Sue Morelli, CEO of the Au Bon Pain café chain, spoke recently, as did David Hartstein, founder and president of KaBloom. Executive coach Deb Rosenbloom of Next Step Partners, who works with...
top managers around the world, has also appeared.

A more extended exercise is MBA 600, Effective Career Planning, which is modeled on a business simulation game developed at New York University’s Stern School of Business. Before the weekend course begins, students study a packet of information about a global company. They also take an online self-assessment and do a SPOT (Strengths, Problems, Opportunities, and Threats) analysis. The resulting 20-page personalized career profile is given to the student before MBA 600’s real action begins. A plenary session introducing the case materials and presenting the business situation is followed by 10-student breakout sessions in which participants simulate an actual business situation. Each student assumes an executive title and literally sits in the executive’s chair, analyzing situations, making key decisions, and persuading other players to cooperate with their plans. In each group, an outside observer takes notes on each executive’s performance for later feedback.

Students have told Hallberg that the MBA 600 experience has profoundly affected their career trajectories, giving them new perspectives on their talents and new techniques for success.

**LINKS to a Successful Career**

The newly redesigned BSBA curriculum focuses on building preparation through programming that focuses on leadership, innovation, networking, knowledge and service (LINKS) all links to a successful career. Business courses are now introduced in the freshman year, communication and presentation skills and focus on the student’s career have all been strengthened. The e-portfolio developed and administrated through the Business School provides students with an online platform to showcase their work to potential employers.

One such course is the Business Foundations course, the students’ first exposure to the world of business. Last year, students focused on the Boston Duck Tours in the Business Foundations course. Early in the semester as part of SU 101, students experienced a Duck Tour to become familiar with the business and to bond with other students. In the Business Foundations course, students then met company executives and analyzed a case on the company. In the Business Foundations course, students also learn about the importance of innovation and new product development by developing an idea of a new product.

“These experiences enhance the learning of our students, says Morris Mcllnnes, Associate Dean and we have received such an overwhelmingly positive response from students about these new initiatives.”

**Experience, Experience, Experience**

John McCoy, MPA/JD ’98, attorney and instructor of business law and ethics, assumed a new post on July 1 as director of internship programs. “It’s all about three words,” McCoy says, “Experience, experience, experience!” Suffolk offers four types of internships: paid, unpaid, for-credit, and non-credit.

“Paid internships aren’t necessarily the best experience,” McCoy points out. “Unpaid interns often find they are given more access and more responsibility.” McCoy vividly remembers his own experience in a Suffolk practicum that placed him right in the middle of a pioneering case, the negotiations between a major cable TV company and a North Shore town. “I was in at the beginning of a very important trend. I’ve never forgotten the things I learned and the people I met.”

**Mentors Help Fill in the Blanks**

Mentors are an important part of business success—so important that forming these relationships can’t be left entirely to chance. Suffolk’s MHA/MFA Mentoring Program, for instance, takes deliberate steps to recruit alumni and friends as mentors, matching them carefully with students and nurturing those relationships. Master of health admin-

(continued on next page)
administration student Janet McClintick is currently a program administrator in a Massachusetts General Hospital (MGH) radiology department; her mentor is Patrick Jordan EMBA '99, chief executive officer of Newton-Wellesley Hospital and a former MGH manager. Although McClintick, who is in her late 40s, has been in the business world for many years, she still felt the need for guidance. "The healthcare world is distinctly different," she says. "My mentor helps me fill in the blanks." McClintick and Jordan have met face-to-face a few times but mostly keep in touch by phone and e-mail. "He gives me an outside perspective that is very valuable."

Linda Akuamoah-Boateng also felt that the MHA/MPA Mentoring Program made a significant impact in her career development. "The coordinators took the time to pair each student with the appropriate mentor after a careful assessment of the needs of each," she says. "My mentor was very supportive and provided a lot of guidance for me during the course of my degree as well as in my job search."

Career Services Batting .970

In addition to being Suffolk's director of career services, Paul Tanklefsky is the Ann Landers of job-finding in the Boston area, known for writing 10 years' worth of weekly advice columns about employment issues for the Boston Herald. Open to all undergraduate and graduate students, the Office of Career Services and Cooperative Education offers help in searching for jobs, defining and exploring career options, and gaining access to valuable internship and coop experiences. Alumni are also welcome to ask Career Services for help; about 10 percent of all visits are from graduates. "This will become especially important if the economy softens," Tanklefsky says. "Alumni who are affected by layoffs and downsizing can find assistance here."

Tanklefsky advocates a sustained, four-year career development effort for undergraduates. Specific goals and milestones should be established for each academic year, as students move up from exploring careers into gaining job experience in internships and coop programs, and finally seeking full-time employment.

All the while, undergraduates are collecting materials for their e-portfolios. An e-portfolio is a résumé on steroids, developed and administered by the Business School, that incorporates the students' best work: papers, presentations, video clips, research projects. First- and second-year students use the Blackboard software package to collect their materials; in junior year they edit the portfolio into a lively, colorful online website that potential employers can consult to learn more about the applicant's experience, style, and work product.

A Laser Focus on Career Growth

All this preparation pays off. According to Paul Tanklefsky, 95 percent of those who graduated from Suffolk in 2006 with a bachelor of science in business administration were fully employed when last surveyed; 2 to 3 percent more were in full-time graduate studies. Two percent said they were still seeking full-time employment.

With innovative programs like SU101, MGT 101, MBA 600, the MBA EDGE enrichment series, enlarged mentoring and internships programs, and an increased emphasis on global business, Suffolk graduates are more job-ready and promotable than ever. ■

Contact Information:
Professor McCoy - jmccoy@suffolk.edu or 617.573.8449
Assistant Dean Hallberg - lhallber@suffolk.edu or 617.573.8306
Paul Tanklefsky, Director
Career Services - 617.573.8480

2008 Global MBA Internship Placements:
Volkswagen UK
State Street Global Advisors, USA
Monster Worldwide, USA
eSecLending, USA
Korres Natural Products, Greece
P.A.P. Corporation, Greece
Investment Management LLC, USA
Procter & Gamble, USA
Teradyne, USA

Undergraduate Business Internship Placements:
Eaton Vance Management
Evergreen Investments
Ernst and Young
First Marblehead
KPMG
MBTA
PricewaterHouse Coopers
Putnam Investments
Virtua Research
Weiss Asset Management
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Want to tap into the Alumni Career Advisory Network?
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All these benefits—and more—are just one click away! The best part? It's free to all Suffolk alumni and only takes a moment to register. Whether you've just graduated or are celebrating your 25th reunion, the Suffolk Online Community works for you.

Share in Suffolk’s strength by registering for your free account today via the Alumni Association website: www.suffolk.edu/alumni
Transitioning to a Stronger Partnership: The Role of Alumni in the Business School

by Laurie Levesque, Assistant Dean and Academic Director, Undergraduate Programs

For some Suffolk graduates, the transition from student to alumnus is still fresh; for others it is a more distant memory. But for all, it is easy to overlook the many ways in which the faculty engage and interact with the business community. We all enhance our courses through your help and participation as experts from the business, healthcare, and public service and nonprofit industries. As we continue to engage these industries to enhance student learning, we also seek to engage you, as alumni. Below are a few ways alumni can help us enhance student learning:

**Guest Speakers.** Guest speakers are an occasional and pleasant supplement to a class. Guest speakers range from functional experts (for example, project managers) to first-line managers to senior executives. They contribute to and enhance student learning by bringing firsthand knowledge and by sharing their experiences so students can learn how challenges and opportunities were handled successfully and unsuccessfully.

**Judges.** We offer various competitions that require judges, who are local managers, business founders, or specialists. We actively recruit venture capitalists and entrepreneurs to judge business plan presentations. Innovators and creative thinkers are sought to judge the annual New Product Innovation Competition.

**Internships.** If you had an internship while you were at Suffolk, you will recall the invaluable on-the-job learning that took place. Students who participate are often juniors, seniors, or graduate students who are looking for a workplace setting where they can both contribute and round out their education.

**Informational Interviews.** A great way for alumni to be engaged with students is to partake in an information interview with a student. Many times students would like to discuss career paths with a professional in their major or to complete a class assignment (for example, to learn what an entrepreneur’s daily life is really like, or to understand the interpersonal challenges that managers must deal with).

**Board Members.** The Business School has several advisory boards each focuses on a particular department or program. Alumni who serve on an advisory board give insights into the skills and knowledge that college graduates need in industry. Your feedback helps us tailor our degrees, majors, elective offerings, and course content to meet the needs of today’s workplace.
Teaching Cases. Remember those cases you had to read and analyze for class? Cases focus on one or more areas (for example, finance, small business management, ethics, global expansion), and they range in difficulty from freshman level through cases complex enough to challenge executive MBAs. A new emphasis in the Business Foundations course is to provide freshmen with cases written about Boston-based organizations, such as Genzyme and Boston Duck Tours, as well as other organizations (St. Pat Brewing, Dow Jones, etc.). Other cases are targeted for graduate-level courses to provide students an opportunity to analyze the operations and management challenges of local firms such as Teradyne and KaBloom. Alumni working in the companies mentioned above are needed to help students analyze cases and to hear what students would have done in the particular situation mentioned in the case. In some instances, the learning goes both ways. Our faculty are also looking for companies to write about in a case study.

Action Research/Active Projects. In the graduate management elective Change Leadership, students learn the fundamentals of action research by designing projects within real firms that involve various constituents in the process as partners to the change effort. Projects are most likely to take place within a student’s employing firm; however, organizations that would like to engage a team of students for a company analysis project are always welcome to contact the school and present their ideas. The new BSBA degree program will offer an experiential course for sophomores: student teams will take on one of four challenges faced by a nonprofit and will design and implement a solution.

Sabbaticals. Every year, a small number of faculty are granted a one- or two-semester sabbatical in which they step away from the classroom and concentrate on research and updating their knowledge. For some, that includes spending time in or working for an organization to study its operations, employees, or environment. For faculty the outcomes may be data they collect for their research, cases they write, and the collection of relevant and real examples to bring back to the classroom. The organization gets an outsider’s insights and an intelligent and motivated temporary consultant who, in some cases, completes a project for the firm.

Faculty Research. Many firms in the U.S. and abroad allow university faculty to collect data to advance knowledge about organizations, markets, and industries. Suffolk is also a research institution, and many of our faculty members publish in top academic journals. Data collection methods can range from surveys to interviews to observations, and the methods are discussed and cleared when the research plan is proposed. The Business School has increased emphasis on scholarly research in recent years in order to keep pace with the requirements of AACSB accreditation. For faculty this means publishing research in their disciplines, writing cases, generating new theoretical understandings of how global business functions, and more. Indeed, unless the faculty member mentions the findings in class, many students are unaware of the research their professors conduct, where the information comes from, and how they acquired it. Similar to the action research described above, some of us are able to help an organization develop and implement a change initiative, provide training and skills to your employees, and at the same time collect pre- and post-data as part of a research project. We even have one faculty member who is seeking to hold workshops to train potential entrepreneurs and in exchange have them complete surveys for colleagues who need quantitative data.

As you can see, our alumni, have a lot to offer Suffolk students. You provide opportunities for them to interact with industry leaders and experts in a number of fields. You also have much to offer our faculty in terms of research. If you would like to get involved in one of the area mentioned above, contact suffolkbusiness@suffolk.edu or call the Sawyer Business School’s Deans Office at 617.573.8665 or call Eliza Parrish, Director of Alumni Relations at 617.994.4231. We want you to be a part of this dynamic environment, and so do our students.
Several years ago, when a well-known Fortune 500 company began losing too many of its brightest talents, its executives decided to establish a mentoring program.

Regina O'Neill: A Mentor of Mentors

Naively, they assigned mentors to protégés at random, neglecting to explain what they were doing or why, and providing no training or support. Not surprisingly, the program failed. At that point, the company called in Sawyer Business School Professor Regina O'Neill, who worked with them to develop a program so successful that several people who were thinking of leaving not only stayed but got better jobs within the company.

Regina O'Neill is a mentor to mentors, a go-to person in her field. Program director of the Business School’s MBA 600 courses, she has been researching, consulting, and leading workshops on mentoring for some 15 years. She is author or co-author of articles and book chapters on the influence of gender and race in mentoring relationships, on reverse mentoring, on mentoring in a pluralistic environment, and on dysfunctional mentoring, to name a few.

She calls mentoring her passion. But if you ask her about her work, make sure you don’t equate mentoring with coaching.

"Coaches teach specific skills," explains O’Neill, "such as dealing with the press, or public speaking. Mentoring often includes coaching, but it’s much broader than that. Effective mentors expose their protégés to opportunities, sponsor them, provide visibility for them within the organization, and help them in psychosocial ways by providing role modeling, counseling, confirmation and friendship."

The word mentor has ancient roots: Mentor was the name of the teacher and counselor to whom Ulysses entrusted his son, Telemachus, when he set out on the wanderings portrayed in the Odyssey. The name eventually passed into the lexicon as both noun and verb to describe a relationship, informal or formal, between two people, usually one senior to the other. It’s become so ubiquitous that Google lists 15.5 million entries for mentor and more than 36 million for mentoring.

Within organizations, informal mentoring arrangements have probably existed for decades, whenever participants have agreed to form them. O’Neill’s own first mentor was a faculty member at Amos Tuck School of Business at Dartmouth, where she received her MBA degree.

“He developed a simulation based on a fictitious company called Food Club International that we still use at Suffolk,” explains O’Neill. The two have stayed in contact for almost 20 years.

Today, in addition to informal mentoring arrangements, estimates are that 60 to 70 percent of large U.S. companies have formal mentoring programs. Their reasons for instituting these programs vary widely. Some are geared to developing the next generation of leaders, some to retaining high-potential employees, others to integrating diverse workforces, and still others to helping women and people of color to advance.
Mentoring programs have been designed specifically to improve relationships between participants of different genders, races, and ages, and in the wake of mergers and acquisitions. But as useful as mentoring can be, says O'Neill, it's not always the answer.

O'Neill may be asked to lecture, develop programs or workshops, train mentors, or consult with companies for anywhere from a few months to several years. Her lengthy client list includes leading banks and financial institutions, healthcare and pharmaceutical companies, television and entertainment companies, and foundations.

She is adamant that her relationship with her clients is “very much a partnership. They bring their knowledge of their organizations; I bring my skills. I tailor a program for each client—I use no canned materials—and we work together to achieve their goals.”

In a consulting engagement, O'Neill and the client first build an organizational business case for mentoring, defining the scope of the project and formulating baseline information. O'Neill helps to design whatever materials will be needed, trains those who will be involved, and works with the client to develop feedback and evaluation tools.

In the case of a workshop, O'Neill first lectures and then follows up with one-on-one or group exercises. Sometimes she uses a self-assessment tool called People Match™; sometimes she uses case studies. Often, she has people role-play. She may ask an obvious introvert to take an aggressor role—which, she says, “is entertaining and fun. People learn some interesting things about themselves, and gain some understanding of other peoples’ perspectives.”

Although the typical mentoring relationship involves a senior mentor and a junior protégé, other models have also been developed: peer mentoring, in which people who are on the same level but perform different skills or functions learn from each other; and reverse mentoring, or “mentoring up,” to name two.

Former General Electric chairman Jack Welch is credited with inventing the Mentoring Up program at GE to build new skill sets among 500 upper level managers. Proctor & Gamble has used it to improve communication between junior-level female managers and senior-level male managers in order to reduce turnover among women.

Mentoring programs have been designed specifically to improve relationships between participants of different genders, races, and ages, and in the wake of mergers and acquisitions. But as useful as mentoring can be, says O'Neill, it's not always the answer.

Not all cultures foster mentoring. In companies where people are encouraged to work together to achieve goals, mentoring is likely to work well. But where people believe they can win only if somebody else loses, mentoring will probably fail—if it is ever tried at all. Predictably, loosely organized companies that are enthusiastic about innovation foster mentoring, while rigidly hierarchical companies do not.

One strict rule of mentoring is that the partners should not be in a reporting relationship. And the organization should have mechanisms in place to handle the rare cases when a mentor psychologically abuses a protégé.

“When you have success, it's great to be able send the elevator down for someone else.”

Finally, says O'Neill, companies should realize that bad mentoring is worse than none at all. Companies must be realistic not only about the value of good matches—which are more likely when participants have some say in the match—but about the cost of poor matches, which not only gain nothing but cause disillusionment.

But far more often than not, says O'Neill, mentoring yields enormous benefits. As the actor Kevin Spacey put it, “When you have success, it's great to be able send the elevator down for someone else.”
Around 5:30 AM on a typical Thursday morning, dawn is breaking on what will surely become another July sizzler. Amid the calm and quiet of pre-commute rush, an open window of a four-story brownstone building in a historic neighborhood of Boston is collecting what may be the last of the cool breezes for the day. Suddenly tranquility is replaced by the oh-so-familiar jolt of beep-beep-beep! “No”, I mumble with my eyes closed, “There is no way I am going to get up now” and extend my arm to hit the snooze button on my alarm clock expecting the sound to go away. “Beep-beep-beep”, I continue to hear. “How can it be happening?” A split-second later I realize that this alarm is that of my “early bird” neighbor!

By Lana Belousova-Caron, MBA '03

When the alarm finally stops, my mental to-do list is already coming into focus and there is no way I can now go back to sleep! I think about the research that I need to do for a market analysis project at work, items to go over with colleagues for an upcoming strategic planning meeting with the client, wrap up the audit that my manager is expecting from me tonight and an article that I need to get to the editor as soon as possible... My train of thought finally breaks when I feel my cat stepping on me, which signals that I need to perform my “parental” duties and feed him... It’s 5:43 AM. I head to the kitchen to get my day started, wondering if I remembered to turn off my own alarm, which will probably be sneaking up on another unsuspecting snoozer seventeen minutes later. On the way to the kitchen, I pass through the empty living room of my new condo and immediately add another task to my to-do list: “Call the furniture store to check on my couch order”. As I see on a kitchen chair my jacket that I wore to a networking event last night, I remind myself to follow-up with a few promising business contacts...

Does this sound like a typical morning of a young professional? I admit that if I saw this list out of context, I would never believe that this person is just a smidge over a quarter of a century. Only when I put it this way it is a little more believable, isn’t it? As I look back at my five years post MBA, I realize I have a lot for which to be proud. I have worked with one of the top management consulting firms in the world and collaborated with the most amazing people on some of the most complex large-scale projects. I have also made an impact by lending my expertise to small and medium-sized businesses while helping them improve profitability, market share and strategic positioning. And as I look forward, regardless of the current state of economy and the upcoming presidential election, I have a whole lot of ambition, energy and excitement for what lies ahead. And like a true young professional or a Generation XYer, I am eager to make things happen!

So who are we, XYers? Well, it depends on your perception. But I look at it this way. First, a person’s age can sometimes gets stuck somewhere in the mid-thirties. Second, there are no cool nicknames for generations in between the Baby-Boomers and the XYers. And third, forty is the new thirty, in my mind anyway. In my experience as a board member of the Young Professional Alliance, anyone between the ages of twenty one and forty is welcome. But others believe the cutoff to be thirty-five. But who’s check-
ing IDs folks? If you feel like you are in, you probably are!

All joking aside, according to Wikipedia, if you are born between 1964 and 1981, you are considered to be a member of Generation X. Those born after 1981 are usually classified as Generation Y. Taken together, XYers currently comprise today’s young professional community. And, based on a recent Forbes list of the ‘Top Ten U.S. Cities for Young Professionals’, as a smart bunch, a lot of us choose Boston as our home at least for the time being. True to form, Boston was ranked an impressive sixth on the list, which indicates that if we are prepared to capitalize, opportunities do exist right here near our Alma Mater!

Being a XYer can be great. As we begin to contemplate big issues such as retirement accounts, social security, tax shelters and children, our priorities can still be swayed toward more relevant “stuff”, such as the plight of the Red Sox, the reasoning behind the skinny jean craze and stretching those paychecks to cover both rent and social activities. However, many of us are also technology savvy, avid recyclers and fine patrons to various arts and retail establishments.

In writing about XYers, I often suggest that we look at everything in life in a multi-faceted manner. We want our careers to revolve around our passions and to coexist peacefully with various other pursuits, while still leaving quality time to spend with friends and family. We are inspired to turn our interests into our professional pursuits and using new mediums to do so. But, despite our divergent interests, we want success and meaning in our careers and sometimes struggle with the best path or approach to get there.

XYers want to prove that we CAN make a difference in the world, many times forgoing assistance in the effort for self-sufficiency. But the reality is that we do need guidance, advice and support of those in the know. As young professionals, we face many questions about our careers and personal lives. And we can certainly benefit greatly from the lessons our predecessors have learned and the paths they have forged.

Currently, the Baby-Boomers comprise the generation in positions of power, occupying corner offices around the city and across the land. However, according to the American Association of Retired Persons (AARP), “with approximately one million people turning age 60 each month worldwide, the phenomenon known as ‘global aging’ promises to have a profound effect”. That is why, as XYers, it is our responsibility to step up to the plate, pro actively take advantage of the resources around us and cultivate these relationships through networking and mentoring, so that we can maximize our potential, expedite our growth and take charge when the right opportunity arrives. And while some may view XYers as naive and misguided, many of us are striving to disprove this perception, one XYer at a time. And, more importantly, the next exception to this perception can be YOU!

I have been fortunate to have had people at each stage of my life who were extremely willing (and quali-

If you are born between 1964 and 1981, you are considered to be a member of Generation X. Those born after 1981 are usually classified as Generation Y. Taken together, XYers currently comprise today’s young professional community.

XYers are leaving their mark as a generation that is enthusiastically creative, innovative and passionate.

Lana B. Caron, CPA (Suffolk MBA’03) is an associate consultant with DiCicco, Gulman & Company, a public accounting and business consulting firm in Greater Boston. She writes a column about young professionals for an industry publication, SumNews, and is a board member of the Young Professional Alliance. She lives in Boston and enjoys traveling, performing arts and spending time with her family and friends. She can be reached at lana_caron@hotmail.com.
Alumni Perspective

Highs & Lows of Business Travel

By Lana Belousova-Caron, MBA '03

I've always been fascinated by travel, be it across the city or across the pond. The mystery and anticipation of seeing someplace new made me feel intrigued and alive. So I grabbed every opportunity I had to explore unknown territories. And naturally, when I contemplated my future career, business travel seemed to be intimately intertwined with other aspects of my dream job. As I progressed from school to workforce, however, I realized that business travel sometimes is not all you might imagine it to be. Glamorous and exhilarating, at times, it can quickly become mundane and exhausting. But like everything else, if you do your homework and set the right expectations up-front, business travel can offer exciting opportunities and enhance your career and personal life. As some wise man once said: "The best way to learn about life is through travel".

To get the full scoop about this topic, I sat down with Sue Baumgaertner, BSBA'02, GDA'04 an audit manager with Grant Thornton's Boston office, who is near completion of her year-long secondment (i.e. extended out-of-town work assignment) in Hong Kong and who is about to venture on her next one in Munich, Germany. Sadly, due to my work commitments I was unable to fly to Hong Kong to interview Sue in person. Yet, thanks to the wonders of the Internet, I did land a face-to-face meeting with our emerging business travel expert.

LBC: What a pleasure to be able to talk about business travel with someone who is on business travel as we speak—in Hong Kong, no less! Many thanks for getting up so early to talk travel.

Sue: It is my pleasure to share what I've learned with other young professionals. I am a firm believer that success on the road can be an important aspect toward overall success in public accounting in addition to the opportunities for career enrichment.

LBC: Assuming that your normal work day does not begin with a hard-hitting interview, how do you like to get your morning going while on the road?

Sue: (Laughs) I like to get my day started early. This is the time I get my exercise done. If I don't do it in the morning, it is very hard to find time for it later in the day as there is usually so much to do while on-site and hours can be long.

LBC: How do you generally help yourself adjust to a new time zone? And was it difficult for you to get used to the 12-hour difference between Boston and Hong Kong?

Sue: To be honest with you, I was too busy and excited to think about this time difference or jet-lag when I arrived in Hong Kong between getting settled in lodging, meeting my new colleagues and exploring new places. Luckily, Hong Kong is like New York City, a city that never sleeps. So I quickly learned where to get breakfast during dinner time and the other way around. And my colleagues and clients here were also very helpful during that transition time, providing me so many good suggestions. However, during shorter trips, when you may not have the luxury of "getting used to" the time difference, I would suggest planning ahead: getting a good sleep the night before and drinking lots of liquids, eating and going to bed on local time once you reach your destination. This will help your "body clock" adjust to the new time zone faster.

"The best way to learn about life is through travel"

LBC: How did you go about immersing yourself into a totally new culture and work environment? And how might these strategies translate for other young professionals, traveling to other parts of the US and abroad?

Sue: On this trip, the process of becoming acclimated to Hong Kong's culture was exciting and challenging at the same time.
Fortunately, I had support of other Grant Thornton's secondes. I was actually amazed how open they were in sharing their knowledge and advice. In the first months I tried to focus on observing and listening to my colleagues talking about their experiences. I also asked lots of questions to get myself up-to-speed on Asian customs and traditions. I think the key for me was to stay receptive to new ideas and never assume that my way was the best approach to accomplish the task at hand. And in general, that would be the same advice I would have for any business traveler. If you are traveling into another area for business, being open to the thoughts, experiences and ideas of colleagues and clients of that area can help you learn so much. And while you may not have much time to become acclimated, a friendly and polite approach, coupled with your ability to listen and desire to understand can go a long way toward developing a better understanding of another community and establishing long-lasting business relationships.

LBC: What are some of the differences you noticed in the work environment of your current trip and what lessons can other business travelers take away?

Sue: I noticed that people here in Hong Kong work a lot more hours but not necessarily more efficiently. They are also much more loyal to the team concept. They'll do whatever it takes to help you as their teammate. They're not going to leave until you leave, whether they have work to do or not. Also, I've learned that if you want to get anything done around lunch time, you better do it yourself. It is common that employees go out in groups and take 1-2 hour lunches pretty much every day (even if they're at a client site). And they do the same around dinner time if they need to work late. This sense of togetherness, in general, greatly enhances the concept of teamwork and widens your horizons of work culture and team management. The lesson here is that there is much to learn from your business experiences on the road.

LBC: With the potential for long hours, how do you go about managing your work-life balance while away from home?

Sue: Well, that's a tough one. But I think about it this way. If I don't do it, nobody else will do it for me. I view it as my sole responsibility to make it happen. So wherever I travel, I try to build some time in my schedule for exercise or some physical activity like walking every day. In most cases, it is easy to do because most hotels have gym facilities. However, I know that sometimes it can get hard to find time as you do tend to work more hours when traveling, but that's still not an excuse. I remember when I arrived in Hong Kong last September, in addition to exercise, I made a point to regularly network and meet with other business professionals in the area. It helped me established my new circle of friends and my support network.

LBC: What are some of the challenges you face on the road and how do you tackle them?

Sue: Well, there are quite a few and as long as I know what to expect, I am fine. I try to do research and prepare in advance but there is obviously always an element of uncertainty so you just have to learn how to live with it. I would say for me the common challenges are unforeseen issues with technology, difference in pace and communication. Communication has been quite a large hurdle for me on this trip because of the language barrier (particularly if I have to travel on an engagement in China). But I work through it by incorporating other Chinese speaking employees onto my teams so they can translate and help complete the engagements as efficiently as possible. And as for the pace, you just have to be aware that different cultures have different concepts of pace and how long it should take them to get things done.

LBC: Can you share some of the main lessons learned from your travel experiences?

Sue: Thinking outside the box and being open to creating new networks and incorporating them into your existing ones.

LBC: How does being away from the office help or hurt your chances for advancement?

Sue: I think the advantages definitely outweigh the disadvantages. You can learn the same skills and gain the same expertise at your home office but I believe that you speed up the process by being away. I also think that it gives you more visibility within a company (if you work for a firm with multiple locations) and a global business community. I also think that it allows you to have a better chance of making an impact and gaining additional networking opportunities, which may not result in instant gratification but can make a big difference in long-term career advancement.
Institute for Executive Education Responds

By Judy Rakowsky

Suffolk’s Executive Institute is accelerating down three paths of executive education: Corporate learning partnerships, Executive MBA and international business, infusing each prong of the program with strong academics and pragmatic real-world lessons.

Since its founding in 2004, the Institute has reinvigorated the Business School’s relationship with employers in Boston and around the country. Along the way, the Suffolk Executive MBA Program has carved an identity and a niche on the executive business school landscape, distinguishing itself from more theoretical programs at the Sloan School at MIT and the Harvard Business School and from Northeastern University’s offerings, which extend into supervisory training.

The Institute for Executive Education is grounded in the scholarship of its faculty as it focuses on shoring up the practical leadership and team-building skills of its executive students. Last year its Executive MBA Program, which was founded in 1975, was ranked 95th in the world by the Financial Times, making it the only internationally ranked academic program in the Business School. “What differentials our Executive MBA from others is that we really create a good blend of theoretical base with practical application,” Barretti said.

For example, Suffolk Construction Company is a hard-driving company with a CEO, John Fish, who starts his work day before 5 a.m. Three years ago, when the company decided to send its most promising executives for leadership training, it sought a balance between the practical and the theoretical.

“In our business, we have to earn our keep every day. There’s no tenure,” says David First, who is director of training for the company of 1,000 employees.

The more the company learned about Suffolk’s Executive Education Program, the clearer its choice of education partner became, he said.

“We needed to be with a University that has the flexibility to work with us and one that possesses the academic credibility,” says First. “Suffolk does a great job of teaching the importance of adjusting to change and paradigm shift.”

Suffolk Construction has sent 80 of its most promising executives from its offices in Florida, California, the Mid-Atlantic and Boston to Suffolk’s Institute for Executive Education for twice-a-year programs that have yielded great results, First said.

“Anything we do with our people we want them to walk out with a couple of tools they can immediately use,” First says.

Barretti said that is exactly what Suffolk’s Executive Education Programs endeavor to deliver, whether it is for the companies like Suffolk that face immense challenges in its sector and for operating with demanding time-sensitivities, or for the Executive MBA students who have 18 months of weekends to earn a degree that is geared to lessons they can apply to the real world.

The Institute is adding value to workforces by educating rising leaders and circling the benefits back to the companies that employ them.

Investors Bank & Trust offers a great example of this
approach, which nourishes the Business School’s capital base and bolsters the brand while delivering quality education.

As managing director of Investors, Keith Slattery, oversaw a period of great training and education for up and coming bankers who often take jobs with responsibility for billions of dollars of transactions with little management training. The bank offered employees unlimited tuition reimbursement and encouraged employees to take advantage of that benefit at Suffolk.

Then Suffolk worked with Investors to create a three-day management development certificate program that was better adapted to the bank’s needs than an off-the-shelf package, and less customized than a consultant would create for top bosses, says Slattery.

"With Suffolk, it was salad-bar type customization,” Slattery says. “They had a number of core topics and we picked from the list and assembled those in a way and a sequence that made sense.”

"It was a learning partnership, they were really good and the relationship was formalized in the way they did things.”

Over three years, Investors sent 25 employees at a time for six classes, which were refined over time and got great reviews, Slattery says.

But beyond the quality of the education, Slattery says Investors was particularly happy with the way that Suffolk worked with the bank to offer it corporate learning credits for a determined percentage of the tuition outlays. The bank encouraged employees to go to Suffolk, and the school appreciated that because once within its walls the students might decide to proceed with a degree program. The bank, meanwhile, was able to apply the credits to the next round of management training.

"It was a learning partnership,” says Slattery. “They were really good and the relationship was formalized in the way they did things,” he says, even making conference and seminar space available at reduced costs.

Suffolk was uniquely eager to make it work, he says, compared to some peer institutions the company considered. Investors was absorbed last year by State Street, which has not yet picked up on the Suffolk program, but he says it is “very intrigued by the model.”

Partnerships with employers take varied forms. For years, the Business School has provided faculty speakers for large management conferences convened by insurance giant John Hancock. Dr. Sushil Bhatia, an executive in residence, delivers a popular lecture on “Leadership, Innovation and the Art of Laughter.”

Sometimes an employer such as the MBTA can benefit as a subject for a class project by Suffolk students, which paves the way for an ongoing relationship with the company. For instance, undergraduate seniors surveyed people who do not use public transportation on obstacles to their participation. “The research was aimed at directing a future marketing strategy and provided a critical foundation for that pursuit,” said Barbara Moulton, MBTA director of marketing communications. “We got a basic survey sample and labor and qualitative information that would have cost us thousands of dollars for market research,” says Moulton.

The 30 students who did 200 surveys made a presentation to MBTA officials that whetted the agency’s appetite for more study, and made MBTA executives realize how the surveys need to be fine-tuned, Moulton said.

“It was the tip of an iceberg and a great first step,” she says, noting that now there is momentum to further the project with Suffolk professors over the next two semesters.

The Institute is constantly branching out to serve employers in myriad ways. In all, Suffolk has 22 employer groups that it is serving, and recently signed an agreement with the Medical Diagnostic Product Manufacturers Association. It will send marketing managers from major laboratories and medical services companies who are new to the business to Suffolk for training, according to Barretti.

And the Institute is forging a partnership with Massachusetts General Hospital. Employers say the hallmarks of their Suffolk partnership are adaptability and high standards.

That’s why Suffolk Construction, for one, plans to build and maintain its relationship with The Business School. “The program is very hands-on and interactive,” said First. “It is also dynamic.”

The Institute for Executive Education invites you to contact us for customized learning assistance as you focus on the growth of your business and the professional development of your employees.

Visit: www.suffolk.edu/ExecEd

Contact the Institute:
Michael Barretti, Director
617.573.8660
mbarrett@suffolk.edu

Julie Schniewind, Director
Corporate Learning Initiatives
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To learn more about Suffolk’s Executive MBA Program, visit:
www.suffolk.edu/mba

Kristen S. Polito, Director
617.573.8660
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Dear Fellow Sawyer Business School Alumni:

As President of the Sawyer Business School Alumni Board, I have a great opportunity to meet a diverse cross section of alumni from the Business School. I am continually impressed with the level of passion and expertise our fellow alumni bring to an equally impressive array of professions.

I think we all know that networking is essential to success. As board president, I have been afforded unique access to our alumni network. The university has recently added a great online feature enhancing our alumni network and making the access I enjoy available to all alumni. (See link below.)

To illustrate the power of that online network, I would like to share with you a recent interaction I had with one of our graduates. I received an email from one of our newest Sawyer Business alumni (May ’08). In his email he requested an informational phone conversation to brainstorm an on-going job search. When the call took place, this recent alumnus explained how he was able to make the “connection” to me (he knew nothing about my volunteer work with the Business School). This young alumnus explained that he went to the Suffolk University Online Community, did a search for New York alumni in financial services and found me.

He explained his desire to make additional contacts in the finance field he’s pursuing and his ultimate career objectives. This impressive young man had clearly done his due diligence. He prepared for our conversation with a solid list of good questions, knew his field, where he was heading and used the network to move his process forward. Impressed, I offered my assistance and was able to provide some additional and firm contacts for him to pursue.

This is just one example of the powerful alumni network that is available for all Suffolk University alumni. As our University continues to grow and provide an ever more competitive global education, our alumni network also grows with talented people in all industries throughout the world. I encourage everyone to use the on-line database, and not only take advantage of the Suffolk University Alumni Network but become an active participant in it.

With regard to all my fellow Sawyer Business alumni,

Bill Popeleski, MBA ’87

Sawyer Business School Board President

Link to Suffolk Online Community:
www.alumniconnections.com/olc/pub/SUF
Dear Alumnus:

When you chose the Sawyer Business School, you begin a rich, multifaceted, and enduring relationship with the entire Suffolk community. Your coursework, linking you to faculty, ideas, insight and nascent alumni, was simply the first link in a lifelong connection that evolves with the life of every Suffolk graduate. Your affiliation with the Suffolk Alumni Network can be transformational, both personally and professionally.

The Suffolk Alumni Association is organized to help you build and maintain strong, productive alliances that are enriching throughout all stages of your career. Suffolk alumni have opportunities to connect to the School, to each other and to advance careers through events, continuing education, career resources, networking, and access to faculty research.

Your degree from Suffolk provides you a global alumni network which transcends borders, lasts a lifetime and expands every graduate’s connections. It is a vital professional and social network with more than 23,000 active and esteemed members from Sawyer Business School and 60,000 across all disciplines.

You are forever connected to the business leaders who have passed through these doors before you, the faculty who provided your education and preparation, and to the future generations who will follow.

Maintain your network. I encourage you to visit the Suffolk Online Community www.alumniconnections.com/olc/pub/SUF/ today to activate your profile.

It’s free and easy to use. You will instantly be in touch with thousands of alumni across the globe. Tap into the Career Advisory Network—a great resource for reaching your professional goals and keep track of alumni events and offerings on campus.

Warm regards,

Eliza Parrish
Director, Alumni Relations
Sawyer Business School
617.944.4231
eparrish@suffolk.edu

What’s New With You?
Send us your News
• Promotions • Marriages • Births
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To: Eliza Parrish, Director of Alumni Relations eparrish@suffolk.edu • 617.994.4321
Annual MSF Networking Reception in November

"It's a changing economy and you had better keep up."

This was the blunt and forceful message from Rob Slee as he addressed an overflow crowd of 150 MS in Finance (MSF) alumni, students and guests at the annual MSF Networking Reception in November. Mr. Slee is the President of Robertson & Foley, a middle market investment banking firm based in Charlotte, North Carolina and the owner of numerous other business enterprises. Mr. Slee's message centered on the speed at which business cycles turn over and the importance of keeping up with and adjusting to the resulting changes. Cycles that used to be measured in decades now are measured in single digits - if not in months - offering incredible opportunities for those who embrace the changes, and the risk of being left behind for those who don't. Mr. Slee congratulated the crowd on their pursuit of formal education to ensure their relevancy and encouraged continued self-education as a life-long habit.

Mr. Slee has a unique relationship with Suffolk University, and especially the Finance Department. His book, Private Capital Markets, is being used by MSF alumnus John Leonetti JD/MSF '00 to teach a first-in-the-nation course on private capital markets. This book is considered the seminal work in finance for private companies. Mr. Slee is highly sought after on the national speaking level and his dynamic and engaging approach speaks to his skills on the national stage. He has published more than 100 articles on private finance topics in a variety of legal and business journals. Mr. Slee's second book, Midas Managers, describes how super-successful private business owners create substantial wealth in a global economy.

Mr. Slee is a board member of numerous professional associations and private companies. He owns equity positions in an variety of mid-sized private businesses. He is a Phi Beta Kappa graduate or Miami University, and received a Master's degree from the University of Chicago and an MBA from Case Western Reserve University.

MPA Alumni Lunch at the Statehouse
Suffolk University's North Andover Campus Develops Vibrant Business Networks

North Andover - Over 50 current, prospective and soon to be alumni of Suffolk University's MBA program attended a networking event at the Red Oak Winery in Middleton, MA for good food, locally made wines and networking opportunities. A highly interactive and social event brought together aspiring business leaders representing 38 local companies. These students are attending Suffolk University’s North Andover Campus at Merrimack College, which is meeting a regional demand for graduate business curriculum.

The Suffolk MBA Wine Tasting and Networking event is just one example of an opportunity for students, professors and alumni to interact and develop long-term relationships. Through the MBA courses, the MBA Edge Program and year-round schedule of professional development events, Suffolk is committed to helping individuals achieve their career goals.

For more information about Suffolk University's North Andover Campus contact Heather Hewitt, Director at 978-837-5143, northandover@suffolk.edu or visit Suffolk’s website at www.suffolk.edu/northandover.

Back by popular demand . . .

Third Thursday Networking Nights!

Thursday, November 13, 2008
6 pm – 8 pm, J.A.Stats
99 Broad Street, Boston

Note: This event will be held on the 2nd Thursday due to upcoming holidays

To RSVP and for additional information, contact the Office of Alumni Relations at 617.573.8456 or ksullivan@suffolk.edu

Reconnect with former classmates, meet new friends, and expand your professional network during this monthly social. Complimentary hors d’oeuvres will be served.

Don't forget your business cards!
Nina Viswanathan  
GMBA '05  
Global Communications Director, Monster.com

As Global Communications Director for Monster.com, an Internet-based job recruiting firm, Nina Viswanathan has played a key role in establishing the company’s international presence. She creates marketing plans and develops sales teams to expand business in Russia, Turkey, and several Latin American countries, including Brazil. Until Monster.com, “there has never been one [job recruiting site] that spans multiple countries,” says Viswanathan. Monster.com tailors its operations to specific regional audiences because of cultural differences in the recruiting process. “In some countries, it is perfectly acceptable to send a photo with your résumé,” Viswanathan says, but “this practice would offend most people in the United States.”

Viswanathan's parents immigrated to the United States from India, and she is fascinated by cultural differences. “I watched my parents fit into multiple cultures, so this is why I have always found global work interesting,” she says. “I want to be a citizen of the world.” Her interest in globalization was a key reason why Viswanathan was attracted to Suffolk's Global MBA program, which she completed in 2005. She liked the pace and structure of the program and appreciated the real-world experience it provided her. Viswanathan received her undergraduate degree in French and international relations from Smith College. She grew up in New Jersey and currently resides in Cambridge, Massachusetts.
David Hartstein
BSBA ’85 MBA ’86
Founder, President and CEO of KaBloom

David Hartstein, current executive in residence in the Marketing department at the Business School, has had an extensive background in entrepreneurship and business development. He was co-founder and managing director of Super Office, Israel’s first office superstore. He is also the Founder, President and CEO of KaBloom, the fastest growing and the largest retail florist franchise in the United States.

Hartstein sold KaBloom in 2006 and then bought it back in 2008. He got back into the business because he wanted to keep up with his contacts. More importantly, however, he wanted to share the joys of starting and building a business with his students.

“I want to transfer my knowledge to students,” he said. “They teach me a lot, too. We have a lot of productive exchanges.” He plans to write an extensive case study of KaBloom.

Hartstein, born in Israel in 1956, is the son of Holocaust survivors. His parents did not talk often about their experience, but their ordeal is very important to him.

“As survivors die, there are few people left to tell the story,” he said.

Hartstein credits his parents for much of his entrepreneurial spirit. They started a brick making business in Israel and invented a process to make bricks twice as fast as their competitors. Hartstein is an inventor himself. He and friend Jerry O'Connor invented a product called Moses Miracle, packaging that allows flowers to remain in water during the shipping process.

“The most meaningful experience as an entrepreneur is the ability to dream about something and plan for a business you’ve always wanted,” Hartstein said.

1981
David Buttolph, MBA, recently closed on my 2nd mezzanine fund at The Brookside Group. I am Managing Director of The Brookside Group based in Greenwich, CT. The firm invests across multiple asset classes. I joined the firm in 2001 and have invested over $90 million in middle market companies nationwide.

Robert Faherty, MPA, Robert writes, “Since I retired as the Superintendent-in-Chief of the Boston Police Department in 2000, I have become involved with children that have cancer. I am Chairman of "Cops For Kids With Cancer." We raise money for the children's cancer wards at the Massachusetts General Hospital and the New England Medical Center. We also raise money to help families of children with cancer, who have difficulties with finances in these troubled times.

1982
Formation Capital, LLC announced that Damian N. Dell’Anno, BSBA, has joined the company as Senior Executive Vice President and Chief Operating Officer. In this role, he will lead the day-to-day operations and direction of the organization. He brings with him 26+ years of expertise in leading change, building shareholder value, and managing Board and investor expectations. He has a demonstrated track record of developing new businesses, driving mergers and acquisitions, and raising capital through leading and developing high-quality, rapid-growth teams and organizations. The Freedoms Foundation of Valley Forge announced that David Newton is the 2008 recipient of the 31st Annual Thomas + Dorothy Leavitt Awards for Excellence in Private Enterprise Education in the College and University category.

1983
Nancy J Conti-DeCarlucci, BSBA, was recently elected Town Meeting Member for the Town of Burlington, MA where she resides with her husband Matthew and son Raphy along with the family pets (Heidi and numerous fish). She also works full time in Woburn for Lytron, Inc. as Treasurer and Human Resources Manager. In her spare time she is a volunteer with The Fox Hill PTO (Co-President) and is a D.A.R.E. Task Team Member.

Linda Samuels EMBA combined her expertise as an educator with her MBA skills to found BillionaireBabies, LLC in 2007. Linda founded the company to help parents and children develop the skills they need in order to become successful entrepreneurs. BillionaireBabies will empower children, with the confidence and the skills to start and maintain their own successful business.
Steven Russo

**Alumni Profile**

**BS ’90, MSF ’94**

**Vice President and an Investment Advisor, Plimoth Investment Advisors**

Steve Russo refers to himself as an “information junkie.” Since childhood, he has had a desire to know everything about the world around him. “I can still remember watching the morning news before the school bus came to pick me up,” Russo recalls. As an investment advisor, Russo has combined his thirst for information with his interest in economics to help manage his clients’ money. “You need to love news, markets, and world events. They are the core of making investment decisions,” he says. Russo credits Suffolk with putting him on a path toward a career in finance. The classes he took as both an undergraduate and a graduate student created in him a deep curiosity about business and economics. “I can remember sitting in Dr. David Tuerck’s economics class thinking that this was something I really found fascinating,” he says.

Throughout most of his career, Russo has worked for large investment houses, including Scudder, Stevens and Clark as well as State Street Global Advisors. He has been able to showcase his 15 years of experience in the field as a co-host of Investment Spotlight, a financial radio show that educates listeners about money matters and the economy. He also makes periodic guest appearances on NBC 10 News Sunrise with Frank Coletta. Because Russo wanted to shorten his commute and spend more time with his wife and young children, he made the move to Plimoth Investment Advisors, where he is currently employed as a vice president and an investment advisor. When he is not sharing information with his clients or his radio and television audience, Russo enjoys spending time at home with his family, catching a Red Sox game, or playing a few rounds of golf.

“You need to love news, markets, and world events. They are the core of making investment decisions.”

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**1984**

Jack Harbaugh, EMBA, has been appointed vice president of business development for The 41st Parameter, a leader in agent-less client device identification (CDI) and document masking solutions for the online channel. Jack Harbaugh will be responsible for the expansion of strategic partnerships designed to create new sales channels for the company’s Internet fraud detection and identity theft prevention solutions.

Cynthia King, MPA, is Director of Human Resources for Crittenton Women’s Union in Boston.

**1987**

Peter Lejko, MBA, has joined Whaleback Systems™ as Senior Vice President of Operations, where he is responsible for scaling operations to support the continued growth of Whaleback’s CrystalBlue Voice Service™, which provides Small and Medium Businesses (SMBs) all-inclusive local and long-distance calling at one low price.

**1988**

Kevin Sullivan, BS ’85, MPA ’88, is the Regional Operations Manager for the Metro Boston region at the Department of Mental Retardation.

**1989**

Nique Fajors, BSBA, is the new vice president of marketing for Capcom®, a leading worldwide developer and publisher of video games. Fajors will manage all aspects of marketing for Capcom in North America including advertising, community relations, and public relations. He most recently served as the vice president of sales and marketing for Atari in the states.

Ruth Sheehan Lawler, MBA, Ruth writes, “I am enjoying my 22nd year in Financial Services. Over fifteen years with State Street Boston Corporation where I am currently employed as a Vice President of the Enterprise Technology Integration (ETI) division. I wish all of my fellow classmates and the future alumni of the Sawyer Business School an exciting and bright journey throughout their careers.”

Paul T. Bavis, BSBA, is Vice President - U.S. Bank N.A. Boston, MA, Regional Manager - Corporate Trust
Lu Ann Reeb

EMBA '08
President, Skyways Communication, LLC

Lu Ann Reeb, Emmy Award-winning television news producer and entrepreneur, spent her childhood running away from the spotlight. “I was terrified to speak in class or in front of a group from elementary school until my junior year in high school, when one of my teachers forced me to join the debate team. And that did it,” Reeb remembers.

After graduating from Tulane University in 1977, Reeb began her career as a reporter and quickly moved up the ladder. By 1981 she was producing the six and ten o’clock news for WFRV-TV in Green Bay, Wisconsin, and by 1986 she was news director at WBRC-TV in Birmingham, Alabama. In 1988 Reeb moved to Boston, where she spent 11 years as executive director for WBZ-TV (CBS-Boston). While at WBZ-TV, Reeb covered presidential elections, the world’s first artificial heart transplant, and John Glenn’s second space landing. She and her colleague Dan Rea also spent four years investigating the wrongful murder conviction of Boston native Joseph Salvati, who spent over 30 years behind bars before his sentence was commuted in 1997.

Reeb left WBZ-TV in 1999 to form Skyways Communications with her colleague Scott Hess. Skyways provides production services to television networks and Web content for corporate clients. Reeb says that, since forming the company, she has noticed significant shifts in media market trends: “People are watching so many screens these days, and I think the TV portion of the advertising pie is disintegrating.” Reeb is also president and founder of LegalTalk Network, which is a podcast and networking site for legal professionals. Reeb’s strategy is to provide podcast users the best and latest information in the legal field while creating a space for advertisers who want to specifically target those in the profession. She is currently developing a similar site for those in the medical profession.

After spending seven years running Skyways, Reeb decided to get an MBA. “I didn’t know anything about running a business when I started [Skyways], and I made a lot of mistakes,” she says. Reeb was attracted to Suffolk’s Executive MBA program because the Saturday classes suited her schedule, and because she liked Suffolk’s practical approach to business education. “After about three or four months at Suffolk, I walked away with the tools I needed. I actually started using the skills I was learning.”

Lisa A. Pastorello Ebisch, BSBA ’89, in Marketing.
Lisa writes, “I graduated theological seminary in 1997 with a Masters in Cross-Cultural Communication. I then was a pastor at a church for three years while working at Gospel Publishing in marketing products for churches and Christian bookstores. In 2006 I purchased a web hosting business and soon thereafter merged with a design agency to provide full-service print design, web development and marketing consultation. I am also the co-owner of The System, a Paul Mitchell Cosmetology School, in Springfield, Mo. I’m married. My husband Paul is a financial advisor, author, and CFO at the Assemblies of God Credit Union. We have three boys age 6, 4, and 2. Keep in touch! My address is 608 S. Yellowwood Drive, Springfield, MO 65809.”

1990
James W. Gustafson, CPA, BSBA, MST ’08, is a partner at D.J. Gustafson & Co. CPA P.C. Visit www.djgcp.com

Vivian Stameris, MBA, (Certified Home Health and Hospice Executive 2007) Vivian is Director of Nursing Finance, Hebrew Rehabilitation Center, Roslindale, MA since June 2007. She can be reached at VivianStameris@hrca.harvard.edu
Gabriel Vonleh
MHA '01
Vice President of Operations, Amalgamated Life

As the new Vice President of operations for Amalgamated Life, a company that provides disability, life, and supplemental Medicare insurance, Gabriel Vonleh handles fund administration, membership services, and external audits. Vonleh, who lives on the South Shore, commutes to his job in Manhattan each week and returns home on the weekends. This arrangement has benefits and drawbacks, Vonleh admits. "Not having family around Monday through Friday is difficult," he says, "but there are some fun aspects. We often see plays on Broadway together."

Vonleh's commute is not the only challenge he faces. Because the baby boom generation has placed growing demands on the healthcare industry, meeting customer needs is difficult. "We still need to deliver services and cover people at a good price and make sure that providers are fairly compensated," he says. "And we have to focus on delivering personal services that are customer-centric."

Although Vonleh spends most of his week at work, he still finds time for community service. Through his company, he volunteers as a mentor, providing career-related advice and skills for inner-city youth. Vonleh also works with Tappita Area Development Association (TADDA), an organization in Liberia, his home country. TADDA helps Liberia rebuild schools and hospitals after a series of wars that took place between 1989 and 2003.

Vonleh graduated from Suffolk with a master's degree in public administration. He credits Suffolk with providing him practical learning experiences and opportunities to exchange ideas with classmates and professors. "I appreciated classroom interactions," Vonleh says. "I have developed friendships that continue to this day." He and his wife, who also graduated from Suffolk, have five children and live in Sharon, Massachusetts.

John M. Schneller MPA, has been appointed to the Board of Directors of Idaho–Command Center, Inc. (OTCBB: CCNI), an emerging provider of on-demand, reliable labor solutions. Mr. Schneller is currently a partner at the investment banking firm of Scura, Rise and Partners.

Michael P. Manzo, MBA, is Vice President of Engineering at EyeGate Pharma, a privately held, specialty pharmaceutical company pioneering the use of iontophoresis technology to safely and non-invasively deliver therapeutics for ocular indications.

Juan F. Lopez, BSBA, BA '93, has been working for CECHSA on an energy project in Honduras to build a coal fired steam power plant that will satisfy more than 20% of the country's electric energy demand. Juan has been working in the finance department and working with banks to fund the project.

Elizabeth Sullivan Flanagan, MBA, is Senior Vice President, Fidelity Investments. Elisabeth is responsible for customer service delivery experience among automated and live distribution channels for Fidelity's Personal & Workplace Investing Company.

Lauren Berkowitz, JD, MBA, has been appointed Senior Vice President of Digital for EMI Music North America. Based in New York she will spearhead the development and implementation of EMI Music's digital strategy in the key North American market, working closely with EMI's North American labels including Blue Note Label Group, Capitol, Nashville, Caroline Music, EMI Music Canada, EMI Christian Music Group and EMI Televisa.

1993
François Faurre, MBA, joined OpenPortal Software on December 2007 as International Development VP
Irene Fitzgerald, BSBA 91, MS 93, member of the Sawyer Business School Alumni Board of Directors, married Suffolk County Deputy Dana A. Morley, Jr. in Sturbridge this past April. The following Suffolk University Alumni were in attendance, Patricia Fitzgerald, BSBA 89, Jennifer Chin, BSBA 89, Sheila Wellspeak, BSBA 93, Barney(Wai) Szeto, BSBA 92, Tri Nguyen, BSBA 98, David J. Smith, JD 73, and Robert Mercer, MBA 08.
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1997
Mark DiFraia, BSBA, EMBA '05, Managing Director, Business Development, Advanced Trading Solutions Mark writes, "In December 2007 I made the move to begin a new role with NYSE Euronext as a Managing Director of Business Development within the newly formed Advanced Trading Solutions business. This role is an advancement of a focus on
partnership building/new business creation activities that is designed to bring a new platform of technology solutions to the securities trading marketplace. The role also carries responsibility for managing relationships with the technology vendors that NYSE member firms rely on as their means of integrating with our exchange business."

**Patrick (Trish) Gannon, MPA, was promoted to Executive Vice President, Finance and Planning at Boys & Girls clubs of Boston. She was VP and CFO at BGCB for just over two years.**

**Benjamin J. Goldfarb, MBA, is Vice President of Nauset Construction Corp. based in Needham, MA. Recognized by the Boston Business Journal as being one of the region's fastest growing private companies and recipient of the 2008 Pacesetters Award, Nauset Construction provides construction management, design-build and general contracting services to the healthcare, education and commercial market sectors throughout New England.**

**Belinda Johnson-Cornett, MBA, has accepted the job as the administrator of the Osceola County Health Department, where she confronts known challenges head on: state funding cutbacks and the need to help residents without health insurance, just to name a few. She started her new job in late February knowing she must figure out how to do less with more.**

**Eric A. Kinsherf, MBA, CPA is currently auditing and consulting manager for the newly formed firm of Malloy, Lynch, Bienvenue LLP. Eric has developed an expertise in municipal finance and consulting and manages both auditing and consulting engagements.**

**1999**

His Highness Sheikh Maktoum bin Hasher Al Maktoum, BSBA, founder of Al Maktoum, has been given a new appointment as President of Al Fajer Properties (AFP), one of the leading property developers in the UAE.

**Peter T. Bianco, EMBA, is the New Director of Lifescience Business Development at Halleland Health Consulting. Halleland Health Consulting, a wholly owned subsidiary of Minneapolis law firm Halenland Lewis Nilan & Johnson, P.A which brings experienced health care professionals with operational, policy and business expertise together with attorneys who specialize in an array of health care and regulatory issues. In addition to**

coaching bioscience businesses through start-up and growth challenges with the consulting subsidiary, Peter's work will also be integrated with the law firm's health care and business practice areas.

**Kimberly (Johnson) Harris, MBA is a Human Resources Officer at Harvard University's Kennedy School of Government. She recently earned the Senior Professional in Human Resources (SPHR) Certification.**

**Calin Moldovean, EMBA, will direct the global operations of Intertek's management systems certification group as the division's President. Intertek is a leading global provider of quality and safety solutions.**

**2000**

Jennifer Ross-Chen, MBA, is a Financial Services Registered Representative at First Investors Corporation. She also serves as an Adjunct Professor for Marketing in the On-Line MBA program.

**Russ deMariano, BSBA, MBA '01, owns Red Sky Restaurant & Lounge in Faneuil Hall Boston. He writes, "I have recently organized a business owners organization to address related issues in the restaurant/bar industry and I am also about to launch a new restaurant consulting company. Red Sky is located at: 16-18 North Street Boston, MA 02109, 617-742-3333 (p), 617-723-3131 (f). Come for a visit!**

**2001**

John M. Leonetti, JD/MSF, is the owner of Pinnacle Equity Solutions, an exit strategy firm. Pinnacle specializes in exit strategy training, design and solutions for advisors and their privately held business owners. He has recently published Exiting your Business, Protecting your Wealth a step by step guide to business owners and their advisors on how to create a successful business exit strategy plan. He is also an adjunct professor at the Business School teaching in the Finance department.

**2002**

Kris A. Ahlstrom, MBA, has recently re-located to Houston, TX where she is an IT Director for Jacobs Engineering (NYSE: JEC) responsible for building an IT consultancy business. Jacobs, with over $5,000 employees and revenues exceeding $9.0 billion, provides technical, professional and construction services globally.

**Sorin Codreanu, MSF, MA in Economics '02 and his wife Simona Codreanu, MSA '03 are both working at PricewaterhouseCoopers where Sorin was recently promoted to manager, and Simona to senior associate. They have an 8 month baby girl. Sophia. Last year Sorin became a CFA charterholder and Simona became a licensed CPA in Massachusetts. Sorin's brother Dan Codreanu is a manager at StateStreet, received an MSF in 2006. Dan just sat for the CFA level 2 exam this June.**

**Brenda Myshrrall DeSimone, BSBA, is a recruiting associate with PRIM Management Consultants, Inc based in Waltham, MA. Last August she married Thomas DeSimone, Account Manager of the disability division at an independent medical exam company based in Woburn, MA. They are enjoying their first year of marriage and our new home in Chelmsford, Massachusetts.**

**Frank Prinzivalli, BSBA, is a Senior Analyst for the Finance Department at Digitas, the largest digital media marketing company in the world. Frank writes, I also run a small advertising business called Vehicle Ventures, where people can promote their businesses through an innovative commuting approach. I plan to continue with my MBA at Suffolk this coming fall. For fun, I've produced my own music and have sold CD's and mp3's worldwide through the internet, stores, and iTunes.**

**Christopher Stolze, MBA, has been named a Manager of Major Account Sales for CareFirst BlueCross BlueShield in Baltimore, MD.**

**2003**

Michael (Mike) K. Albert, MBA, is Account Manager in the Stock Plan Services group at Fidelity Investments. As an Account Manager, Mike is responsible for the relationship with some of Fidelity's largest corporate clients. As of July, 2008, Mike has worked at Fidelity in a variety of roles for ten years. Mike lives in Canton with his wife, Laina, and his sons, Eli, 7 and Sawyer, 5.

**Maria Coviello, MBA, switched jobs a few months ago and is now a Business Analyst at TomTom, the GPS company, based in Concord, MA.**

**Mary E. Furrier, BSBA, MBA '04, was recently promoted to Accounting Manager at Howard/Stein-Hudson Associates (HSH), a transportation consulting firm located in Boston and New York. In addition, Ms. Furrier was designated an Associate of the firm. She joined HSH in 2005.**

**Ken Hidaka, MBA, writes, "I changed my job from Unilever Japan to British American Tobacco Japan this May. My current role is Internal Audit Manager, and I hope that I can work as an internal consultant in BAT Japan Group so that I can contribute to the company as well as develop my career.**

**Kristin S. Polito, MBA, was honored recently by Cambridge's Who's Who as Executive of the Year in Educational Strategic Planning and Management. Out of 250,000 members, this award is only given to two male and female members.**
2004
Julie E. Vaca, MBA, joined Web 2.0 Startup in Cambridge called MODiVOX, as Senior Product Manager to work creating next-generation international calling services (Voice-Over IP). On a personal note, Julio and his wife christened their second child, a baby girl Sophia Vaca in Wakefield, MA.

2005
Apostolos Symeonidis Global MBA '05, is General Manager of SEAT North Hellas Automotive S.A., Greece
Patricia R. White, MSA, writes: "While attending Sawyer Business School, I worked for a manufacturer of industrial moisture measurement systems that are used in the paper pulp and textile industries worldwide. The company went through hard times after the Southeast Asian economic crisis and management refused to invest funds to further develop business. As a result, it almost closed its doors. Just under three years ago, I purchased the company and, with a lot of hard work to get our name back out in the industry; I was able to increase sales by approximately 50% each year since. We are now financially strong and reinvest our profits into R & D to ensure our continued success. I feel that the courses I attended at Suffolk helped to prepare me for this venture."

2006
Hoang (Wayne) Dang, BSBA, in international business, recently switched took a position as staff accountant to TripAdvisor, LLC from Designershoe.com.
Brenda Lavasta, MBA, is among six new Diversity Fellows who are kicking off the second year of Associated Grant Makers (AGM) Diversity Fellowship Program. Lavasta says her degree, focusing on the role of management in non-profit organizations is a natural extension of her interest in youth development, led her to volunteer as a Big Sister with the Big Sister Association of Greater Boston and Women of Action — a mentoring program for incarcerated youth. She has also served as a volunteer on theAllocations Committee for the United Way of Massachusetts Bay and collaborated with other MBA graduates to deliver pro-bono consulting services to local area nonprofits as a member of the Community Consulting Teams. Of the fellowship Brenda says: "The AGM Fellowship will position me on the path to the realization of my career goals and fulfill my passion for improving the lives of residents in the Boston Community," stated Brenda. "The experiences I will gain as a Fellow are certain to transform me as an individual and as a leader in the world of philanthropy, specifically within the realm of foundation grant making."

2007
Carrie Abatiello, MBA, has joined the law firm of Moses & Afonso, Ltd. as an associate. Carrie specializes in the areas of commercial finance and commercial real estate, representing clients and guiding them through the multiple facets of real estate projects.
Joseph Dunbar, BSBA, is an Associate Account Manager for Cammack LaRette Consulting – a full-service employee benefits and human resources consulting firm based in Wellesley, MA. Since graduating he has obtained a Series 6, 63, and MA Life and Health designations. He can be reached at jddunbar@gmail.com
Erin Joy McCarthy, MBA, was recently promoted to Portfolio Manager for TD Banknorth.

2008
Victor Carlevale, EMBA, is Controller for Norwood Energy Corporation. Victor writes, "after completing my experiential on the topic of "Franchising," I successfully sold my first Franchise on April 1. The Franchise is called the "White Orchid Florist and Gourmet Deli" located at 571 Temple Street Whitman, MA. The franchise is a combination of a flower shop and gourmet deli offering a full service florist along with gourmet baskets made of imported Italian items and a gourmet deli offering top deli brands such as Boars Head and Thulmanns deli meats along with imported cheeses like Parmigiano Reggiano and deli meats such as Prosciutto DiParma. Full service deli and catering menu, visit: whiteorchidfloristandgourmetdeli.com
Andrew (Drew) J. O'Brien, MSF, is a Senior Manager at Alcatel-Lucent. He works for their Investment Management Company running their hedge fund program. His role is to provide manager sourcing and produce due diligence reports on various hedge funds for possible allocations from the pension plan. Also, in March 2008, he earned the CAIA distinction (Chartered Alternative Investment Analyst)

\[\text{**Did you, your father, mother, brother or sister attend the Sawyer Business School?**}\]

\[\text{Our next issue will profile legacy families.}\]

If you and your family would like to be profiled, contact Teri Malionek at 617.573.8631 or tmalionek@suffolk.edu
Edward McDonnell  
BSBA ’59, DCS ’84  
President, The Premier Group

A native of Hyde Park, Massachusetts, Edward McDonnell, BSBA ’59, DCS ’84 is a firm believer in the value of a Suffolk education. McDonnell is very grateful to the opportunities Suffolk University has given him. McDonnell has given back to the University on several occasions, serving as a member of the Trustees of Suffolk University and chairing the Sawyer Business School Trustee Committee.

McDonnell spent some 25 years overseas, most of which at the Joseph E. Seagram Company where he had several positions including President of the Seagram Spirits and Wine Group.

As a global businessman, McDonnell feels very strongly in the value of cross cultural business exposure of Suffolk students. As a result he established the EF McDonnell Scholarship to give Suffolk students an opportunity to participate in study abroad activities. Last year, Katie Schar, BSBA ’10 a recipient of a McDonnell Scholarship, traveled to London with a group of students on the Sawyer Business School’s Global Travel Seminars. Katie says, “Thanks to the McDonnell family, I was able to learn more about international business and also about a country and a culture that I had never experienced before. I am truly appreciative for the scholarship I received.”

To learn more about supporting the Sawyer Business School, visit www.suffolk.edu/giving or call the Office of Advancement at 617.573.8443.

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