Deloitte and UAlbany’s School of Business: A Partnership to Build On
When I became Dean of this wonderful institution in July, I outlined a vision for the school, which I shared with you in the previous issue of this magazine. This vision is based on our outstanding faculty, students, alumni, staff, and programs, yet also enables us to exploit the tremendous opportunities that exist for us both internally (within the university) and externally (in the region, state, and globally). To build support for this vision, we convened a strategic planning retreat for the faculty during the fall—a first for the School of Business. We also sought feedback on our proposed strategy from the Dean’s Advisory Board, the School of Business Advisory Council, former faculty members, and other distinguished alumni and stakeholders of the school. Students and staff were also consulted.

I am pleased to report that a consensus has emerged from this strategic planning process, in support of five key goals: (1) resource acquisition; (2) enhancing our research quality; (3) recruiting and retaining high quality faculty and students; (4) developing a stronger connection with the business community and economic development in the Capital Region; (5) securing high national rankings for our business programs.

As you will learn in this issue, we have made substantial progress along all of these fronts during the academic year. Specifically, we are pleased to report a series of major gifts, grants, events, a major national ranking for our MBA program, which illustrate the value of our research prowess and our excellent educational programs. Most importantly, you will also read about the outstanding accomplishments of our alumni and the research and teaching successes of our faculty.

In the coming months, I will share more good news with you regarding our new building, another national ranking for our graduate programs, and efforts to involve undergraduate students in faculty research. You will also hear about some exciting new partnerships we are developing with the College of Nanoscale Science and Engineering, the School of Social Welfare, Rockefeller College, the College of Computing and Information, and the College of Arts and Science.

If you have any comments or suggestions regarding the future direction of the school, please feel free to contact me. I welcome the opportunity to discuss these issues with you in person. We are also enhancing our efforts to meet with alumni outside of New York. In recent months, I have visited with alumni in Boston, Florida, California, Cleveland, and Washington D.C. and plan to continue our aggressive efforts to market the school to all interested stakeholders. I look forward to working with you to advance the goals of the School of Business.

Dear School of Business Alumni and Friends:

Dr. Donald S. Siegel
Dean, School of Business
Princeton Review Names UAlbany MBA One of the Best for Women

The University at Albany MBA has been named one of the Top Ten MBA programs with the “Greatest Opportunity for Women” by the Princeton Review, ranking the program as #9 in the 2009 edition of Best 296 Business Schools. We’re pleased but not surprised. Just last spring we reported that all student club president posts were held by women.

“This is a tribute to our outstanding faculty, department chairs, and staff, who offer an excellent program and a strongly supportive environment for female MBA students,” said School of Business Dean Donald Siegel.

“Though both business and IT fields have traditionally been dominated by men, we have had success in attracting and keeping female students in the ITM concentration,” said InduShobha Chengalur-Smith, chair of the School’s Information Technology Management Department. “I attribute this to the supportive atmosphere within the department as well as the fact that the faculty think of them as business students first.”

UAlbany is the only SUNY university or college to make any of the Princeton top ten lists. It is also the only Capital Region institution to make the lists.

The student population of the MBA program is 60 percent female, and 40 percent of School of Business department chairs are women. See article on newly installed Chair of the Accounting and Law Department Ingrid Fisher ’82, ’02 on page 13. Also read about two successful alumnae: Dean’s Advisory Board member Stacy Bash-Polley ’89 (see below), and MBA grad Cathie Wright ’08 (see page 3 article: Alumni Advance to final round of Forbes.com Competition.)

Alumnae Named #3 Nonbank Woman in Finance

Stacy E. Bash-Polley ’89, Managing Director at Goldman, Sachs & Co. was named one of the Top 25 Nonbank Women in Finance by U.S. Banker, coming in at the number three spot. When Bash-Polley, current Co-head of Fixed Income Sales in the Americas, worked in sales, from 2000 through 2004, she was the best producer at Goldman. The business major started her career in Ernst & Young’s Information Technology practice, earned an MBA at Wharton, directed her attention to Wall Street and moved to Goldman Sachs. Bash-Polley is a member of the Dean’s Advisory Board.

FINANCE PROFESSORS EXAMINE CRISIS

In October, the Finance Department, the Center for Institutional Investment Management and the Economics department combined forces to host The 2008 Financial Crisis: Causes, Consequences and Policy Responses. Associate Professor Christophe Faugere, Finance Department Chair and organizer of the event said, “We are in a unique historical time period, faced with the biggest economic challenge since the 1930’s. Our faculty and alumni experts felt compelled to jump in and help educate the public about what is really going on.”

Faugere provided an overview of the crisis. His colleague Hany Shawky, professor of finance, discussed the effect on credit and the impact of credit default swaps. Another presentation focused on the impact on small banks. Alumni involved in the event were School of Business Advisory Council member Peter Cosgrove ’98, Vice President, First Niagara Bank and Kenneth Leonard ’82, a financial advisor for Wachovia Securities.

Professor Faugere is requesting corporate sponsorship for a follow up event later this year.
Paul Morgan Jr. is Top Shelf

Accounting and Law professor Paul Morgan Jr. is FIVE in a million. The adjunct has been rated 5th in the country from a group of over one million faculty on RateMyProfessors.com second annual top ten list of Top-Rated Professors.

Morgan, who also teaches at Albany Law School, has been with the School of Business since 1993. He said he is surprised, appreciative and humbled by his ranking. Whether it’s a class in Trust and Estates, Business Law or Law for Managers, the adjunct professor keeps them laughing and learning with quasi-legal terms like “lock and load,” “rock and roll,” “balderdash,” “top shelf” and “shi-shi-foo-foo.” Morgan also teaches some legal terms. “I love words. ‘Uncontroverted’ is a great word. It means ‘no controversy.’ I teach the students to use legal terms in their daily lives so that they remember them. Bifurcate means ‘divide in two.’ I tell them to go to Burger King and ask to bifurcate their burger. Humor is the best way to teach but I can’t make every legal term funny.”

In addition to his teaching duties, Morgan has a day job: he serves as Chief Clerk of the Rensselaer County Surrogate’s Court, and previously worked for the New York State Senate. In 2005, he received the University at Albany Excellence in Teaching Award.

Other School of Business professors rated highly by RateMyProfessors are fellow accounting and law professor Joe Sheehan, Rita Biswas (finance), Cecilia Falbe and Ray Van Ness (management), Michelle Moshier (accounting) and Don Purdy (marketing). RateMyProfessors.com calls itself the “Internet’s largest listing of collegiate professor ratings.”

Scholarships: Changing the world one student at a time

The typical student at the School of Business comes from a family of four with two working parents making $70,000 a year. The cost of a college education for a family of four is a financial challenge. The UAlbany School of Business provides a great return on investment for the student and parents because of strong academic programs and an excellent student experience. The cost of a UAlbany School of Business degree is very affordable versus what a similar degree would cost a family sending a child to a private School. The School’s relationships with alumni and employers allow the School to place students into the competitive workforce. Over the years, alumni have established various scholarships to assist students and their families meet the cost of a School of Business education.

Every May the School of Business has an awards luncheon for its students. This past May (2008) ten endowed scholarships were able to provide $9,700 in financial support to 18 students. With 10 endowed scholarships providing less then $10,000 in scholarship aid, Dean Siegel made student financial support a priority at the School. Since September, four alumni and their families have stepped forward to create scholarships at the School: Premal ’71 and Paule Shah, Tony McCarthy ’84, Dean Backer ’88 and the family of Scott Kunen ’82. The new scholarships will financially assist both undergraduate and graduate students.

If you are interested in creating a scholarship to assist a deserving student please contact Bill Roller at wroller@uamail.albany.edu or 518-442-4909.
Jeff Black, Deputy Managing Director Northeast Region of Deloitte takes time out to talk with students on campus. L to R: Leshia King-O’ Loughlin, Min Xin Shen, Laura Molino, Arthur Shrum III, and AJ Zarrelli.
In December, the Deloitte Foundation established a $525,000 endowment, including $250,000 to equip two classrooms and support new building operations, the largest gift so far in support of the new building. The remainder of the endowment provides another $250,000 for faculty research support and $25,000 for the Accounting Chair Deloitte Foundation Opportunity Fund.

According to Accounting Chair Ingrid Fisher, “Deloitte’s generous gift will enable classrooms in the future school of business to be state of the art. Their support for faculty research will help provide the necessary resources to foster high quality scholarship.

“The discretionary funds will enable me, as chair, to creatively target opportunities to fund academic competitions for students, student participation in conferences and awards to stimulate faculty morale, along with other tools and activities that can strengthen the mission of the department, brand our programs and distinguish our students.”

“It’s with great pleasure that we pledge our support to the UAlbany School of Business,” said Deloitte Foundation President Shaun Budnik. “Its commitment to setting the standard in academic excellence is in line with our organization’s goals and objectives.”

Jeff Black ’76, Senior Partner and board member at Deloitte, facilitated the endowment. As a member and former chairperson of the Dean’s Advisory Board, he was involved in the plans for the new building from the start, long before architects were consulted and the first blueprint inked. Black worked with the Deloitte Foundation to arrange a two for one match, pointing out that this type of generous arrangement is unusual and offered to only a select group of top business schools.

The first step was 100% partner involvement. Black then began reaching out to managers, seniors and staff. He said, “We can’t do it with just the partners. The combination of the building classrooms, research and program support gives every alumnus something to relate to.”

The gift reflects the generosity of University at Albany graduates: the 20 partners and 100 professionals who work for Deloitte. Black said, “Like many of the UAlbany alumni at Deloitte, I have a real affinity to the School of Business as it has played an integral role in much of our individual professional success. Life has been good to us. This is a meaningful way to give back. It’s our personal and professional responsibility.”

School of Business Dean Don Siegel said, “We are grateful to our alumni at Deloitte and the Deloitte Foundation for their commitment to the School of Business. They are some of our most loyal graduates. We are deeply appreciative of Jeff Black, George Warnock and other alumni at Deloitte.”

The new 80,000-square-foot business school is on-track to be completed by 2013.

Last year, the state Legislature committed $54 million to the construction project.

The new School of Business building will feature technologically advanced classrooms and meeting spaces, wireless Internet access, breakout rooms for team projects, space for student and career services, student reception areas, and added graduate assistant work space.
The Entrepreneurial Experience of Not-So-Small Business

Like the ingénue who is discovered at the soda fountain counter and immediately cast into a starring role, the entrepreneur is often thought of as an overnight success. We picture a light bulb over the head, the flash of an idea, plenty of willing backers and a market eager for the product or service. Then it’s time to rake in the cash and accolades. In reality, research has to be thorough, timing has to be right and disasters must be averted.

**Five Alumni: Five Stories of Hard Work, Smarts, a Little Luck and an Enormous Tolerance for Risk**

**From Management Consulting to Sausage Making**

Early in his career at Esposito’s Finest Quality Sausage Products, David Samuels ’89 was advised to buy a new piece of equipment from Italy. When the crate arrived, it sat on the sidewalk outside the Manhattan factory, too big to fit through the door. Uncrated, the $100,000 grinding machine still didn’t make it past the the doorjamb; though the measurements had been taken in advance of the purchase; the head of the machine had not been considered. The smallest employee climbed into the machine with a wrench to remove the appropriate nuts and bolts and the offending piece. With faxed blueprints in hand, Samuels directed the Spanish-speaking employee with guidance phoned in from the Italian-speaking sausage machine representative and the English-speaking U.S. distributor in Boston. Before nightfall, the piece was removed and machine moved from the sidewalk onto the factory floor. The footnote: The contraption didn’t work. Samuels shipped it back to Italy and never missed it.

Prior to his sausage-making career, Samuels was a management consultant working on projects with Sony, Goldman Sachs and Deutsche Bank. After September 11, 2001, his New York client shut down their projects. “For the first time in my life I had no job. I was newly married with a baby on the way.” He thought, “I know one way to never be out of work again – own my own business.” When the Esposito sons sold him the business, the current manager quit, unhappy that she was not going to own the company she had run for the father. The Esposito family hired Samuels to operate the business until the sale went through. “I hadn’t signed a contract yet. I came in on their dime and learned the business.”

Samuels created a long-term strategy but got to work immediately by picking the “low-hanging fruit,” including branding and new packaging. To build brand awareness Samuels offers to pay for the reprinting of restaurant menus that identify his company by name. The Ritz-Carlton took him up on the offer, listing their sausage dish as containing “Esposito sausage,” not the garden variety stuff.

The company currently sells 30,000 pounds of sausage per week from a relatively small 5,000 square foot plant. That amount will double for the Memorial Day holiday and other summer weekends when folks are firing up the barbeque.

**The Company:** Esposito’s Finest Quality Sausage Products
**www.espositosausage.com**

**Before his leap:** Management Consultant for Ernst & Young and Sapient

**UAlbany Influence:** Professors Bill Danko, Martin Fogelman and Harold Cannon, “I’m not an accountant and I can credit him for that.” Danko and Fogelman petitioned to get Samuels into the School of Business, finally succeeding in the spring semester of his senior year.
RISK TAKING

From Publishing and Retail to Medical Equipment

Diane Rizzuto Corsello ’84 said that McDonald’s would never be in business if they had to deal in medical supplies. “McDonalds would have a much more difficult time making a profit if it was dependent upon other forces deciding how much, when and if that $1 cup of coffee would be reimbursed for. You either want the coffee and pay the dollar or you drive away. There is no ambiguity. Doctors who have spent their lives studying medicine and not business are in one of the most difficult business scenarios around.” Insurance companies can decide how much to pay. And whether to pay at all. Corsello said that the product can be the greatest on earth but insurance won’t cover it, there are no sales.

But Corsello and her husband Steve keep Activize profitable by staying small enough to be responsive to changing medical needs. Their product line continually changes. “My husband is a fixture in the O.R. and has worked with surgeons to design products. He knows what they want and what they need.” The couple travels to conventions to further keep in touch with customer needs.

Corsello is the human resource, finance, Medicare compliance and insurance departments rolled into one. Since their office is attached to their home, a typical day sees Corsello putting the kids on the school bus and then combing through a pile of 400 resumes. She said that they successfully combine work and family. “Our own business allows us to have a balanced life. We can go to our kids’ games. We value our home and family life.”

Activize started with a $300 investment and a product that the medical supply company that Steve worked for wasn’t interested in – a reusable compression ice wrap. It remains in the Activize product line 21 years later. It feels good to be right.

Before her leap: Reader Service Manager for Ziff-Davis Publishing Company; Retail Manager for Abraham & Strauss
UAlbany Influence: Professor Dandridge’s Small Business class – “We consulted with an alternative energy company that made solar panels and won an award. I still have the award.”
Professor Diamond’s Marketing Management class – “The idea was to launch a product in a foreign company. We sold golf balls in Japan.”

From Partner to Own Practice

Victor Bushell ’86 was an associate at Richards & O’Neil, working primarily on large pharmaceutical cases, and still at work at 2:00 am one night when a word processor asked him to look over a merchandizing deal for her musician son. Bushell had always had an interest in entertainment law and agreed without knowing the size of the deal. Turns out that the son was in the top rap act, Onyx. It was the beginning of a large entertainment law practice that now includes several Oscar and Grammy nominees.

After making partner twice, first at Richards & O’Neil and again when the firm merged with Bingham McCutchen, Bushell decided it was time to establish his own practice. He carefully calculated the jump from large firm to small firm to own firm, bringing along a solid client base. “I suspected I had a critical mass of business to start my own place.” Instead, he had a start-up catastrophe. One month after going out on his own his largest client consolidated their offices; leaving him with a fraction of the work he had planned on. But life went on. Clients and former colleagues referred cases to Bushell and his practice quickly grew.

The secret of his success? “Our focus is on super pleasing our clients and personal service. We are also extremely careful about who we hire.” It has paid off. Their revenues have grown by 30% to 50% each year.

Before his leap: Partner, Richards and O’Neil, Partner, Bingham McCutchen
UAlbany Influence: Assistant Dean John Levato: “What he does is a soft science. He remembers everyone’s names forever. It makes a difference.”

“UAlbany keeps you grounded and teaches you to hustle. Marry that with a dose of panic and you can get pretty far. The world of business perceives a UAlbany education as a solid foundation for success.”
At Strategic Resources, her recruitment and human resource consulting firm, Alison Rosenblum ’92, ’99 was performing the due diligence of checking employee references for an executive level position that involved relocation. She called the department director of the department where the candidate had formerly worked. Unknown to Rosenblum, the candidate’s wife still worked for that boss and hadn’t known of the potential move until Rosenblum tipped her off. The candidate (and his wife) were furious. Though her call was legitimate, Rosenblum calls it “my worst day.” Rosenblum apologized, dusted herself off and kept on going.

Every company, big or small, has its share of problems. But in a small company, the buck stops on the owner’s desk every time. Rosenblum noted, “In a small business you have to be exceptionally careful, more so than in a large organization. Reputations are fragile. Everything you do affects your reputation. We have to demonstrate that we understand our clients.”

Rosenblum earned her MBA in the evenings at UAlbany and founded the Capital Region Recruiters’ Network before she felt ready to start her own business. A networker by nature, she has always worked at building relationships. “I network like crazy.” Rosenblum had a good pipeline established before she quit her job to start her recruiting firm. “People I’d gone that extra mile for. People who knew my style and expectations. They knew my standards are really high and they trusted me.” It paid off. In 2005, two business partners approached her with a proposal to expand her direct hire recruiting firm into temporary staffing. Strategic Resources was born. Rosenblum also operates Hudson River Career Resources, a career search consulting firm.

Before her leap: Title Insurance, Human Resource Administrator for CTG, Transworld Entertainment
UAlbany Influence: “I brought something away from every class and learned from other people with completely different backgrounds, finance, HR, marketing. It is entirely valuable to learn from your peers.”

Monica Geschwind Chusid ’83 leapt after her husband Adam, a 1982 graduate of the College of Computing and Information at UAlbany, established the management consulting firm Genesis Global Group. Both chucked a dependable paycheck, she from Systems Methods Associates and he from Bankers Trust, parlaying the skills they had developed on-the-job and knowledge they’d acquired in school into their own consulting business.

Chusid started her career at Arthur Anderson in 1983, and then moved to Ernst & Whinney, excited by the prospect of a new company, continuing when the firm morphed into Ernst & Young. In 1992, looking for more flexibility Chusid left the world of the Big 6 for a smaller firm, landing at Systems Methods Associates. Three years later she left to start her own consulting practice with a friend – Millennium Partners. In 1999 she and her husband established Genesis Global Group, focusing on technology risk management and contingency planning.

Chusid said, “No one else determines how successful you can be. It’s very liberating. In hindsight, it would have been a cool thing to do early on in our careers – taking the risk before we had kids.”

The Firm: Genesis Global Group, www.g3global.com
Before her leap: Consultant: Arthur Anderson, Ernst & Whinney, Ernst & Young, Systems Methods Associates
UAlbany Influence: ITM professor Sal Belardo: “He was a mentor and an inspiration to both of us.”

REAL WORLD RISK TAKING
According to Assistant Professor Suraj Commuri, “In marketing what we do is create brand and brand equity. There’s a promise to be fulfilled.” But what happens to that promise when the item has been counterfeited? Monetary loss due to counterfeiting has been studied, but not how the loss of brand image affects the brand. This year Commuri’s research, “The Impact of Counterfeiting on Genuine Item Consumers’ Brand Relationships” will be published in the *Journal of Marketing*, considered by many to be the premier marketing journal.

Counterfeits will eventually hurt the brand, as the people who buy the original article do not want to be lumped in with the folks who buy a cheaper version. Commuri explained that they may feel slighted, thinking “I’m not like that person,” may “wax poetic” about their brand, or take credit for being the first to discover it. Different responses came from each of the three groups studied: the young, who are most likely to move to a new brand; the older group which has more time and money invested in the brand, therefore while unhappy about the situation might not start buying another brand; and the affluent who deliberately choose obscure brands that are not easy to detect and hide the name of the brands they use, thus avoiding counterfeitors.

Besides his work in branding, Commuri is involved in a multitude of research projects, fitting them between teaching classes in Buyer Behavior. He has researched how loss affects materialism, comparing married and divorced couples (who have experienced a significant loss – a spouse) over a three year period. Commuri found that the divorced couples started with a higher rate of materialism than the married couples, which remained constant over time. However, materialism of married couples began low but rose over the same time period. One explanation is that as couples stay together, they have more resources and thus more interactions with the marketplace, leading to greater materialistic over time.

A Faculty Research Award Program grant from the University was awarded to Commuri to study why and when consumers forgive companies that have committed infractions such as Mattel’s issues with lead in their toys or Sony’s exploding computer batteries. Associate Professor Sanjay Putrevu is also engaged with this project.

Dr. Commuri was born in Hyderabad, India and lives with his wife Lunu and six year old son Meheer in Niskayuna. They are happy to be living in Tech Valley.

Professor Peter Ross and Professor Peter Duchessi established a chapter of the International Institute of Business Analysis. A kickoff event was held in September 2008 at the College of Nanoscale Science and Engineering at the University at Albany.

Professor Raymond Van Ness published “Collegiate Schools of Business: Losing Relevance?” in the Fall edition of the Review of Business Research. This paper was co-authored with Professor Kim Melinsky, who has also taught for the School of Business.

Professor and Dean Donald Siegel received an NSF grant from the “Science of Science and Innovation Policy Program (with Professor Albert Link of the University of North Carolina-Greensboro) for a project entitled “University Research Parks and the Innovative Performance of Park Firms.” He also received a book contract from the University of Chicago Press to publish a Handbook on University Technology Transfer (co-edited with Professor Mike Wright of the University of Nottingham and Professor Albert Link of the University of North Carolina-Greensboro). This will be the first handbook ever published by the University of Chicago Press (other publishers, such as Oxford University Press, North Holland/Elsevier, and Edward Elgar have focused on this segment of the market).

Dean Siegel also published “Technology, Security, and Policy Implications of Multi-Public-Private Partnerships in Space: Lessons from Galileo,” in Research Policy (co-authored with Professor Vasillis Zervos of the University of Nottingham, “Research and Technology Commercialization,” in the Journal of Management Studies, (co-authored with Professors Gideon Markman of the University of Georgia and Mike Wright of the University of Nottingham, and “Assessing the Relative Performance of University Technology Transfer in the U.S. and U.K.: A Stochastic Distance Function Approach,” in Economics of Innovation and New Technology (co-authored with Professors Mike Wright, Wendy Chapple, and Andy Lockett, all of the University of Nottingham). Dean Siegel also presented “Spawning new companies out of university research: Start-ups and spinoffs” at the National Academy of Sciences in November. He also delivered a keynote address on “Entrepreneurship in a Challenging Economy” at the Upstate Venture Association of New York’s Albany Capital Forum at the Desmond in November.

Professor Sanjay Goel published “Can Business Process Reengineering Lead to Security Vulnerabilities: Analyzing the Reengineered Process” (co-authored with Vicki Chen) in the International Journal of Production Economics. Professor Goel was recently asked to serve as the General Chair of the Institute for Computer Sciences, Social-Informatics and Telecommunications Engineering (ICST) Conference on Digital Forensics. This conference, which will be held in Saratoga in 2009, brings together leading academics, funding agencies in the state and federal government, and industry experts. Topics covered at the ICST Conference on Digital Forensics include forensic accounting, money laundering, and electronic crime. Stay tuned for further details.

Professor Gary Yukl had three journal articles published in recent months or accepted for publication. His first article, entitled “Validation of the extended influence behavior questionnaire,” appeared in Leadership Quarterly, considered to be the premier journal in leadership studies (Social Science Impact Factor of 1.763 in 2007). This paper was co-authored with Professors Charles F. Seifert and Carolyn Chavez, who are both former students in our Ph.D. program in Organizational Studies. A second, sole-authored article, entitled “How leaders influence organizational effectiveness,” recently appeared in the same journal. A third paper, co-authored with Professor Taber, entitled “Leader behaviors and leader member exchange,” was published in the Journal of Managerial Psychology.


Professor Saurav Dutta had two (lead) journal articles published in recent months. These papers were co-authored with Dr. Raef Lawson, a former Professor and Chair of our Department of Accounting and Law. The first article, entitled “Broadening Value Chain Analysis for Environmental Factors,” appeared in the Journal of Cost Management. The second article, entitled “A Tale of Two Technologies: The Financial Chapter,” was published in the International Journal of Technology Management.

Professor Hal Gueutal is guest editing a special issue of the Journal of Managerial Psychology on the impact of technology on human resource management practice.

Professor Sanjay Putrevu, Chair of the Department of Marketing, was recently ranked #18 in the world, in terms of research productivity in the top three advertising journals (see the article entitled “A Ten-year Retrospective of Advertising Research Productivity, 1997-2006” in the Journal of Advertising (see http://ja.memphis.edu/index.htm by John Ford and Altan Merchant), Sanjay was rated as more productive in advertising research than senior scholars at leading business schools such as NYU, USC, and Michigan State.

Professor Sanjay Putrevu, Professor David Smith, and Dean Donald Siegel will be hosting a special issue conference on Corporate Social Responsibility for the Journal of Business Research. The special issue conference will be held in May 2010 at the University at Albany. Stay tuned for details.
Accomplishments

Professor Suraj Commuri, published a sole-authored paper entitled “The Impact of Counterfeiting on Genuine Item Consumers’ Brand Relationships” in the Journal of Marketing. Many academics consider the Journal of Marketing to be the premier journal in the field of marketing.

Professor Peter Duchessi and Professor Indushobha Chengalur-Smith published “Enhancing Business Performance via Vendor Managed Inventory Applications” in the premier academic journal, Communications of the ACM. Professor Indushobha Chengalur-Smith’s article with her Ph.D. Student, Namjoo Choi, was presented at the 42nd Annual Hawaii International Conference on Systems Sciences in January 2009.


Professor Giri Kumar Tayi was re-appointed to a new three-year term as Associate Editor of Information Systems Research, a premier scholarly journal in the field of information systems.

Professor Paul Miesing had two articles published or accepted for publication in recent months. The first is a co-authored article entitled “NGOs, Social Venturing, and Community Citizenship Behavior,” which was accepted for publication in Business & Society, regarded by many as the premier journal in the field of business ethics and social responsibility. A second co-authored article, entitled “Exercise: Stakeholder Negotiations,” appeared in a recent issue of the Journal of Strategic Management Education.

Professor Paul Morgan was recently rated #5 in the nation by the web site (http://ratemyprofessors.com), on the basis of his teaching performance. The web site ranks over 6,000 colleges and universities and over 1,000,000 million instructors. Quite an impressive achievement!

Professor Hany Shawky and Professor David Smith – Director of the Center for Institutional Investment Management will serve on the Academic Advisory Board of the Index Business Association (IBA). The professors have agreed to provide the Association with authoritative, unbiased scholarly research on the performance of active portfolio managers. Their reports will be available on an ongoing basis at the School of Business’s Center for Institutional Investment Management website. Professors Shawky and Smith were among a small group of academics invited to attend the “Super Bowl of Indexing” conference in Arizona, the indexing industry’s most prestigious event. During the conference, they moderated five roundtable sessions, featuring practitioners from exchanges and major investment firms. Among the event’s speakers were Nobel Laureate Professor Harry Markowitz, Professor Kenneth French of Dartmouth College, Professor Robert Shiller of Yale University, and Professor Bob Whaley of Vanderbilt University. Also in attendance were four distinguished School of Business graduates, including Adam Patti, CEO of IndexIQ, and James Celestine, portfolio manager of a $35 billion stock index fund for the New York Common Fund.

Dean Siegel Awarded $191,000 from National Science Foundation

According to School of Business Dean Donald Siegel’s 2003 research on science parks in England, firms located on university science parks are more productive than firms located on freestanding parks. But is it true for companies here in the U.S.?

To answer that question, the National Science Foundation has provided Siegel a $191,000 grant to investigate “University Research Parks and the Innovative Performance of Park Firms.” He is working with Professor Albert Link from the University of North Carolina at Greensboro.

The duo will assess whether companies located on university science parks are more productive than comparable firms not located on such facilities. Siegel indicated that this critical research question relates to measuring the “social returns” to university science parks. Since most companies located on university parks are engaged in research, success will be measured by the ability to generate new patents, processes and products.

Siegel noted that some parks employ a “hands off” approach – “just pay the rent – we don’t care what you do.” Other are more closely managed, providing a variety of services. The expectation is that university-based science parks offer an opportunity for interaction with scientists and graduate students, increasing cross-pollination of ideas and success.

The first step in this pilot study is identifying the population of the 125 or so science parks in the U.S., the first systematic listing of parks for the entire country and a tremendous undertaking. Step two is matching the companies by age, size and industry. Each pair will consist of one firm attached to a park and one not. Siegel noted that this is the precursor to the establishment of a center to evaluate technology-based programs.
Uday Chandra
Assistant Professor, Ph.D., Purdue University

Accounting Professor Uday Chandra came to UAlbany in fall of 2005, choosing our School of Business for its excellent mix of research and teaching opportunities, and to be close to family. His path to accounting was untraditional. After earning an engineering degree from the Indian Institute of Technology followed by an MBA, he worked in the automotive industry in India for a company that built scooters. There, he became involved in corporate planning and found his love for accounting. Subsequently, he earned a doctorate in the field from Purdue.

Dr. Chandra teaches courses in intermediate financial accounting, accounting theory and financial statement analysis at both undergraduate and graduate levels. UAlbany students have impressed Chandra. He finds that a majority relish academic rigor and make good use of the available opportunities both inside and outside the classroom. Chandra says that the diverse backgrounds of students at UAlbany make teaching here a challenging and gratifying experience. He said, “I derive great satisfaction when students embark on promising professional careers, sometimes after dealing with a variety of personal challenges – the single mother, the full-time worker supporting himself through college, the foreign student adjusting to the shock of an unfamiliar language and environment – and achieve their goals through hard work and perseverance, which may well have been beyond their reach were it not for institutions like UAlbany.”

Chandra spends about half of his time teaching – the remainder is spent in conducting research. His published research analyzes “how firms may effectively communicate their financial information to capital markets.” His current research focuses on the interface between accounting and technology. Professor Chandra considers his research and teaching to be “highly synergistic.” Talking about issues of current interest to the accounting profession and presenting related research findings in class make his courses state-of-the-art. In 2007, he was voted by accounting graduate students as Professor of the Year, and last year accounting class valedictorian Rostina Bayer named Dr. Chandra as the professor most instrumental in her academic success.

Dr. Chandra lives in Guilderland with his wife Niti.

Business Communications Course

This course was made possible, in part, by the generous support and sponsorship of Ernst & Young LLP alumni of the University at Albany. Ernst & Young has sponsored two teaching assistants to help manage this course. The course was introduced in Fall 2008 and is designed to teach students strategies for communicating effectively in business. Communication is essential in the business world and, in the global context, transcends culture, languages and technology. Students start by learning that the problems in communication are multidimensional. They may have to communicate with people who do not share their values, points of view or disciplinary knowledge. In addition, students learn how information technology can help or hurt the communication process. The course was designed by Prof. Ingrid Fisher, Chairperson of the Department of Accounting & Law and is being taught by her. Lectures are delivered by professionals from the Accounting Firms and they discuss the principles, forms and techniques of effective business communication. Coursework includes written assignments and in-class presentations intended to simulate on-the-job communication situations. At the end of this course, students are able to communicate effectively and efficiently, present well defined and effectively written business letters and memos, prepare formal and informal reports, proofread and edit copies of business correspondence, and plan successfully for and participate in professional meetings. The course is open to Accounting juniors and seniors and is a required course.
Leading with Distinction

Dr. Ingrid Fisher has succeeded Jagdish Gangolly as the Chair of the Department of Accounting and Law. She received her entire education at the University at Albany - a B.A. in Psychology, an M.S. in Accounting and a Ph.D. in Information Science, completed her doctorate in 2002 and was tenured in 2008. She counts the infamous professor and accounting chair Enrico Petri as an influence along with her predecessor Gangolly.

Fisher said, “I am honored by my colleagues’ confidence in my abilities to lead the department. I have a deep loyalty to the University at Albany, the School of Business and the Department of Accounting and Law. It is my intention to work creatively to enable our talented students and faculty to not only succeed but to do so with distinction.”

Deloitte & Touche Hosts Accounting Orientation.

Accounting Orientation for juniors was sponsored by Deloitte & Touche in the Fall last year. This was the first graduating class to be impacted by the 150 hour education requirement for CPA licensure in the state of New York. The next orientation for Juniors is scheduled to be held in the second week of September 2009 and PricewaterhouseCoopers will be the sponsors. Typically, while all firms participate in panel discussions and networking, the keynote address is always delivered by a member of the sponsor firm. The panel discussions range from topics relating to the various practices offered by the bigger accounting firms to work-life balance issues. The students obtain a solid perspective on working with a Big Accounting Firm and can tailor their eventual employment choices appropriately. Our alumni enjoy returning to talk to the junior accounting majors and we all obtain greater exposure to options available to them upon graduation.

Mid-size Accounting Firms Enlighten Accounting Majors

For the second year in a row, the School of Business held a Mid-size Accounting Firm event on October 28, 2008 in the Campus Center Ballroom. The purpose of this event is to foster student interest in working for a mid-size firm and expose students to career choices and career paths, discuss work environment and quality of life at a mid-size firm. This year, poor weather notwithstanding, many panelists traveled to the event from New York City. The panel discussion generated much interest in training sessions for new employees, what traits employers look for while hiring a candidate, and typical career paths. The session was moderated by Andrew M. Cohen, CPA, practice partner in charge, LI Practice, Weiser LLP. The panel discussion was followed by a networking session which was an invaluable opportunity for the students to mingle and ask questions. The following firms participated in the event:

- Weiser LLP
- Anchin, Block and Anchin
- Citrin Cooperman & Company LLP
- Grant Thornton LLP
- Rothstein Kass LLP
- Teal, Becker and Chiaromonte LLP
- UHY LLP

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Accounting Advisory Board Members

- James Ambrosini: Friend/Supporter
- Kenneth Leisler: Friend/Supporter
- Martin Biegelman: Partner, Director, Financial Integrity Unit
- Ellen Levine: 78, BS Accounting
- Robert de Neufville: CPA, Deposition Trust and Clearing Corporation
- Scott Levy: 76, BS Accounting
- Howard Margolin: Partner
- Kevin McCoy: ‘85, MS Accounting
- Louis Mezzina: 75, Partner
- Matthew E. Pennacchio: 79, BS Accounting
- Michael J. Golin: Partner
- Victor Petri: 87, 89, BA Economics
- PricewaterhouseCoopers
- Mary Ropes: ‘87, BS Accounting
- Charles M. Wachtel: Partner
- George Warnock: 79, BS Accounting
- Frank Thoelen: 71, MBA
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- Edgar Online, Inc.
- Bill Zeronda: Friend/Supporter
- General Electric Company
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SUNY at Albany: Spring 2009
Ben and Amy got to talking one evening when Ben visited her on the ninth floor of State Quad to return a notebook he had borrowed. They hit it off. Accounting grad Ben continued to visit Amy, a dual major in political science and Spanish, at UAlbany during her final two years of school while he worked in auditing and tax for PricewaterhouseCoopers.

The couple became engaged during Amy’s third year at Brooklyn Law School and married the year she graduated, 1984. She started work as an attorney for a small commercial practice in New York and then moved to a larger firm with a specialization in real estate.

During Ben’s second tax season, he received a phone call from a headhunter regarding a job at Sanford Bernstein. He took the call and the job. According to Bloomstone his best career move was leaving public accounting for the risk of Wall Street. He admitted, “I didn’t exactly love accounting in school but my dad said it would be a good stepping stone for the future so I stuck with it.” But accounting helped Ben achieve his goals. “I liked the stock market and I had sales experience. Wall Street gave me the opportunity to be a producer and to be responsible for a group of clients. My time at Pricewaterhouse gave me the seal of approval needed to land a Wall Street job.”

In the 1980’s, Sanford Bernstein tapped into the “vein of gold” in the Big Eight accounting firms, finding many young accountants willing to change careers. The firm appreciated their smarts, drive, willingness to work long hours, and their desire to make more money. Bloomstone was hired as an institutional salesman. He said, “It was a great place to start on Wall Street.”

Bloomstone made partner in 1987 and in 1989 was recruited to First Boston, now Credit Suisse, to manage their equity business in Boston. He served as Managing Director through 2003, when he left to form Cross Shore Capital, a fund of funds, with two former colleagues from Sanford Bernstein. He said, “We had always wanted to find a way to leverage the many key relationships we had developed with some of the best hedge fund managers in the country.” The group currently manages $500 million for high net worth individuals, endowments and foundations with a staff of ten, including the three original partners.

When Ben made the jump to First Boston, the Bloomstones moved to Boston. They had one child, Daniel and Adam was on the way. Their third son, Sam arrived in 1993. Two years ago, with Dan heading to college, Amy moved back into the legal arena, as an immigration attorney for Catholic Charities, working with refugee and family immigration law. Amy loves the work. “It’s been an interesting path. I really wanted to help people. I found the perfect area of the law to do this.”

Ben’s memories at UAlbany include the infamous accounting professor Harold Cannon, who Bloomstone likened to the John Houseman character in the 1973 movie The Paper Chase – Professor Charles Kingsfield. Like Kingsfield, who admonished a student by saying, “Here is a dime. Take it, call your mother, and tell her there is serious doubt about you ever becoming a lawyer,” Cannon never minced words, letting students know when they weren’t cut out for accounting.

Like many of us, the Bloomstones’ greatest UAlbany memories are not from a classroom, but time spent with friends, friendships that continue to this day. As Amy says, “Many of our best friends today are our friends from UAlbany. It has been wonderful to have this common experience as we continue to build new memories with these friends each year.”

Though accounting did not turn out to be his chosen profession, Bloomstone said, “It was a fantastic education, interesting courses and a terrific accounting school. Getting a job couldn’t have been easier. You put your resume in eight boxes (for each of the Big Eight accounting firms), and they called and interviewed. My accounting degree from UAlbany has taken me on a journey I could never have imagined.”

The Bloomstones live outside of Boston with their hockey and lacrosse playing sons Sam, a freshman at The Rivers School, and Adam, who will start Muhlenberg College this fall. Daniel is a junior at Union College. They share their home with Amber, a chocolate Labrador retriever. The Bloomstones have traveled with their children to Spain, Israel, England and the Caribbean. Last summer they enjoyed wildlife, glaciers, hiking and fishing in Alaska.
Lloyd M. Wirshba ’79 • Chief Executive Officer, Barclaycard U.S.

The afternoon we spoke with Lloyd M. Wirshba, Chief Executive Officer of Barclaycard U.S. (Barclays PLC’s credit card business in the United States), he was preparing for the congressional reception he was to attend that evening, where he would meet with the newly elected governor of Delaware along with a delegation of U.S. senators and other congressional leaders. Not bad for a kid from Queens who graduated from a state school in upstate New York.

Wirshba said that he was well-prepared for his career. “My four years at UAlbany, from academics to Delta Sigma Pi to the parties on Dutch Quad was terrific preparation for the path I followed.” Though he must have been busy with his double major – accounting and economics – Wirshba served on student government, on the library council, and as President of Delta Sigma Pi. He was also honored as Undergraduate of the Year for the Northeast region of DSP. He remembers Helen Horowitz’s lectures on guns and butter in Econ 100 and 101 lectures in LC18, the “gut” classes fondly labeled “Slocunomics” of economics Professor John Slocum, and Hal Cannon’s accounting classes. He also recalls Frank Kolmin, a well-loved professor of tax, and the Prentice-Hall federal tax textbook with its fragile onion skin pages.

Wirshba started his career as an auditor for one of the Big Eight, but quickly realized that he wanted a broader experience. He said, “A partnership in an accounting firm wasn’t going to fulfill my career aspirations.” After three years at Coopers & Lybrand, he made the jump to American Express, where he stayed for 21 years, getting the wide-ranging career he had hoped for: finance, operations, and marketing and sales, eventually landing in the role of Chief Financial Officer of U.S. Establishment Services (the merchant side of the credit card business).

Along the way, he earned an MBA at NYU’s Stern School of Business and decided that he wanted to broaden his areas of focus beyond finance. He said, “You have to find ways to continuously challenge yourself in new and exciting situations to be fulfilled.”

American Express responded with an opportunity to manage their restaurant and entertainment business. It was at the time of the “Boston Fee Party” in which many businesses boycotted the credit card company, claiming that Amex’s fees were way too high. “One of my roles was to quell the surge of hostility towards American Express, and to find new ways for the company to demonstrate its value and commitment to the industry.” Wirshba, then on the board of the National Restaurant Association Educational Foundation, worked to expand many new initiatives including the Charge Against Hunger campaign of the mid-1990s, as well as helping restaurants contain reservation no-shows by implementing a guaranteed reservation program. He also worked to open new credit card markets such as movie theatres and “quick service” restaurants. The strategy was successful and the boycotts ended.

In 2003, Wirshba was offered the opportunity to run membership services for the then 22+ million subscribers of AOL Time Warner. “It was the internet boom. The stars were aligned. It was time to challenge myself in a new and exciting situation.” Again. He left American Express for AOL and managed over 12,000 customer care consultants from contact centers in the U.S., India, Philippines, South Africa, Canada, Mexico and Argentina, who serviced AOL members’ needs for technical support, billing inquiries, sign-ups, and cancellations.

Following AOL and after a brief 20 month stint at ICT Group, a global Business Process Outsourcing company, 2007 brought forth a tremendously exciting opportunity for him, back in the world of credit cards and banking - Chief Executive Officer for Barclaycard U.S., where he remains today. He said, “It’s my first role as CEO. Barclays is the fastest growing credit card company in the U.S. and it is especially fascinating working for a company based outside the United States.” With a portfolio of over $11 billion, Barclaycard US is the ninth largest issuer of Visa and MasterCard in the U.S. The challenges Wirshba relishes is coming in droves in 2009, a year he calls “one of the most challenging years in decades.” At Barclays, he is once again creating new ways to look at the business: issuing co-branded partnership credit cards for many of the most well-known brands in the U.S. including LL Bean, US Airways, Apple, iTunes and Carnival Cruise Lines.

Wirshba hails from Forest Hills, Queens and currently lives in the Main Line area of Philadelphia, Pennsylvania with his wife Susan and his daughter Allison who attends Friend Central School in Philadelphia. His son Harrison is a sophomore at Kenyon College and plays varsity football. He and his family often stop for burgers at Sutter’s on their way to their ski house at Stratton Mountain in Vermont. Besides skiing, Wirshba enjoys reading, family travel (most recently to Machu Picchu in Peru), and music, including keeping up with what his kids are listening to. He said, “I’m proud to be an alumnus of the class of ’79. I still have a lot of fondness for UAlbany.”

Wirshba has served on a variety of boards, including the internet restaurant reservation company OpenTable, the Multicultural Foodservice and Hospitality Alliance, the Valhalla Civic Association and the American School Counselors Association Business/Education Alliance. He has been an Executive Committee Member of the Employment Policies Institute and on the Board of Trustees for the National Restaurant Association Educational Foundation. He currently is on the board of the United Way of Delaware and the Delaware State Chamber of Commerce, and is a member of the CEO Council of the Greater Philadelphia Chamber of Commerce and the Financial Services Roundtable.

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Jeffrey Krames has been called salesman, writer, editor and publisher, and has worked in the book business since he was a student. To fund his UAlbany education, Krames took a summer job selling textbooks door-to-door in Denver, earning $19.10 per set. He didn’t love the work. “It was hell.” But it didn’t dissuade him from the publishing world. His first job out of school was in textbook sales for Prentice Hall. He was quickly promoted to marketing manager and then to acquisitions editor, giving him the distinction, at age 24, of being the youngest editor in the history of Prentice Hall.

Two years later it was time for another promotion, this time to executive editor of Dow-Jones Irwin and in 1992 earned another “youngest” title, as their youngest editor-in-chief. After McGraw Hill acquired Irwin, Krames headed the trade business books division. There he published over 200 business books, including an unauthorized biography of Ross Perot, initiating a spate of angry correspondence from Perot because the book stated that he delivered newspapers on a bicycle while Perot asserted he was on horseback.

Krames skipped a grade in high school but he didn’t skip any steps when it came to writing. “I thought I wanted to be a writer but never thought I’d be perceived as having the qualifications,” noting that a job in the publishing industry does not make you a writer. In 2001, the English minor started working hard at writing, rising at 5:00 a.m. to get a few pages done before heading to his day job as editor. He said, “I put in the requisite 10,000 hours. Talent is overrated. The reason people are great is deliberate practice.”

His books have earned kudos, particularly the recent Inside Drucker’s Brain, drawn from a daylong interview with the father of modern management Peter Drucker the year before he died. Organizational development guru Warren Bennis touted the book as, “The best introduction and distillation of Drucker’s genius in existence.”

The Drucker book almost didn’t happen. Krames’ wife dismissed Austrian-born Drucker’s unintelligible speech as a crank call when he called their house responding to a request for an interview. She hung up on him. Twice.

Besides Drucker, Krames has written three books on former General Electric CEO Jack Welch and one on former U.S. Secretary of Defense Donald Rumsfeld.

Economics professor “Horrible” Helen Horowicz and accounting professor Harold Cannon prepared Krames for Rumsfeld – both were very tough but taught him discipline. In an interesting turn, Krames published a replica of Horowicz’ required textbook.


Krames is finishing his seventh book, due out this fall, entitled: The Unforced Error: Why Some Managers Get Promoted While Others Get Eliminated. Krames is also working with Rumsfeld on his memoir, due out in 2010.


Krames grew up in the Bronx, but has always felt more at home in the Midwest. He lives in the Chicago area with his wife Nancy and their four year old twins, Joshua and Noah.
Frank Thoelen, B.S. ACC ’71, is Vice President of Financial Reporting for Tower Group Companies in NYC.

Andrew Fishman, B.S. ACC ’82, is employed by Capital Recruiters, Ltd. in Garden City, NY.

David Kahan, B.S. ACC ’82, is Sr. Vice President of Rockport USA in Boston, MA.

Bruce Kaufman, B.S. ACC & ECO ’82, is Principal at Compass Advisers LLP in Tampa, FL.

George P. Crassas, B.S. BUS & Greek and Roman Civilization ’83, is an Officer A for the Office of the Commissioner for Administration (Ombudsman) in Cyprus.

Shari Ginsberg, B.S. BUS ’83, is working for SUG Personnel in NYC.

Steven B. Eichel, B.S. ACC ’85, is counsel at Crowell & Moring LLP in NYC.

Cheryl Eichel Lazarus, B.S. BUS ’87, is working for Kraft General Foods in White Plains, NY.

Neil J. Flanagan, B.S. BUS ’87, is Managing Director at Depfa First Capital Markets in Kallithea, Greece.

Michelle Tenzky, MBA ’87, has recently opened up her own HR consulting firm in NYC. You can visit her Website at www.easttenrhangroup.com.

Nicole (Legendre) Lewis, B.S. ACC ’88, is a Vice President, Finance at Goldman Sachs in NYC.

Kimberly A. Welsh, MBA ’89, is Managing Director of Municipal Capital Markets at Janney Montgomery Scott in Boston, MA.

Ioanna Krikelli, MBA ’91, is Group General Manager at Printec Group of Companies in Kallithea, Greece.

Kenneth Rosenberg, B.S. BUS ’92, is Partner at Fox Rothschild LLP in Roseland, NJ.

Suzanne Traylor, MS ACC ’92, is Comptroller for the Town of Bethlehem in Delmar, NY.

Michael R. Glaser, B.S. BUS ’94, is a Partner at Perkins Coie in Menlo Park, CA.

Nancy Liu, B.A. PSY/COM ’95, MBA ’02, works for the Pepsi Bottling Group in Somers, NY.

Jing (Jean) Xu, B.S. ACC ’95, has been working as Vice President, Finance at Goldman Sachs in NYC.

Anthony Famiglietti, B.S. ACC ’96, is the Director of Operations at North Sound Capital in Old Greenwich, CT.

Daniel T. Spencer, B.S. BUS ’97, is Assistant Vice President of Finance at Federal Farm Credit Banks Funding Corporation in Jersey City, NJ.

Blake (Scott) Bissonnette, B.S. ACC ’99, is employed at Huron Consulting Group in NYC.

Kenneth M. Gross, B.S. BUS ’00, MBA ’05, is employed at FTI Consulting in NYC.

Tom Mattson, MBA ’01 is studying for his PhD at the University of Hawaii Business School.

Frank Thoelen, B.S. ACC ’01, has been promoted to Project Manager in the Global Finance Division at Staples in Massachusetts.

Adeeb Mohammed, B.A. ECO ’03, MBA ’06, works in Technology and Security Risk Services with Ernst & Young LLP in NYC.

Alexandra Berley, B.S. BUS ’04, MS ACC ’07, is a Hedge Fund Auditor at PwC in NYC.

Dan Goldberg, B.S. BUS ’04, is employed at Barclay’s Capital in NYC.

Michael Goldstein, B.S. BUS ’04, is working at Edison Properties and is studying at NYU for a Master’s Degree in Real Estate.

Marisa Berley, B.S. ACC ’05, MS ACC ’07, is Controller at IMG Media, a sports and entertainment agency in NYC.

Eric Himy, B.S. BUS ’05, operates three internet advertising/email marketing companies at Dream Direct, LLC.

Heather Nowicki, MBA ’05, is an Associate Attorney with the Office of State Comptroller in Albany, NY.

Robert J. Wood, B.S. ACC ’07, is Audit Assistant at Deloitte & Touche LLP in NYC.

Kaylin Connolly, B.S. BUS ’08, is an Audit Staff Member in the Assurance and Advisory Services division of Ernst & Young in NYC.

Jonathan Dabush, B.S. BUS ’08, is an Associate Business Systems Analyst at Computer Associates in NYC.

Brian Rath, B.S. BUS & ECO ’08, is employed at Churchill Capital in NYC.

Debra Santos, B.S. BUS ’08, is a Financial Analyst at Apple-Metro, Inc. in Harrison, NY.

Evan J. Maltese ’90

MS Accounting

Marketing Assistant for Thieme Publishers in NYC.

Frank Li, B.S. ACC ’06 is working for EisinLLP in NYC.

Roberts Brothers Matt (right) and Jason (left) Cotugno compete at the annual school of business Bowl-a-thon in support of junior achievement.” Matt has an MBA 2008, Jason is the business school undergraduate academic advisor.

Rory Begley, B.S. BUS ’06, is a Financial Analyst at Computer Associates in NYC.

Donald E. Boyce III, B.S. BUS ’06, MBA ’08, is working as an Associate Examiner in Risk Oversight & Operational Regulation at FINRA in NYC.

Kaydian Brown, B.S. ACC ’06, is working for EisinLLP in NYC.

Bari Gross, B.S. BUS ’06, is a Marketing Assistant for Thieme Publishers in NYC.

Joan Rosenthal ’76

BS Accounting

Director

UAIlbany Foundation

Robert Matza ’77

BS Accounting

President

GoldTree Asset Management, LP

Thomas Metzold ’87

MBA Finance

VP/Portfolio Manager

Eaton Vance Management

Joan Rosenthal ’76

BS Accounting

Director

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Steven Samuels ’85

BS Business Admin.

Director, Advisory Division

Merrill Lynch

Frank T. Thoelen ’71

BS Accounting

Vice President

Tower Group Companies

Harlan Wakoff ’88

BS Accounting

Managing Director

Deutsche Bank Securities, Inc.

Michael Weiss ’88

BS Business Admin.

Chairman & CEO

Keryx Biopharmaceuticals, Inc.

Kimberly Welsh ’89

MBA Finance

Managing Director

Morgan Stanley

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Current MBA women students and women alumni gather to celebrate UAlbany ranking in the Top 10 MBA Programs with the “greatest opportunity for women” and the Top 15 “general management” by the Princeton Review.