

Raymond K. Van Ness, Ph.D.

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CAREER OVERVIEW

Career includes both experience in corporate executive management and in academia. Research and publications have three distinct domains: (1) Corporations (strategies, governance, and performance); (2) Individual Entrepreneurial Propensity (characteristics, motivations, and exogeneous influences); and (3) Collegiate Business Schools (strategies, challenges, and influence).

PROFESSIONAL (Executive)

● Corporate President/CEO; ● Corporate Strategist; ● Executive Vice President; ● Vice President/Finance; ● Corporate Controller; ● Accounting & Finance Manager; ● Cost Accountant; ● Internal Auditor (*detailed below*)

ACADEMIC (Teaching)

● Ph.D. Program, Informatics; ● Ph.D. Program, Organizational Studies; ● Graduate: MS Accounting; ● MBA: Research 698; ● Honors College (*Thesis Mentor*); ● Strategic Management (*Coordinator*)

ACADEMIC (Peer Reviewed Publications)

"The Relationship between Self-perceptions, Behavior Tendencies, and Entrepreneurial Propensity" Van Ness, R., Buff, C., & Seifert, C. (2021)
American Journal of Entrepreneurship, (forthcoming)

"Proactive Entrepreneurs: Who Are They and How are They Different?"
Van Ness, R., Seifert, C., Marler, J., Wales, W., & Hughes, M. (2020),
Journal of Entrepreneurship (JoE), 29(1) 148-175.

"Sarbanes-Oxley and The Theorized Missing Link: CEO-Board Power"
Van Ness, R., Seifert, C., & Downey, R. (2019), *Journal of Academy of Business and Economics, (JABE), 19(4) 91-102.*

"A Theoretical Analysis of the Role of Characteristics in Entrepreneurial Propensity"
Van Ness, R. & Seifert, C (2016), *Strategic Entrepreneurship Journal, 10: 89-96.*

"Collegiate Schools of Business: Now What? Thoughts of Generational Cohorts"
Van Ness, R., Ferrara, S., & Gozu, C. (2012), *Journal of International Management Studies, 12(4) 46-59.*

"B-School Identity Crisis: Student Beliefs May Be An Antidote"

Van Ness, R. K., Ferrara, S., Van Ness, R. J., & Hughes, B. (2010), *Review of Business Research*, 10(3) 53-65.

"Board of Director Composition and Firm Financial Performance in a Sarbanes-Oxley World"

Van Ness, R., Miesing, P., & Kang, J. (2010), *Academy of Business and Economics Journal*, 10(5) 56-74.

"Work Ethic: Do New Employees Mean New Work Values?"

Van Ness, R., Melinsky, K., Buff, C., & Seifert, C. (2010), *Journal of Managerial Issues*, 22(1) 10-34.

"Understanding Governance & Corporate Boards: Is Theory A Problem?"

Van Ness, R., Miesing, P., & Kang, J. (2009), *European Journal of Management*, 7 (9) 186-199.

"Collegiate Schools of Business: Losing Relevance?"

Van Ness, R. & Melinsky, K. (2008), *Review of Business Research*, 8(5) 154-162.

"Exploring Individual Culture and Internet Commerce Success Factors"

Buff, C., Seifert, C., & Van Ness, R. (2008), *DIAS Technical Review – The International Journal for Business and IT*, 4(2) 17-29.

"Boards of Directors and Corporate Performance: An Analysis Model"

Van Ness, R. & Seifert, C. (2007), *Review of Business Research*, 7(3) 11-21.

"Exercise: Scenario Planning"

Miesing, P. & Van Ness, R. (2007), *Organizational Management Journal*, Vol. 4(2) 148-167.

"Hofstede's Cultural Dimensions: Are Individual Differences Important"

Van Ness, R., Seifert, C., Franko, G., & Buff, C. (2005), *International Journal of Business Research*, 2(1) 161-166.

ACADEMIC (Conference Presentations and Published Proceedings)**"Do Collegiate Business Schools Influence Student Entrepreneurial Propensity?"**

Van Ness, R. (2020), Eastern Academy of Management, "Online"

"In-Basket Exercise: Is "ESG" A Competitive Advantage?"

Miesing, P. & Van Ness, R. (2020), Eastern Academy of Management, "Online"

"Entrepreneurs: How are they Different?"

Van Ness, R., Seifert, C., Marler, J., Wales, W., & Hughes, M., (2018), Eastern Academy of Management, Providence, RI

“Millennial Entrepreneurial Propensity: Theoretical Influence of B-School Curricula”
Van Ness, R., Seifert, C., & Robeson, D., (2018), Eastern Academy of Management, Providence, RI

“Proactive Entrepreneurs”
Van Ness, R., Seifert, C., Marler, J., & Hughes, M., (2016), Academy of Management, Anaheim, CA

“Collegiate Business Schools: History, Strategies, and the Future”
Van Ness, R., Ferrara, S., & Gozu, C., (2012), International Academy of Business and Economics, Las Vegas, NV

“An Identity Crisis for B-Schools”
Van Ness, R. K., Ferrara, S., Van Ness, R. J., & Hughes, B., (2010), International Academy of Business and Economics, Las Vegas, NV

“Sarbanes-Oxley: Influence on Board of Director Composition and Firm Financial Performance?”
Van Ness, R., Miesing P., Seifert, C., & Kang, J., (2009), Southern Management Association, Asheville, NC

“Relevance of Collegiate Schools of Business”
Van Ness, R. & Melinsky, K. (2008), International Academy of Business and Economics, Las Vegas, NV

“Variations in Work Ethic Between Workforce Professionals and College/University Seniors”
Van Ness, R., Melinsky, K., Buff, C., & Seifert, C., (2007), Academy of Management, Philadelphia, PA

“Boards of Directors and Corporate Performance,”
Van Ness, R. & Seifert, C., (2007), International Academy of Business and Economics, Las Vegas, NV

“Gender and E-Commerce: Understanding of the Relationships between Gender and Internet Commerce Success Factors”
Buff, C., Seifert, C., & Van Ness, R., (2007), Academy of Business Disciplines, Ft. Myers Beach, FL

“Symposium: AACSB Assurance of Learning – Experiences and Lessons”
Kavanagh, M., Michel, J., Van Ness, R., Wagner-Marsh, F., Stone, D., Rogers, D., Seifert, C., Williams, M., & Newell, S., (2006), Southern Management Association, Clearwater, FL

“Exploring Individual Cultural and Internet Commerce Success Factors”
Buff, C., Seifert, C., Van Ness, R., & Franko, G. (2006), Marketing Management Association, Chicago, IL

“The Effects of Race/Ethnicity and Gender on Internet Commerce Success Factors”
Buff, C., Seifert, C., Van Ness, R., & Franko, G. (2006), Marketing Management Association, Chicago, IL

“Montana Power Company: When Power Begets Power: (teaching note Miesing & Van Ness)
Leonard, P. A., Miesing, P., & Van Ness, R. K., (2005), Southern Management Association, Charleston, SC

ACADEMIC (Non-referred Journal Publications)

“Exploring Individual Culture and Its Impact on Internet Marketing Efforts”
Siena College Press Buff, C., Seifert, C., & Van Ness, R. (2006)

ACADEMIC (Manuscripts in Progress)

“CFO & Director Influence on The Quality of M&A Activity”
Brauner, A., Van Ness, R., & Melinsky, K. (2020)

“Entrepreneurship: The Impact of Self-Selection of B-School Major and Duration of Study on Perceptions and Intentions of Entrepreneurship as A Career Option”
Buff, C., Seifert, C., & Van Ness, R. (2020)

“Evolution of Entrepreneurial Propensity: Collegiate Business School Influence”
Van Ness, R., Seifert, C. & Buff, C. (2020)

“Intrinsic Work Ethic: Separating The Worker From The Work”
Van Ness, R., (2020)

ACADEMIC (Service & Other Activities)

- **Dissertation Committee:** Mark Hughes (2016) *Chairperson*; Tino DeMarco, (2015); Samuel Ferrara (2013) *Chairperson*; Kimberly Melinsky (2013) *Chairperson*; Cynthia Krom (2010) *Chairperson*; David Gavin (2010); Jaeyoung Kang (2010); John Michel (2006); Karyl Mammano (2004) [Union University, Cincinnati, OH]
- **Honors Thesis Mentor:** Brendan Van Der Vossen (2010); Andrew Colantoni (2011); Heather Goldstein (2013); Cara Veneziano; (2013); Nicole Gillette (2013); Jeff Spiletic (2013); Kevin Spiletic (2013); Jessica Wald (2014); Christina Wedderburn (2014); Genesis Tejada (2014); Jennifer Roman, Matthew Haimson, Vlad Loenko, Patrick Flynn, Robert Bonilla, Matthew Morris (2015); Mackenzie Rinefierd; Patrick McCann; Sarah Watson, (2016); Ilene Rothman, (2018); Drew Zaweski, (2020); Ryan Carr, (2020).
- **Reviewer** for Southern Management Association, for journal publications and published proceedings; Journal of Business Research; Academy of Business and Economics
- **Reviewer** for Eastern Academy of Management for journal publications and published proceedings; Organizational Management Journal

- **Reviewer** for Journal Organizational Behavior and Human Decision Processes
- **Session Chair and Discussant:** International Academy of Business and Economics, Las Vegas, NV, (2013); (2012); (2010); (2008); (2007)
- **Mentor MBA "Research Project in Management"** Anthony Pfister (2010); Dayton T. Maxwell, (2012); Ken Weyrauch, Brett Williams, Bradley Bailey, Jamie Grabowski, Matthew Kishpaugh, Patrick Lee (2015)
- **Committees:** Graduate Affairs Committee (Chair), Undergraduate Affairs Committee (UAC); Teaching, Learning, & Technology Committee
- **Annual Speaker** for ABLE, an on-campus student business club
- **School of Business presentations** for prospective students and parents
- **Faculty Speaker:** Commencement (University At Albany Business School)

EDUCATIONAL INSTITUTIONS

- **State University of New York, University At Albany (2002 - Present)**
- **Excelsior College (formerly Regents College)**
(1998 – 2005): Curriculum design and faculty administration
- **Empire State College – FORUM (1993 – 2007):** Courses in management and accounting;
MBA structural redesign committee (1998/99)
- **SUNY Broome (1988 – 2002):** Coordinator/Chair Accounting & Entrepreneurship
Professor: Accounting & Entrepreneurship

PROFESSIONAL INSTITUTIONS

● **CAMBRIDGE PROGRESSIVE INDUSTRIES (CPI), Inc., (1978-1988) – Malden, MA**
CPI was a large regional conglomerate. Its primary focus was on the management of a synergistic portfolio of firms in a variety of industries including retail, wholesale, transportation, and commercial property management. Sold CPI in 1988.

President/CEO (major stockholder) (1978–88)

● **SVN Corporation (1967-1978) -- Binghamton, NY & Medford, MA**

The SVN Corporation is a multi-faceted firm. It markets photographic related items through retail and wholesale firms throughout the northeastern United States. The company also wholesales graphic art supplies to retail stores, professional printers, newspapers, and state and local governments. Additionally, it provides industrial chemicals to large manufacturers such as International Business Machines (IBM), General Electric (GE), Endicott Johnson Corp. (EJ), and others.

***Executive Vice President (2/74); *Board of Directors – elected (4/72); *VP Finance (6/70);**

***Controller (12/67)**

Prior Professional Experience:

- **Internal Auditor:** (Immediately upon college graduation)
Endicott Johnson Company, International shoe manufacturing firm
 - **Cost Accountant:** (After Auditor's position)
EH Titchener & Company, Special order industrial wire fabricating manufacturing
 - **Accounting & Financial Manager:** (*After Cost Accounting position*)
EH Titchener & Company
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OTHER ACADEMIC ACTIVITIES

- ***Awards, Honors, Affiliations, & Professional Development***
- **Torch Faculty/Student Engagement Recognition**
University At Albany, University Wide
- **Sustained Excellence in Teaching**
State University of New York, Empire State College
- **Harold L. Cannon Outstanding Teaching**
University At Albany, School of Business
- **“Professor Who Inspires” award**
Honors College, University at Albany
- **Who’s Who Among America’s Teachers**
(listed in multiple editions)
- **Academy of Management (AOM)**
- **International Academy of Business and Economics (IABE)**
- **Southern Management Association (SMA)**
- **Eastern Academy of Management (EAM)**
- **American Accounting Association (AAA)**
- **Institute of Management Accountants (IMA), served as**
Executive Vice President/Treasurer for Adirondack Chapter; and
Vice President of Education for Tech-Valley Chapter
- **American Legion (United States Army veteran)**
- **Professional Development Seminars and Workshops:**
 - **Master Teacher Program**
 - **Colloquium on Change in Accounting Education**
 - **Workshop on Teaching Financial Issues & Accounting "A User Perspective"**
 - **Meetings & Seminars in The Netherlands, more than a decade of interviews with Dutch executives and participation in educational discussions and workshops at the University at Groningen (Rijksuniversiteit Groningen).**
 - **SUNY Adirondack business division, led program assessment committee to guide the school in reaccreditation activities**

Education

- **Ph.D. in Management and Business Administration, Union University & Institute, Cincinnati, OH**
- **Master of Science in Education, Elmira College, NY**
- **Bachelor of Science in Business Administration & Accounting, Elmira College, NY**
- **AAS Accounting, SUNY Broome, Binghamton, NY**