Notice:

1. Looking for Corporations. Banks, Hospitals etc. where the Chair can go and present proposals for our EMBA program.

2. Looking for mid to upper level internships for our AccMBA students---we will only supply the best.

The Department of Business Administration is releasing the eighth volume of its Newsletter! We are proud of our collective alumni, student, staff and faculty accomplishments and would like to share and honor these endeavors. You are encouraged to be part of our business community by contacting us and letting us know of your achievements. For the “Stakeholder Reference of Business Department Assessment Measures,” please check the following website: http://wagner.edu/business-admin/academic-productivity/

Volume 8 includes news from January 1st–June 30th, 2015.

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Message from the Office of the Chair

Good afternoon and hope this Newsletter will continue to give you a broad stroke overview of what has transpired in your Business Administration Department during the Spring semester of 2015. We have been very busy making improvements to every aspect of our academic and competitive profile. The following pages bear out all the efforts of our department and our very accomplished students, including all the changes we have made to continue to move forward. We have also just filed our AACSB Eligibility Document and should have news regarding our acceptance into the accreditation process by the beginning of the fall semester; we are also in the middle of our two year update with our present accrediting body ACBSP. I would like to take a moment to acknowledge all the Directors within the various programs in the Business Department as they have all stepped up to handle added responsibilities and autonomy. Our students comported themselves admirably at both the Graduate and Undergraduate level in competitions sponsored by the Economist and Global Capstone courses. Your faculty presented at various conferences, receiving several best paper awards and continues to contribute scholarly research across the board. We are also honored to welcome two new members to our faculty, Professor Ian Wise, Assistant Professor in Accounting, and Dr. Shani Carter, from Rhode Island College where she was a full professor and Chair of the Business Administration Department and very involved in Accreditation and Assessment as Associate Professor of Management. These additions will strengthen our Department and provide a wide range of diversity and skillsets. We hope that this ongoing dialogue affords you every opportunity to witness first-hand what is transpiring on a day to day basis and welcome, in fact hopefully elicit dynamic input from all our stakeholders as we move onward and upward.

Respectfully,

Dr. Donald L. Crooks
Chair

Director of B.S. Business Administration
Cathyann D. Tully
Director of M.S. Accounting
Peg Horan
Director of MBA-Traditional
John Moran
Director of Business Experiential Learning
Frank DeSimone
Director of Assessment
Richard LaRocca
Director of Marketing
Xiaodan Dong
Curriculum News

Marketing Club Guest Speaker – Founder of Charity Miles

On March 31st, Gene Gurkoff, founder of Charity Miles, is a Northwestern University/Harvard Law School graduate, who began his career as a finance lawyer on Wall Street. Now, he is an entrepreneur and founder of the successful smartphone application, Charity Miles. This app allows users to donate money to charity simply by walking, running, or biking. The bonus users can do so without having to take any money out of their own pocket! Walkers and runners earn $0.25 and bikers earn $0.10 per mile achieved.

Discussion Topics:

- The Creation of an App
- Business & Entrepreneurship
- How our generation (college students) is the first “Purpose Native Generation”

Finance Club Guest Speaker – Howard Franzblau

The Finance Club had Howard Franzblau of Raymond James Financial speak on careers in financial planning and portfolio management. In his presentation, he showed how portfolio managers create financial portfolios based on the client's needs and risk aversion levels.
Delta Mu Delta's Induction Ceremony

On the Sunday of April 19, 2015, Delta Mu Delta National Business Honor Society held its induction ceremony. This society invites the top 20% of business students who have a 3.5 GPA and above and who have also completed at least half of their course requirements in either the graduate or undergraduate level. Wagner College's chapter, also known as the Alpha Beta chapter, has been on campus since 1970, making this the 45th induction ceremony. Peg Horan was the moderator and Cathyann Tully was the keynote speaker at this event. Pictured below (from left to right) are: Megan Rodriguez, Ann Attardi, Lily Doerfler, Jacqueline Cirelli, Kate Comiskey, Marissa Iacona, Brian Walsh, Nicole Mennona, Maria Tommasini, Amanda Fugel, Sarah Tanner, Houda Mohammad, Bonnie Negron, Anthony Fiumefreddo, Anupam Choubey, Justin Bedard, Cathyann Donovan Tully, Madeline Cocchiarella, Demi Poznak, Paul Scrocco, Salvatore Emilio and Peg Horan
M.S. Accounting Walk

Early Saturday morning on April 18, 2015, the Accounting Society, along with members of the Delta Mu Delta Society, participated in the Multiple Sclerosis Walk held at Clove Lakes Park in support of Jim Michael, a retired business professor affected by this disease. Money was raised and donated in Jim’s honor.

Pictured on the Wagner College Oval (from left to right): David Burgos, Steven DiVuolo, Peg Horan, Kelly Horan, Salvatore Emilio, Thomas Luisi, Tavia Rzasa, Amanda Maritino, Shon Sealy, and Maria Scopettito.

Pictured at Clove Lakes Park (from left to right): Steven DiVuolo, Shon Sealy, David Burgos, Maria Scopellito, Maria Scopellito, Salvatore Emilio, Tavia Rzasa, Peg Horan, Amanda Maritino, and Kelly Horan.

Holding a picture of Jim Michael (from left to right): Frank and Kelly.
Two Wagner Business Simulation Teams Achieve “Top Decile Ranking” out of 1073 Nationally Competing Teams!

Team Erie (left to right): Shawn Barnes, Joseph Nicoletto, Ann Attardi, Christopher Jarema, and Kieran Smith.

Team Andrews (left to right): Najee Harris, Chris Andrews, Joseph Wightman, and Edwardo Garcia.

Congratulations to two Capsim® Foundation business simulation teams who have earned “Top Decile” ranking out of 1073 competing national teams. Placing #1 at 97% was Team Erie whose members are: Shawn Barnes, Joseph Nicoletto, Ann Attardi, Christopher Jarema, and Kieran Smith.

Finishing neck-to-neck at 96% was Team Andrews whose members are: Najee Harris, Chris Andrews, Joseph Wightman, and Edwardo Garcia.

These rankings were based on a cumulative score of eight years (rounds) of balanced score card points.

Because teamwork is a critical key competency for effective managers, it was not a surprise to see that both teams also scored high in the TeamMATE Team Effectiveness evaluation.

“Research shows people learn best by doing and our students experienced the inevitable compromises and trade-offs inherent in the decisions that real-world managers make every day in finance, operations, marketing and other areas. Our students built a product portfolio, managed costs, analyzed the market, and developed forecasts, all with an eye on cash flow and balance sheet management.”

“Businesses and the markets in which they operate constantly evolve. But whether you manufacture the latest wearable electronics or sell tickets to upcoming events, the essential building blocks of business – marketing, finance, and operations management remain the same. Through these interactive business simulations, Wagner students get a chance to develop a holistic understanding of basic business principles from the very beginning in an engaging and challenging learning experience. Each business discipline has its broad body of knowledge and can be mastered in theory, but experiencing how business works in practice can be the ideal foundation for deep and ongoing learning.”

-Bill Dubovsky, Adjunct Lecturer, Business. William.dubovsky@wagner.edu
Annual AccMBA/EMBA International trip

May 10 to May 17, 2015 MBA students traveled to Prague and Budapest and participated the Business and Economic Conference.
Trip to Deloitte and Touche

On May 14, 2015, students from Wagner College and St. John’s attended an annual trip to Deloitte & Touche LLP. Adjunct Professor Frank DeCandido and Professor Ian Wise chaperoned several students to the Broadway offices of Deloitte & Touche LLP. The students included Patricia Zappone, Steven Monello (St. John’s), Brian Carpenter, Fabia Maramonti, Aiden Alvarez, and Dominick Lettieri. Joining the students from Deloitte & Touche LLP was retired former partner Joseph Delaney, Kathryn Zellweger, as well as staff members Chris Armatys and Noor Uddin. Joseph Delaney led a panel discussion for the students regarding what accounting firms are looking for in recruiting candidates and what students should be doing to make them better candidates for employment. For example one presentation slide discussed joining and being active in campus clubs and business organizations as well as becoming active in their community through organizations such as Volunteer Income Tax Assistance (VITA), National Association of Black Accountants (NABA), and The International Honor Organization for Financial Information (Beta Alpha Psi).

In addition, the panel discussed making education a priority and the importance of keeping up a good grade point average. Other topics included networking, building relationships, staying connected, the CPA exam and its requirements, and the importance of being smart with social media. The main message was “Post only items you would be comfortable seeing on the front page of the New York Times.”

Overall, the students had a great time and this was a terrific learning experience as well as getting first-hand knowledge of getting hired and working for a full service CPA firm.
Curriculum Development

After a series of department meetings, all faculty members participated to make the decisions on our curriculum as below. All these changes have been the result of input from all of our very important stakeholder groups. They reflect the needs of the professional world and its employers. We dynamically adjust our offerings as geopolitical and economic conditions warrant and demand. Our flexibility in addressing change is within our Strategic plan and Mission Statement.

- Curriculum change form to create a new course BU260 “Excel for the Business Professional”
- Program change form to add BU260 “Excel for the Business Professional (TC)” to the Business major (course and TC designation)
- Curriculum change form to add a course BU629 “Excel for the Competitive Business Environment”
- FI620 Managerial Finance changed to BU620 Managerial Finance
- MM632 Accounting for Media Industrial replaced by BU619 Financial & Managerial Accounting
- MM631 Media Economics replaced with BU617 Economics for Managers
- MM632 Media Accounting replaced with BU619 as Accounting for Managers
- MG614 Organizational Behavior will no longer be a prerequisite for BU623, MG648, MG/IB602, MG611, MG613, MG618 and MG620.

Student Advisory Committee

In Spring, 2014 semester, Dr. Crooks, Department Chair, and Dr. Tully, Director of Undergraduate Business Program, formed a new committee called the Student Advisory Committee (SAC). A group of sixteen outstanding Undergraduate students, who excel in the classroom and are involved in internships and various academic activities in the Business Administration Department were asked to partake in this stakeholder committee. The mission of the committee is to elicit advice pertaining to our Business program, from the undergraduates who are presently enrolled. Their thoughts and ideas will be used to continue to improve our undergraduate program.

During the spring semester the committee met in early April and early May. The theme of the meetings was centered on improvement of the course schedule and internships. Students shared valuable experiences, referring to the strengths and weaknesses of the schedule as it presently stands. Their suggestions will be brought forth to the Department faculty for consideration.
**Student, Faculty & Staff News**

**Faculty Honors/Awards/Promotions**

Peg Horan, Teaching Honors course (AC 101-H)

Cathyann Tully, Exceptional Teaching Award

Mary Lo Re & Richard LaRocca, Best Paper Award. “Examining Corruption Perceptions Among EMU and EU Member States”, Academy of Business Research, Spring 2015 Conference, New Orleans, LA.

Richard LaRocca, 2014-2015 Robinson Fellow Award recipient.

Michael Mahoney, MBA Outstanding Professor Award.
Student Honors/Awards

Alexandria Sethares received a Fulbright grant to be an English Teaching Assistant in South Korea for the 2015-2016 year (13 months).

Academic Awards
Ann Attardi, Business Administration Award

Leadership Awards
Eric Cedeno, L. Willard Knight Memorial Award
Erynn Tuerk, Resident Assistant Award
Aliyya Noor, Diversity Action Council Award + Class of 2008 Scholarship
Dillon Quinn, Leader on the Horizon Award

4.0 GPAs (* indicates 4.0 during both Spring and Fall 2014 semesters)
Aidan Alvarez*  Justin Bedard*  Marissa Iacona*
Ann Attardi  Eric Cedeno  Conor McKiernan
Patrick Connelly  Megan Rodriguez
Jennifer Haug  Paul Scrocco
Published Work in Referred Journals/Proceedings

Peg Horan, “The Before Retirement Planning for the College Professor.” Over the years, it has been presented at the AAA meetings that the average age of the typical college accounting professor is nearing retirement age. This panel, which consists of four individual sections, will discuss what pre-retirement planning is need during the pre-retirement stage, in order to properly transition into retirement by maximizing wealth accumulation and reducing tax implications.

Topic One: IRAs: “Traditional & Roth, and 401Ks: Managing Retirement Funds to Obtain the Greatest Utility.” There are many options that allow for consolidation with individual IRAs and retirement plans that will be discussed and flowcharted. Correct management of these intricacies can increase wealth accumulation & reduce tax implication. Thomas Horan, CPA, PFS O’Connor Davies, LLP & St. Joseph’s College, Brooklyn

Topic Two: “The Retirement Options Offered by TIAA-CREF; a SWOT Analysis. Discussed herein the pros and cons of each the different contract options & focusing in on how these specific contracts are tailored and packaged for different retirement profiles. Peg Horan, Wagner College and Yalin Chen.

Topic Three: “What is the Optimal Age to Start Collecting Social Security Benefits?” Many are aware that social security benefits can be initiated at age 62, however, if this is deferred to the normal retirement age of 65 or 66 then the monthly payouts are greater. Also, there are different implications regarding other income and tax ramification. This section will discuss the “Cost Indifferences Point” and will present an excel lesson so each can compute their particular payout options, along with corresponding charts & graphs. Professor Ian Wise, Wagner College.

Topic Four: “Social Security: How to Maximize Benefits by Collecting on Your Spouse’s Earning Record.” In certain situations, The Social Security Department allows an individual who is married to collect on his/her spouse’s earnings record, while his/her benefits continue to grow. Here discussed are the nuances of this feature and its added benefits as it applies. Professor Michael Mahoney, Wagner College


Refereed Presentations


Ian Wise, “What we can learn from the ICAS Student Education System,” American Accounting Association, Northeast Region Meeting, Albany, NY

Ian Wise, “The Before Retirement Planning for the College Professor,” American Accounting Association, Mid-Atlantic Region Meeting, Cherry Hill NJ, With Dr. Horan, Prof. Horan & Prof. Mahoney.


Attended Conferences/Seminars/
Media Engagement & Citations

Peg Horan, attended PWC returning Alumni Presentation.

Peg Horan, attended with the MS Accounting Students & Ian Wise the “Charted Accountants presentation featuring IASB former chairman, Sir Tweedy.

Richard LaRocca, Session Chair (& Presenter) Session:


Professional Services/Activities


Peg Horan, member of the American Institute of Certified Public Accountants- AICPA.

Peg Horan, member of the New York State Society of Certified Public Accountings- NYSSCPA.

Peg Horan, member of the American Accounting Association- AAA.

Xiaodan Dong, reviewer of International Marketing Review.

Community Involvement

Peg Horan
Board of Trustee Member for St. Patrick’s Catholic Academy.
Chair of the St. Patrick’s Catholic Academy Development Committee.
Board Member of The St. Patrick’s Trust Fund.
Member of the Bay Ridge Striders running group

Xiaodan Dong, financial supporter of Kiva.org

Frank DeCandido
Member - American Institute of Certified Public Accountants
Member - New York State Society of Certified Public Accountants
Member – National Institute of Certified College Planners

President-Sports Council, Bowling Director-St. Joseph/St. Thomas Church
Finance Committee Chairman – Parish of St. Joseph/St. Thomas Church
Finance Committee Chairman – Lifestyles for the Disabled, Inc.
Board of Directors – Catholic Youth Organization (CYO) of Staten Island
Board of Directors and Treasurer – Lifestyles for the Disabled, Inc.
Alumni News

Robert Perretta

2012 MBA Graduate Robert Perretta is currently working at Citi as a Financial Analyst and began management classes this semester to obtain his second degree at Wagner.

Through a non-profit business, Perretta hosted a benefit at the Hilton Garden Inn on Staten Island to raise funds for the Stephen D. Hassenfeld Center for Children with Cancer and Blood Disorders, a significant part of NYU Langone Medical Center. He helped raise $935,000 at this year’s Adults in Toyland Casino Night that was held on February 26th.

In addition, he personally raised around $12,000 in the short time when he was involved with the committee. He did this by heading a fundraising campaign at Citi and also by using his hockey connections to have the Rangers send a signed team jersey that was auctioned off for $1950. https://www.youtube.com/watch?v=agR6DckYQH0
Angeli Christina

Angeli Christina is Wagner alum class of 2011 and former employee, as she worked in External Programs for the past 3 ½ years leaving in August of 2014. She offered Wagner’s MBA program a donation on behalf of MetLife.

The donation came from the surplus sales of the book Chief Customer Officer 2.0 How to Build Your Customer Driven Growth Engine in TMBA and EMBA programs, by Customer Experience expert Jeanne Bliss.

Accounting Graduates

Daniel Bruscella – Deloitte
Anthony Fiumefreddo – Price Waterhouse Coopers PWC
Anthony Petro – Price Waterhouse Coopers PWC
Meredith Ward – Grant Thornton
James Molloy – O’Connor Davies PKF
Matthew Cangro – accepted into St. John’s Law School
Anthony Silvery – passed 2 of the four parts of the CPA exam

Brian Goering

Business Undergrad has started an internship for the summer as an Asset Management Credit Analyst at BNY Mellon.
# Contact Info

We really want to hear from you. If you have any information you would like to share with us or want to contribute to our Newsletter, please do not hesitate to reach out to us.

| Chairperson, Director, MBA-Exec. & Accelerated | Donald Crooks | 718-390-3429 |
| Administrative Assistant | Arleen Wilk | 718-390-3447 |
| Department’s Fax | | 718-420-4274 |
| Director, B.S. Business Administration | Cathyann D. Tully | 718-390-3439 |
| Director, M.S. Accounting | Peg Horan | 718-390-3437 |
| Director, MBA-Traditional | John Moran | 718-390-3255 |
| Director, Business Experiential Learning | Frank DeSimone | 718-420-4491 |

## Full time Faculty

<table>
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<tr>
<th>Name</th>
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<tbody>
<tr>
<td>Xiaodan Dong</td>
<td>718-390-3182</td>
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<tr>
<td>Mary Lo Re</td>
<td>718-420-4127</td>
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<tr>
<td>Richard LaRocca</td>
<td>718-390-3427</td>
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<tr>
<td>Prof. Michael Mahoney</td>
<td>718-390-3434</td>
</tr>
<tr>
<td>Prof. Ian Wise</td>
<td>718-390-3438</td>
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## Adjunct Faculty

### Accounting
- Prof. Frank DeCandido
- Prof. Kevin Tsay
- Prof. Anne Marie Menna
- Prents Nolan
- Prof. Joseph Ferrantelli
- Prof. Jerrier Atassi
- Prof. Alexandra Formica
- Prof. Mary LoRe
- Prof. Daniel Macri
- Prof. Michael Cohen

### Business
- Prof. Edward Strafaci
- Prof. Joseph Conte
- Prof. Stephen Piraino
- Prof. George Cherubini
- Prof. William Dubovsky
- Prof. Paula Landry
- Prof. Duncan Huie
- Prof. Donna Powers
- Prof. Frank Calvosa
- Prof. William Thiro
- Prof. Marybeth Bergren
- Prof. Kristen Koehler

### Finance
- Daniel Reno
- Anthony Fiumefreddo

### International Business
- Matthew Cangro

### Health Care
- Matthew Cangro

### Management
- Matthew Cangro

### Marketing
- Matthew Cangro

### Graduate Assistants
- Matthew Cangro

## Clubs & Societies

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