NOTES FROM NSB

Dear Colleagues:

Despite the challenges of Covid-19, NSB operated successfully throughout the Fall Semester.

Wagner College introduced an extensive regime of social distancing, testing, contact tracing, quarantine and transparent reporting which resulted in only a handful of positive tests over the entire semester.

Classes continued in person, online, hyflex or hybrid. It is a tribute to Students, Faculty and Staff that the Campus was able to remain open, despite Staten Island experiencing a serious spike in cases.

As reported in this newsletter, Students and Faculty continued to excel in class work, research and internships and maintained their schedule towards graduation.

We hope you enjoy reading about the current accomplishments of NSB and look forward to hearing from all stakeholders.

Respectfully

NSB Faculty
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We are proud of our collective—alumni, student, staff and faculty—accomplishments and would like to share and honor them. You are encouraged to be part of our business community by contacting us and letting us know of your news and achievements!

Please contact us at Nicolais.School.of.Business@wagner.edu
Faculty Profile

Dr Donald Crooks

Many NSB alums will remember Dr Crook’s popular, award winning classes including “Follow the Money”, however his relationship with Wagner stretches back over many years.

Dr Crooks first came to Wagner as an undergraduate on a football scholarship, and he earned a degree in Education, followed by an MBA. His dorm room was in Campus Hall where NSB is now located.

He had a stellar career on Wall Street, where he spent over 30 years in Global Director roles at both Morgan Stanley and Lehman Brothers with more than 1100 reports and a ten billion dollar worldwide budget.

At the same time he managed to publish a book about growing up in Jersey City, “Life in the Last Lane”, earned a PhD in Finance and served as a Trustee of Wagner College.

He joined Wagner again as an Assistant Professor, and was promoted to full Professor and Chair of the Business Administration Department. He has led the Graduate Business programs at NSB implementing cutting edge strategies in all of our programs to ensure our students enter the work force better prepared than any of our competitors, and the Wagner Selects program designed to prepare our best students for the highest-level internship and career opportunities.

We salute this Golden Seahawk for his ongoing service
Assessment/Accreditation Section

Presentations


Service
Carter, S.D. Appointed: Member ACBSP Legislative Advisory Committee

Our annual assessment reports and rubrics used to assess student knowledge may be viewed at the following URL’s.

http://wagner.edu/business-admin/academic-productivity/

http://wagner.edu/business-admin/resources/tools/

Regards,
Dr. Shani D. Carter Professor of Management &
Director of Accreditation and Assessment

Dr Shani Carter
Greetings from Grymes Hill!

As we end the fall semester, we are grateful to say we have done so in a healthy and safe manner. The COVID-19 virus posed many challenges for our students, faculty and staff. I am proud to say we all rose to the occasion, accepted the ever changing challenges the virus handed us while continuing to foster growth and development of our students, in true Wagner form.

Classes on campus were conducted in a socially distant manner with limited capacity in each classroom. The COVID safe protocols required HyFlex in classes where enrollment in the class exceeded the distancing protocol. What does that mean? Half the class attended in person one day while the other half accessed the class in real time electronically from where ever the student calls home which could be their dorm room, their Staten Island home or a space in the library. On the second day of the weekly class meeting students reversed their roles. At the same time some students opted to remain at home for the fall semester. As such those student were entirely remote, accessing all class via technology.

The Nicolais School of Business had a full complement of students, including 42 student who completed their Senior thesis and practicum, which represents the final learning community experience at the college. Fortunately all students were able to secure internships, 90% of which were remote. Students sharpened their communication skills by working remote in a professional setting; an invaluable experience they will surely call on in their post COVID professional life.

As always, I invite you to reach out if you wish to host an intern, be a mentor, guest speaker or lecturer to our undergraduate students. Your professional experience and dedication to Wagner is a wonderful resource. It would be an honor to welcome you back to the Nicolais School of Business (in person and via Zoom).

I wish you a safe and healthy 2021!

Warm regards,

Cathyann D. Tully
Professor of Finance & Director of Undergraduate Business Program
Nicolais School of Business

Dr Cathyann Tully
Dr. Baretta and his Marketing Class research contributes to Federal legislation

Research conducted by Dr. Baretta’s marketing class led to a breakthrough in methodology which Dr. Baretta used to assist in securing Federal assistance for live performance venues and promoters.

The collaboration began as part of a class project, which engaged his Marketing Research students, and then grew to collaboration between the National Independent Venue Association (NIVA) and Barretta as a service to community and industry. Data was gathered from over 550 venues and independent promoters throughout the United States.

The COVID-19 Stimulus Package that was passed by Congress in December 2020 included the Save Our Stages Act, providing approximately $15 billion in relief to independent music venues and other cultural industry institutions.

The Save Our Stages Act was supported before Congress by NIVA using in part data that was gathered and analyzed with the help of Dr. Paul G. Barretta, Associate Professor of Marketing at Wagner’s Nicolaïs School of Business.

NIVA’s mission is to preserve and nurture the ecosystem of independent venues and promoters throughout the United States.

“These entertainment hubs are critical to their local economies and tax bases as employers, tourism destinations, and revenue generators for neighboring businesses such as restaurants, hotels, and retail. Independent venues exist in every state across the country; they were the first to be closed, they will be the last to open. The economic recovery process will extend past just reopening the front doors, requiring solutions unique to the industry.”

Dr. Paul Barretta
Wagner College Standing Committees

In addition to their responsibilities in the Nicolais School of Business, NSB Faculty, together with other Wagner Faculty participate in the collective governance of the College.

The Wagner Faculty annually elects fellow faculty members to Standing Committees, which contribute to the efficient and transparent management of the College.

All of the NSB faculty have taken on Standing Committee responsibilities in the past. For the current academic year the following NSB Faculty have been elected to standing committees.

**Academic Policy Committee** – which is responsible for recommendations concerning academic programs – Member **Dr Richard LaRocca**

**Academic Revue Committee** – which is responsible for reviewing the records students for possible probation or academic suspension – Member **Dr Paul Barretta**

**Priorities and Budget Committee** – which is responsible for reviewing and making recommendations on many aspects of the business of the College – Member **Dr Cathyann Tully**.

Dr. LaRocca  Dr. Barretta  Dr. Tully
Faculty & Staff: News and Accolades

The following NSB faculty were recognized as winners of the 2019-20 Faculty Exceptional Performance Awards by Wagner College:

Teaching  Dr. Donald Crooks
Service  Dr. Frank DeSimone

David M Barral was recognized in the NYSSCPA 40 under 40 in July 2020. This is awarded to professionals who hold or have held important leadership roles in both professional and charitable organizations, are involved with their local communities, and are members of the NYSSCPA.

Faculty & Staff: Research

Publications:

Dr. Paul G. Barretta, Associate Professor of Marketing in the Nicolais School of Business, is first author of an article accepted for publication in International Journal of Internet Marketing and Advertising (IJIMA). The article titled "Innovation from Virtual Brand Community Members may only be Virtually Effective" co-authored with Dr. A. Fuat Firat explores the effectiveness of crowdsourcing product innovation from an online community and finds that such innovations are not as effective outside of the online community. This is important because it is evidence that online communities don't necessarily behave the same as traditional brand communities, an assumption that has been made both in research and practice. IJIMA is an Inderscience journal which appears on the Australian Business Deans Council list of recommended journals, the current standard for business disciplines.

David Barral  New York’s State’s Real Estate Transfer Tax: What CPAs Need to Know, CPA Journal, May 2020. This article was a review of New York State’s real estate transfer tax laws.

Dr. Richard LaRocca was an Editor for the Academy of Business Research Journal Special Edition for COVID-19.
Dr Shani Carter

Conferences And Workshops Attended

· Conflict – NOT Combat! with Kimi Hirotsu. Mid New Jersey ATD (December 8, 2020).
· The Science of Teamwork: Enabling Teams to Thrive – American Psychological Association (December 2, 2020).
· How (and Why) to Start an AAUP Chapter. AAUP (November 18, 2020).
· Building, Engaging and Supporting Your Team During Times of Uncertainty – American Psychological Association (November 18, 2020).
· The Impact of the Pandemic on Three ACBSP Institutions from the Perspective of a Chancellor, President, and Rector. ACBSP. (October 28, 2020)
· NYSC AAUP (American Association of University Professors) Virtual Business Meeting (October 23, 2020)
· Change Management for Leaders, with Malkiya Payton-Jackson - Mid New Jersey ATD (October 15, 2020).
· Using Film to Inspire and to Improve Learning. Mid New Jersey ATD (September 30, 2020)
· Race, Class, and Academic Life. Chronicle of Higher Education (September 17, 2020).
· Andre Young (The Leader's 7) https://youevolvingnow.com/ - Mid New Jersey ATD (September 15, 2020)
· Fair and Safe Return to Work: Protecting Workers and Communities during Reopening. Cornell ILR School (Aug 6, 2020)
· A Real Conversation About Race in the Workplace. Cornell ILR School (July 29, 2020)
· No More! Black Folk Are Done With The Bowing And Meek Obeisance. Metropolitan College of New York (Jul 8, 2020)
· Strategies for a Worker-Centered Re-opening and Recovery. Cornell ILR School (July 1, 2020)
Summary: A lot has happened in one year. In November 2019, we were provided with updated distribution periods that are effective for distribution calendar years beginning on or after January 1, 2021, by proposed Treasury Regulation Section 1.401(a)(9)-9. A month later, in December 2019, we were introduced to the SECURE Act, which overhauled the RMD landscape. A few months after that, COVID-19 came into the picture, and Congress provided us with the CARES Act. This presentation will covered highlights from all three provisions, as well as where we stood in November 2020.
With access to a network of more than 25,000 alumni, Wagner College students have a tremendous opportunity built into their college experience at the outset. Similarly, Wagner alumni seeking to hire bright, civic-minded students with strong academic backgrounds need only to look within their own alma mater to find the right candidates. At Wagner, these connections have primarily developed organically, as outcomes of alumni on-campus involvement or through direct contact with departments and the Center for Academic & Career Engagement.

The Wagner Select mentoring program takes the opportunity for student-alumni connections one step further by building on the existing informal process with a competitive process. Within the Wagner Select program, our highest performing students, those in the top 5% to 10%, are rewarded with first-preference access to successful alumni in their chosen industry, and alumni mentors are able to focus their influence and to develop deeper, more profound relationships with students. The Nicolais School of Business, led by chair Dr. Donald L. Crooks, began this program in the fall of 2016 in partnership with alumna Mary Caracappa-Hurtado ’82, a Wagner Trustee and Morgan Stanley Managing Director. The effort is staffed and supported by Ms. Tara Chiari, Director of the Center for Academic & Career Engagement, and Chris Fourman, Senior College Relations Officer in the Office of Institutional Advancement.

Wagner Select is unique in that each selected student is connected to a “mentor team,” a pair of alumni in their chosen industry who have varying levels of experience: one who is closer to the student’s age group with 3-7 years of experience and one who is a seasoned professional. This allows for a team approach to mentoring and multi-layered connections between alumni and students.

Benefits for Alumni Mentors

- As part of a “mentor team,” alumni mentors also connect with other alumni in their field.
- The competitive process for applying to be a Wagner Select student ensures that the alumni mentor is connected with elite students at Wagner.
- Alumni mentors are staffed and supported by the Office of Institutional Advancement and College Relations.
- Alumni mentors have the opportunity to directly impact a student’s career trajectory, helping them navigate early in their career and, thus, shaping their future.

Benefits for Wagner Select Students

- Wagner Select students graduate with deep connections in their chosen industry.
- Wagner Select students gain a lasting professional resource in their mentor teams and individuals who are invested in their career success.
Wagner Select students are positioned to succeed early in their careers and can become alumni with distinction.

**Expectations**

**Mentors**

Wagner recognizes that alumni mentors may have varying levels of availability and willingness to participate. All alumni mentors are assigned a Wagner College Relations Officer, Chris Fourman, to ensure that their experience in the Wagner Select program continues to be mutually beneficial. We ask all alumni mentors to commit to participate for one full academic year (August to May). At the end of the academic year, the alumni mentors’ assigned College Relations Officer will connect with them and discuss their mentoring experience. We promise that the mentoring opportunity is on a one-to-one basis, meaning alumni will be assigned one mentee at a time.

**Communication**

In the spirit of the organic nature of connections that have existed at Wagner, the Wagner Select program does not have a rigid communications requirement. Rather, we encourage each mentor team to create its own agreed-upon mode and frequency of contact between alumni mentor and student. We suggest: monthly check-ins via phone, email, Facetime/Skype; and quarterly or semi-annual (at least once per semester) in-person lunches or coffee. During the year, Wagner will invite all Wagner Select students and mentor teams to an event either on-campus or in Manhattan to reinforce connections.

**Influence**

We ask our alumni mentors to give their Wagner Select students first preference in available internships or positions at their respective companies, providing that Wagner Select students are ideal candidates for those positions. In some cases, guidance regarding students’ academic program will be part of the discussions, in particular about maintaining GPA and the courses mentees should strive to enroll in to ensure they have the background necessary to succeed in their chosen focus areas. We also ask our alumni mentors to assist and advise our students on the non-academic skill sets required to succeed professionally.

**Wagner Select Students**

Wagner Select students are required to sign a contract agreeing to maintain academic excellence throughout the duration of their college careers. They understand that the onus is on them to maintain a communication flow with their mentor teams, including semester updates on their academic performance and/or challenges they are facing. Wagner Select students also understand that participating in the program is a privilege and a tremendous, potentially life-changing opportunity.
The Selection Process

Wagner Select students undergo two rounds of selection beginning with an application process implemented through the Center for Academic & Career Engagement. The group selected via application also has an interview with Ms. Tara Chiari to discuss their career plans. In the pilot program, the best students in the Nicolais School of Business were selected via applications by CACE and then further vetted through the Nicolais School of Business Wagner Select Committee. Committee members include Dr. Cathyann Tully, Director of Undergraduate Studies, and Dr. Donald L. Crooks.

Wagner Select Students who joined the program in 2020

Le’la Allen
• Major: Business Admin, Accounting
• Minor:
• Expected Graduation: Class of 2021
• Career/Industry Aspiration: CPA
• Internships Held: Millennium Strategies,
• Campus Activities: NCAA D1 Soccer, National Society of Leadership & Success, Mentor of Wagner LEAD Academy

Daniel Baker
• Major: Business Admin, Finance
• Minor: Economics
• Expected Graduation: Class of 2021
• Career/Industry Aspiration: Law
• Internships Held: Crown Castle
• Campus Activities: NCAA D1 Men’s Lacrosse, NSB Student Advisory Committee, Student Athletic Advisory Committee, Finance Club, Management & Marketing Club

Sara Casccio
• Major: Mathematical Economics
• Minor:
• Expected Graduation: Class of 2022
• Career/Industry Aspiration: Finance
• Internships Held: AXXA Advisors LLC, Staten Island Borough Hall
• Campus Activities: NCAA D1 Cross Country,

Christopher Ciccone
• Major: Business Admin, Finance
• Minor: History
• Expected Graduation: Class of 2021
• Career/Industry Aspiration: Financial Analysis & Planning
• Internships Held:
• Campus Activities: NCAA D1 Football, NSB Student Advisory Board
Brendan Clark
- Major: Business Admin,
- Minor:
- Expected Graduation: Class of 2021
- Career/Industry Aspiration: Private Equity & Investments
- Internships Held: Penske Truck Rental and Leasing, Context Capital Partners BH (Hedge Fund & Asset Management),
- Campus Activities: NCAA D1 Men’s Lacrosse, Student Athletic Advisory Committee, National Society for Leadership & Success

Armando Delgado
- Major: Business Admin, Finance
- Minor:
- Expected Graduation: Class of 2023
- Career/Industry Aspiration: Financial Analyst
- Internships Held: After School Care Supervisor
- Campus Activities: NCAA D1 Football, Fellowship of Christian Athletes, National Society of Leadership & Success

Nicholas Dolley
- Major: Business Admin, Finance
- Minor:
- Expected Graduation: Class of 2022
- Career/Industry Aspiration: Investment Banking
- Internships Held: Will Robins Golf Academy
- Campus Activities: NCAA D1 Golf, NCAA Student Advisory Council, National Society of Leadership & Success

Georgia Naples
- Major: Business Admin, Marketing
- Minor:
- Expected Graduation: Class of 2021
- Career/Industry Aspiration: Marketing specialist
- Internships Held: Hilton Garden Inn - Nicotra Group, Five Points Insurance.
- Campus Activities: NCAA Division 1 Golf, Alpha Sigma Alpha Vice President, Women’s Professional Network, Marketing & Management Club, National Society of Leadership & Success, Distributive Education Clubs of America

Dominic Palermo
- Major: Business Admin, Finance
- Minor:
- Expected Graduation: Class of 2022
- Career/Industry Aspiration: Private Wealth Management
- Internships Held:
- Campus Activities: NCAA D1 Cross Country & Track
Mattea Reale
• Major: Business Admin, Finance
• Minor: Economics
• Expected Graduation: Class of 2021
• Career/Industry Aspiration: Sales Finance & Business Administration
• Internships Held: Dimension Data,
• Campus Activities: NCAA D1 Soccer, Management & Marketing Club, Finance Club, Women’s Professional Network,

Sara Rutherford
• Major: Business Admin, Finance
• Minor:
• Expected Graduation: Class of 2022
• Career/Industry Aspiration: Financial Analyst
• Internships Held:
• Campus Activities: NCAA D1 Outdoor Track & Field

Sarah Smith
• Major: Business Admin, Finance
• Minor: Mathematics
• Expected Graduation: Class of 2022
• Career/Industry Aspiration: Actuarial Science, Auditing and Risk Advisory
• Internships Held:
• Campus Activities: Women’s Professional Network, Finance Club, National Society of Leadership & Success,

Roba Youssef
• Major: Business Admin, Accounting
• Minor:
• Expected Graduation: Class of 2022
• Career/Industry Aspiration: CPA
• Internships Held: Markham Leadership Academy Team Mentor
• Campus Activities: Wagner College Information Systems & Helpdesk Technician, National Collegiate Honors Council

Rola Youssef
• Major: Business Admin, Accounting
• Minor:
• Expected Graduation: Class of 2022
• Career/Industry Aspiration: CPA
• Internships Held:
• Campus Activities: Wagner College Information Systems & Helpdesk Technician
Wagner Select Students who joined the program in 2019

Buttermark, Kristen

- Major: Business Administration, Concentration Marketing
- Minor: Political Science
- Expected Graduation: Class of 2021
- Internships: Intern positions with both NYS Assemblywomen Nicole Malliotakis; NYS Senator Andrew Lanza
- Campus activities: Wagner Finance Club; Republican Club, Women’s Professional Network (WPN)
- : Captain Women’s Soccer

Limo, Moses

- Major: Business Administration, Concentration Management
- Minor:
- Expected Graduation: Class of 2021
- Career/Industry aspiration: Operations & Logistics, Human Resources, Diversity & Inclusion, and Leadership Development
- Internships: Seeking internships in Management, Since Aug 2018 – Present: College Access Research & Action – College Bridge Mentor
- Campus activities: Bonnor Leader; Black Student Union; Alma member; Intramural Soccer

Schmelzer, Graham

- Major: Business Admin., Finance Concentration
- Minor: Economics
- Expected Graduation: Class of 2020
- Career/Industry Aspiration: Real Estate Development
- Internships Held: The London Residents Club (Summer 2018)
- Campus Activities: Men’s Water Polo, Student Alumni Association, Student Athletic Advisory Committee, Resident Assistant

Starr, Madison

- Major: Business Administration, Concentration Management
- Minor:
- Expected Graduation: Class of 2021
- Career/Industry aspiration: Management & Media
- Internships: Customer Success & Event Operations Intern at SportsRecruits; Sports Media Advisors
- Campus activities: Women’s Soccer
Contact Information
Full faculty information may be found at http://wagner.edu/business-admin/faculty/

Dr. Jeffrey Kraus    Dean
Arleen Wilk    Administrative Assistant

Program Directors & Full-time Faculty
B.S. Business Administration    Dr. Cathyann D. Tully
                                  cathyann.tully@wagner.edu

Accreditation and Assessment    Dr. Shani Carter
                                  shani.carter@wagner.edu

Full time Faculty
Dr. Donald Crooks    dcrooks@wagner.edu
Dr. Frank DeSimone   frank.desimone@wagner.edu
Dr. Paul Baretta     paul.barretta@wagner.edu
Dr. Richard LaRocca  richard.larocca@wagner.edu

Adjunct Faculty
Accounting    William Anderson, Michael Cohen, Laura Farrell, Laura Maglietta, Ian Wise
Business     Abdelhakim Ferrahi, Doriann Pieve-Hyland
Finance      Dana Internicola
Law          John Brancato, Maria Marchiano, Annn Marie Menna
Management   George Cherubini, Jerrier Atassi, William Renshaw
Marketing    Frank Calvosa, Naushad Mohammed, William Thiro

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**CLUBS & SOCIETIES FACULTY SPONSORS**

*See our webpage: [http://wagner.edu/business-admin/resources/clubs/](http://wagner.edu/business-admin/resources/clubs/) for full information*

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<td>Dr. Richard LaRocca</td>
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<td>Delta Mu Delta Business Honor Society</td>
<td>Dr. Richard LaRocca</td>
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<td>Finance Club</td>
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<td>IMA Accounting Honor Society</td>
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Email us at Nicolais.School.of.Business@wagner.edu
NSB@wagner.eduuu