

Dr. John T. Donnellan, DPS, MBA
Associate Professor
Chair Management Department

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SKILLS

Leadership
Critical Thinking
Entrepreneurial Spirit

Relationship Building
Research
Problem Solving

Pedagogy
Communication
Assessment

CAPABILITIES & EXPERTISE

Strong education combined with business knowledge and qualifications that include:

- Designer of global pedagogy programs that are challenging and offer students the opportunity to apply the skills critical for success in today's business world.
- Strategic project management experience in both academia and business.
- Global Business and Academic background - Asia, Europe, North America and Latin America.
- Broad business experience and Wall Street contacts.
- Service to the community.

PRESENTATIONS & PUBLICATIONS

Refereed Publication –Managerial and Decision Economics (September 2019 V40, N6)
“A case for resource-based view and competitive advantage in banking” DOI: 10.1002/mde.3041

Refereed Publication –Journal of Academic Perspectives (2019 V2, N1)
“A Comparison of Pedagogy in China and USA Classrooms”

Refereed Publication –Journal of Management and Sustainability(July 2018 V8, N1)
“Global Sustainability Risk to India”

Refereed Publication –International Journal of Economics and Finance (August 2017 V9, N8)
“The Impact of Working Capital Components on Firm Value in US Firms”

Refereed Publication – ACBSP Transnational Journal of Business (June 2016 V1)
“Greater Participation in Sport by Women Creates an Economic Benefit”

Refereed Publication – International Journal of Business & Applied Social Science (Mar 2016 V2, N3)
“Agency Theory in Banking - Lessons from the 2007-2010 Financial Crises”

Refereed Publication – International Journal of Business & Applied Social Science (Mar 2016 V2, N3)
“Effect of Ad Repetition and Relevance in Social Media Advertising”

Refereed Publication – Financial Markets, Institutions & Instruments (Jan 2016, V25)

“The Technology of Ratings Then and Now; Hiding in Plain Sight”

Refereed Publication – Journal of Behavioral Finance and Economics (2014 V4, N1)

“How Expert Judgement Reacts to a Major Financial Crisis: An Analysis’s of the 1925-1933 Bond Ratings of John Moody”

Presenter – 2019 Conference on Education Research Symposium – Oxford University UK

“A Comparison of Pedagogy in China and USA”

Presenter - 2018 ACBSP Region 1 Conference -NJCU, NJ

“Global Entrepreneurial and Leadership Collaboration – NJCU and SAMK”

Presenter - 2017 Oxford Business & Economics Conference (OBEC) – Oxford University UK

“A Case for RBV in the Banking Industry: One firm’s use of RBV for competitive advantage”

Presenter – 2017 Fifth Annual International Conference on Sustainable Development (ICSD) - Columbia University “Global Sustainability Risk to India”

Presenter – 2016 Cambridge Business & Economics Conference – Cambridge University UK

“Agency Theory in Banking - Lessons from the 2007-2010 Financial Crises”

Presenter – 2016 XXIV International Economics Convention - Mumbai, India

“A Global Economic Risk Perspective of India”

Presenter – 2015 XXIII International Economics Convention - Mumbai, India

“Corporate Social Responsibility in Japan”

Presenter – 2015 Association of Global Management-Columbia University

“Greater Participation in Sport by Women Creates an Economic Benefit”

Presenter – 2015 Annual Meeting of the Eastern Academy of Management

“Agency Theory in Banking - Lessons from the 2007-2010 Financial Crises”

Presenter – 2015 Socionomics Conference

“Results of the Decade” and Bond Rating Stability During the U.S. Great Depression

Presenter – 2014 NJCU President’s Research Roundtable Series

“Global Business and Critical Thinking in Chinese Universities”

Presenter – 2014 Marketing EDGE Direct/Interactive Marketing Research Summit

“Effect of Ad Repetition and Relevance in Social Media Advertising”

Presenter – 2014 Annual Meeting of the Academy of Management

“Results of the Decade” and Bond Rating Stability During the U.S. Great Depression

Presenter - 2013 Annual Meeting of the Academy of Behavioral Finance & Economics
“Results of the Decade” and Bond Rating Stability During the U.S. Great Depression

Dissertation – 2013 “An Analysis of the Stability and Accuracy of
Moody’s Bond Ratings and Stock Pricing During the US Great Depression”

PUBLICATIONS IN THE PIPE

“Results from Effect of Ad Repetition and Relevance in Social Media Advertising”

EDUCATION

Doctoral of Professional Studies

Pace University, New York, NY (2013)

Master of Business Administration and Entrepreneurial Studies

Nova Southeastern University, Broward, FL (1989)

Bachelor of Business Administration

Pace University, New York, NY (1987)

Associate in Applied Sciences

New York City Technical College, New York, NY (1978)

TEACHING EXPERIENCE

NJCU, Jersey City, NJ

Associate Professor and Management Chair, School of Business, 2013-Present

[Adjunct 2003-2013]

LICENSES

State of New Jersey Department of Education - Business Education - Subject Assessment License

FINRA/NASD - Registered Principle Series 24 & Registered Representative Series 7- [license not active]

PROFESSIONAL AFFILIATION

Reviewer and Member - Academy of Management

Member – Project Management Institute

Reviewer - American Marketing Association

Reviewer - Eastern Academy of Management

Reviewer - Financial Management Association

Reviewer - Managerial and Decision Economics

Contributor to 'TheStreet.com'

Toastmasters International, Advanced Toastmaster Bronze Level

Member Board of Director and Treasurer: Art Beyond Sight [former]

Member, New York City Technical College Alumni Association

Member, Nova Southeastern University Alumni Association

Member, Pace University Alumni Association

Beta Gamma Sigma

Delta Mu Delta

CAREER TRACK**NJCU, Jersey City, NJ****2013 - Present*****Associate Professor, Management Department Chair, NJCU School of Business (2013 – present)***

- Chair Management Department – Graduate and Undergraduate Programs:
 - Global Business, Management, Supply Chain/Logistics/Port Management, Hospitality Management, Sports Management and Entrepreneur Management
- Fulbright Scholar - 2020 Turku University of Applied Sciences Finland
- Fulbright Specialist - Satakunta University of Applied Sciences 2017
- Winner “Bright Idea Award” 2017 Stillman School of Business at Seton Hall University
- Harvard Business School On-Line Instructor
- MSCHE and ACBSP - moving toward to AACSB Accreditation
- President’s Research Roundtable
- Chair School of Business Strategic Planning Committee
- Chair Management Assessment Committee [former]
- Senate Committee [various] – 2013 to present
- Developed Doctoral Program for School of Business – Doctoral Business Administration DBA
- Developed Global Business program - Bachelors of Global Business
- Developed international relationships with India, China, Finland, Mexico and France
- Developed curriculum for and taught at Montpellier Business School France 2017-2019
- Developed curriculum for and taught at the following Chinese Universities [2015-2019]:
 - Beijing City University – Global Business, Critical Thinking, Project Management
 - Changzhou University –Market Research, OB, Guest Professor designation
 - Jilin International Studies University – Project Management, Visiting Professor designation
- Economics Conference Team Award – CHM College, Mumbai, India 2016
- Economics Conference Team Award – HR College, Mumbai, India 2015
- Academic Advisor Graduate and Undergraduate to diverse student population
- Graduate Program Thesis advisor
- Created collaborate programs with several NJCU Colleges
- Budgetary and Hiring Responsibility
- University of the Arctic representative for NJCU

RELATIONSHIP WITH FOLLOWING UNIVERSITIES

- Cabrini University - USA Adjunct 2016 to present
- Changzhou University China Lecturer 2015 to present
- Montpellier Business School France Lecturer 2016 to present
- SAMK - Satakunta University of Applied Sciences Finland – 2017 Fulbright Specialist
- TURKU University of Applied Sciences Finland – 2020 Fulbright Scholar
- East Stroudsburg University – USA Adjunct 2016 to 2018
- NCU Doctoral Chair – 2016 to 2019
- Beijing City University China
- Jilin International School of Language China

RELATIONSHIP WITH FOLLOWING UNIVERSITIES

- International Management Institute India
- UCC Ireland
- UDLAP - University de las Americas Puebla Mexico

ACADEMIC TEACHING INCLUDES

Graduate Level – in class and on-line

- Behavioral Issues Ethics Management
- Communication Skills for Leaders
- Entrepreneurship & New Venture Creation
- Global Leadership
- Leadership in a Global Environment
- Leadership Research
- Managing Service Organizations
- Organizational Leadership Style
- Strategic Management
- Strategic Human Resource Management

Undergraduate Level

- Business Communication
- Business Management
- Business Policy
- Consumer Behavior
- Entrepreneurship & New Venture Creation
- Global Business – Blended Course – On Line
- Global Management – Blended Course – On Line
- Human Resource Management – On Line
- Introduction to Business
- Marketing Research
- Multi-Cultural Business
- Operations and Project Management
- Organizational Behavior
- Principles of Marketing
- Project Management
- Time Management

DOCTORAL PROGRAMS

- NCU PhD Dissertation Chair 2016 – present
- Pace University DPS Dissertation Committee Member 2015- present

JPMORGAN CHASE BANK, New York, NY**2003 - 2015*****Vice President, Product Management, Treasury Services (2010 –2015 overlap with NJCU)***

Responsibility included growing the business and implementing change within Liquidity Solutions.

- Developed Treasury Liquidity strategies on a global basis – North America, APAC, EMEA and LATAM
- Chairman of the Treasury Services Liquidity Risk and Compliance Committee with oversight for AML, FATCA, KYC, and Dodd-Frank compliance issues to business. SME on compliance issues within Liquidity
- In charge of Treasury Services Liquidity Intern and Analyst programs [university placements]
- Global Project Manager for large scale projects dealing with Cash Concentration
- Managed analytics teams supporting global Treasury Liquidity daily balances monitoring and reporting to Fed, OCC and JPMorgan CEO reviewing approximately \$285b on a daily basis.

Vice President, Product Management, Worldwide Securities Services (2006 – 2010)

Responsibility included growing the business and implementing change within Collateral Management.

- Led teams in the US, UK and India tasked with implementing a new security collateralization product platform
 - Project Manager in charge of several multi-year/multi-million dollar initiatives representing the following products: Cash Collateral Management [CCM], Securities
 - Collateral Management including US Broker Dealer [SCM] and Derivatives Collateral Management [DCM]
- Product Manager for Broker Dealers, Banks and Hedge Funds/Private Equity
 - Managed several product lines for Western Hemisphere and Emerging Markets (WHEM), including Tri-Party Equity (TPR), Public Funds Collateral Management, Securities Collateral Management and Stock Loan Escrow (SLE)
 - Grew balances from zero to \$40 billion with revenue of \$3.7 million over 9-month period

Vice President, Project Management, Retail Financial Services (2003 – 2006)

Responsible for several profit generating projects at the Chase Insurance Group.

- Project managed the implementation of a new Agency Management System for the Private Client Group. Initiative resulted in increased sales volume and revenue
- Created business requirements and approved systems requirements
- Managed risks by ensuring adequate financial and operational controls for business
- Projects utilized either Waterfall or Agile process
- Maintained a leadership role managing project from inception through implementation utilizing the project management life cycle process while leading cross-functional teams

PRUDENTIAL FINANCIAL, Newark, NJ**1997 - 2003*****Director Public Relations, Investments (2001 - 2003)***

Directed the creation and implementation of branding and communication strategies for Prudential Investments.

- Developed and implemented branding strategies and marketing communications for all investment products sold through affiliated and non-affiliated channels (Mutual Funds and Annuities)
- Worked directly with President in planning and developing content to improve product positioning with distributors and sales force (financial advisors, wholesalers) while maintaining all compliance regulations
- Managed budget of \$1.5 million to develop and launch associated public relations programs directed toward media, industry, and stockholders

Senior Project Manager, Field Impact Testing and Integration (1999 - 2001)

Navigated the introduction of high-level strategic initiatives for the national retail sales force to achieve higher productivity and profitability. Programs focused on communications, training, product development, software enhancements, procedural changes, regulatory requirements and compensation issues.

- Project Manager for two strategic 'SWAT' teams charged with expanding distribution of insurance products through agent sales force
- Selected to partner with the retail sales force to increase agent productivity and customer satisfaction. Relocated to a top 5 sales office in South Carolina. Achieved significant increases in agent recruitment and increased customer retention by 2%

Senior Project Manager, Voice of the Customer (1997 - 1999)

Directed multiple teams tasked with improving written customer communications. Worked closely with business partners to redesign and establish a standard output format and managed the migration from legacy systems to state-of-the-art platforms for communication output.

- Led communications team from business requirements through implementation of client communications for Individual Life and Retirement Services
- Facilitated customer focus groups to obtain feedback on design and feel of communications
- Served as liaison to legal and compliance
- Received "Dalbar" Communications Award in 2000 for communications design
- Managed risks to ensure products were compliant with state regulations

ANTHEM BC/BS INSURANCE, New York, NY

1996 - 1997

Senior Project Manager, Planning and Implementation

Led team of 10 Project Managers in setting strategic planning and controls within the IT and Product divisions. Accountable to CIO and COO through a matrix reporting structure.

- Managed Medicare projects for satisfaction benchmarking for customer, beneficiary and institutional
- Oversaw IT projects to reengineer IT help desk and streamline data center operations
- Developed and presented TQM and Six Sigma methodology to senior level executives

EMBLEM HEALTH, New York, NY

1993 - 1996

Industrial Engineer, Methods and Procedures

Led effort to review and evaluate methods and procedures for a regional health insurer.

- Developed standards, reduced operational costs, improved claims turnaround time, increased productivity and workflow efficiency; and increased customer satisfaction by 5%
- Conducted work measurement studies on union employees and negotiated with AFL-CIO on new production volumes per employees