

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

97 Woodwind Court  
East Stroudsburg, PA 18301

917-886-3764  
donnellan2002@yahoo.com

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**EDUCATION**

**Doctoral of Professional Studies**

Pace University, New York, NY

**Master of Business Administration and Entrepreneurial Studies**

Nova Southeastern University, Broward, FL

**Bachelor of Business Administration**

Pace University, New York, NY

**Associate in Applied Sciences**

New York City Community College, New York, NY

**MANAGEMENT DEPARTMENT**

The NJCU School of Business Management Department consists of six undergraduate/graduate majors: Entrepreneur, Global Management, Hospitality, Law, Management, Sports and Supply Chain/Logistics/Port Management. The department also has a doctoral program – Doctor of Business Administration (S2022). Management enrollment is up 10% since 2015 – #1 increase within the university. Total Undergraduate and Graduate enrollment is #1 in the university – over 600 students. The department faculty consists of thirteen full time and 30 adjuncts. This diverse department has several Fulbright Scholar's, top pedagogy award winners as well as ACBSP Teachers of the Year. All faculty are published in academic journals and many have published books. All chairs report directly to the dean and the school is ACBSP - moving toward to AACSB Accreditation. The department has a partnership with Harvard University for their online certificate program.

**ACADEMIC EXPERIENCE – DUTIES AS CHAIR**

**NJCU – School of Business, Jersey City, NJ 2013 - Present**

- Chair and Tenured Associate Professor Management Department
- Chaired Committee on creating NJCU School of Business Strategic Plan and servicing on committee to create NJCU Strategic Plan
- Responsible for six majors with approximately 600+ students [S2021]
- Administrator for 13 fulltime faculty, 20 part time faculty and one assistant including all budgetary, staffing, promotion/reappointment and scheduling while working within an AFT/CWA union environment
- Partner with other NJCU Colleges for joint program development
- Recruit and hire faculty within EEOC guidelines
- Assisted with articulation agreements for Community Colleges
- Serving on numerous Senate Committees
- Department convert most curriculum for an online environment and ensure faculty are trained for the online learning environment

- Ensuring all assessment for Management Department is compliant for MSCHE and Accreditation while working on moving toward AACSB Accreditation
- Developed Management Advisory Board to enable internships and fundraising within the business and academic community
- Partnering with local businesses for internships and full time opportunities
- Develop international cooperative project based learning opportunities for students

### **ACHIEVEMENTS**

- Fulbright 2022 – Lapland University of Applied Sciences Finland – teaching and research on Sustainability of Business in the Artic Circle
- Fulbright 2020 – TUAS Scholar Award Turku University of Applied Sciences Finland – collaborative teaching with USA and Finland. Delivered key note address on –“Agile, Resilient, Creative – readiness for jobs that do not yet exist”
  - Discussed Circular Economy and Triple Bottom Line with The Finnish Innovation Fund Sitra
- Fulbright 2017 – SAMK Specialist Award Satakunta University of Applied Sciences 2017 - collaborative research with USA and Finland
  - Worked with local businesses and Chamber of Commerce
- Winner “Best Pedagogy Design NJ Business Schools” – Seton Hall University 2017
- Managed new programs: Doctoral of Business Administration, Entrepreneur Management, Hospitality Management and Sports Management
- Developed relationship with Clinton Global Initiative University (CGIU) for student competition
- Founding member NJCU University of the Artic (UArctic) program (2018-2020)

### **PARTNERED WITH THE FOLLOWING UNIVERSITIES**

- Assumption University Thailand
- Beijing City University China
- Changzhou University China Lecturer
- International Management Institute India
- Jilin International School of Language China
- K J Somaiya Institute of Management Mumbai India
- Lapland University of Applied Sciences Finland
- Montpellier Business School France
- SAMK - Satakunta University of Applied Sciences Finland
- TUAS – Turku University of Applied Sciences Finland
- UDLAP - University de las Americas Puebla Mexico
- University of Worcester UK

### **DOCTORAL PROGRAM CHAIR**

NCU PhD Dissertation Chair 2016 – present

Pace University DPS Dissertation Committee Member 2015- present

## ACADEMIC TEACHING INCLUDES

### GRADUATE

Behavioral Issues Ethics Management  
 Communication Skills for Leaders  
 Financial Planning  
 Entrepreneurship & New Venture Creation  
 Global Leadership  
 Leadership in a Global Environment  
 Leadership Research  
 Managing Service Organizations

Negotiations and Sales  
 Organizational Leadership Style  
 Strategic Management  
 Strategic Human Resource Management  
 Graduate Capstone

### UNDERGRADUATE

Business Communication  
 Business Management  
 Business Policy  
 Consumer Behavior  
 Entrepreneurship & New Venture Creation  
 Global Business  
 Global Management Human Resource  
 Management

Introduction to Business  
 Marketing Research  
 Multi-Cultural Business  
 Operations and Project Management  
 Organizational Behavior  
 Principles of Marketing  
 Project Management  
 Time Management

## INDUSTRY EXPERIENCE

**JPMORGAN CHASE BANK, New York, NY**

**2003 - 2015**

***Vice President, Product Management, Treasury Services (2010 –2015)***

The faculty line at NJCU overlapped the role at JPM from 2013 through 2015. This was as a result of JPMorgan requesting additional time due to the debt ceiling crisis within the federal government. Permission was granted by NJCU and JPMorgan to have a short term dual role which ended in 2015.

- Responsibility included growing the business and implementing change within Liquidity Solutions and developing global business strategies for Treasury
- 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
- Administrative responsibility for the Treasury Services 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 global product lines, 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)
- Developed business strategies for Prudential Investments working with the 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

## **PRESENTATIONS & PUBLICATIONS**

*Refereed Publication - Journal of Higher Education Management (November 2021 V36, N2)*  
“Reflections on the Internationalization of Higher Education”

*Refereed Publication –International Journal of Marketing Studies (August 2020 V12, N3)*  
“Impact of social media on consumer buying patterns”

*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 Humanities & Applied Social Science (Apr 2016 V1, N1)* “Effect of Ad Repetition and Relevance in Social Media Advertising”

*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 – 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 **Key Note Address**– 2021 K J Somaiya Institute of Management Mumbai India*  
“Business Agility and Adaptability in the VUCA Environment”

*Presenter – K J Somaiya Institute of Management Mumbai India*  
“Reflections on the Internationalization of Higher Education”

*Presenter – 2021 American Association of University Administrators*  
“Reflections on the Internationalization of Higher Education”

*Presenter – 2021 Aksaray University, Turkey*  
“The overall change post-pandemic in the globalization of education”

*Presenter – 2021 University de las Americas Puebla, Mexico*  
“Leadership and Innovation”

*Presenter – 2021 University of Worcester, UK*  
“New Business Idea Model”

*Presenter 2020 Eastern European Fulbright Association to USA Administration*  
“The New Reality of Partnerships”

*Presenter – 2020 Fulbright Finland Alumni*  
“The New Reality of Partnerships”

*Presenter – 2020 K J Somaiya Institute of Management Mumbai India*  
“Perspectives and Strategies on how building a network helps to solve diplomacy issues”

*Presenter **Key Note Address** – 2020 Turku University of Applied Sciences “A-R-C, “Developing careers in jobs that do not yet exist”*

*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” ProQuest 13419532

## LICENSES

*State of New Jersey Department of Education - Business Education - [inactive]*  
*FINRA/NASD - Registered Principle Series 24 & Registered Representative Series 7- [inactive]*

## PROFESSIONAL AFFILIATIONS

Member - Academy of Management

Member - American Association of University Administrators

Member – Project Management Institute

Reviewer - Academy of Management

Reviewer - American Marketing Association

Reviewer - Cogent Economics and Finance

Reviewer - Eastern Academy of Management

Reviewer - Financial Management Association

Reviewer - Managerial and Decision Economics

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

Member Board of Director Brookdale Community College

Member, New York City Technical College Alumni Association

Member, Nova Southeastern University Alumni Association

Member, Pace University Alumni Association

Toastmasters International, Advanced Toastmaster Bronze and Competent Leader

Beta Gamma Sigma

Delta Mu Delta

## MEDIA

1. Contributor to “TheStreet.com”

<https://www.thestreet.com/author/john-donnellan>

2. Contributor to: *Association of American Colleges & Universities – Academic Minute*

<https://academicminute.org/2020/09/john-donnellan-new-jersey-city-university-arc-model-for-higher-education/>