

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

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East Stroudsburg, PA 18301

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EDUCATION

Doctoral of Professional Studies – Management/International Business
Pace University, New York, NY

Master of Business Administration – Management/Entrepreneurship
Nova Southeastern University, Broward, FL

Bachelor of Business Administration - Management
Pace University, New York, NY

Associate in Applied Sciences - Advertising
New York City Community College, New York, NY

ACADEMIC EXPERIENCE – DUTIES AS CHAIR

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

- Chair and Tenured Associate Professor Management Department
- Responsible for four undergraduate majors and three graduate majors with approximately 450+ students
- Chair for six full-time faculty, 25 part time faculty and one assistant including all budgetary, staffing, promotion/reappointment and scheduling while working within an AFT/CWA union environment. All AQ/PQ compliant
- Partner with other NJCU Colleges for joint program development – CPS Cyber Security
- Recruit and hire faculty within EEOC guidelines
- Develop articulation agreements with Community Colleges – on the Brookdale Community College Management Advisory Board
- Senator for Management Department and member of the Senate Executive Committee
- Convert all curriculum for to online ensuring all faculty are trained for the online learning environment - QM trained
- Ensure all assessment for Management Department is ACBSP compliant while working on moving toward AACSB Accreditation
- Developed Management Advisory Board and partnering with local businesses for internships and full-time opportunities
- Develop international cooperative project-based learning opportunities for students
- Created the Management Student Mentoring Program – all faculty involved
- Department fully Safe Space and QM trained

Fulbright:

- Friends of Fulbright Finland (FoFF) Alumni Council member – 5/2023 to 5/2025
- Board of Director New Jersey Fulbright Association Chapter
- NJCU Fulbright Liaison

- U.S. Department of State 2023 - TIE Alumni representative – Birmingham Alabama. Brainstorming with 40 fellow Fulbright alumni on how to give rural communities a global voice. Received \$10,000 grant with fellow Fulbright Alumni to showcase “Global Voices in the Rural Community”
- Fulbright 2022 – Lapland University of Applied Sciences Finland – teaching and research on Sustainability of Business in the Arctic Circle
 - Visited several universities and lectured on sustainability.
- Fulbright 2020 – TUAS Scholar Award Turku University of Applied Sciences Finland – collaborative teaching with USA and Finland. Delivered keynote 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
- Technical program reviewer for the Binational Fulbright Commission in Egypt, Fulbright Finland, and the Institute of International Education® (IIE)

Academic:

- Winner of the "Bright Idea Award" award among NJ business schools – Seton Hall University, 2017
- Clinton Global Initiative University (CGIU) NJCU Mentor since F2020
- Founding member of the NJCU University of the Arctic (UArctic) program (2018-2020)

LECTURED AT THE FOLLOWING UNIVERSITIES

1. Åbo Akademi University Finland
2. Aksaray University Turkey
3. Assumption University Thailand
4. Beijing City University China
5. Cabrini University PA
6. Changzhou University China Lecturer
7. East Stroudsburg University PA
8. Helsinki School of Business Finland
9. International Management Institute India
10. Jilin International School of Language China
11. K J Somaiya Institute of Management Mumbai India
12. Metropolia University Finland
13. Montpellier Business School France
14. Lapland University of Applied Sciences Finland
15. Satakunta University of Applied Sciences Finland
16. Turku University of Applied Sciences Finland
17. University de las Americas Puebla Mexico
18. University of Worcester UK

DOCTORAL PROGRAM CHAIR

- NU Distinguished Core Part-Time Professor, 2016 – present. Member of the Senate Executive Committee for the School of Business and Economics.
- Pace University Dissertation Committee Member, 2015- present

ACADEMIC EXPERIENCE

GRADUATE

Behavioral Issues Ethics Management
 Communication Skills for Leaders
 Entrepreneurship & New Venture Creation
 Financial Planning
 Global Leadership
 Graduate Capstone
 Harvard Business School Online
 Leadership in a Global Environment
 Leadership Research
 Managing Service Organizations
 Negotiations and Sales
 Organizational Leadership Style
 Strategic Human Resource Management
 Strategic Management

UNDERGRADUATE

Applied Entrepreneurship
 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

DOCTORATE

Pre-Candidacy Prospectus
 Qualitative Research Design and Methodology
 Scholarly Literature Review

BUSINESS EXPERIENCE

JPMORGAN CHASE BANK, New York, NY

2003 - 2015

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

The faculty line at NJCU overlapped with the role at JPMorgan from 2013 through 2015. This overlap occurred because JPMorgan requested 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 concluded in 2015.

Responsibilities during this period included:

- Developing global business strategies for Treasury Services Product
- Chairing the Treasury Services Liquidity Risk and Compliance Committee, with oversight for AML, FATCA, KYC, and Dodd-Frank compliance issues in the business. Acted as subject matter expert (SME) on compliance issues within Liquidity.
- Handling administrative responsibilities for the Treasury Services Intern and Analyst programs, including university placements.
- Serving as the Global Project Manager for large-scale projects related to Cash Concentration.
- Managing analytics teams that supported global Treasury Liquidity, including daily balances monitoring and reporting to the Federal Reserve (Fed), Office of the Comptroller of the Currency (OCC), and JPMorgan CEO. These daily reports covered approximately \$285 billion.

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

Collateral Management responsibilities included:

- Leading teams in the US, UK, and India to implement a new security collateralization product platform.
 - Served as a Project Manager for several multi-year/multi-million-dollar initiatives, overseeing the implementation of products such as Cash Collateral Management (CCM) and Securities Collateral Management.
- Managed Collateral Management for US Broker Dealer (SCM) and Derivatives Collateral Management (DCM).
 - Acting as the Product Manager for Broker Dealers, Banks, and Hedge Funds/Private Equity.
- Managed multiple global product lines, including Tri-Party Equity (TPR), Public Funds Collateral Management, Securities Collateral Management, and Stock Loan Escrow (SLE).
 - Successfully grew balances from zero to \$40 billion, generating revenue of \$3.7 million over a 9-month period.

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

Chase Insurance Group VP responsibilities included:

- Managed the implementation of a new Agency Management System for the Private Client Group, resulting in increased sales volume and revenue.
- Created and approved business and systems requirements, ensuring alignment with organizational objectives.
- Managed risks by implementing and monitoring financial and operational controls for the business.
- Led projects utilizing either Waterfall or Agile processes, depending on the project's needs.
- Maintained a leadership role throughout the project lifecycle, from inception to implementation, while effectively leading cross-functional teams.

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

Public Relations Director responsibilities included:

- Developing and implementing comprehensive branding strategies and marketing communications for all investment products offered through both affiliated and non-affiliated channels, including Mutual Funds and Annuities.
- Collaborating with the President of Prudential Investments to devise business strategies and create compelling content aimed at enhancing product positioning among distributors and the sales force (financial advisors, wholesalers), while ensuring compliance with all regulations.
- Responsible for a budget of \$1.5 million allocated for the development and launch of targeted public relations programs directed at the media, industry professionals, and stakeholders.

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

- Led the implementation of impactful strategic initiatives aimed at enhancing productivity and profitability within the national retail sales force. Key areas of focus included communications, training, product development, software enhancements, procedural changes, regulatory requirements, and compensation issues.
- Managed two strategic 'SWAT' teams tasked with expanding the distribution of insurance products through the agent sales force. Successfully executed initiatives that led to increased market penetration and revenue growth.
- Partnered and relocated to top sales force in South Carolina to increase agent productivity and customer satisfaction. Achieved significant improvements in agent recruitment and increased customer retention by 2%, contributing to overall business growth and success.

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

- Directed multiple teams with the objective of enhancing written customer communications. Collaborated closely with business partners to revamp and establish a standardized output format, and successfully managed the transition from legacy systems to cutting-edge platforms for communication delivery.
- Managed a dynamic communications team, overseeing the entire process from gathering business requirements to implementing client communications for Individual Life and Retirement Services. Achieved streamlined and effective communication strategies that resonated with customers.
- Facilitated customer focus groups to gather valuable feedback on the design and overall impact of communications. Utilized this input to continuously improve the customer experience and meet their evolving needs.
- Acted as a liaison to legal and compliance departments, ensuring that all communications adhered to regulatory guidelines and maintained the highest standards of compliance.
- Awarded the prestigious "Dalbar" Communications Award in 2000 for outstanding communications design, highlighting the commitment to delivering clear and engaging messages to customers.
- Managed risks associated with product communications to ensure compliance with state regulations, mitigating potential issues and maintaining a strong reputation for regulatory adherence.

PUBLICATIONS & PRESENTATIONS

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 – 2023 October University de las Americas Puebla, Mexico
“Greed is Good? Wall Street Perspective”

Presenter – 2023 Lapland University of Applied Sciences, Finland
“Sustainable development projects – Wall Street prospective”

Presenter – 2023 March University de las Americas Puebla, Mexico
“Wall Street Ethics – Myth or Fact”?

Presenter – 2022 Fulbright Association’s 45th Annual Conference
“Reflections on the Internationalization of Higher Education”

Presenter – 2022 University de las Americas Puebla, Mexico
“Wall Street Ethics – Myth or Fact”?

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

Presenter – 2021 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– 2020 Helsinki School of Business Finland
“Sustainability and Ethics in Business”

Presenter– 2020 Metropolia University Finland
“Sustainability and Ethics in Business - JPMorgan”

Presenter– 2020 Åbo Akademi University Finland
“Sustainability and Ethics in Business”

Keynote 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 – Green Templeton College, Oxford University UK

“A Comparison of Pedagogy in China and USA”

Presenter - 2018 ACBSP Region 1 Conference -NJCUC, NJ

“Global Entrepreneurial and Leadership Collaboration – NJCU and SAMK”

Presenter - 2017 Oxford Business & Economics Conference (OBEC) – Saïd Business School, 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 – Murray Edwards College, 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

LICENSES

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

PROFESSIONAL AFFILIATIONS

Member – Fulbright Association [current]
Member – American Management Association [former]
Member - American Association of University Administrators [current]
Member – Project Management Institute [former]
Member - Toastmasters International, Advanced Toastmaster Bronze and Competent Leader

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

Board of Director Brookdale Community College [current]
Board of Director Fulbright NJ Chapter [current]
Board of Director and Treasurer Art Beyond Sight [former]
Council Member Fulbright Finland [current]
Alumni - New York City Technical College Alumni Association
Alumni - Nova Southeastern University Alumni Association
Alumni - Pace University Alumni Association

Honor Society - Beta Gamma Sigma
Honor Society - 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/>
3. Linked in
<https://www.linkedin.com/in/johntdonnellan/>