

Dr. John T. Donnellan, DPS, MBA
Professor and Co-Chair of Management Department

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

Co-Chair and Tenured Professor Management Department

- NJCU Senate President
- NJCU Board of Trustees Faculty Appointee
- NJCU Fulbright Liaison and Fulbright Association Campus Coordinator (FACC)
- NJCU AFT Local 1839 Treasurer and Executive Committee Member.
- Lead a department comprising six full-time and 27 part-time faculty, plus one assistant, overseeing four undergraduate and three graduate programs serving over 450 students. Responsible for all administration aspects associated with a Chairs responsibility while working within a unionized AFT/CWA environment.
- Developed Collaborative Online International Learning (COIL) programs with multiple international universities, including Satakunta University of Applied Sciences (Finland), Turku University of Applied Sciences (Finland), Seinäjoki University of Applied Sciences (Finland), Universidad de las Américas Puebla (Mexico), and Rabat Business School (Morocco).
- Established an International Lecture Series, integrating global scholars into NJCU's graduate and undergraduate classrooms.
- Ensured departmental assessment processes meet ACBSP standards, with efforts underway to achieve AACSB accreditation.
- Coordinated efforts with the Transfer Resource Center to approve numerous articulation agreements with community colleges to streamline student transfers and partnered with Admissions to support student recruitment by attending multiple high school and community college outreach events.
- Under Student Success, established the Management Advisory Board to build partnerships with local businesses for internships and full-time employment opportunities, and created the Management Student Mentoring Program, engaging all faculty in mentoring roles to enhance student success and retention.
- Member of the Management Advisory Board at Brookdale Community College.

Fulbright:

- Alumni Council member *Friends of Fulbright Finland (FoFF)*
- Board of Director New Jersey Fulbright Association Chapter
- NJCU Fulbright Association Campus Coordinator (FACC)
- NJCU Fulbright Liaison
- 2025 - Fulbright Association Conference, Table Talk on “Extending the Fulbright Impact: Post-Award Collaboration and Virtual Internationalization”
- 2024 - Fulbright Association Conference, Table Talk on “Using AI to overcome obstacles in Financial Literacy – Myths and Realities”
- 2022 - Fulbright Association Conference, Table Talk on “Internationalization of Higher Education”
- 2023 - U.S. Department of State - 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”
- 2022 - Fulbright Specialist Award – LAPIN Lapland University of Applied Sciences Finland – teaching and research on Sustainability of Business in the Arctic Circle
 - Visited several universities and lectured on sustainability.
- 2020 - Fulbright Scholar Award– Turku UAS 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
- 2017 - Fulbright Specialist Award – SAMK 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)

U.S Department of State:

- Selected as a member of the inaugural U.S. Exchange Alumni Fellowship cohort, representing the Mid-Atlantic Region through Global Ties U.S. in partnership with the U.S. Department of State’s Office of Alumni Affairs - 2025
- Alumni Thematic International Exchange Seminars (Alumni TIES) representative 2023 – 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”

Academic:

- Winner of the "Bright Idea Award" award among NJ business schools – Seton Hall University, 2018
- 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

Åbo Akademi University Finland	Jilin International School of Language China
Aksaray University Turkey	K J Somaiya Institute of Management Mumbai India
Assumption University Thailand	Metropolia University Finland
Beijing City University China	Montpellier Business School France
Cabrini University PA	Lapland University of Applied Sciences Finland
Changzhou University China	Satakunta University of Applied Sciences Finland
East Stroudsburg University PA	Turku University of Applied Sciences Finland
Helsinki School of Business Finland	University de las Americas Puebla Mexico
International Management Institute India	University of Worcester UK

DOCTORAL PROGRAM CHAIR

- National University Part-Time Professor, Doctoral Program, 2016 – present.
- National University member of the Part Time Faculty Advisory Committee – College of Business and Technology (COBET)
- Pace University Dissertation Committee Member, 2015- present

ACADEMIC EXPERIENCE

Graduate Classes Taught	Undergraduate Classes Taught
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	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 Classes Taught – PhD and DBA

Building Organizational Capacity
Business Financial Systems
Business Leadership and Strategy
Business Strategy and Innovation
Dissertation Chair and SME, Chapters 1, 2, 3, 4 and 5
Dissertation Portfolio
Ethics in Business
Executive Leadership
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

Paper pending publication – Rutgers Business Review “Enhancing College Students' Success Through AI and Financial Literacy Education”

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

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

*Peer Reviewed 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*

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

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

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

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

Peer Reviewed Publication – International Journal of Humanities & Applied Social Science (Apr 2016 V1, N1) “Effect of Ad Repetition and Relevance in Social Media Advertising”

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

Peer Reviewed Publication – Financial Markets, Institutions & Instruments (Jan 2016, V25)
“The Technology of Ratings Then and Now; Hiding in Plain Sight”

Peer Reviewed 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 – 2025 October Fulbright Association’s 48th Annual Conference
“Extending the Fulbright Impact: Post-Award Collaboration and Virtual Internationalization”

Presenter – 2025 October University de las Americas Puebla, Mexico
“Profits with Purpose: What Wall Street Taught Us About Sustainability”

Presenter – 2025 August U.S. Department of State Exchange Alumni and NJ Fulbright “Walking Tour - Celebrate the Cultural History of Jersey City”

Presenter – 2025 July National University, “Virtual Fulbright Program Discussion”

Presenter – 2025 July U.S. Department of State Exchange Alumni and National Security Language Initiative for Youth (NSLI-Y) “Join the conversation shaping tomorrow NSLI-Y”

Presenter – 2025 June U.S. Department of State Exchange Alumni and Eastern NY Fulbright
“Virtual Lunch and Learn on US Exchange Programs”

Presenter – 2025 May University de las Americas Puebla, Mexico [in person]
“Profits with Purpose: What Wall Street Taught Us About Sustainability”

Presenter – 2025 May University de las Americas Puebla, Mexico [in person]
“The Value of NJCU’s Undergraduate and Graduate Programs”

Presenter – 2025 May University de las Americas Puebla, Mexico [in person seminar]
“From UDLAP to New Jersey City University: One Step Closer to a Global Career”

Presenter – 2025 May University de las Americas Puebla, Mexico [in person]
“Bridging Continents in the Classroom: Practical Approaches to Internationalization”

Presenter – 2025 May Urban Leadership Fellows CA: Executive Leadership Course
“Discussion on Civic Engagement and Advocacy in in Today’s Society”

Presenter – 2024 November Montclair State University, *Panel Discussion*, “Fulbright Impact: the Power of International Perspectives in Research & Teaching”

Presenter – 2024 October Fulbright Association’s 47th Annual Conference
“Using AI to overcome obstacles in Financial Literacy – Myths and Realities”

Presenter – 2024 October University de las Americas Puebla, Mexico
“Greed is Good? Wall Street Perspective”

Presenter – 2024 October Lapland University of Applied Sciences, Finland
“Sustainable development projects – Wall Street prospective”

Presenter – 2024 May Montclair State University, *Panel Discussion*, “Perspective on How Intercultural Experience Help Us Survive & Thrive”

Presenter – 2024 March University de las Americas Puebla, Mexico
“Greed is Good? Wall Street Perspective”

Presenter – 2024 February Lapland April University of Applied Sciences, Finland
“Sustainable development projects – Wall Street prospective”

Presenter – 2024 January Fulbright Association
“Adventures in Finland as a Fulbright Scholar – Elves, Reindeer’s and Happiness”

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

Presenter – 2023 October 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 October Fulbright Association’s 45th Annual Conference
“Internationalization of Higher Education”

Presenter – 2022 March 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 -NJCU, 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

Panelist – July 2025, National Security Language Initiative for Youth (NSLI-Y) U.S. Department of State Exchange Alumni Fellowship Initiative

Panelist Moderator – July 2025, U.S. Department of State Career Connections - Washington D.C., U.S. Department of State Exchange Alumni Fellowship Initiative

Panelist – June 2025, Fulbright Eastern NY Virtual Lunch and Learn on Fulbright SUNY Empire State University, NY U.S. Department of State Exchange Alumni Fellowship Initiative

Panelist – March 2024, Discussing the role of a Fulbright Specialist, Ball State University, IN

Panelist – May 2024, Fulbright-NJ Perspective on How Interculture Experiences Help US Survive & Thrive, Montclair State University, NJ

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 [current]

Member - American Association of University Administrators [former]

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/>
4. Interview: From Exchange to Impact: How Alumni Fellows Are Turning Experience into Action *Exchange Matters* / August 20, 2025
<https://www.globaltiesus.org/from-exchange-to-impact-how-alumni-fellows-are-turning-experience-into-action/>
5. Interview: Risky business? Mayor Fulop adding Bitcoin ETFs to Jersey City pension fund portfolio/ 07/28/2024 |
[NJ.com/The Jersey Journal](https://www.nj.com/The-Jersey-Journal)