Greetings Rutgers EMBAs, and welcome again to The Powerhouse!

Hope you are all doing well. I trust that you have been receiving my recent Macro Updates following most of the upheavals in the economy. While there may be some (controversial) inklings of possible recovery in the global economy, Rutgers EMBA has some very definite good news for you.

Once again, the Wall Street Journal has ranked us in the top 25 programs. The EMBA class of 2010 was surveyed by WSJ and we were ranked #1 for Administrative Support, #7 for Management Skills and, earlier in the previous WSJ EMBA ranking in 2008, #8 in Return on investment. In the global Financial Times survey for EMBA, we were ranked #3 in Economics in all EMBA programs worldwide, and #7 in Strategy.

One of the biggest items of REMBA news is the multi-pronged emphasis on further upgrading our Placement and Alumni activities. Our very own Prof. Mark Castelino is now the EMBA Alumni coordinator. Mark and a dedicated team of EMBA alumni have been working hard on consolidating all the EMBA LinkedIn platforms, the email lists, tracking down missing alumni, and upgrading the alumni golf outings. Simultaneously, another team of class leaders of the current two classes has produced a detailed business plan for Career Placement, and they also describe in detail what the profile of the new Alumni/Placement Coordinator in EMBA should be. The search for a candidate is now on. In the meantime, we have a new executive career coach, Andy Gogates, who specializes in Finance. He joins Susan Mach, whose strengths lie in Marketing and Strategy. Our two coaches are available to any/all current students who find themselves in transition.

The Class of 2009 presented yours truly with a gift that is far beyond anything I deserve—a giant terracotta warrior general imported from Xian, China, the site of the original terracotta army. This exquisite statue commands attention in the second floor lounge, and the undergrads have already taken to rubbing an appendage (the left foot) for good luck before exams! The Class of 2010’s legacy to the EMBA program was a beautiful EMBA display case located in the second floor lounge. Once this is commemorated, the plan is to display Emba awards and trophies, all EMBA logoed material and books published by EMBA professors. Thanks again
to both these classes for these legacy gifts that will grace Rutgers EMBA forever.

The ever popular Back-to-School reunions will be held as usual—in fact, save the date, please. The next all-day back-to-school event will be on April 2 in our new RBS building on 1 Washington Park, with Professors Karafin, Govindaraj and me presenting short updates on Strategy, Finance, and the Global Macroeconomy, followed by the wildly successful Speed Networking event.

The Executive Brief includes the usual sections, including the ever popular EMBA Updates. Once again, please email me at Langdana@business.rutgers.edu with any/all updates and I’ll be sure to get the information into the next Brief. And if you have not been getting regular emails from me about Alumni events or Macro Updates, please let me know right away.

Best always and hope to see you at the next Alumni Event,

Farrokh Langdana,
Director, Rutgers EMBA
Professor, Finance/Economics

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EVEN MORE ADDITIONS TO EMBA

Once again, REMBA lives up to its reputation of being one of the most up-to-date EMBA programs. We continuously upgrade course material to match the latest developments in business, technology, and the economy. Recent additions include a doubling of the module Financial Aspects of Mergers and Acquisitions, a brand-new module in Sales Force Management and Strategy, new modules in Financial Derivatives, Global Macroeconomic Policy, Innovation Development and Strategy, Leadership and Change Management, and new electives in New Product Design and Brand Management. The International Business course has been completely restructured to include the role of global institutions in development and the strategic advantages, disadvantages, complications and realities of outsourcing and off shoring. The in-class exercises, Cycle of One, focusing on independent and rapid-fire decision-making at the highest level, have been highly acclaimed. And the new Spouse/Partner Events have been very successful—we invite spouses/partners for a short module in a topic of general interest, on a class day. This allows them to be part of the program, and to interact with, and relate to, their EMBAs at work.

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We are happy to announce three very innovative modules:

Art, Innovation and the Executive, taught by Prof. Mary-Kate O’Hare, Associate Curator of American Art at the Newark Museum. This session explores the link between major works of art and the level of creativity and innovation in contemporaneous society.

The second exciting new module is Leadership Lessons from the Civil War, by Steve Isenburg (2008). The focus here is on some of the key protagonists in the Civil War and the enduring leadership lessons for us as individuals and executives. Finally, we offer The Art of Mentoring—how to create and
sustain morale and motivation at the executive level among your subordinates and peers.

A brand-new short module in the *Strategic Deployment and Management of IT* is being constructed. This will not make Rutgers EMBA superstars in designing technology per se, but they will fully understand the relevant applications of IT to their particular sectors. In other word, they will be able to leverage the most recent innovations in IT that will enable their companies to pull away from the competition.

Please visit New for 2011-12 on the EMBA website, EMBA.rutgers.edu, to learn more about these offerings.

The two-week three-credit summer seminar in China is doing extremely well. In many ways, this is one of the highlights of the whole program. Rutgers EMBA stay in 5-star hotels, such as the Crown Plaza, Beijing, just a few minutes walk from Wang Fujing which is the “#1 street in China”, and similarly in Shanghai, within walking distance from The Bund. In both cities, we interact with EMBA from our longstanding China programs at two networking events. Last year we expanded the program to include Hong Kong in our tour and we were rewarded with a fascinating marketing presentation at Walt Disney, Hong Kong. One interesting takeaway: visitors to Walt Disney, Hong Kong, don’t really go there for the rides—they go there for the food! Walt Disney miscalculated and had to increase eating space by 80% soon after opening! So “know your market” took on a whole new meaning for us after this presentation.

We are, perhaps, the only EMBA program to be allowed to visit the Port of Shanghai, courtesy of Maersk Shipping. [It did not hurt to have the CFO of Maersk, USA, Morten Nicolaisen (2011), in the program.] For the first time, we got a close-up look at airplane maintenance at the newly renovated Beijing Airport, taking an interesting tour of the Ameco facilities there. Ameco is a joint venture between Air China and Lufthansa. Another of our special visits was to Shannon Fashions where the supply chain of high fashion—textiles being designed, cut, and prepared for shipping to the United States—unfolded before our eyes. Courtesy of one of our current EMBA, Michael Pan, we were able to get special “insider” tickets to the World Expo being held during our trip to Shanghai. It was another amazing “trip of a lifetime.”

Companies visited in the past include Liz Claiborne (sorry, there was no factory outlet store), Mercedes Benz (nope, no factory discounts there either), Novartis, Lenovo Computers, local silk factories, Airbus, Roche Pharmaceuticals, and Coca Cola (yes, free sodas).

Of course, our visits always include the sensory extravaganza of remarkable sites such as The Great Wall of China, and the Forbidden City in Beijing, and the Bund, and the Yu Yuan Gardens in Shanghai.
The REMBA Alumni Group

The Rutgers Executive MBA Alumni group has made a great deal of progress in the last few months, with an alumni survey, committees for events, overall strategy, and most recently an elections committee forming to finalize the roles for the EMBA alumni board and run elections for a new term beginning in June. The best way to get in touch and participate is to join the Rutgers Executive MBA Alumni Group on LinkedIn, or at http://finance.groups.yahoo.com/group/RutgersEMBA/ and get involved with the rapidly expanding offerings. Plus, the graduating class is creating a job board for the REMBA site (please see the following blurb for more details). Of the EMBA alumni group, founder and acting president Lincoln Rowley says, “Please join in the fun, and remember, when it comes to business—REMBA first! We are better off together than alone.” If you are interested in participating in one of the alumni committees, please email Lincoln at lincolnrowley@alumni.rutgers.edu.

NEW “CAREER PORTAL” FOR RUTGERS EMBAS ONLY

We will very soon have a ‘jobs for Rutgers EMBAs’ section on our website, www.emba.rutgers.edu, spearheaded by the 2011 and 2012 class officers in partnership with the EMBA program.

An exclusive REMBA Career Portal will help our students and alumni access a portfolio of services including career opportunity listings, interview skills workshops, resume-writing tips and tools, salary check-up tools and one-on-one career placement services. The portal will be password-restricted to allow access to Rutgers EMBAs only.

To ensure the perpetuity and continuous growth of this web portal and the programs associated with it, the 2011 and 2012 class officers are working on a succession plan requiring that each future class elects, along with their officer board, a student liaison or team of liaisons to support this program.


In preparation for the expected launch of the REMBA Career Portal, please send any and all EMBA-worthy job postings to Farrokh Langdana at langdana@business.rutgers.edu.

EMBA AWARDS

EMBA Achievement Award, presented to the student with the highest GPA.
2009: Yosry Barsoum, and Mark Miller
2010: Peter Murphy

Joel E. Kelly Leadership Award, presented by the class to the EMBA(s) that displayed extraordinary leadership.
2009: Mark Miller
2010: Jennifer Cole

EMBA Director’s Award, presented by the Director and the Staff of Rutgers EMBA to the students who have been exceptionally helpful in the administration of the program.
2009: Melissa Smith, Class President
2010: Ignacio Vijil-Cabrera, the excellent tutor of many an EMBA in Economics and Trade, and Andy Lee, who was invaluable in setting-up EMBA facilities in the new building.
The Rosa Oppenheim Award for the best group presentation in Statistical Analysis was presented to:

The Rosa Oppenheim Award for Analytical Techniques was presented to:

The Rosa Oppenheim Award for Quantitative Analysis was presented to:
Honorable mention went to Densign Bright, Anshu Gupta, Kenneth Kim, Gagan Kumar, Chuck Napp, and Seethar Sunku.

Jennifer Garofolo and Mitchell Rona were the recipients of the Ted Marousas Award for significantly increasing the footprint of REMBA globally. Thanks to Jennifer, the class visited the J&J plant in Tobyhanna, Pennsylvania, for her Supply Chain Course, while Mitch managed to get us into a gigantic iron foundry in Beijing for a jaw-dropping plant visit.

The MarkStrat Award is presented to the EMBA team who leads the industry in total Revenue, Net Contribution and Market Share in a competitive web-based simulation requiring weekly product management decisions in product development, R&D investments, targeted advertising, market research, channel choices, and sales focus.
2009: Jesse Cohen, Rajnish Malhotra, Rachel Mathew, Kenneth G. Miller, John E. Moorman, and Basnat K. Gupta, Ravi Krishnamurthy, Stan Podolski, and Sharad J. Rathod
2010: June Carlin, Jennifer Garofolo, Kenneth E. Kim, Jennifer L. Singleton

Business Strategy is an inherent strength of Rutgers EMBA—The last time that BusinessWeek did sectoral rankings for EMBA programs, the Rutgers EMBA program was ranked #5 in Strategy in the world.

The Wall Street Journal Award for Highest Distinction in Business Strategy, awarded by Prof. Barry Karafin was presented to:
2009: Jesse Cohen, Rajnish Malhotra, Rachel Mathew, Kenneth Miller, Mark Miller, John Moorman
2010: Melanie Andrich, Yannick Bail, Justin D’Silva, Jason Koslowski, Azhar Mahmood, and Peter Murphy

2010 SAW SOME NEW EMBA AWARDS:
The Recognition Awards for Leadership, which were presented to Class President Himanshu Zinzuwadia and Class VP, Melanie Andrich. Our famous high-powered EMBA attorney, John Giorgi, was the recipient of the Leon Wojenko Award, while our Dr. Rajesh
**Wadhwa**, head doctor of Continental Airlines, was presented the **EMBA Physician Par Excellence Award**. The **Chuck Award** for contributing tremendously to the morale of the class was presented to...Chuck. (Charles Napp, 2010).

**30 WAYS THE WORLD KNOWS THAT YOU ARE A RUTGERS EMBA:**

*Note from the Editor: This was meant to be a Top 10 list, but we were overwhelmed with “must include” gems from the alumni—so here they are.*

(30) When you ask Rutgers EMBA s how they are, they say things like “C-bar is good, but I-bar is shaky”, and they expect you to know what the heck they are talking about.

(29) They use phrases like “Engine Room,” “Click on it”, and “when I was in the Powerhouse.”

(28) They know what ‘Sureshisms’ are. (As in ‘Thank God for stupid people—without them we would not be considered smart’). **Editor’s Note:** A “Sureshism” is a semi-whimsical saying from the great sage, Prof. Suresh Govindaraj.

(27) When they have to spend time standing in line, they send emails to Prof. Rosa Oppenheim about waiting-time-in-queue. Editor’s Note: This actually happened: EMBA s waiting in line at the Shanghai Expo were emailing waiting-time formulae to Rosa in NJ). Note from Rosa: “Not only did they send me formulae while standing in line in Shanghai, but also photos of the line. It was really amazing.”

(26) A black Lands End attache with a pretty blue Rutgers EMBA logo is always in their possession. In fact, they think the EMBA Lands End attaché is way more chic than the knock-off Prada bag they bought in Shanghai. (Suzanne Bujara, 2010)

(25) They wander about mumbling ‘Cash is King’ a lot, and think fondly about Dr. Ben. (Gagan Kumar, 2010)

(24) Rutgers EMBA s get all emotional when *It’s a Wonderful Life* comes on....they know tons of trivia from the movie, and go on about ‘The Choice’ and get all sentimental....(Ken Miller, Kenneth Kim, and Peter Murphy, 2010.)

(23) They know what Cycle of One is, and cannot wait to one day actually “throw away the rule book” once they get to the corner office on the top floor.

(22) They NEVER underestimate the countries that make the little umbrellas for the Mai Tais. Andy Lee (2010)

(21) “When Harry Met Sally” Take 2, is a Sureshism that has special meaning to them. No, it’s not what you think; it has nothing to do with the restaurant scene. Sorry! (Andy Lee, 2010)

(20) They still seem shocked to have passed Prof. Ivan Brick’s final exam in Advanced Finance.

(19) When their boss says, “Hey, nice Rolex!” they say, “Like it? I have 5 more like it at home,” and they secretly smile when they think of Yang Yang and her Rolex shop in China. (Ken Miller and Victor Zubb, 2010).

(18) They mention “Conjoint Analysis” a lot in conversation to impress Marketing Types. (Peter Murphy, 2010)

(17) When the media says to panic (e.g. jobs going overseas), they remain calm. When the media tells them that the economic indicators are looking good, they panic. (Mark Miller, 2009)

(16) When they have lunch some Saturdays, they wonder where all the other 60 students are and then realize that they’re at home. (Prof. Sandy Becker)

(15) They are dedicated to their Lands End EMBA shirts. They even wear them when their babies are...
born (True story, says John Tintera’s wife 2010). In fact, they own EMBA clothing and accessories for every day of the week and friends think they work on commission for all that advertising. (Suzanne Bujara)

(14) You mention “Shanghai” and they get all emotional and wax eloquent about the farewell dinner at the rooftop restaurant on Three on the Bund. (John Tintera, 2010)

(13) They forget that there really is a true Tai Chee—besides Macro Tai Chi. (John Tintera, 2010).

(12) They know that “stupid junk” is really a “Sureshism” in code for liabilities. (this and the next two by Suzanne Buhara, 2010)

(11) When they say that the have to “lie down,” they either get panicked looks or raised eyebrows.

(10) When they say “power up,” their families say, “so just turn on the TV, what’s the big deal?”

(9) They know what an “Exploding Mahoney” is. (Ken Kim, 2010)

(8) They are the only ones who give The Choice as holiday and birthday presents. (Chris Mathes, 2009)

(7) They actually get emails from Dolce, Basking Ridge, because they put in their business cards in the jar in hopes of winning a free night with their spouses. (Chris Mathes, 2009)

(6) They understand that there is a difference between comparative advantage and competitive advantage, but they hope no one asks them to explain it. (Steve Isenberg, 2008)

(5) They always have a mental image of Prof. Peter Parks drinking a Coke when the term ‘price elasticity’ comes up. (Steve Isenburg)

(4) They have this urge to tear out occasional articles from the WSJ or, for that matter, any newspaper or magazine—often even from magazines that belong to others! They then mumble something about, “Another 3-star gem….must email right away…”. (Andy Lee, 2010)

(3) “Yeeeaahh,” actually means “No,” or “I am not sure,” or “maybe,” or “hmmm…,” or “absolutely NOT.” But “Yeeeaah” never means “Yes”. This could, conceivably, be confusing to non-Rutgers-EMBAs. (Courtesy of so many embas who sent me this one.)

(2) They have this amazing, inexplicable, lifelong, unbreakable, almost mystical bond with 50+ classmates (Victor Zubb, 2010).

(1) They always carry those conspicuously old-fashioned 4-color Bic pens, and are sentimentally extremely attached to them.

TRUE STORY: Nabil Mughal (2012) was in a high-level meeting at work when he pulled out and clicked-on his 4-color Bic pen. John Brefach, his boss and CIO and COO at McCarter and English, LLP., who happens to be another Rutgers EMBA, (1999) heard the resounding click and stopped in mid-sentence...and then in a voice trembling with emotion, John asked, “is that THE Rutgers EMBA pen?” When Nabil answered in the affirmative,
John, now emotionally out-of-control, announced magnanimously that perhaps the whole team should have the 4-color Bic pens. But then both parties quickly came to their senses and concurred that “the pen” had to be earned—it was a badge of honor, and not meant to be simply given away. Nevertheless, an impromptu 5-minute break ensued while both John and Nabil regained their composure. Such is the power of the EMBA pen. Welcome to the Powerhouse.

WHERE ARE THEY NOW?
Please send all updates to langdana@business.rutgers.edu.

1982
For the last 16 years, Jack Fink (1982) has been involved with the AARP in support of the volunteer Tax Counseling for the Elderly program in Broward County, Florida, with special attention paid to seniors of moderate income. Jack is the county coordinator for the program, as well as a counselor and tax instructor. He writes, “In addition to tax law and computer application, I employ a lot of management skills to facilitate the efficient and accurate preparation of returns by my volunteers.” Jack, who retired from the U.S. Coast Guard in 1996, has been a resident of Florida for the past five years.

1984
Frank Gatti (1984), who is CFO of ETS (Educational Testing Service) and a member of the Board of Directors of Blackboard, was named 2010 CFO of the Year by NJBIZ, in the “Best Turnaround Specialist” category. Afterwards, Frank said, “One of the best professional and educational experiences for me was the EMBA program, which has enabled me to achieve numerous goals and objectives as a result of the value that it added to my ‘professional tool kit.’ I’m proud to be an EMBA alum!” Frank remains actively involved in the EMBA program as a member of Prof. Ivan Brick’s Financial Advisory Board, and as a Guest Professor discussing the subject of Leadership in a Financial Context.

1991
Four years ago, James Kline (1991) started a consulting practice, The EnSol Group, serving the baking and snack food industries. Jim, who is based in Flemington, NJ, reports that EnSol has grown to an international consultancy with projects ongoing in North and South America, Africa and Asia. Jim writes, “I have learned that the vast majority of consultants and design engineers receive ‘finder’s fees’ of 1% to 3% when placing equipment and service contract orders with suppliers; at the same time they collect fees from their clients. In fact, it is an expectation of suppliers that they will be paying finder’s fees so that they can be recommended to the clients. One of EnSol’s principles is that neither EnSol or its employees will accept finder’s fees—last year alone, we walked
away from $1.4MM in fees, so we are walking the walk.”

1993

Dr. Geetha Ghai (1993) is now retired, but doing much volunteer work in the public health sector. She is on the Advisory Board of the Minority and Multicultural Office, NJ Department of Health and Senior Services. She’s also a founding member of the South Asian Total Health initiative (SATHI), which was nominated for a 2009 NJBIZ Healthcare Heroes award, and the SKN Foundation, whose mission is to improve total wellness through education.

1994

Michael McLafferty (1994), who is Partner-in-Charge with the Healthcare Services Group of EisnerAmper LLP, has been leading efforts to assist major health systems in the Northeast with due diligence work on physician practices, as those health systems decide which organizations to merge and/or acquire. He writes, “Healthcare as we know it will be changing over the next five to ten years.” His practice also recently helped save St. Mary’s Hospital in Passaic, NJ from dissolving, and was instrumental in making St. Mary’s the first hospital in the history of NJ to come out of Chapter 11 Bankruptcy.

1997

Dr. Bobby Braunstein (1997), Clinical Professor of Ophthalmology at Columbia University College of Physicians and Surgeons, has taught in the Ho Chi Minh Eye Hospital in Vietnam and the Hebei Medical University Hospital in China. He’s currently teaching Value-Based Medicine in the Rutgers Healthcare Management Mini-MBA program.

1998

Ujjal Mukherjee (1998) provides high-end refining technology for large or national oil companies as Vice President, Technology at CB&I Lummus and Chevron Lummus Global. He writes, “These are very exciting times for startups in biofuels, especially those based on enzymes and non-edible plants, and we see a resurgence of certain petrochemicals such as butadiene for making all those car tires in China and India.”

Charlotte Rutherford (1998) has been promoted to Deputy General Counsel, Intellectual Property at Schlumberger Limited, which is a Global 500 company providing oil-field services in more than 80 countries and investing more than $1 billion in R&D. She’s now living in Houston, TX.

1999

Jeannine Benson (1999) is now Director, Health Services Research at Bristol-Myers Squibb. She worked part-time for 10 years while her children were young—with anxiety about work/life balance. Now that her children are older she is encouraging everyone to enjoy time at home with their kids before they become teens! She is also glad to see that her winning name for this newsletter, Executive Brief, is still being used.
Melanie Halpern (1999) is Clinical Documentation and Coding Supervisor at University of Medicine and Dentistry New Jersey (UMDNJ).

2000

Gerhard Franz (2000) reports that his company, A. G. Franz Associates, LLC—a wholesale provider of communication equipment, bringing European manufacturers to the U.S. market—continues to grow. Last year Gerhard hired his first two employees, experienced sales managers who are helping him to expand into new market segments and into Latin America. He has also added a Belgian supplier of internet access equipment to provide an ever-growing portfolio of products to his customers.

Eileen Kisly (2000) is VP of Financial Management at Prudential, and a proud mother of three. She writes, “Without my EMBA I don’t think I could be where I am today. Still holding my own in corporate America and feeling like I am making a difference both at work and at home. I am living the dream.”

Dr. Ira Klein (2000) has just been promoted to Senior Medical Director, National Accounts, Sales and Support, at Aetna. In this position, Ira is at the intersection of analytics, marketing and actuarial areas to take a health care policy and behavioral health approach to new designs for employee benefits. He does design work, and sales and marketing as well. Ira also writes to say “I buzzed through a one-year leadership program from AHIP (Association of Health Insurance Plans) with the great EMBA background. Nobody had it over me when it came to strategy!”

Traci Lester (2000) wrote to say that she continues her work in the nonprofit sector, as Executive Director of Reach Out and Read of Greater New York for the past seven years. The organization is part of a national school readiness program that serves over 285,000 underserved children annually throughout the NYC metro area. Traci also said that she recently had dinner with EMBA 2000 classmates Diane Berry, Sally Jones, and Bruce Patsner. Eli and Yaffa Lieberman, Nunzio and Doris Pollifrone (who were babysitting their two grandchildren), and Valerie Yaplee weren’t able to make the dinner. Traci reports that Diane Berry is currently SVP for Marketing and Communications with Coveo, Sally Jones is going strong with 20+ years as VP of Weston Solutions, and Bruce Patsner is a professor at the University of Houston Law Center, although soon to be on his way to Seoul, Korea. As for the others, Nunzio Pollifrone is a Manager with W.L. Gore & Associates, Eli Lieberman and his wife Yaffa oversee their business Prime Rehabilitation Services Inc. and Innovative Power Solutions, LLC, and Valerie Yaplee is living in the D.C. area. Last year on NJ Transit, Traci also ran into Karen Thomas, who was returning from a meeting with her McDonald’s colleague and has kept in touch with Richard Webber, who is at the New York Times Media Group.

Following the merger of Anheuser-Busch and InBev, John Mills (2000) was promoted from Plant Manager of Anheuser-Busch’s Merrimack, NH brewery to Director, Brewery Operations, with responsibility for four breweries including Merrimack, Baldwinsville, NY, Williamsburg, VA and Newark, NJ. John has relocated to the Zone HQ in St. Louis, and says, “I’m happy to report that my Rutgers EMBA is still paying dividends.”

Dr. Frederic Zenhausern (2000) has received an endowed chair tenured professorship in Basic Medical Sciences and joined the College of Medicine–Phoenix at the University of Arizona, where he is also the founder and director.
Dr. Zenhausern is Chair of the Scientific Board of DxTerity Diagnostics, and founder, Chief Technology Officer and Chairman of the Board at Diomics Corporation. He writes, “I can only acknowledge the benefit of my enrollment in the EMBA program, which provided me with broad business skills that allow me to navigate from academia to the corporate world.”

2001

Doug Carrara (2001) was recently promoted to the position of U.S. Director of Sales for BD Preanalytical Systems, working out of the company’s headquarters in Franklin Lakes, NJ. During the spring 2010 semester, Doug and classmate Ted Sestak (2001) presented an EMBA seminar on Sales Information Technology and Customer Relationship Marketing (CRM). Doug and Ted traced the past, present and future of the various types of sales automation technology, and explored the trends and impacts that these systems have on the organizations that implement them. Also discussed was the interconnectivity within the organization between functions and processes that must occur in order to maximize the effectiveness of these systems. Writes Ted, “I must say it was a great experience, and I thank Farrokh for giving us the opportunity to return to Rutgers. It brought back some special memories, especially since Doug and I were the last class standing between the students and graduation!” Upon graduating from Rutgers, Ted began working for Gartner Inc., an IT research and consulting firm based in Stamford, CT. About six years ago, he joined Microsoft in New York City as a Sales Executive, and recently moved into a Sales Management role.

Claudius Maranhao (2001) is now Principal at Gradient, an environmental and risk sciences consulting firm that assists national and global clients in resolving complex problems relating to chemicals in the environment, in the workplace and in consumer products. Claudius writes, “I enjoyed my years at Rutgers and if I could, I would do it all over again. The lessons and learnings are still with me and will not be forgotten. Thanks for the great education at the Powerhouse.”

2003

Doug Hatler (2003) is now Vice President, Operational Excellence at Enviance.

Michael Lakshin (2003) has joined Crescendo Communications, LLC, a New York-based investor relations firm, as a Managing Director, in order to launch the first official representative office of Crescendo Communications in Moscow, Russia, as well as to develop a business-consulting practice in the U.S.

Tara Reynolds (2003) is Corporate Vice President, MassMutual Financial Group, where she leads the Consumer & Product Marketing team. Tara is responsible for promoting and positioning MassMutual’s full suite of individual and group protection solutions, and for overseeing client acquisition and segmentation marketing.

Gregory Sauter (2003) is SVP, Corporate Services for AECOM, a Fortune 500 company that’s a global provider of professional technical and management support services to a broad range of markets, including transportation, facilities, environmental, energy, water and government. Greg is responsible for the Enterprise management of Human Resources, Information
Pascal Yvon (2003) started his own venture, BioSciences Expansion, in 2009, to help life sciences companies introduce and develop their business in the U.S. Pascal writes, “We work primarily with start-ups, and small- to mid-sized firms, providing comprehensive services and solutions from strategic planning to operational execution. We also developed Road Map to the U.S. Market, our three-step Personalized Business Expansion Program,” currently available in both English and French. In synergy with BioSciences Expansion, Pascal started BioSciences Quality Testing Forum in 2009, as an on-line platform for interactive communication and resources in the biotech, pharmaceutical and cosmetics industries, for R&D, Quality Control/Assurance and Manufacturing professionals. More information is available at Pascal@BioSciencesExpansion.com for any questions or to sign up for his company’s newsletters.

2004

Todd Brock (2004) was recently promoted to Vice President for International Sales at Clorox, with responsibility for growing the company’s international business. Todd has progressed steadily through the Clorox organization since joining the company in 1999 as a regional sales manager.

Dr. Patrick Caubel (2004) has been promoted to Vice President, Global Pharmacovigilance and Epidemiology at sanofi-aventis, the company’s top job in Drug Safety.

Paul DelaCruz (2004) has joined The College Board in New York—a mission-driven not-for-profit membership organization comprised of nearly 6,000 leading educational institutions—as Executive Director in the SAT Program group. Among The College Board’s best-known programs are the SAT exam for college admissions and the Advanced Placement (AP) Program of college-credit courses and exams for high-school students. Paul leads teams responsible for SAT program policy, program-wide operations management, and departmental business planning and process management functions.

Ian Goldberg (2004) and wife Stephanie welcomed their second daughter 14 months ago. Professionally, Ian has been splitting time between running his family’s food distribution business and helping the NJ casinos and the Governor advance their plans to revitalize Atlantic City. He reports that the recession has been very challenging for his company and his casino customers, but it has ignited his entrepreneurial spirit to grow and improve his business in new ways.

In August, Lynn Ramsey (2004) was promoted to Vice President, Field Operations for the Americas at Verizon. In this position, Lynn is responsible for the construction and maintenance of Verizon’s Wireline network across the U.S., Central and South America. “The past six months have been a
whirlwind of travel,” says Lynn, “as I’ve gone out to visit my new field teams and learn the intricacies of this new job, but it’s been a ton of fun. The job is complex both operationally and financially, and it gives me endless opportunities to apply my knowledge from the EMBA program.”

Milburn David Smith (2004) is working at Time Warner Cable Media Sales as Technical Services Manager. He also started the Forest Hills Investors’ Business Daily Meetup group, now in its third year — visit http://ibd.meetup.com/517/ for details. The group meets the first Thursday of every month in Forest Hills, Queens, NY.

A year after graduation, Peter Viens (2004) accepted the position of President of SPS, a $20M Florida-based distribution company. He writes, “Great P&L experience. Running a small company facilitates lessons in all business processes (i.e. sales, marketing, finance), which really reinforces lessons from the EMBA program. The success and personal growth in distribution led to more opportunities.” Following work as VP, Manufacturing for Neptune Research, Inc., a composites manufacturing company, last spring Peter accepted his current position as VP, Global Operations and Supply Chain for Morgan Molten Metal Systems, a division of Morgan Crucible plc. He lives in Connecticut, but travels extensively as he has responsibility for manufacturing and distribution sites in Germany, India, China, the U.S. and Brazil. Says Peter, “My options with regards to business opportunities have increased exponentially due to my RBS EMBA education!”

2005

Allan Dunster (2005) has been promoted to Vice President and General Manager for ASCO Power Technologies, responsible for the field service division. Allan writes that his new position has been “the capstone of my 25-year career with ASCO, and I look forward to the new challenges this will bring.” This past fall, for the third time, Allan was a guest speaker in Gordy Smouther’s Supply Chain Management class. The session included both lecture and class exercises that simulate supplier-manufacturer-customer challenges and corrective actions. Said Allan, “The exercises always prove to be a fun, interactive method of reinforcing supply chain fundamentals.”

Jennifer Kirby (2005) is now Senior Director of Institutional Giving at WNET, the largest public television affiliate in the US—two positions from the top of this $240M nonprofit organization, where she works directly with the CEO and senior management. Jennifer oversees a team of eight, and is responsible for raising about $20M a year from institutional and government funding sources. Previously, she was the first COO of Link TV.

China can really change a person. Doktor Ruediger Von Wartzdorf will never be the same again.

Ted Marousas (2005) has relocated to Chesapeake, VA for a position as Terminal Manager for Roanoke Cement, a Titan America business. He and his wife Susan and their youngest son, Joseph, have recently moved to Chesapeake,
where they purchased a home. His oldest son, Aris, stays at their home in NJ while he studies business at Rutgers in New Brunswick.

2006

KC Cheng (2006) is now Associate Director, Biologics in the Third Party Manufacturing department at Bristol-Myers Squibb in Syracuse, NY. He writes, “Since I graduated from the EMBA program, I have been an invited speaker in 10 international and national biotech conferences and published 12 scientific papers in peer-review journals. I guess that I use time more wisely after MBA training—an extra benefit beyond all knowledge gained in finance, accounting, marketing, paradigm shift, etc.”

In September, Nancy Papciak (2006) took on a new position as Vice President, Quality Systems at Janssen Pharmaceuticals, a Johnson & Johnson company. In this expanded role, Nancy provides Quality Systems leadership for the entire pharmaceutical sector in close partnership with R&D, Supply Chain, IT and the Commercial organizations throughout the lifecycle of Janssen’s products. Nancy now reports into the Chief Quality Officer for Pharmaceutical Sector. She describes her job as “a terrific challenge and opportunity—I’m really excited by the growth in scope. I constantly utilize skills and knowledge I gained via my Rutgers EMBA program.”

2007

Dr. William Gluckman (2007) has recertified his specialty board certification in Emergency Medicine until 2020, and received his certification as a Medical Review Officer. He now serves on the Board of Directors of the Urgent Care Association of America and the editorial board of the Journal of Urgent Care Medicine, and is on the founding Board of Directors of the American College of Urgent Care Physicians. Will’s business FastER Urgent Care in Morris Plains, NJ—which he launched in 2009—provides pre-employment physicals, drug and alcohol testing as well as health services such as flu shots, Hepatitis vaccinations and travel vaccines to companies large and small. He invites any MBAs in HR or other departments responsible for these types of services to contact him directly at wgluckman@fasteruc.com or 862-242-8053.

Jasmine Hudson (2007) is Regional Marketing Manager—Verizon Enhanced Communities for Verizon Communications. She leads a team of 13 account managers who are responsible for increasing FiOS penetration in multiple-dwelling units (MDUs) in the New York-metro area—which is the biggest Verizon MDU territory in the nation.

2008

Eugene Borukhovich (2008) is Vice President and CIO of International at Medco, supporting business development efforts across the world and aligning existing operations’ local needs with corporate strategy. In 2009 he joined a startup, HealthWorldWeb, which was sold this past June to a publicly traded company.
Dondapati Chowdary (2008) has changed roles in his work at Johnson and Johnson, from Manager of Research and Development to Worldwide Product Marketing Manager. “Thanks to RBS and the EMBA program,” he writes.

David F. Giannetto (2008), CEO of the Telos Group and author of The Performance Power Grid (Wiley 2006), has released his second book, an illustrated narrative non-fiction novel entitled The Decoy Artist, America’s Last Hunter-Carver (Pelican 2010). He has also been elected as Chairman of the Board for the Spina Bifida Resource Network, and was keynote speaker for the March 2011 Global Strategic Management Institute (GSMI) Governance, Risk Management and Compliance Summit in San Francisco, CA.

Lawrence Hibbert (2009) recently became a Board Member for New Jersey Public Policy Research Institute (www.policy.rutgers.edu/njppri). Last March, he served as a seminar speaker for Rutgers University’s Center for Innovative Ventures of Emerging Technologies (CIVET), on the topic “Moving From Strategy To Execution: Factors That Affect Entrepreneurial Success.” Lawrence reports that his firm, BCT Partners—a Newark, NJ-based consulting firm that provides program management and technology solutions to government entities and corporations—experienced solid growth in 2010. He writes, “We added several significant contracts with U.S. Department of Labor, U.S. Department of Housing and Urban Development (HUD), and U.S. Department of Health and Human Services (HHS), providing programmatic support in the areas of workforce, asset and economic development. Also in 2010, classmate Ravi Krishnamurthy (2009) and I created a partnership with our respective businesses (Cabeus, Inc. and BCT Partners, LLC) to provide document management services to pharmaceutical companies.”

Lincoln Rowley (2009) has been busy since graduation, founding the Rutgers Executive MBA Alumni organization, teaching in the program, moving his family to a new home, and expanding his role at Realogy to include Product Management, Deployment and Analytics.

June Carlin (2010) reports that a group of EMBAs from the classes of 2010 and 2011 have established an investment fund with their peers. Conceptualized by Vince Collado (2010), Russell Gibson (2010), John Giorgi (2010), and J.D. Stem (2011), the fund currently has 39 members. June says, “It has been a great learning process and quite profitable for all involved so far,” as well as a terrific way to “maximize the newly acquired knowledge from REMBA, make a profit and keep in touch with fellow alums.”

Jennifer Garofolo (2010) was just promoted to Product Director for Rivaroxaban, Payer/Access Marketing at Ortho-McNeil. In her new role, Jenn will continue her responsibilities in managing the Institutional Strategies across the U.S.—all
hospitals, inclusive of the VA and Department of Defense, for all five potential indications, in the next 1.5 years. She also has responsibility for the public payer strategies (Medicare and Medicaid). Jenn writes, “This is my third promotion since joining the EMBA program. My husband Craig and I are very excited that we are expecting our second daughter this May.”

**Russ Gibson (2010)** is in a new position as Controller at *Green Key Resources* in New York City, a recruitment firm doing permanent and temporary placement in about 10 different verticals. Russ describes it as a very fast-paced environment, which is experiencing tremendous growth with recently opened offices in Orlando, FL and San Diego, CA to support the pharmaceutical temp/contract division. In addition, Russ and classmate **Jennifer Singleton (2010)** are engaged to be married. Jennifer writes, “Russ proposed on December 18 along the waterfront in Jersey City on our way home from NY.” Russ and Jennifer, who met at REMBA, are planning to be wed on April 23 at the Pleasantdale Chateau in West Orange, NJ.

**Keith Hogan (2010)** was promoted to Global Strategy and Tactics Advisor at *ExxonMobil Corporation*, within the Global Fuels Marketing Pricing Department. He’s responsible for site specific pricing and optimization strategy for company-operated locations in France, Germany and the U.K. Keith attributes his promotion “to the excellent teaching and information from the Business Statistics, Analytical Techniques, Managerial Economics and the entire fourth-semester Finance elective courses,” and says that thanks to his EMBA training “I was able to walk right in and be effective on day 1.” More recently, Keith has developed a new formula-based index pricing mechanism on how motor fuel is purchased and is currently rolling this out to Exxon and Mobil branded wholesalers in the U.S.

In January, **Ken Kim (2010)** moved into Life Insurance Marketing at *Prudential* in his new role as Director, Brand Management and Communications. Ken enthuses, “I am very excited about my new position, and it could not have happened without my degree!”

**Dan Spindler (2010)** is Director of Global Programs for *Audible Inc.*, a subsidiary of *Amazon.com*. Since graduation, Dan has also continued to hone his business plan for *Equal Footing LLC*, which he developed as part of the EMBA Entrepreneur class and for which he won second place in the 2010 Rutgers Business Plan Competition. Equal Footing’s mission is to leverage technology to help improve the lives of people with disabilities. Last fall, classmates **June Carlin (2010)** and **Ryan Gorman (2010)** joined the company, to further vet the prototype and build on the business model. Dan reports that “the team is near completion of the requirements phase of the technology implementation and will be building the application. Near the end of the first quarter of 2011, Equal Footing will begin identifying investors to support the full application implementation. If anyone is interested in learning more about Equal Footing or would be interested in funding, please contact me at spindler.dan@gmail.com.”

**Seethar Sunku (2010)** recently accepted the position of VP of Corporate Finance, Technology Development Manager at *Citi*. He writes, “Thanks to my Rutgers EMBA degree! I would never have made the transition from Technology without it!”. Farrokh Langdana acknowledges valuable assistance from Mary Langdana, Kathleen Harmon and Georgia Sumpter, and is grateful to Bridget Daley for compiling the EMBA Updates and Awards sections.