



COLLEGE OF BUSINESS FACULTY

RESEARCH - EDUCATION - INNOVATION



Stony Brook University
College of Business

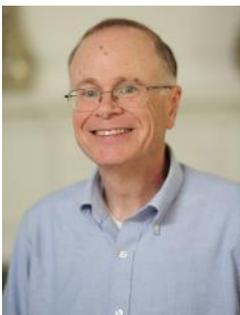
WELCOME FROM THE DEAN

In just 10 years, The Stony Brook University College of Business has enjoyed enormous growth in faculty, research, and academic programs. Our faculty is now made up of 46 full time professors and affiliates, including 40 College of Business faculty and six members with joint or affiliate appointments, from such departments as Applied Mathematics, Economics, and Political Science. Our faculty fall within the research areas of Accounting; Finance; Management (Organizational Behavior and Operations Research/Decision Analytics); and Marketing & Strategy.

The faculty are from the most prestigious universities in the world including but not limited to Carnegie Mellon, Karlsruhe Institute of Technology, Northwestern, Sogang University, Tulane, University of California Santa Barbara, University of Michigan, University of Moscow, University of Munster, University of Virginia, Harvard University, and Yale. Many faculty members have dual affiliation with other Stony Brook departments, including Psychology, Technology and Society, Political Science, and Applied Math, and what's more, they are involved in cutting edge interdisciplinary centers and labs across campus, including the Center for Finance, Center for Behavior Political Economy, Center for Behavioral Finance, Center for Integration of Business Education & Humanities (CIBEH), Center for Performance Measurement, Innovation Center, and Leadership & Creativity Research Lab.

Our faculty involve both undergraduate and graduate students in their research, as well as provide students with experiential learning opportunities, including case studies, client projects and internships, with the ultimate goal of preparing students as leaders in their field of choice. Students are encouraged to develop and test their business ideas through support in our Innovation Center and curriculum in technology innovation and entrepreneurship.

Faculty members are integral in curriculum development, creating and refining programs that will prepare students for future careers in business and academia. Our Accounting programs at the undergraduate and graduate levels have grown immensely in a short few years, and are now considered among the best in the New York metropolitan area. We now offer MBA and MS programs in Finance and an MBA in Marketing, as well as an MBA with concentration choices in General Management, Human Resources, and Innovation. At the undergraduate level, new curriculums have been added in international business and entrepreneurship, to meet the needs of a growing global and entrepreneurial economy.



Manuel London, PhD
Dean, College of Business

ACCOUNTING

The College of Business Accounting Area features six faculty members. Our accounting educational programs are a pathway for students to be eligible to sit for the New York State CPA examination. We offer an accounting minor at the undergraduate level, and an MS and MBA in Accounting at the graduate level. Accounting faculty are involved in many areas of research in public accounting, corporate governance, and the nonprofit sector.

CARL ALLOCCA

Lecturer, Accounting
MS, Taxation, William Howard Taft University
BS, Accounting, Long Island University



A practicing CPA with more than 20 years' experience, Carl Allocca has worked in private industry as a controller and treasurer in the manufacturing and service industries. He was a member of the audit department of Ernst & Young, specializing in auditing, internal control systems development, and conversion and review. Professor Allocca has won the following teaching awards in the College of Business: Outstanding Undergraduate Teaching Award from 1997-2001; Outstanding Graduate Teaching Award for the Technology Management program in 1999; and the Award of Honor for Excellence in Teaching for Business Management in 1997 and 1998.

KEVAL AMIN

Assistant Professor, Accounting
PhD, 2014, Accounting, Temple University
BS, 2007, Accounting, The College of New Jersey



Dr. Amin's skills branch from accounting to audit markets, economic consequences of audits, public accounting industry, and experimental analysis, with teaching interests based specifically in Auditing, Financial Accounting, and Managerial Accounting. He began his teaching career at Temple University in 2009, and has worked as a senior audit associate at Deloitte & Touche LLP. Dr. Amin's research on the public accounting industry, experimental analysis, and audit markets has led to the publication of four papers. In 2013, he was awarded the Temple University Doctoral Dissertation Completion Grant and AAA Deloitte J. Michael Cook Doctoral Consortium Fellow.

CHARLES A. BARRAGATO

Research Professor, Accounting
PhD, 2002, Business, Baruch College
MS, 1983, Taxation; BS, 1980, Accounting, Long Island University



Dr. Barragato is a certified public accountant and holds the Certified Fraud Examiner (CFE) designation. He served on the faculty LIU-Post School of Professional Accountancy for 28 years, and became the school's director in 2006. Dr. Barragato concentrates his research in the areas of taxation, financial reporting, and agency issues associated with the nonprofit sector. Dr. Barragato currently serves as an outside reviewer for Voluntas, and also provides commentary on tax and accounting issues to *The Journal of Taxation*, *The Wall Street Journal*, *The Long Island Business News*, *The Trusted Professional* and *TheStreet.com*. He was awarded the NYSSCPA's coveted "Dr. Emanuel Saxe Outstanding CPA in Education Award" and LIU-Post "David Newton Award" for excellence in teaching.

CHRISTIE L. COMUNALE

Research Professor, Accounting
PhD, 1999, Accounting, University of South Florida
MBA, 1994, General Business; BS 1990, Accounting, Loyola University



Dr. Comunale is an award-winning researcher in the areas of audit judgment and decision making, and the efficiency and effectiveness of the audit process. She is a licensed CPA with major audit experience at Cooper & Lybrand, and also worked as a Professor of Accounting for 14 years at LIU-Post. At Stony Brook, her research centers around the application of Data Envelopment Analysis (DEA) and related techniques to current issues in business and public policy. She received numerous teaching awards including LIU-Post's "David Newton Award" for excellence in teaching. In 2014, Dr. Comunale received Stony Brook University's College of Business Outstanding MBA Instructor Award.

QIAN “CECILIA” FENG

Assistant Professor, Accounting
PhD, 2014; MBA, 2009, Accounting, Temple University
BS, 2007, Business Administration, Xi’an Jiaotong University



Dr. Feng worked as an instructor at Temple University for Accounting Information Systems, Managerial Accounting, and Financial Accounting. She has also worked as an enterprise management consultant for Murex Investments in Philadelphia, PA and a treasury analyst intern at Technitrol Inc., in Trevose, PA. Her research interests include economic consequences of strategic alignment of human resources and leadership, determinants of performance and compensation, and internal control weaknesses and turnover. She has completed seven conferences and workshop presentations and three working papers.

CHANSOG “FRANCIS” KIM

Associate Professor, Accounting
PhD, 1994, Accounting, Baruch College, The City University of New York
MBA, 1986, Business, Western Illinois University



Dr. Kim's teaching interests cover financial, managerial and international accounting. He joined Stony Brook after teaching at Wayne State University and the City University Of Hong Kong, where he served as the PhD program coordinator and held membership on several university boards. His research focuses on security analysts' earnings forecasts, corporate political connections, corporate governance, corporate tax aggressiveness, and auditing. His work has been published in accounting, finance and international business journals, including *Journal of Finance*, *Journal of Financial Economics*, *Journal of Financial and Quantitative Analysis*, *Financial Management*, *Journal of International Business Studies*, and *Auditing: A Journal of Practice & Theory*.

FINANCE

The College of Business Finance Area features 15 faculty members and three research centers – Center for Finance, Center for Behavioral Political Economy, and Center for Behavioral Finance. These centers, which explore modern theories of asset pricing, portfolio choice, banking and savings behavior, are collaborations with the College of Engineering and Applied Sciences and the College of Arts and Sciences. Finance education includes the MS and MBA in Finance at the graduate level, and a BS in Business Management with specialization in Finance at the undergraduate level.

SANDRO BRUSCO

Professor, Economics
1993, PhD, Economic Analysis and Policy, Stanford University
1986, Discipline Economiche e Sociali, Università Bocconi



Dr. Brusco is the Chair of the Department of Economics as well as a Professor in the department. He holds a joint appointment with the College of Business. His areas of research interest are Mechanism Design, Auctions and Trading Mechanisms, Corporate Finance, and Political Economy. He is a referee for dozens of economic journals and received the Excellence in Refereeing Award, *American Economic Review*, 2007--2008. He is a reviewer for the National Science Foundation (USA), the Agencia Nacional de Evaluación de Proyectos (Spain) and the Social Sciences and Humanities Research Council (Canada). He has most recently been published in *Bulletin of Economic Research*, *Social Choice and Welfare*, and *Games and Economic Behavior*.

SERGIO FOCARDI

Visiting Professor, Finance
PhD, 2009, Mathematical Finance, University of Karlsruhe
1972, Telecommunications IENGF, National Electrotechnical Institute Galileo Ferraris



Dr. Focardi is a co-founder of CINEF, a multidisciplinary research center in Econophysics at the University of Genoa, and of the consulting firm The Intertek Group (Paris). His research interests include the study of factor models of equity prices, explaining and predicting market trends, trend reversals and market crashes, economic models with multiple inflation rates, and financial economics with artificial markets. The underlying theme of his research agenda is economics as a complex system with multiple interacting agents. An engineer by training, Sergio started his career in scientific computing, where he most recently held the position of Managing Director of the Italian subsidiary of the supercomputer firm Control Data.

ROBERT J. FREY

Research Professor, Finance
PhD, 1986, Applied Mathematics and Statistics,
Stony Brook University



Dr. Frey worked in an array of operations research related managerial positions before earning his PhD as a part-time student in 1986. He then became involved in designing mathematically based financial trading systems, first at Morgan Stanley, then at Kepler Associates, and finally at Renaissance Technologies, from which he retired at the rank of Managing Director in 2004. Among his many current activities, he chairs the advisory committee of the University of Chicago Financial Mathematics program (the country's top ranked quantitative finance program), is co-owner of a small investment bank in London, and heads a construction company. Frey just launched his own hedge fund, Frey Quantitative Strategies, with initial capital of \$365 million.

DMYTRO HOLOD

Associate Dean; Associate Professor, Finance
PhD, 2005, Economics, University of Kentucky
MA, 2000, Economics, National University of
Kyiv-Mohyla Academy



Dr. Holod received his PhD from the University of Kentucky in 2005. His research interests include corporate finance, financial intermediation, and economic growth. Dr. Holod has presented his research at numerous academic and practitioner conferences, and his work has been published in finance and economics journals, including the *Journal of Money, Credit and Banking*, the *Journal of Banking and Finance*, and *Financial Management*. Dr. Holod also holds the position of Associate Dean in the College of Business.

AARON KIM

Assistant Professor, Finance
PhD, 2005, Mathematics, Sogang University



Dr. Kim received his doctorate degree from Sogang University in Korea, in 2005, and completed his Habilitation (Doctor of Science) process in Karlsruhe Institute of Technology, Germany, in 2011. His current professional and research interests are in the area of mathematical modeling and its application to finance. He is interested in mathematical models having fat-tails, asymmetric dependence, clustering of volatility, and long range dependence; and in financial issues including financial risk management, portfolio management, and derivative pricing. Dr. Kim has published dozens of research papers in internationally referred journals and has been awarded one patent. He is an expert in computer programming and shares basis libraries and tools that he has implemented.

TING LIU

Assistant Professor, Economics
PhD, 2008; MA, 2005, Economics, Boston
University
BA, 2001, Economics with Distinction, University
of International Economics



Dr. Liu conducts research in Industrial Organization, Health Economics, and Applied Microeconomic Theory. Her recent research interests include reputation building in expert markets, durable goods product design, and the impact of electronic medical record on physicians' behavior. Prior to joining Stony Brook, she worked as an Assistant Professor at Michigan State University. When not doing research, Ting enjoys reading books, traveling and all kinds of outdoor activities.

MICHAEL NUGENT

Lecturer, Finance
PhD, Expected in 2016, Innovation Technology
Policy, Stony Brook University
MBA, 1996, Banking and Finance, Dowling College



Michael Nugent has many years' work experience in both public and private corporations. He held the position of SAP Financial System Analyst at Natural Organics, where his responsibilities included customizing SAP software, configuring FICO financial models, and maintaining profit center structure and profitability determination. In addition, he held the position of Accounting Manager at Data Device Corporation. Before arriving at Stony Brook in 1999, Professor Nugent worked for LIU-Post as an Assistant Professor of Finance. He has received numerous teaching awards during his 15 years at Stony Brook, including the College of Business Outstanding Graduate Instructor Award in 2015.

MARK PALERMO

Lecturer, Lecturer, Management & Finance
JD, 1994, Law, Hofstra University School of Law
MBA, 1988, Concentration in Corporate Finance,
Adelphi University



Mark Palermo brings 20 years of diversified business experience to the classroom. He holds both an MBA degree from Adelphi University, and a JD from Hofstra Law. He has worked at The Chase Manhattan Bank as a middle market lending officer, practiced corporate law at the New York firm of Schulte Roth and Zabel LLP, and worked as Vice President with Gordon Brothers Capital. Mr. Palermo also has experience financing distressed public companies through uniquely structured private placements of convertible debt instruments. He now teaches full time at the College of Business while remaining active in the practice of law.

NOAH SMITH

Assistant Professor, Finance
PhD, 2012, Economics, University of Michigan
BS, 2003, Physics with Distinction, Stanford University



Dr. Smith received his PhD in economics from the University of Michigan, graduating in 2012. His dissertation concerns expectation formation in financial markets. Dr. Smith majored in physics as an undergraduate at Stanford University, and spent three years working in Japan, where he still returns from time to time to do research. He also writes at the economics blog "Noahpinion".

STOYAN STOYANOV

Research Professor, Finance
PhD, 2005, Mathematical Finance, Karlsruhe Institute of Technology
MS, 2002, Applied Probability and Statistics;
BA, 2000, Economics, Sofia University



Prior to Stony Brook, Dr. Stoyanov was a professor at EDHEC Business School and head of research at EDHEC Risk Institute-Asia. He worked for over six years as head of quantitative research for FinAnalytica. He has designed and implemented investment and risk management models for financial institutions, co-developed a patented system for portfolio optimization in the presence of non-normality, and led a team of engineers to implement advanced models for major financial institutions. His research focuses on probability theory, extreme risk modelling and optimal portfolio theory. He has published over thirty articles in various journals, contributed to many professional handbooks, and co-authored three books on probability and stochastic, financial risk assessment and portfolio optimization.

YAIR TAUMAN

Professor, Economics
PhD, 1979, Mathematics; MS, 1974, Mathematics;
BS, 1972, Mathematics and Statistics, The Hebrew University of Jerusalem



Yair Tauman is a Leading Professor in the Department of Economics and holds a joint appointment with the College of Business. His areas of research interests are game theory and industrial organization. He has published, among others, in *Econometrica*, *Games and Economic Behavior*, *Journal of Economic Theory*, *Quarterly Journal of Economics* and *RAND Journal of Economics*. Tauman has been the organizer of the longest and most established series of International Summer Conferences in Game Theory (for over 25 years) and has been on the Faculty at the Kellogg Graduate School of Management and served as the dean of the business school at the Interdisciplinary Center in Hertziya, Israel.

GÖKHAN TORNA

Assistant Professor, Finance
PhD, 2013, Finance, University of Kansas
MBA, 2007, Concentration in Finance, Illinois State University



Dr. Torna conducts research in financial markets, banking and institutions, and corporate finance. His dissertation, "Three Essays in Traditional and Nontraditional Banking, and Portfolio Decisions," concerns the impact of traditional and nontraditional banking activities on bank risk and loan portfolio management. He has published in *Journal of Financial Intermediation*, and is working on several manuscripts for academic journals. Prior to his PhD, Torna was a financial analyst in a major investment bank in Turkey. He has been a panelist at various national and international conferences and a recipient of an outstanding paper award in financial markets and institutions by Southern Finance Association.

KELI XIAO

Assistant Professor, Finance
PhD, 2013, Finance; MS, 2009, Quantitative Finance, Rutgers Business School
MS, 2008, Computer Science, Queens College



Dr. Xiao received his Masters's Degree in Quantitative Finance and PhD in Finance from Rutgers Business School and his Master's Degree in Computer Science from Queens College in the City University of New York in 2008. His general area of research in finance is asset pricing, with a concentration on the studies of financial bubbles and empirical asset pricing, while his dissertation focused on the process of housing bubbles. In addition, another area of his research is data mining with a focus on financial and business data analysis. He has published several papers in refereed journals and conference proceedings in the field of data mining.

STEFAN ZEISBERGER

Assistant Professor, Finance
PhD, 2009, Behavioral Finance, University of Münster
MS, 2003, Economics and Management, University of Bremen and University of Bath



Dr. Zeisberger specializes in research on behavioral finance and financial decision making. He received his doctorate degree from the University of Münster in Germany. He has worked as a senior research associate at the Department of Banking and Finance of the University of Zurich, and held visiting positions at the California Institute of Technology and the University of Innsbruck in Austria. He uses his research to solve real world problems in association with the Behavioural Finance Solutions (BhFS) in Zurich, consulting banks and insurance companies to incorporate insights from behavioral finance into their services, products and business processes. His research has been published in several journals.

YIYI ZHOU

Assistant Professor, Economics
PhD, 2012; MA, 2008, Economics, University of Virginia
MA, 2007, Economics, Peking University



Dr. Zhou is an Assistant Professor in the Department of Economics and holds a joint appointment with the College of Business. Dr. Zhou's dissertation concerned the dynamic pricing and entry in the U.S. video game market. She developed a Bayesian estimation method for dynamic games arising in economics and business areas. Her research interests are in industrial organization and applied econometrics.

MANAGEMENT

The College of Business Management Area includes two areas of expertise - Organizational Behavior, which features 11 faculty members; and Operations/Decision Analytics, with 6 faculty members. The area features five research centers and labs – Center for Behavioral Political Economy, Center for Integration of Business Education & Humanities (CIBEH), Center for Performance Measurement, Leadership & Creativity Research Lab, and Innovation Center. There is also an Innovation Lab - a workspace where students and community members can collaborate and develop new products. Management education includes the MBA with concentrations in Management, Human Resources or Innovation, the MBA in Health Care Management; and a BS in Business Management with specializations in Entrepreneurship, International Business, and Management and Operations as well as a Minors in Business Management and Entrepreneurship.

ORGANIZATIONAL BEHAVIOR

JULIA BEAR

Assistant Professor, Management
PhD, 2010, Organizational Behavior and Theory, Carnegie Mellon University
MBA, 2002, International Business, Baruch College, City University of New York



Dr. Bear received her PhD in Organizational Behavior from Carnegie Mellon University, her MBA from Baruch College-CUNY, and her AB from Stanford University. Her research focuses on the influence of gender on negotiation outcomes, as well as emotions and conflict management in organizations. Dr. Bear has worked as a post-doctoral researcher at the Technion-Israel Institute of Technology in Haifa, where she was the recipient of a Fulbright Fellowship and Marie Curie Fellowship. Her research has been published in several journals, and she is the recipient of multiple best paper awards from the Academy of Management and the International Association of Conflict Management.

JIYIN CAO

Assistant Professor, Management
PhD, 2014, Management & Organization, Kellogg School of Management, Northwestern University
MS, Industrial/Organizational Psychology, Peking University



Dr. Cao received her PhD from the Kellogg School of Management at Northwestern University. Her research sits at the intersection of decision-making, social network, and culture. Her work has appeared in leading academic journals such as *Social Psychology and Personality Science* and *Organizational Behavior*, and *Human Decision Processes*. Professor Cao teaches Negotiation at both the MBA and undergraduate levels. Prior to joining the faculty at Stony Brook, she studied at the Management and Organizations Department at the Kellogg School of Management, Northwestern University and worked at Lonely Planet.

RICHARD CHAN

Assistant Professor, Management
PhD, 2010, Management & Organization,
University of Washington
BA, 2000, Psychology, University of California,
Berkeley



Dr. Chan's research domain is broadly situated at the intersection of psychology, entrepreneurship, and strategic decisions. Specifically, he investigates how actors' cognitive processes, shaped by individual differences and altered by social and ambient environments, influence the identification/creation and evaluation of entrepreneurial opportunities and earnings forecast decisions. His work has appeared in the *Journal of Business Venturing* and *Academy of Management Best Paper Proceedings*. He serves on the editorial board of the *Journal of Management*.

ANDREW W. DELTON

Assistant Professor, Management
PhD, 2010; MA, 2006, Psychology, University of
California, Santa Barbara
BS, 2003, Psychology, Arizona State University



Dr. Delton is an assistant professor in Stony Brook University's Center for Behavioral Political Economy, with appointments in the Department of Political Science and the College of Business. He received his PhD in evolutionary psychology from the University of California, Santa Barbara. He has received many awards and fellowships and his research has been supported by the National Science Foundation. He has published in *Proceedings of the National Academy of Sciences*, *Journal of Personality and Social Psychology*, *Psychological Science*, and *Current Directions in Psychological Science*.

MANUEL LONDON

Dean, College of Business
PhD, 1974; MA, 1972, Industrial and Organizational
Psychology, Ohio State University
BA, 1971, Philosophy and Psychology,
Case Western Reserve University



Dr. London is Dean of the College of Business and Director of the Center for Human Resource Management. He holds a joint appointment in the Department of Psychology. He worked as a professor at the University of Illinois at Champaign/Urbana from 1974-1977 and Stony Brook University from 1989 to the present. He was also a researcher and human resource practitioner at AT&T. Dr. London is a pioneer in the now popular field of multisource (360 degree) feedback. As a practitioner and consultant, Dr. London has worked on program development and publications in the areas of performance management, feedback, managing marginal performers, and the manager as coach and developer.

LILY CUSHENBERY

Assistant Professor, Management
PhD, 2012; MS, 2010, Industrial Organizational
Psychology, Pennsylvania State University
BA, 2007, Psychology, California State University,
Fresno



Dr. Cushenbery holds a PhD in Industrial-Organizational Psychology from Penn State University and a BA in Psychology from California State University, Fresno. She is an Assistant Professor of Management and the director of the Leadership & Creativity Research Lab. Her work in leadership, innovation, and conflict applies science-based approaches to practical organizational problems. Her innovation research includes constructs such as team member influence, team climate, and malevolence. Dr. Cushenbery was a post Doctoral Research Fellow at the International Center for the Study of Terrorism. Her consulting clients include the North Atlantic Treaty Organization (NATO), Del Monte Foods, PNC Bank, and both US and UK government defense agencies.

RICHARD LASKOWSKI

Professor, Management
EdD, 1982, School Administration; PD, 1972,
Counselor Education; MA, 1970, Counselor
Education; BA, 1966, Social Sciences, St. John's
University



After spending 10 years as the Dean of Physical Education and Athletics at Stony Brook University, Dr. Laskowski returned to a teaching career at the College of Business in 2004. Before joining Stony Brook University, he spent 19 years at St. John's University, where his duties involved management, marketing, program development, finance, compliance, operations, arena management and fundraising. He currently teaches the introductory course for all Business majors, "Business in the 21st Century," as well as Sports Management and Sports Leadership. He received four degrees, including his doctorate in School Administration, from St. John's University.

MARGOT PALERMO

Instructor, Management
MBA, 1985, Finance and International Business,
Stern School of Business, New York University
BS, 1981, Marketing, Boston University School of
Public Communication



Margot Palermo is currently a Professor in the College of Business, teaching Introduction to Business and Business Ethics. She is also Director of the Undergraduate Honors Program in the College of Business. Margot's expertise has been with learning communities and experiential learning. She won the Award for Outstanding Undergraduate Instructor in 2014 and 2015. Prior to Stony Brook, she was with Merrill Lynch for over 20 years, where she worked as the Manager of the International Equity Desk for the Private Client Trading/Marketing Group; and was responsible for pioneering and developing the International Private Client Trading Unit with offices in New York, Hong Kong, and London.

TERESA E. ROBERTSON

Assistant Professor, Management
PhD, 2011, Psychology, University of California,
Santa Barbara
BS, 2004, Psychology; BA, 2004, Religious Studies,
Arizona State University



Dr. Robertson is an assistant professor of management and is also associated with the interdisciplinary Center for Behavioral Political Economy. Dr. Robertson received her PhD in evolutionary social psychology from the University of California, Santa Barbara. Her research has been supported by the National Science Foundation and she has published in the *Journal of Personality and Social Psychology*, *Psychological Science*, and *Evolution and Human Behavior*. Her research generally asks the questions: How do we choose who to associate with and who to avoid & how do we detect and minimize the costs of social exclusion when it happens?

GARY SHERMAN

Assistant Professor, Management
PhD, 2011, Social Psychology; BA, 2004,
Psychology, University of Virginia



Gary Sherman's research interests range from social hierarchy and its role in the inner workings of groups and organizations to ethics, including how to teach ethics, as well as the organizational and social conditions that encourage ethical behavior. His work has appeared in the *Proceedings of the National Academy of Sciences*, *Psychological Science*, and *the Journal of Personality and Social Psychology*. Before joining Stony Brook, Sherman was a postdoctoral fellow at the Harvard Initiative for Learning and Teaching and at the Center for Public Leadership at the Harvard Kennedy School.

GERRIT WOLF

Professor, Management
PhD, 1967, Social Psychology, Cornell University
BS, 1963, Psychology, Hope College



Dr. Wolf is an industrial and organizational psychologist who has focused on entrepreneurship. His students have started on or joined growing technology-based businesses in New York, where he started entrepreneurship classes 20 years ago; in Budapest, where he held Fulbright's Alexander Hamilton Chair of Entrepreneurship in 1993; and in Stockholm, where he was the first Fulbright Chair of Wireless E-Commerce in 2001. He has published more than 60 academic articles on conflict management, managerial decision-making and leadership. He presently researches wireless impact on organizations and consumers. Dr. Wolf is currently Director of the College's Innovation Center.

MANAGEMENT

OPERATIONS / DECISION ANALYTICS

ARISTOTLE LEKACOS

Lecturer, Management
MS, 1974, Operations Research - Management
Science, Polytechnic Institute of New York



Aristotle Lekacos founded and managed for 20 plus years Trac Line Software, a company that developed enterprise wide business systems for retailers, wholesalers and manufacturers. He has also provided consulting services to many Fortune 100 corporations including IBM, JC Penney, AT&T, EDS, Sunbeam, Radio Shack, Honeywell, Hammacher Schlemmer and Xerox . Prior to founding his company, Mr. Lekacos worked at Grumman Aerospace Corporation in Advanced Systems and Business Proposals. He recently published a book titled, "Communicating in a Digital World" which includes online multimedia content. He manages the College of Business Study Abroad Program, which brings nearly 30 students to Greece each summer.

HERBERT F. LEWIS

Associate Professor, Operations Management/
Decision Analytics
PhD, 1996; MS, 1991, Applied Mathematics and
Statistics with a focus on Operations Research
BE, 1989, Electrical Engineering and Applied
Math. and Statistics, Stony Brook University



Dr. Lewis has worked as a consultant on various projects for Management Partnership Services, Inc. and MAXIMUS, Inc. He has worked for the NYS Small Business Development Center and developed software for Roche Diagnostic Systems. Dr. Lewis has published extensively in the area of Data Envelopment Analysis (DEA), a linear programming-based methodology for measuring the relative efficiency of units that consume multiple inputs to produce multiple outputs. His work has contributed to both the DEA methodology and its applications. In addition, Dr. Lewis has published papers in the areas of vehicle routing, job scheduling, gene sequencing and educational pedagogy.

CHRISTINE PITOCOCO

Professor, Operations Management/Decision
Analytics
PhD, 2013, Info Technology; BS, 1982, Medical
Biology, Long Island University
MS, 2001, Mgmt & Public Policy; Adv Cert in MIS,
2000, Stony Brook University



Prior to teaching at Stony Brook's College of Business, Dr. Pitococo worked as a Clinical Assistant Professor in the Bachelor of Health Science Program, Clinical Laboratory Science Program, and Master of Science in Healthcare Policy and Management at Stony Brook University. She earned a PhD in Information Studies and Technology from LIU-Post. She gained her clinical expertise while she was the evening supervisor of the Blood Bank at University Hospital Stony Brook. Prior to joining Stony Brook she was the day supervisor in the Immunochemistry Department and a medical technologist at Mercy Hospital in Rockville Centre.

KATSUNOBU SASANUMA

Assistant Professor, Operations Management
PhD, 2015, Public Policy and Operations
Management, Carnegie Mellon University
SM, Massachusetts Institute of Technology
MPA, Harvard Kennedy School



Prior to joining the faculty at Stony Brook, Dr. Sasanuma was a semiconductor engineer at Toshiba R&D Center, where he holds two U.S. patents. He then studied Public Policy and Operations Research at Harvard and MIT before pursuing his PhD in Public Policy and Management (Operations Management) at Carnegie Mellon University. His research areas include probability theory, stochastic processes, queueing theory, and networks of queues. His doctoral thesis, "Congestion-Based Control Policy for Service Systems," explores a new Markov chain decomposition technique to analyze service systems. He is particularly interested in finding simple laws of physics related to real-world systems and applying the findings to improve service, traffic, and healthcare operations.

THOMAS R. SEXTON

Professor, Operations Management/Decision Analytics; Director, Center for Performance Measurement

PhD, 1979, Applied Mathematics and Statistics; MS, 1974, Applied Mathematics and Statistics, Stony Brook University



Dr. Sexton's research focuses on productivity and efficiency theory and analysis. He has analyzed electricity transmission and distribution systems nationwide, hospitals in New York State, Veterans Affairs medical centers throughout the country, and nursing homes in New York State and Maine. Dr. Sexton helped to develop an efficiency-based funding formula for pupil transportation for the State of North Carolina (Honorable Mention in the 1993 Franz Edelman International Prize Competition for the best application of operations/research/management science in industry or government). He holds joint appointments in the Technology, Policy and Innovation PhD Program, the Department of Applied Mathematics and Statistics, and the School of Health Technology and Management.

JADRANKA SKORIN-KAPOV

Professor, Operations Management/Decision Analytics; Director of CIBEH Center

PhD, 2014, Art History and Criticism; PhD, 2007, Philosophy, Stony Brook University
PhD, 1987, Operations Research, University of British Columbia



Dr. Skorin-Kapov is a tenured Professor of Operations Research, with a diverse educational background, including three PhDs: Operations Research, Philosophy, and Art History and Criticism. Her work in Operations Research includes applications of discrete optimization to network design, manufacturing design, scheduling, and location and layout. She develops algorithms for difficult decision problems arising in engineering and business areas. Dr. Skorin-Kapov is the author or the coauthor of about 70 refereed publications in the field of Operations Research, and a recipient of a number of grants, including five National Science Foundation awards.

MARKETING & STRATEGY

The College of Business Marketing and Strategy Area features 8 faculty members. A key area of focus for the group is Consumer Behavior, with recent publications in *Appetite*, *Behavioral and Brain Sciences*, *Journal of Consumer Psychology*, *Journal of Consumer Research*, *Journal of Experimental Social Psychology*, *Journal of Public Policy & Marketing*, *Journal of Social and Personal Relationships*, and *Perspectives on Psychological Science*. Marketing Education, which includes many student research opportunities, includes the MBA in Marketing and BS in Business Management with specialization in Marketing. Faculty members have strong relationships with external corporations and organizations, who regularly provide students with experiential learning opportunities. Students are able to apply theoretical knowledge to simulation projects and case studies, to broaden their understanding of overall organizational strategy.

CAMILLE ABRUSCATO

Lecturer, Marketing

MBA, Management, Dowling College School of Business

Bachelor of Business Administration, Marketing, Pace University Lubin School of Business



Camille Abruscato has a BBA in Marketing from Pace University's Lubin School of Business and an MBA from Dowling College's Townsend School. The pinnacle of her career was spent at Philip Morris USA as a brand manager, where she managed brands contributing to over \$1 billion in annual sales. During her time here at Stony Brook, Professor Abruscato has pioneered the Target Corporation Case Study Program and the College of Business Student Project Exhibition. The case study program has been such a success that the Target Corporation has decided to use Stony Brook University as a model for the program's continued success at other colleges and universities.

DENISE BUHRAU

Assistant Professor, Marketing

PhD, 2010, Management, Tulane University

BS, 2002, Psychology, Otto Von Guericke University



Dr. Buhrau received her PhD from Tulane University in 2010. She conducts research on consumer behavior, particularly in the context of health behaviors. She focuses on topics such as planning and goal pursuit, health communication, and the role of temporal orientation in decision making. Dr. Buhrau was recently published in *Appetite* and *Journal of Consumer Psychology*. She recently presented at the Society for Judgement and Decision Making and the Association for Consumer Research.

PETER CAPRARIELLO

Assistant Professor, Marketing
PhD, 2012; MA, 2006, Social-Personality
Psychology, University of Rochester
BA, 2003, Psychology, Carnegie Mellon University



Dr. Caprariello's research intersects money and close interpersonal relationships. Specifically, he is currently researching how specifying the relationship context of life experiences versus material possessions affords a more complete understanding of how money can be spent in pursuit of happiness. His dissertation tested whether or not activating self-centered or other-centered motives for spending money on others influences happiness. More broadly, little is known about how relationships influence consumer behavior. He believes that we can develop and extend basic consumer science by better understanding the natural context in which money fundamentally alters, and is altered by, relevant relationship processes. One of his professional goals is to advance research in that broad area.

ROBERT Ettl

Lecturer, Marketing
MBA, Marketing, Iona College
MCA, Public Information Systems, New York
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Robert Ettl brings 30 years of practical business experience in global and domestic operations in both services and product marketing management. In addition, he has been teaching college courses in an adjunct capacity for 27 years at the undergraduate and graduate levels, where he had been recognized as an outstanding Professor. Robert Ettl held the position of Associate Professor of Management at Long Island University in the role of Executive-in-Residence. In addition to being selected for Who's Who in Marketing and Sales, Robert Ettl has been a member of several professional associations. His business experience includes working with firms such as AT&T, Bell Labs, Boeing, Lucent Technologies, and the U.S. government.

MICHAEL KAMINS

Professor, Marketing
PhD, 1984, Marketing, New York University
BBA, 1974, Statistics, Bernard M. Baruch College



Dr. Kamins, Director of Research for the College of Business, received his PhD from New York University in Marketing and Quantitative Methods in February of 1984. He has published over 30 articles in journals that include *International Business Review*, *Marketing Science Institute Working Paper*, and *Journal of Marketing*, and has consulted for firms such as AT&T, Canon, Hilton, MGM and Sony Tristar.

PAUL CONNELL

Assistant Professor, Marketing
PhD, 2008, Philosophy; BA, 1992, University of
Arizona
MBA, 2001, Seattle University



Dr. Connell's research interests include developmental consumer psychology, relationships, and non-conscious influences on consumer behavior. His 2015 article, "Dissociation from Beloved Unhealthy Brands Decreases Preference for and Consumption of Vegetables," was published in *Appetite*; and his 2014 article, "How Childhood Advertising Exposure Can Create Biased Product Evaluations that Persist into Adulthood" was published in *Journal of Consumer Research* and received additional media coverage in the US and internationally. Dr. Connell currently serves on the editorial review board of *Journal of Public Policy & Marketing*.

JULIE Y. HUANG

Assistant Professor, Marketing
PhD, 2011; MS, 2007, Social Psychology,
Yale University
BA, 1999, Psychology and English Literature,
University of Maryland



Dr. Huang's research focuses on how motivational and environmental factors interact to produce unintended consequences in consumer judgment and behavior. In her empirical research, she identifies which goals might be particularly associated with unintended effects in consumer contexts. Her theoretical work argues that an individual's expressed judgments and behaviors can be understood as indirectly controlled by multiple conscious and unconscious goals. Dr. Huang has published this research in behavioral science journals, including *Behavioral and Brain Sciences*, *Psychological Science*, and *The Journal of Experimental Social Psychology*.

ETHAN PEW

Assistant Professor, Marketing
PhD, 2010, Marketing, University of Colorado
BBA, 2003, Finance, University of Texas



Ethan Pew received his PhD from the University of Colorado in 2010. He conducts research on consumer behavior, particularly in the context of investment decision making. He focuses on topics such as how consumers perceive time and process information when evaluating investment opportunities.



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