

ST. JOHN'S Business

Fall 2017



ST. JOHN'S
UNIVERSITY

THE PETER J. TOBIN
COLLEGE OF BUSINESS

NEWS AND INSIGHTS FROM THE PETER J. TOBIN COLLEGE OF BUSINESS

BUILDING SUCCESS

How Tobin College's
New Home Boosts
Business Education

Dean Norean R. Sharpe
offers a year of
leadership lessons



THE PETER J TOBIN COLLEGE OF BUSINESS

PERSPECTIVE FROM
PETER J. TOBIN

**RISK MANAGEMENT
EARNS TOP MARKS**



“

The Tobin College of Business now has more open space and light to encourage connectivity and collaboration among students and faculty.

—Dean Norean R. Sharpe, Ph.D.

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The Lesley and William Collins Business Analytics Lab brings the Wall Street experience to Tobin College students.

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THE PETER J. TOBIN COLLEGE OF BUSINESS

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Today, when students walk the halls of St. John's Tobin College of Business, they come across one name frequently: Peter J. Tobin. For *St. John's Business* magazine, he offers insights on the growth and changes he has seen in business education throughout his distinguished career.

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A YEAR OF LEADERSHIP

REFLECTIONS FROM DEAN NOREAN R. SHARPE, PH.D.

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fter completing my first year as Dean of The Peter J. Tobin College of Business at St. John's University, I am pleased to share recent developments at the Tobin College in our first issue of *St. John's Business* magazine. Thanks to a dedicated and talented team of faculty and staff, we have collaborated to create new programs, recruit experienced faculty, and enroll quality students.

It has been an exciting year for all of us.

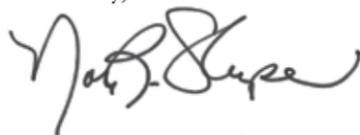
We moved into the new home of the Tobin College in May, and I encourage you to visit us when you return to campus for alumni activities or your favorite Red Storm sporting events. I hope you enjoy reading about our students, faculty, and accomplished alumni in the following pages, as they share their personal and professional stories.

Reflecting on my first year as Dean, I am grateful for the support of our faculty at the Tobin College and their joint vision to foster a community that embraces diversity and change to create a welcoming learning environment that focuses on student success. I am also indebted to the dedicated alumni who have shared their passion, experience, and expertise with our students—either by giving lectures, hosting corporate visits, hiring our students, or funding our initiatives. I thank you for giving generously to support our students.

To meet the rising challenges in higher education at the state, federal, and global level, we are focusing on the cost-effectiveness of our programs, such as our Part-Time MBA, Fast-Track MBA, and Fast-Track MS Programs. These degrees save students time and money by shortening the path to completion and help keep us competitive with our peers. In addition, we are growing our Business Analytics Department and integrating the discipline of analytics into our programs, such as our Analytics MBA.

This fall, we designed a new MBA Orientation Program, and our first Tobin College Graduate Reception launched our Tobin CEO Seminar Series. We are proud that Chris Concannon '92MBA, President and COO of CBOE Holdings, shared his expertise at the launch of this series on September 16. I hope you enjoy reading about other Tobin alumni—Jim Riley, Brian Shea, Pascal Desroches, Kathleen McGovern, and Joe Schwartz—in this inaugural issue of *St. John's Business*. Alumni continue to play a key role in creating a transformative educational experience for all of our Tobin College students.

Sincerely,



Norean R. Sharpe, Ph.D.
Dean

Joseph H. and Maria C. Schwartz Distinguished Chair
The Peter J. Tobin College of Business



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—Dean Norean R. Sharpe, Ph.D.

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TOBIN TRENDS



A TRANSFORMATIVE TRANSITION AT TOBIN

Looking back—and forward—after a year of change under Dean Norean R. Sharpe, Ph.D.

BY SYD STEINHARDT

Much has been transformed at The Peter J. Tobin College of Business since Norean R. Sharpe, Ph.D., took the helm as Dean and Joseph H. and Maria C. Schwartz Distinguished Chair in fall 2016. It has been an intense year for Dean Sharpe, a scholar with vast administrative experience who rose to the top of a deep pool of candidates for the dean position.

“Dean Sharpe impressed us with her commitment to practice continuous improvement in updating our business curriculum to meet the need of today's employers,” said Michael A. Simons, J.D., Dean of St. John's University School of Law and chair of the search committee. “It has been a pleasure to work with Norean during her first year at St. John's and to see her enthusiasm for innovation in action.”

Arriving at St. John's after seven years as Senior Associate Dean of Georgetown University's McDonough School of Business, Dean Sharpe brought experience in alumni outreach, board development, fundraising, budget management, corporate collaboration, and global partnership negotiation. Perhaps most importantly, Dean Sharpe brought with her boundless energy and enthusiasm to explore new programs—both curricular and cocurricular—for students.

“I was attracted to St. John's by its strong sense of mission and inclusivity,” said Dean Sharpe. “The opportunity to develop new global and corporate partnerships—and to dedicate my experience in curriculum development for a diverse population of undergraduate and graduate

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Today's students want graduate programs to focus on specific disciplines, and they want efficiency in time and tuition.

—Dean Norean R. Sharpe, Ph.D.

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Photos from the Tobin College's Commencement in May 2017

students—motivated me to make the move to the Tobin College of Business.”

Dean Sharpe earned her doctorate in systems engineering from the University of Virginia and has more than 30 years of experience in teaching undergraduates and graduate students at Yale University, Bowdoin College, Babson College, and Georgetown University. Her research in causal models, time series analysis, and forecasting—and experience in business program accreditation, curriculum revision, and change management—has led to more than 30 articles and an internationally acclaimed textbook, *Business Statistics*, now in its fourth edition.

During her first year, Dean Sharpe has focused on strengthening recruitment of students and faculty; enhancing the learning environment for students both inside and outside of the classroom; reaching out to alumni to grow the Tobin College Board of Advisors; working with the Paul and Carol Evanson Career Services Center to increase access to internships; and collaborating with faculty to create new global opportunities.

One of those collaborations, with Associate Dean of Academic Programs Adrian Fitzsimons, Ph.D., C.P.A., '68Ed, '71MBA, resulted in a new online program for the MBA with concentrations in risk management and tax, along with the new MS in Risk and Financial Advisory in the Department of Accountancy. These new programs build on the College's already strong reputation in the areas of accounting, taxation, and risk management.

Three new applied MS programs are also in various stages of development in manage-

ment and finance. Finally, Dean Sharpe and Associate Dean Fitzsimons have worked to repackage the joint BS/MBA programs into the Fast-Track MBA and the Analytics MBA, designed for science majors. “Today's students want graduate programs to focus on specific disciplines, and they want efficiency in time and tuition,” Dean Sharpe said.

Both repackaged MBA programs should provide students access to graduate degrees with more flexibility and focus. The Fast-Track MBA provides an economic and competitive advantage to St. John's students and their parents because their financial burden can be reduced by up to one-third of the cost of the traditional Tobin Part-Time MBA.

To expand access to global opportunities, Dean Sharpe has worked to allocate funding of scholarships to students traveling abroad through the College's Global Destination Courses (GDCs) and to the Rome, Italy, campus as part of the redesigned Global MBA. According to Dean Sharpe, Associate Dean Linda Sama, Ph.D., has been instrumental in the expansion of global programs and in the reconfiguration of the MBA, where students are expected to complete their core course work in New York City, then their electives in marketing and international business in Rome.

To see global programs in action, Dean Sharpe recently traveled to London with the GDC for finance majors and to Rome with the accounting majors. “I was impressed with the quality of each of these programs—both from a professional perspective during the corporate visits and from a cultural perspective during the

Words of Wisdom

SPEAKERS SHARE VISION AT COMMENCEMENT 2017.

BY SYD STEINHARDT

In Dean Norean R. Sharpe's first Commencement address at The Peter J. Tobin College of Business, she offered words of wisdom to graduates and shared her entrepreneurial spirit of living one's life as if every day is “Day One,” a concept espoused by Amazon founder and CEO Jeff Bezos.

“Amazon is clearly on the forefront of technical trends and an early adopter of cutting-edge opportunities,” she said. “What drives

these innovations? The courageous philosophy to embrace uncertainty, listen to what is happening in the world, and learn how to harness the wind, rather than fight it.”

“Is adopting this attitude scary? Does it make you vulnerable?” she continued. “Yes, absolutely. But not adopting it means standing still and moving to Day Two ... and, eventually, inertia.”

“I am convinced that being vulnerable takes courage and is a necessary part of leadership,” she said, illustrating her assertion with examples. “Making hard decisions, even when they are unpopular; standing up for what is right, even when you are the only one standing; and lending a helping hand to a friend, even when she does not ask for it, are all actions that make you vulnerable, and they are at the core of what it means to be a leader.”

city tours,” she said. In spring 2018, she will travel and teach with Assistant Professor of Accounting and Taxation Joseph Trainor, Ph.D., and his accounting students in Dublin, Ireland, as part of the Dean's International Seminar.

She also devotes much time and energy to the mission of educating a diverse workforce. Because St. John's has the advantage of enrolling one of the most diverse student bodies of all private universities, the Dean focuses on retention and student success.

She has worked with Associate Dean of Faculty John Neumann, D.B.A., to hire faculty with a proven record—and to ramp up the quality of both teaching and student advising. One of the greatest predictors of student retention is the mentoring and guidance a student receives during his or her first year at a university.

“Dean Sharpe continually stresses that our students are our customers and that their concerns and needs should be addressed promptly and respectfully,” Dr. Neumann said. “Hers is a solution-oriented approach. In our new faculty hires since she has been Dean, a candidate's fit with our teacher-scholar model has been of paramount consideration, as it emphasizes a balance between scholarship and strong performance in the classroom.”

This fall, when students arrived on campus, they found not only a new building but also a new energy in the Tobin College of Business. This entrepreneurial energy—and the dean behind it—is creating more employment opportunities and events for both alumni and students, including the new Tobin CEO Seminar Series. Dean Sharpe aims to dedicate her entrepreneurial spirit to Tobin for years to come.

The recipient of the honorary degree of doctor of commercial science was William J. Janetschek, Jr. '84CBA, who began his address with some strong advice: “No one owes you anything. You are not entitled to anything until you earn it.”

“Success is not easy. It takes a lot of hard work,” continued Mr. Janetschek, the Chief Financial Officer of Kohlberg Kravis Roberts & Co. L.P. and a member of the University's Board of Trustees. “Out-hustle and outwork your peers every day,” he added.

Mr. Janetschek told the graduates, “I am counting on one of you to be here at this podium 30 years from now.”



William J. Janetschek, Jr. '84CBA



AWARDS AND ACCOLADES

The International Insurance Society (IIS) recognized the Tobin College's School of Risk Management (SRM) as a Global Center of Insurance Excellence at the International Insurance Society's Global Insurance Forum in London on July 17. From left to right: SRM Dean Brandon Sweitzer, IIS President Michael Morrissey, Tobin College Dean Norean R. Sharpe, Ph.D., and SRM Faculty Chair Mark Browne, Ph.D.

Risk management, insurance, and global entrepreneurship have earned attention and awards for the Tobin College.

A Global Designation

The Tobin College's School of Risk Management, Insurance, and Actuarial Science (SRM) was named a Global Center of Insurance Excellence (GCIE) by the International Insurance Society on July 17, 2017. Only 20 colleges and universities worldwide received this designation. The GCIE designation is awarded to universities and colleges that meet stringent criteria in areas that include academic rigor, graduate and industry employment rates, and student and faculty excellence.

“The insurance program at St. John's School of Risk Management serves the insurance industry and society by training the next generation of scholars, practitioners, and leaders,” said Professor Mark J. Browne, Ph.D., the Robert Clements Distinguished Chair in Risk Management and Insurance.

Excellence in Actuarial Science

St. John's University received the 2017 Casualty Actuarial Society (CAS) University Award, also reflecting the work of the SRM. The award includes a prize of \$5,000 to further enhance academic programs. According to CAS, the University was selected for its ability to incorporate property and casualty insurance into the curriculum, its industry engagement, and its innovative risk management program. The CAS particularly commended the School's capacity for building and maintaining connections with industry leaders.

“This award reinforces the quality of our actuarial science curriculum and faculty at St. John's,” said Dean Norean R. Sharpe, Ph.D. “We are proud to be among the top-rated actuarial science programs in the United States.”

St. John's will be recognized at the CAS Annual Meeting in Austin, TX, in November. Winners of the award were determined by a panel of judges from across the property and casualty insurance industry.

GLOBE in the Spotlight

The Global Loan Opportunities for Budding Entrepreneurs (GLOBE) microloan program was featured at the Association to Advance Collegiate Schools of Business's inaugural Entrepreneurship Spotlight Challenge during the association's annual meeting in Houston this past spring. The Tobin College is one of 35 business schools around the world to earn this spotlight.

In its eight and a half years of existence, GLOBE has approved loans to more than 160 borrowers in six countries on three continents.

GOING GLOBAL

SHORT-TERM INITIATIVES EXPAND A GLOBAL TOBIN EDUCATION.

BY LINDA SAMA, PH.D.

Global experiences for students at The Peter J. Tobin College of Business are fundamental to expand their global mindset. The Global Destination Course (GDC) program was created to accommodate students otherwise precluded from a full semester of study abroad. This program provides a short-term, intensive global travel experience, with the destination linked to the content of the curriculum.

The program, which launched in the 2009–10 academic year with one travel course, now offers nearly a dozen courses in a variety of disciplines, sending a total of 91 students abroad in 2016–17. It serves many important functions, said Assistant Professor of Economics Aleksandr V. Gevorkyan, Ph.D., a research fellow at the Center for Global Business Stewardship (CGBS).

“A business leader with a global mindset is first and foremost aware of the cultural diversity across international markets, including both competitive challenges and rare opportunities,” Dr. Gevorkyan said.

Assistant Professor of Management Sven Horak, Ph.D., echoes Dr. Gevorkyan’s sentiments. “An integrated global economy requires an ever-increasing level of cooperation among managers, firms, and governments of different nations,” said Dr. Horak.

One of the most prominent CGBS programs is GLOBE (Global Loan Opportunities for Budding Entrepreneurs), for which students manage a donor fund aimed at providing loans to entrepreneurs in developing countries. Since its inception in 2009, GLOBE student fellows have traveled to destinations including Vietnam, Nicaragua, and the Philippines.

■ **Linda Sama, Ph.D., is Associate Dean of Global Initiatives and Executive Director of the Center for Global Business Stewardship at The Peter J. Tobin College of Business.**



1 EVAN DITTIG
UG Marketing, 2017, GLOBE Student Fellow 2016–17

MANAGUA, MATAGALPA, GRANADA, AND SAN JUAN DEL SUR, NICARAGUA

Evan Dittig was one of four student fellows who traveled with GLOBE Program Director Linda Sama, Ph.D., to Nicaragua. GLOBE, an academic microloan program managed by students that provides loans to entrepreneurs in developing countries, offers a selective fellowship each year with travel in May. The 2017 trip took students to Managua, Matagalpa, Granada, and San Juan del Sur in Nicaragua where they met with GLOBE borrowers, as well as the Daughters of Charity, who act as GLOBE’s field partners. Evan observed firsthand the way of life for the borrowers and returned with a better understanding of how every dollar donated helps change people’s lives. Students visited other social businesses, including Rayo de Sol, Habitat for Humanity, and Fabretto Children’s Foundation. Cultural site visits included two volcanoes and a lagoon. Evan repeatedly expresses his thanks to Dr. Sama for a “life-changing experience.”



2 JUSTINE CARUELLE
GRAD MBA, International Business Policy, 2016

**BUENOS AIRES, ARGENTINA
MONTEVIDEO, URUGUAY**

This distinct course was an exciting short-term study abroad opportunity for MBA student Justine Caruselle. She had the opportunity to travel with graduate and undergraduate students and visited two South American countries, while learning the challenges and benefits of doing business in South America. This GDC allowed her to attend presentations by high-level executives from businesses such as Flowics, Aerolineas Argentinas, and the confectioner Havanna. The course offered a balanced program that accompanied business visits with cultural excursions including a live tango show in Buenos Aires. Justine thought the trip was “well-balanced” and said the business visits exceeded her expectations.



3 ANGELA TSATSARONIS
UG Marketing, 2017

DUBLIN, IRELAND

The Dublin Global Marketing course is one of the Tobin College’s longest running and most successful GDCs, with a waiting list for participation. Students visited companies such as Google, Bank of Ireland and the advertising agency TBWA; enjoyed cultural site visits to the Blarney Castle and St. Patrick’s Cathedral; and participated in fieldwork observations in consumer marketing and behavior. The students later presented their findings during daily class meetings in Dublin. “I definitely learned way more on this trip than if I were to just have taken the course as a class on campus,” Angela said. This course was awarded the Dean’s International Opportunity Scholarship, providing each student with a scholarship to help defray costs.



4 WENWEN LI
GRAD Actuarial Science, 2018

**PARIS, FRANCE; MUNICH, GERMANY;
ZURICH, SWITZERLAND;
LONDON, ENGLAND**

Wenwen Li and 14 accomplished undergraduate students from the School of Risk Management traveled to Europe for 14 days during this GDC. Participants, selected after a rigorous process, received an insurance industry scholarship, which covered the majority of the program fees. They visited insurance firms during the resident portion of the course, and their corresponding operations in Europe. The group had a rigorous schedule packed with executive meetings, including visits to Marsh Re, Odyssey Re, Munich Re, and Swiss Re. They enjoyed guided art tours around Munich, a charter to Neuschwanstein Castle in Bavaria, Germany, and a private tour of Canterbury Cathedral in England. Wenwen was excited to see Europe for the first time, saying, “I wouldn’t have been able to do it if it weren’t for this GDC.”



5 VICTOR VILLALPANDO
UG Finance, 2017

LONDON, ENGLAND

Victor Villalpando participated in a Seminar in Finance GDC in London in May 2017. He traveled for six days throughout the city to obtain insight into the inner workings of the global economy and deepen his understanding of the U.K.’s role in the global marketplace. Victor attended lectures and seminars at the international headquarters of major market players, including Lloyd’s of London, Bloomberg London, and Apollo Global Management, to enhance his appreciation for the interdependence of financial institutions around the world. Students in this course received a dean’s travel stipend to defray costs.



6 ALISHER AKHATOV
UG Finance, 2018

ATHENS, GREECE

The GDC in International Management and Operations that traveled to Athens, Greece, was fully subsidized by a generous donor and included students from both St. John’s College of Liberal Arts and Sciences and the Tobin College. Alisher and 14 fellow Tobin students learned about the comparative role of management and operations within the United States and Greece during the online course, culminating in their travel to Athens. They visited Apivita Natural Cosmetics and the Port of Piraeus, met with government officials including the resident of the Hellenic American Union, and immersed themselves in age-old traditions. One student described this GDC as “the best trip of my life.”



7 ANNAMARIA PILATO
Five-Year Accounting Scholar, 2018

ROME, FLORENCE, AND VENICE, ITALY

This course allows Tobin College Accounting Scholars enrolled in the five-year program to travel despite a demanding schedule. They first participate in paid internships which support their travel later in the semester. This GDC visited two of Italy’s biggest metropolitan areas, Rome and Florence, with business site visits focused mainly on international accounting firms and leading businesses with consolidation requirements. They received presentations from upper-level executives at Deloitte, Grant Thornton, and PwC. The trip included day trips to Venice and Bologna where students visited the Ducati factory and enjoyed cultural sites. They visited the Coliseum and the Vatican in Rome, and the Cattedrale di Santa Maria del Fiore.

FACULTY SCHOLARSHIP

PRACTICAL FINANCE

Anna Martin, Ph.D., dives deep into data and real-world applications to teach finance effectively.

BY JENNIFER LUBELL

Anna Martin, Ph.D., knows the best way to teach finance is to go beyond the textbook into the realm of the practical, so she immerses her students in real-world analyses and data, weaving in finance research and contemporary topics as part of the curriculum.

“It is important to explain the way finance works in theory, but it is also important for students to experience what finance research shows and what the data actually reveal,” said Dr. Martin, the Alois J. Theis Endowed Chair and Professor of Finance at The Peter J. Tobin College of Business at St. John’s University. What external factors and internal characteristics improve the value of a firm or portfolio affect the risk of a firm or portfolio? These are questions that she asks her students to answer.



“This way, our students, as they become finance practitioners, can recommend how to ‘get things done’ in a better way,” Dr. Martin said. “And finance students want to acquire that practical knowledge to support their career path.”

Since her arrival at the Tobin College more than a decade ago, Dr. Martin has seen the College’s finance curriculum grow and improve. Now, she is compelled to take the program to another level and establish the Tobin College as a center of finance scholarship.

“Combined with our continued focus on hiring extremely intelligent, dedicated, and energetic finance faculty, I see the need to leverage this momentum and promote our strengths and unique offerings,” she said.

Her insight has led to the creation of the Applied Finance Institute (AFI), whose chief mission is to promote student activities related to the practice of finance at the Tobin College and prepare students for successful careers. The Institute’s launch plan includes a major push to recruit students into the AFI Fellows program and begin AFI-sponsored research efforts this fall.

The AFI Fellows program aims to encourage high-achieving finance students to gain recognition and applied finance experiences, and pursue industry certifications such as the coveted Chartered Financial Analyst (CFA).

Dr. Martin expects the program to gain visibility quickly. All AFI Fellows who meet requirements will receive a certificate of completion and have access to a number of benefits. The Institute will offer sponsorship to undergraduate and graduate students for a prep course and study materials for the CFA exam.

Fellows can apply for scholarships to experience London, Europe’s financial capital, through a Global Destination Course and attend the Global Asset Management Education Forum. Opportunities also exist to participate in competitions such as the ETF Global Portfolio Challenge, the CME Group Trading Challenge, the CFA Institute Research Challenge, and the ACG Cup.

Outside of her AFI work, Dr. Martin cochairs the Financial Management Association’s Applied Finance Conference, which brings professors and practitioners together to share ideas and opinions. The conference, hosted annually by St. John’s, has raised awareness of the caliber of the faculty at the Tobin College, according to Dr. Martin.

“We are closely associated with the conference and host it on our Manhattan campus,” she said. “This has enhanced our reputation as a leading provider of finance education.”

Service Marketing Scholar Earns Award

MARKETING PROFESSOR TIMOTHY L. KEININGHAM, PH.D., HONORED WITH HIGHEST ACADEMIC AWARD IN SERVICE RESEARCH.

BY SYD STEINHARDT



Timothy L. Keiningham, Ph.D., has only been at The Peter J. Tobin College of Business for a year, but his well-established service research is already bringing added prestige to the College.

Associate Professor Keiningham received the American Marketing Association’s 2017 Christopher Lovelock Career Contributions

to the Services Discipline Award. This international award, the highest presented in the field of service marketing, is given to the individual whose teaching, research, and service have had the greatest long-term impact on the development of the discipline. Only one such award is given each year.

Dr. Keiningham received his honor at the awards dinner held during the Frontiers in Service Conference in New York City on June 23.

“It is humbling to be included among the esteemed previous honorees, and the weight of this honor is only beginning to sink in,” he said. “As service researchers, our fundamental task is to show managers how they can win by doing the right thing for their customers and for society.”

The author or coauthor of half a dozen books, as well as numerous scholarly articles and papers, Dr. Keiningham came to the Tobin College in 2016 after a long career in service marketing. He spent more than 17 years at Ipsos Loyalty, a division of the world’s third largest market research firm, rising to the position of Global Chief Strategy Officer and Executive Vice President. He left Ipsos in 2015 to join Rockbridge Associates as Chief Strategy and Client Officer.

Dr. Keiningham currently holds the J. Donald Kennedy Endowed Chair in E-Commerce and continues to pursue his research interests and teach courses in service marketing, marketing strategy, and marketing analytics.

“One of the most compelling aspects of joining St. John’s University is that service is in its DNA. In fact, it is explicitly stated in its mission,” he said. “Being able to help instill in my students the idea that business done right is ultimately about service has been incredibly rewarding.”

“As a service researcher who chose this discipline specifically because at its core it is about serving others, I feel blessed to be a part of an institution that believes service is an important part of its mission.”

“It is important to explain the way finance works in theory, but also important for students to experience what finance research shows and what the data actually reveal.”

—Anna Martin, Ph.D., Alois J. Theis Endowed Chair and Professor of Finance at The Peter J. Tobin College of Business at St. John’s

The Rewards of Risk Management

Paul L. Walker, Ph.D., brings field experience to a high-demand discipline.

BY SYD STEINHARDT

When Paul L. Walker, Ph.D., arrived at The Peter J. Tobin College's School of Risk Management, Insurance, and Actuarial Science, he brought with him a wealth of experience in program development.

As codeveloper of one of the first enterprise risk management (ERM) courses while a professor at the University of Virginia, Dr. Walker immediately set about to bring his decades of expertise in the field to the Tobin College. Over four years, ERM student enrollment has quadrupled.

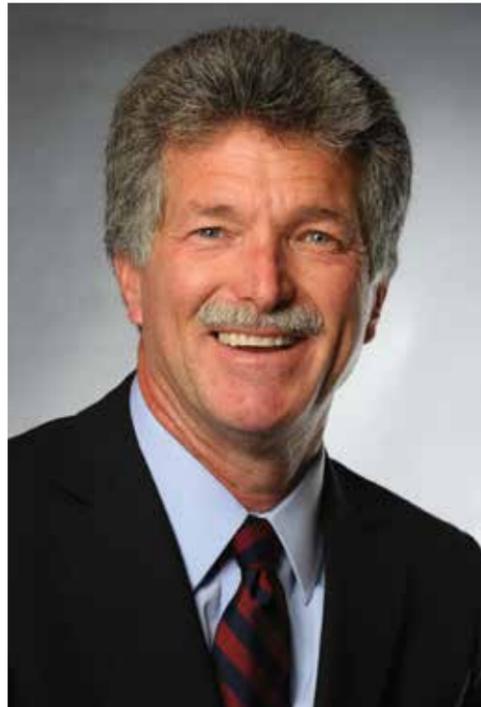
That success has much to do with the demand for experienced enterprise risk managers, who are trained to recognize the interdisciplinary nature of business activity and adopt an enterprisewide approach to managing the numerous risks an organization faces.

"This is a rapidly emerging business discipline," Dr. Walker said, adding that varied skills are required for global enterprises seeking to create, protect, and enhance value and to comply with global regulatory pressure.

Numbers back up the demand, including an 87 percent domestic placement rate for ERM graduates, who work in consulting, insurance, and accounting. School of Risk Management graduates join major corporations such as JP Morgan Chase, Deloitte, PwC, Chubb, and Travelers.

Career choices include corporate risk management, risk consulting, public accounting, internal auditing, chief risk officer, and enterprise risk management director.

In addition to the dozens of students the program has helped find rewarding careers, Dr. Walker is particularly proud of the Center for Excellence in Enterprise Risk Management, established in 2012. The Center develops intellectual capital, including recent studies focusing on strategy and risk, innovation and ERM, the CFO's risk and strategy role, and risk culture. The Center's most



recent event in April 2017 attracted a capacity crowd. Attendees included executives and risk leaders from corporations such as PepsiCo, IBM, Estée Lauder, Time Inc., Con Edison, ADP, Mastercard, Microsoft, Unisys, General Motors, and Harley-Davidson. The event focused on how executives identify the noise in the markets from disruption, change, new risks, new competition, new technology, and new business models, and then link what they find to their own business models, potentially changing their own strategic focus as a result. "Where risk leaders gather" is the Center's motto.

"We bring together people from all areas of the field to exchange ideas, learn more about the Tobin College, and, of course, to introduce them to our students, who are the risk management leaders of the future," Dr. Walker said.

“
We bring together people from all areas of the field to exchange ideas.”

—Paul L. Walker, Ph.D., Schiro/Zurich Chair in Enterprise Risk Management

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Tobin Welcomes Top Talent

EIGHT SCHOLARS JOIN THE TOBIN FACULTY.



Timothy L. Keiningham, Ph.D., the J. Donald Kennedy Endowed Chair in E-Commerce, joined the marketing faculty in September 2016 after a long career in service marketing, mostly at Ipsos

Loyalty, then at Rockbridge Associates as Chief Strategy and Client Officer. Dr. Keiningham received the American Marketing Association's 2017 Christopher Lovelock Career Contributions to the Services Discipline Award, the highest award presented in the field of service marketing (see Page 9).



Associate Professor of Management **Chris P. Long, Ph.D.**, the Paul Naughton Research Fellow, comes to the Tobin College from Georgetown University's McDonough School of

Business. His research focuses on how leaders direct and empower their employees by applying organizational controls, promoting fairness, and fostering trust. Considering these issues from the perspective of the leader, as opposed to that of the employee, enables Dr. Long to examine how leaders create contexts within which individuals can achieve high levels of performance, satisfaction, and commitment. An Army Reserve major, Dr. Long also conducts research on leadership and combat stress for the Army's Aeromedical Research Laboratory.



Assistant Professor of Risk Management and Insurance **Stephen J. Mildenhall, Ph.D.**, teaches actuarial science and brings a quarter century of insurance industry experience to Tobin.

He was previously Global CEO of Analytics for Aon plc, based in Singapore, and also head of Aon Benfield Analytics. He is also a fellow of the Casualty Actuarial Society and an associate of the Society of Actuaries.



Assistant Professor of Marketing **Daniel Rubin, Ph.D.**, has worked as a freelance graphic designer and marketing consultant. Specializing in consumer behavior, he focuses on consumer memory and the unconscious effects of packaging and retailer environment on brand choice and preference.



Assistant Professor of Marketing **Fabienne T. Cadet, Ph.D.**, '07CBA, '09MBA is a two-time graduate of the Tobin College, as well as a former adjunct instructor. In addition to her teaching experience, Dr. Cadet has also worked in the private sector in marketing management and analysis.



Assistant Professor of Finance **André de Souza, Ph.D.**, has taught at Fordham University and at NYU's Stern School of Business, from which he also received his doctorate. He studies mutual funds, their performance, and their managers' behavior as skilled investors.



Assistant Professor of Risk Management **Xiao (Joyce) Lin, Ph.D.**, joins the School of Risk Management, Insurance, and Actuarial Science from the University of Connecticut School of Business, where she taught insurance-related courses.

Her research interests are in insurance economics, risk selection and classification, catastrophe insurance, spatial economics, and predictive modeling.



Assistant Professor of Economics **Kirstin Munro, Ph.D.**, who received her doctorate in Urban Studies from Portland State University this summer, is a former member of the Oregon Governor's Council of Economic Advisers. Her main research

interests are labor and environmental economics, and the economics of regulated industries.

Building Success

The Tobin College gets a state-of-the-art makeover from the inside out.

BY SONA PAI

PAUL AND CAROL EVANSON
CAREER SERVICES CENTER



In early discussions about how to renovate the home of The Peter J. Tobin College of Business on St. John's University's Queens campus, at least one thing was easy to agree on: The place needed to lighten up.

"Modern business school buildings have more open space and light to encourage connectivity and collaboration among students and faculty," said Noreen R. Sharpe, Ph.D., Dean of the Tobin College of Business. "I have visited many business school buildings, and I think that the new home of Tobin is among the best in the United States."

Built in 1981, the building was home to faculty and administrative offices for the Tobin College and the College of Professional Studies. As of summer 2017, it is now the home of the Tobin

College and includes the Lesley and William Collins Business Analytics Lab, the Paul and Carol Evanson Career Services Center, and the Valerie and Gerard Sodano Dean's Suite.

John J. Neumann, D.B.A., Associate Dean of Finance and Associate Professor of Economics and Finance, served as a faculty representative on the committee charged with planning the building's renovation, funded in part by donor support and a \$2.5 million grant from the New York State Higher Education Capital Grant Matching Program.

After hearing from Dr. Neumann and others about what they needed—and wanted—in the College's new home, project architects from CannonDesign approached the renovation with three guiding principles in mind: transparency, collaboration, and connection. Once a dark collection of office cubicles, the space is now a bright, expansive, tech-loaded hub for the Tobin College, with new technology throughout the building. It brings students, faculty, and the broader Tobin College community together in classrooms, specialized labs, upgraded offices, and new spaces for the kind of collaboration and creative thinking modern business education demands.

Dr. Neumann describes the transformation in glowing terms. "It's like night and day, literally," he said. "Whereas before, faculty were here and classes were held in other buildings across campus, this building brings us all together in one place. The Tobin College of Business now has a real home."

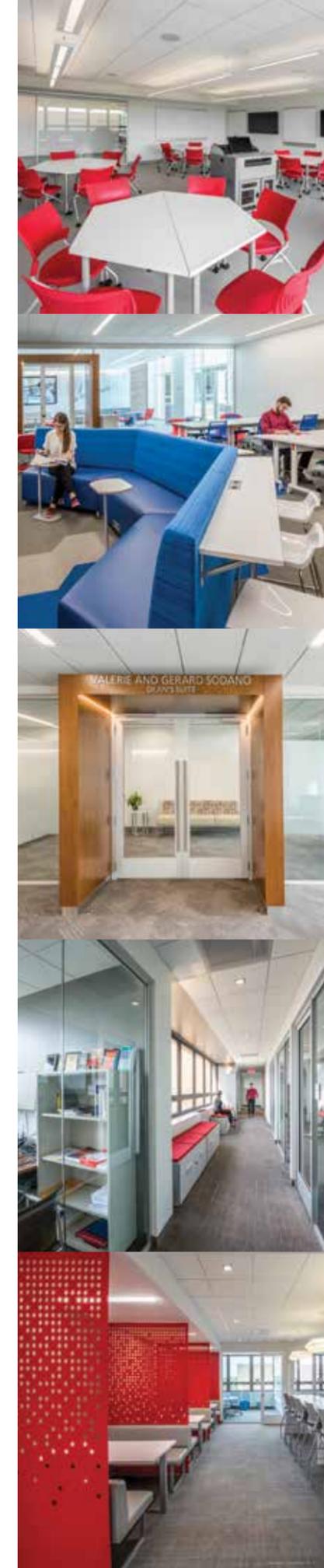
BUILDING TRANSPARENCY

One key defining feature of the new building is the amount of glass used throughout—nearly 1,400 linear feet.

"In the original building, everything was behind closed doors," said Brian Baumer, Associate Vice President for Campus Facilities and Services. "We added a lot of glass, both internally and externally, so you can see what's going on and get a sense of the energetic vibe in the College."

Although the exterior of the building remains largely intact, interior walls were either removed or replaced with glass to create a sense of openness and space.

Left, the Paul and Carol Evanson Career Services Center, which serves students in the search for top career placement, is just one of the areas of the Tobin College that was completely redesigned. Right, interior spaces in the Tobin College.





One key defining feature of the new building is the amount of glass used throughout—nearly **1,400** linear feet.

“Light helps people work more effectively and makes them feel more engaged,” said Rodrigo Gorgazzi, Project Architect from CannonDesign. “We kept the existing exterior windows in place, and we made sure we maximized the light wherever possible, using interior glass as a way to let light flow through the building.”

One of the most dramatic improvements to the building is a three-story glass wall that floods the main entrance with light. Just inside the main entrance, visitors to the building can see inside the glass-encased Lesley and William Collins Business Analytics Lab and the new Incubator Lab. The experience sets the tone for the rest of the building, revealing a dynamic buzzing atmosphere for students.

“It makes the space feel bigger and more welcoming,” said Mr. Gorgazzi. “We wanted to give students and visitors a sense of getting a peek at the action.”

INVITING COLLABORATION

Throughout the building, students and faculty will find new spaces to work together, in common areas or in smaller meeting rooms. Couches, worktables, a diner-style seating area, and small conference rooms for team meetings provide multiple options for team huddles, group study sessions, project meetings, and more.

“The collaborative, teamwork approach to work was foremost in our minds when we designed the common areas in the building,” said Dr. Neumann. “We also have smaller huddle rooms where you can have more privacy for a presentation or group discussion. They all have screens in them so you can plug your laptop in and present on screen.”

In classrooms, labs, and meeting spaces, technology gives students even more ways to collaborate, simulating what they will find when they move on from the College and into the business world. For example, instead of whiteboards and projectors, the new Active Learning Classroom features interactive touchscreens that let students and professors present to an entire class or smaller breakout groups, much in the way they will find themselves doing in future careers.

That spirit of collaboration extends to every element of the building—even the furniture. In the Incubator Lab, students can move furniture around to create the environment in which they want to work.

“It was important to have furniture that moved, to add a human element and let students create their own spaces for work or last-minute meetings,” said Mr. Gorgazzi.

CREATING CONNECTION

One element Tobin College students and faculty felt was missing in the past was a

sense of connection—with each other and with the broader campus.

With faculty offices in the building and classes being held in other buildings across campus, there was not a single place for a community to truly take root. And there was not a clear, unifying identity for the College.

“The newly renovated home of the Tobin College of Business will bring a new sense of pride to our students, where they can interact with their peers, alumni, and business professionals,” said John P. Clarke ’55CBA, ’57L, Chair and Professor of Law. “It is a great opportunity for them to develop intellectually in a real business setting.”

Administration offices and career services staff complete the picture, in redesigned areas including the Valerie and Gerard Sodano Dean’s Suite and the Paul and Carol Evanson Career Services Center.

“Carol and I are thrilled to sponsor the Career Services Center,” said Paul Evanson ’63CBA, ’10HON, a member of the St. John’s Board of Trustees. “The Tobin College prepares our students for success, and the Center will ensure those students are launched in the right job.”

A new internal staircase in the atrium unites the first, second, and third floors, allowing students to see what is going on in the building and accommodating the increase in foot traffic now that business classes have moved to the renovated building.

It is one more way the design of the new building makes anyone inside it feel like they are part of something bigger than a building.

“In higher education, the way students experience the space they are in is key to their experience of the university itself,” said Mr. Gorgazzi. “If you create a vibrant, engaging, welcoming space, people will want to be there—not just for their classes, but before, between, and after. They will feel like this is their place, and that is exactly what we want.”



Office Spaces 2.0

At the heart of the Tobin College’s renovated home, specialized spaces give students a chance to experience the hallmarks of today’s most innovative offices: technology, flexibility, and space to cocreate.

With business students having returned to the Queens campus, they find new opportunities for advanced research, modernized instruction, and creative collaboration from the moment they walk in the front door.

The Lesley and William Collins Business Analytics Lab

Formerly known as the Financial Information Lab, this new space brings the Wall Street experience to the Tobin College. On 40 new Bloomberg Terminals, students can monitor market data in real time, access financial statements, and research macroeconomic variables on a global scale. A live stock ticker circles the room and is visible to visitors in the building’s entryway.

“Lesley and I are honored to be a part of the renovated Tobin College of Business,” said William L. Collins ’76C, ’12HON, Chair of the Board of Trustees. “The new building has a welcoming energy that will advance President Gempesaw’s strategic goals of student success, improving facilities for learning, and attracting and retaining outstanding faculty.”

Incubator Lab

Students with an idea need a place to bring it to life. In the Incubator Lab, entrepreneurs can share ideas, work on collaborative project teams, pitch to venture capital investors, and get valuable advice from business faculty. Furniture is designed to be moved and reconfigured to accommodate different types of meetings or work sessions.

“This lab space truly gives the students an opportunity to network, collaborate, and turn their entrepreneurial dreams into successful business ventures,” said Assistant Professor of Economics and Finance Mikael Bergbrant, Ph.D., who directs the lab.

Active Learning Classroom

In this team-based learning space, professors can guide multiple teams of students as they develop business strategies, work on research projects, collaborate on presentations, and more. The classroom includes five round tables designed for six students each. Each table has its own presentation screen, and each screen is connected to the main screen at the front of the classroom.

Teams can work individually and then share their work with the larger group. From a podium in the center of the room, the professor can display content from any single group’s screen across all screens or send an image from the podium to all screens, moving from small-group discussions to broader discussions with a single click.

LESSONS FROM A LEADER

Peter J. Tobin, C.P.A., '65CBA, '96HON shares insights from his distinguished career.

BY SYD STEINHARDT

Today, when students walk the halls of St. John's college of business, they come across one name frequently: Peter J. Tobin.

They may not know that Mr. Tobin once walked in their shoes. His time as a student of the College that now bears his name left a mark on him—both in establishing the foundation of his successful business career and in reinforcing the Vincentian values that have been a pillar of that career.

In turn, Mr. Tobin has left his own mark on St. John's, spurring growth as a dean, and a benefactor and Trustee Emeritus. He offered insights on the growth and changes he has seen in business education throughout his lengthy career to *St. John's Business* magazine.

How did your St. John's education help you in your life and your career?

Peter J. Tobin: The introduction to accounting was eye-opening to me. I realized that I really liked the subject, and I was good at it. I also had a great professor who made the subject interesting. Later in my college career, I learned how to think critically, and this certainly helped in my financial career.

What are some of the proudest achievements in your business career?

Mr. Tobin: The first thing was passing the CPA exam. I spent eight years as a corporate controller and 12 years as a CFO. During the latter, I was the only person to ever have been CFO of Manufacturers Hanover, Chemical Bank, and Chase Bank. During this time, I was part of two successful mergers, which were certainly a high point. The other achievement was the deal we did at Manny Hanny with the Japanese and raising capital to, in effect, save the bank from failing and setting up the merger with Chemical.

What inspired you to make your original gift to the College?

Mr. Tobin: The inspiration for the original contribution came from the fact that I had received a full scholarship from St. John's, as well as the education I received which enabled me to be successful. I wanted to give back to the University, which is also something I learned at St. John's.

What changes in business education have you seen in the past half-century?

Mr. Tobin: I have witnessed a revolution in business education. The basic information is very much the same, but the quantity and sophistication of the material is light years ahead of 50 years ago. And how this information is disseminated has completely changed. Degrees and courses can now be obtained over the internet; many courses are interactive with students solving problems that companies present to them; and many new approaches to teaching have been developed.



Peter and Mary Tobin stand before the newly renovated building that houses the Tobin College.

What changes do you foresee?

Mr. Tobin: More emphasis on entrepreneurship and business ethics. Streamlined graduate degrees. More hands-on courses like the student managed investment fund. A greater emphasis on apprenticeship before graduation. And definitely more use of computers and the internet.

How important are Vincentian values in business education and in business administration?

Mr. Tobin: Vincentian values are paramount in business education and administration. Given what has happened over the past 25 years—companies cheating and committing fraud, the severe market crash of 2008–09, and companies failing for various reasons—it is mandatory to have a solid code of conduct and a robust compliance process. Pay attention to your ethics courses and listen and absorb the Vincentian principles. They will keep you focused on doing the right things in a tough business environment.

What advice would you give to today's business students that you wish you would have been given? Why?

Mr. Tobin: I can't think of anything that I wasn't given advice on. But a few areas of advice would include perseverance—that is working hard. It is important to give an outstanding effort at school and when you launch your career. You will be recognized in the grades you get and in your performance reviews. Also ethical behavior is extremely important. In school and in your business career, how you are viewed by others is vital to your development as a moral person. It is critical that you maintain a high level of ethics. People will trust you to make the correct and moral decisions.

Anything else you would like to add?

Mr. Tobin: Do something that you are good at and like. You will enjoy yourself more and have some fun along the way.

“
It is critical that you maintain a high level of ethics. People will trust you to make the correct and moral decisions.
”

—Peter J. Tobin, C.P.A., '65CBA, '96HON

LESSONS FOR LIFE

JAMES P. RILEY, JR. BUILT A SUCCESSFUL WALL STREET CAREER AND AN IMPRESSIVE PHILANTHROPIC LEGACY BY STICKING TO HIS VALUES.

BY SONA PAI

When James P. Riley, Jr. '74CBA, '75MBA, '03HON looks back on his academic, professional, and philanthropic career, big themes emerge. Grit. Stamina. Passion. Service.

"At St. John's, nothing was handed to me. I learned that you had to earn everything and not just your grades," he said. "You had to earn your friendships and your relationships with your professors. You had to earn trust."

The lessons that took shape during his time at St. John's solidified into a philosophy that Mr. Riley has applied to everything he has done—from his time working his way up to Managing Partner at Goldman Sachs to his decisions about where and how to give back.

For example, along with establishing a scholarship at The Peter J. Tobin College of Business, Mr. Riley established the Student Managed Investment Fund at the College. The single mandate of the Fund: Students must manage the funds in real time.

"It's real money, real decisions, real presentations," Mr. Riley said. "It's about the doing side of learning, which is so critically important."

Returns from the fund go to support scholarships and student programs at the College. Mr. Riley sees that as one way to



James P. Riley, Jr. '74CBA, '75MBA, '03HON

“It goes back to the mission of St. John's and the Vincentian component of helping others in need. I've been very fortunate, and I wouldn't be where I am if it weren't for St. John's.”

—James P. Riley, Jr. '74CBA, '75MBA, '03HON

pass on the lessons he learned to today's students. The more successful their investments are, the more money they can contribute to scholarships for others.

"It goes back to the mission of St. John's and the Vincentian component of helping others in need," Mr. Riley said. "I've been very fortunate, and I wouldn't be where I am if it weren't for St. John's. I hope the fund goes a long way in setting the foundation of service in students that will stick with them the way it stuck with me."

FINANCIAL SERVICE

HOW BRIAN SHEA BRINGS ETHICS AND SERVICE INTO HIS SECURITIES AND BANKING WORK.

BY MELANIE PADGETT POWERS

Brian Shea '83CBA, '16HON believes in the power of service—to the financial industry in which he works and the Catholic community in which he was raised.

"It started in my own family," said Mr. Shea, who grew up in Queens and Long Island with four siblings. "I was part of a large family where my parents taught us that the family is more important than the individual, and that serving others is more important than serving yourself."

Mr. Shea is Vice Chairman and CEO of Investment Services at BNY Mellon, the world's largest custodial bank and oldest banking corporation in the country. "It's very rare for any company to survive 233 years, let alone still be a market leader in its industry," he said. Mr. Shea believes great companies must serve five constituent groups well: clients, shareholders, employees, community, and industry. He keeps those constituents in mind as he leads a transformation process to help BNY Mellon navigate industry changes while improving the company's performance.

Those changes have created new risks for the company and industry, but they have also created opportunities. "Our job is to work hard to make sure that the opportunities exceed the challenges," said Mr. Shea.

Mr. Shea has also spent his career serving the securities and banking industries on boards and committees to improve the regulatory process. In his work, he has aimed to promote ethical behavior and practices and support regulations that protect and strengthen the markets.

Mr. Shea has been a St. John's University Trustee since 2008. He is also a board member of St. John's Institute for Catholic Schools, created in 2009 to bring together the three local dioceses—Brooklyn, Rockville Centre, and the Archdiocese of New York—to develop and grow Catholic education. The organization helps Catholic educators improve outcomes through student programs and teacher training.

"If you strengthen the root system of Catholic education, which starts at the elementary school, then you can strengthen it all the way through up to higher education," Mr. Shea said.

Mr. Shea's alumni service to St. John's started when he became a men's basketball season ticket holder and grew from there. "It was a progression. I would encourage other alumni to get involved in some way. You can start small, but supporting the school in some way through your own time, your own talent, and based on your own interests is a good thing to do."



Brian Shea '83CBA, '16HON

TOBIN BY THE DECADE

1950-59

Ralph A. Leal '57CBA has enjoyed a 57-year career that has included roles on faculty at numerous institutions, as well as serving as Dean of the School for Business at Metropolitan College of New York, where he remains a full-time faculty member. He recalls that one of his favorite professors was Blaise Opulente, later a friend and colleague, who inspired Mr. Leal to enter university teaching.

1960-69

Hank Cardarelli '67C, '72MBA lives near Charleston, SC, with his wife, Donna. He is a business mentor volunteer with SCORE.

John J. McGoldrick '69CBA went from the Navy to night school at St. John's University in 1963. He met his wife, Georgina Hoff, in an English class, where she would critique his essays. After marriage in 1966 and graduation in 1969, he climbed the ladder in banking at The Irving Trust Co. (retiring as SVP), sent five children to college, and has four married daughters. He believes he has lived the American dream and credits St. John's as a part of his success story.

Thomas C. DeMatas '69CBA, '75MBA wrote an e-book published on Amazon just in time for Christmas 2016. He also has a manuscript pending approval for a second book.

1970-79

Bob LeMoullec '70CBA recalls coming to school as a veteran, like many of his friends. In his career, he has worked as an on-air street reporter at 1010 WINS, reporter at the *New York Post*, and producer at Fox. He is author of the book *The Newsroom Confessions* and is an adjunct at SUNY Rockland, as well as a movie extra for TV and film.

John (Jack) Susenburger

'78MBA started his MBA studies with the History of Economics and never forgot that first class and its real-world applications, especially as his career evolved. He transitioned from financial analyst to manufacturing controller. After the financial crash, he changed careers and started teaching accounting and economics at a local college.

1980-89

Robert Passarello '82MBA recently retired from Ernst & Young as the Director of Payroll Services after 29 years of service with the firm.



Chrysa (Sandewicz) Smith '82CBA said her marketing classes have served her as a writer in the corporate world, for magazines and, most recently, children's books. She often shares her dog tales and love of writing at elementary schools. See www.wellbredbook.net.

RIGHT TURN

PASCAL DESROCHES SAYS LEADERSHIP PRINCIPLES HE LEARNED AT ST. JOHN'S ARE CRITICAL TO HIS SUCCESS AT TURNER BROADCASTING.

BY MELANIE PADGETT POWERS

As Executive Vice President and Chief Financial Officer of Turner Broadcasting System Inc., Pascal Desroches '86CBA has the opportunity every day to shape the strategy of a global company. It is not a responsibility he takes lightly.

"It requires continual learning. I have to keep up on not only what's happening at our company, but what's happening externally and how best to capitalize on that," said Mr. Desroches, who graduated from St. John's University in 1986 with a Bachelor of Science in Accounting. He earned an MBA at Columbia University.

Turner's portfolio includes some of the leading news and entertainment channels, including CNN, TBS, TNT, Cartoon Network, and more. Mr. Desroches is responsible for all of Turner's financial operations, as well as its global technology, security, and facilities organizations.

"It's really demanding in terms of the number of hours it takes to succeed and to succeed at a high level," said Mr. Desroches, who works 60 hours a week. That high-level success takes discipline and determination. "It's really more about my ability to lead and manage people than what I can do myself," he said. "I realized it's critically important to spend time hiring the very best people and motivating them."

Mr. Desroches said leadership is a privilege. He strives to always set an example for his team, something he said St. John's prepared him for. "The importance of always conducting yourself in an ethical way and always acting with integrity are consistent with the



Pascal Desroches '86CBA

Vincentian principles," he said. "You are only as good as your reputation."

Mr. Desroches has never forgotten his educational opportunities. His parents immigrated to the United States from Haiti with their four children when Mr. Desroches was five years old. "They came here principally in search of better opportunities for us, and through my education at St. John's and Columbia, I've been able to realize those dreams."

Mr. Desroches is now helping to create those opportunities for other students through his involvement with both St. John's and educational programs such as Prep for Prep, where he serves on the Board of Trustees. Prep for Prep identifies and prepares promising students of color in New York City for success at top independent schools.

Mr. Desroches, who is a member of the St. John's University Board of Governors, said he also aims to help the many St. John's students who are first-generation college students like he was. "If I can help provide guidance to the school to better prepare students for the challenges of the workplace, that's the least I can do given everything I've been given."

“The importance of always conducting yourself in an ethical way and always acting with integrity are consistent with the Vincentian principles.”

—Pascal Desroches '86CBA



Kathleen McGovern '88CBA, '91L

CASE CLOSED

KATHLEEN MCGOVERN COMBINES HER ACCOUNTING AND LEGAL EXPERTISE TO FIGHT WHITE-COLLAR CRIME.

BY MELANIE PADGETT POWERS

Kathleen McGovern '88CBA, '91L describes her responsibilities at the U.S. Department of Justice in simple terms: Work hard and do the right thing. That could also be the motto for how she rose to her current position.

Ms. McGovern said her Bachelor's Degree in Accounting from The Peter J. Tobin College of Business has been invaluable in her years prosecuting and overseeing financial fraud cases. It has allowed her to grasp financial statements, interpret jargon, cross-examine expert witnesses, and understand financial consultants hired to unravel complicated fraud schemes. "I think had I not had the accounting background it would have been a steep learning curve," she said. "I'm able to understand the concepts and catch on quickly."

As Senior Deputy Chief of the Criminal Division's Fraud Section, Ms. McGovern supervises more than 150 trial attorneys in the investigation and prosecution of white-collar crime worldwide.

The Fraud Section prosecutes three main types of criminal cases: health care fraud, securities and financial fraud, and violations of the Foreign Corrupt Practices Act, which governs bribery of foreign officials. Ms. McGovern oversees all cases moving through her section. This entails answering attorneys' questions during the investigation process, approving all charging documents, reviewing motions, and helping to determine the overall trial plan.

For years, white-collar crime had a reputation for not being as serious as violent crime or being a "victimless" crime, and that was reflected in how the court system treated white-collar defendants and the more lenient sentences they received despite the devastation white-collar criminals inflict. "We've seen people lose their life savings. These are heartbreaking stories," she said.

White-collar criminals themselves often expect to be treated differently. "They often have an inflated sense of themselves," Ms. McGovern said. "Often, they haven't been in trouble with the law before. They think they can talk their way out of certain things."

In the past, Ms. McGovern watched as judges treated white-collar defendants and felons with greater courtesy. But Ms. McGovern said that has changed over the past decade. "By and large, I think over the years people have said white-collar crime is getting serious. I think the financial crisis probably helped people to think that white-collar offenders should be held accountable."

Bringing criminals to justice and helping victims as much as she is able to drives Ms. McGovern. "The idea of going out and helping others is this wonderful thing to be able to do." Ms. McGovern said she feels she is still serving St. John's mission and her Vincentian education. "To be able to get up every day and the only thing you're supposed to do is work hard and do the right thing, that's great," she said.

After working for a family bread business, MetLife, AIG, and Northrop Grumman Corp., then taking time to raise her children, **Laura Bellacicco Cocchiarella '83CBA, '85MBA** returned to St. John's six years ago and now happily works as an adviser for international students. She recalls earning her MBA in an era when there were few other women in her classes.



Peter J. Micca '89CBA serves as lead recruiting and alumni affairs partner at Deloitte and leads the national industry practice in health care and life sciences. He serves on the Board of Advisors for the Tobin College. He and his wife, Denise, have two sons, Christopher and Alex.

1990-99

Peter Matzelle '99CBA moved to Canada after graduating in 1999, then held various positions in finance from 2000 through 2017, spending the past seven years at BlackBerry, where he became treasurer. In 2017, Mr. Matzelle moved back to the U.S. to work as Director, Treasury at Jabil. He lives in Palm Harbor, FL. He and his wife, Eve, have been married for 17 years. They have three children.

2000-09



Kandi Lynn '04TCB recalls her favorite professor was Theodore (Ted) Schachter, who she said liked her class so much he threw them a party in New York City. Since graduation, Ms. Lynn has earned an MA in communications, worked in television news, earned an MSF degree, and currently serves as a financial adviser with Merrill Lynch.

When **Winifred Ayuk '07MBA** came to St. John's, one of her goals was to learn how she could use her education to help her country with its economic woes. That goal was achieved in 2015 when the University created a Cameroon-U.S. Conference on Development, Sustainability, and Social Justice Program fund, which in May 2017, sent an enthusiastic team of professors and students to Cameroon.

Amanda Sanseverino '09TCB, '09MS was accepted into a reputable Ph.D. program last year. During the application process, she reached out to several St. John's professors with questions and recommendation requests, and each one made time to help. She credits her professors as the inspiration for pursuing an academic career.

2010-PRESENT

Bryan Martorana '10TCB is a Manager in the Portfolio Management Division of BankUnited, where he has worked for the past five years. He began as a file clerk and loan processor and has secured several promotions along the way. While working with the company, he is pursuing an MBA from the University of Florida Hough Graduate School of Business.

INVESTING IN LEADERSHIP

JOSEPH SCHWARTZ HAS NAVIGATED CHANGE IN HIS INVESTMENT MANAGEMENT CAREER—AND HELPS THE TOBIN COLLEGE TO DO THE SAME.

BY JENNIFER LUBELL

The world has changed dramatically since former Trustee Joseph Schwartz '70C, '72MBA, '09HON began his career more than 40 years ago.

“When I first started out, you needed a slide rule to do financial analysis. Today, people rely on the computing power in smartphones and other handheld devices,” said Mr. Schwartz, who spent many years as a partner in the Boston office of Wellington Management Co. LLP, an investment management firm.

Whether in business, science, or some other discipline, technology keeps moving forward. To be successful, you have to keep developing your capabilities and work hard, he advises.

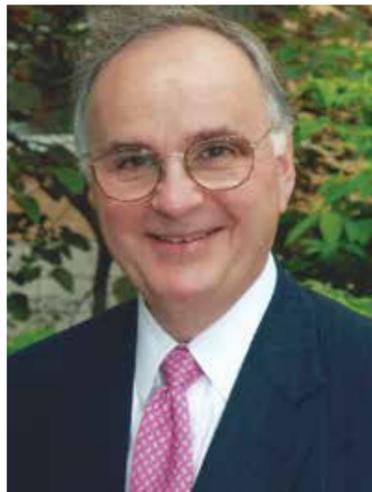
Mr. Schwartz believes the core skills he acquired at St. John's—a strong capacity for critical thinking, a thirst for lifelong learning, and a willingness and ability to collaborate—have stood the test of time and served him well throughout his long career.

“I always felt that I was well-prepared for my business career through my course work and mentoring,” said Mr. Schwartz, who started as an undergraduate at St. John's University and received a fellowship to pursue an MBA at The Peter J. Tobin College of Business. In 2009, he also received an honorary doctorate from the University.

Grateful for the fellowship and the support he received from his professors, Mr. Schwartz wanted to give something back to help the institution move forward and increase its own capabilities.

He and his wife established the Joseph H. and Maria C. Schwartz Endowed Fund at St. John's. The purpose was to attract a highly qualified leader to serve as the dean at the Tobin College—and they are proud that the recipient of their efforts is Norean R. Sharpe, Ph.D., now Dean and the first Schwartz Distinguished Chair. A second fund endowed by the Schwartzes provides scholarships to ensure student success and enhance student retention.

The University has a distinctly important mission to provide a high-quality education to everyone—not just the affluent, Mr. Schwartz said. “Our investment will help pursue this mission at the Tobin College of Business, and to raise it to a higher stature,” he emphasized.



Joseph Schwartz '70C, '72MBA, '09HON



Michael J. Mazzara '10TCB has worked with Cushman & Wakefield since graduation. He has been promoted four times, starting as an intern in 2010 and serving as a Senior Director as of 2017. He also is studying part time for an MS in Real Estate Finance at New York University Schack Institute of Real Estate.



The Tobin College set up an around-the-world journey for **Matthew D. Carli '11MBA**, starting with an MBA in Rome and moving into a career with global assignments in China and Mexico and research in Cuba, Canada, and elsewhere. As a business development manager, he plays an active role in strategy and development for a top construction chemical company.

Abdul Fattah Ismail '11MBA has moved into advertising as a content strategist. He develops digital solutions for brands and companies. He also published a poetry collection, *Extended Syllables*. His favorite MBA memory is taking three marketing courses in one semester from Dr. Schiffman.

Muni Sharad Jaitly '12MS started an online content business that is growing at a rapid pace and joined an investment bank in late 2016.

During the spring semester of senior year, **Joseph Contrino '13TCB** started interning at a national public relations agency in New York City and was hired full-time during the summer after graduation. He worked at the agency for more than four years—representing Sprint and the Archdiocese of New York, among other clients—and recently moved on to corporate communications at Toys “R” Us in Wayne, NJ.



Melvyn Threatt Peters II '13TCB joined the DAK Group, an investment bank specializing in mergers, acquisitions, business sales and strategic advisory services for middle-market business owners. He is an Associate who supports DAK's clients as they navigate the M&A landscape.

Mark Lipari '14TCB accepted a position as the registrar and assessment manager for an N-12 independent school in Manhattan, where he will perform duties related to student records, assessment, and managing the school databases. He also remains an active alumni member of the Kappa Sigma Fraternity, in which he supports current undergraduates with chapter operations.

GOLD STARS

TOP TOBIN GRADUATES EARN PRESIDENTIAL GOLD MEDALS.

BY SYD STEINHARDT

Each year, undergraduate students who achieve a 4.0 GPA are awarded the Presidential Gold Medal. This year's gold medalists were:



William Alexander

MAJOR: Economics

HOMETOWN: Port of Spain, Trinidad and Tobago

HIGH SCHOOL: Fatima College (Port of Spain, Trinidad and Tobago)

CAREER PLANS: “I will be joining Morgan Stanley as a business analyst in its Technology Group.”



Victor Villalpando

MAJOR: Finance

HOMETOWN: Los Angeles, CA

HIGH SCHOOL: West High School (Tracy, CA)

CAREER PLANS: “Following graduation, I will begin my career as an investment banking analyst. I aspire to have a meaningful career on Wall Street, where I can utilize my talents and abilities I have gained through my education and related experiences.”

A CELEBRATION OF SERVICE

The Tobin College honors four distinguished alumni.

BY SYD STEINHARDT

Every year, The Peter J. Tobin College of Business honors several alumni for their service to the College. The 2017 Distinguished Alumni Award honorees—James Christmas, Joseph Mauriello, Edward Smith, and Elizabeth Simun-Janson—were recognized by Dean Norean R. Sharpe, Ph.D., at a ceremony in June.

James Christmas '70CBA, a member of the St. John's University Board of Governors, received the Alumni Outstanding Award in 1995 and an honorary degree in 2010. He and his wife, Eileen, have donated often to the Tobin College, most notably to their endowment of the annual Business Plan Competition, which bears their name. Mr. Christmas currently serves as lead independent director, chairman of the audit committee, and member of the compensation committee at Halcon Resources Corp.

Joseph Mauriello '66CBA, '72MBA has given generously to the University, with most of his support going to the Stanley E. Shirk/KPMG Scholarship Fund and to the Edward F. Smith/KPMG LLP Endowed Scholarship Fund. His generosity also includes contributing to the School of Risk Management.

Edward Smith '66CBA, a member of the Tobin Board of Advisors and an Adjunct Professor of Accounting and Taxation, has given to student scholarships, with most of his financial support going to the Stanley E. Shirk/KPMG Scholarship Fund and the Edward F. Smith/KPMG LLP Endowed Scholarship Fund.

Elizabeth Simun-Janson '12TCB, this year's recipient of the Distinguished Young Alumni Award, serves as chair of the Graduates of the Last Decade (GOLD) Alumni Association. While maintaining a busy schedule building a successful career as a Strategy and Business Development Research Analyst at Broadridge Financial Solutions, she supports many University and Tobin College events, including the annual Women in Leadership Breakfast.



Clockwise: James Christmas, Joseph Mauriello, Elizabeth Simun-Janson, and Edward Smith.

Yougnand Paul

MAJOR: Management

HOMETOWN: Bronx, NY

HIGH SCHOOL: Cardinal Spellman High School (Bronx, NY)

CAREER PLANS: “Currently, I am the graduate assistant for new student orientation, and am pursuing a Master's Degree in Accounting. I've also decided to pursue industry certifications, such as CompTIA Security+. My hope is to either enter law enforcement or the private sector.”

Philip Wong

MAJOR: Actuarial Science

HOMETOWN: Jamaica Estates, NY

HIGH SCHOOL: Stuyvesant High School (New York, NY)

CAREER PLANS: “My goal is to finish the actuarial exams as soon as possible in order to become credentialed and progress in the actuarial field. In the future, I may go back to school for an MBA.”



Annamaria Pilato

MAJOR: Accounting

HOMETOWN: Floral Park, NY

HIGH SCHOOL: St. Francis Preparatory School (Fresh Meadows, NY)

CAREER PLANS: “I will be joining PwC's assurance practice after finishing my master's.”

Kavya Dasari

MAJOR: Finance

HOMETOWN: Rajahmundry, Andhra Pradesh, India

HIGH SCHOOL: Townsend Harris High School (Flushing, NY)

CAREER PLANS: “I'm currently pursuing my MBA in finance at the Tobin College of Business, while working part-time as a human resource employee at NextGen U.S. Corp. I hope to earn CFA certification in the next few years and then am looking to work on a start-up business plan.”



Vincentian Values at Work

FOR PRESIDENT CONRADO "BOBBY" GEMPESAW, PH.D., SUCCESS ISN'T DEFINED IN DOLLARS BUT IN DEEDS.

Since starting at St. John's University in 2014, President Conrado "Bobby" Gempesaw, Ph.D., has kept an eye on recruiting the best students and faculty, enhancing facilities, improving the broader learning environment, and expanding the University's global and community partnerships. All of this work is based on a key foundation: the University's Vincentian values.

For the inaugural issue of *St. John's Business*, Dr. Gempesaw offers his thoughts on how those values permeate business education, both for students and for business leaders.

1. How important are Vincentian values in a business education?

Vincentian values are critical to any kind of education, especially to a business education. As Catholic and Vincentian educators, we look to the enduring example of St. Vincent de Paul, the 17th-century French Roman Catholic priest who dedicated his life to serving the poor and who helped organize others to serve the poor. St. Vincent was entrepreneurial in his efforts, and he encouraged his wealthy and influential friends to see the importance of reaching out to those less fortunate.

A business education based on Vincentian values is one that educates students to make a difference in the world by working with others to make systemic change for the common good at local, regional, national, and international levels. St. John's students are trained to compete in the business world and use their education to transform the lives of others.

2. How are those values taught at St. John's University through experiential learning?

Students in The Peter J. Tobin College of Business are exposed to various opportunities that allow them to serve others. One example is the student-run microloan Global Loan Opportunities for Budding Entrepreneurs (GLOBE) Program. GLOBE enables students to work in teams to manage all aspects of a microlending program, which helps the poor escape the cycle of poverty. The

fund supports and boosts the earning capacity of, and opportunities for, local entrepreneurs.

Tobin College students also engage in business consulting projects as part of their coursework, which is another example of experiential learning. Tobin College students formulate business plans and propose short- and long-term strategies for local nonprofit organizations. Students conduct research, write business plans, and learn how to make formal business presentations while at the same time helping nonprofit organizations to help others. That is at the heart of the Vincentian charisma—teaching others to better serve those in need.

3. How can business leaders achieve success while remaining true to Catholic social teachings?

By remembering that success is not solely measured in dollars or by the financial value of an organization, but rather by the values of the leaders and people who comprise the organization. How a leader in business treats his or her colleagues and customers is essential to achieving success.

One challenge is the pursuit of profit maximization, which is a typical business objective taught in introductory economics and business courses. At St. John's, students are taught that as business leaders they also must strive to uphold ethical values in their business practices that promote corporate social responsibility, volunteerism, and philanthropic efforts to help those most in need.

THE PETER J. TOBIN COLLEGE OF BUSINESS

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If you would like information on our Tobin Board of Advisors or Tobin Alumni Association, please contact William Schaeffer, Director of Development for the Tobin College (schaeffw@stjohns.edu), or Mark Andrews, Director of Alumni Relations (andrewsm@stjohns.edu).



**ST. JOHN'S
UNIVERSITY**

THE PETER J. TOBIN
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COME HOME TO TOBIN—AND BASKETBALL

2017–18 ST. JOHN'S MEN'S BASKETBALL SCHEDULE

Date	Opponent	Location
Fri., Nov. 10	New Orleans	Carnesecca Arena
Tues., Nov. 14	Central Connecticut	Carnesecca Arena
Thurs., Nov. 16	Nebraska	Carnesecca Arena
Mon., Nov. 20	Molloy	Carnesecca Arena
Sat., Dec. 2	Sacred Heart	Carnesecca Arena
Sun., Dec. 17	Iona	Madison Square Garden
Thurs., Dec. 28	Providence	Carnesecca Arena
Sat., Jan. 6	DePaul	Carnesecca Arena
Tues., Jan. 9	Georgetown	Madison Square Garden
Sat., Jan. 13	Villanova	Madison Square Garden

See full schedule of all St. John's sports at RedStormSports.com.