

BRYANT

A BRYANT UNIVERSITY RESOURCE FOR PROFESSIONAL SUCCESS

SPRING 2012



EXPANDING THE WORLD OF OPPORTUNITY

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PRINTED BY
Meridian Printing
East Greenwich, RI

SEND COMMENTS TO
Bryant Magazine
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Box 2
1150 Douglas Pike
Smithfield, RI 02917-1284
401-232-6120
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Bryant's College of Business is accredited by AACSB International – The Association to Advance Collegiate Schools of Business, which recognizes those institutions that meet its rigorous standards of excellence.

Bryant (USPS 462-970) (ISSN 1935-7036) is published four times a year in winter, spring, summer, and fall for the Bryant University community. Publication offices are located in the Office of University Advancement, Bryant University, 1150 Douglas Pike, Smithfield, RI 02917-1284. Periodicals postage paid at Providence, RI, and additional mailing offices. POSTMASTER: Send address changes to Bryant Magazine, Bryant University, 1150 Douglas Pike, Smithfield, RI, 02917-1284.

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PRESIDENT'S MESSAGE

AT OUR 149TH COMMENCEMENT ON MAY 19, INTERNATIONALLY ACCLAIMED ECONOMIST DR. JEFFREY SACHS DESCRIBED BRYANT'S APPROACH TO EDUCATION AS "PATH BREAKING, AND JUST WHAT'S NEEDED" to address the complex challenges confronting today's interconnected world. His challenge to our graduates: use your business and liberal arts training to not only do well for yourselves, but to do good for the world. I am confident that the Class of 2012 will do just that as students take their place as leaders in organizations and communities around the world.

My wife Kati and I couldn't be prouder of our most recent graduates, as we are of all of our students and alumni. Reflecting *The Character of Success*, we're confident that their talents and hard work will pay off. As Dr. Sachs noted, the Bryant experience—uniquely blending business and the arts and sciences in a real-world context—is the perfect formula for preparing leaders who can "fulfill the highest purposes of education."

In this issue you'll read about some of the bold initiatives the University has launched to make sure our students are fully prepared. Bryant's International Business program was recently cited by *Businessweek* as 27th in the country. The University ranks among the top 15 colleges and universities for undergraduate participation in study abroad programs. Thanks to the commitment of our exceptional faculty and their own hard work, our students graduate ready to succeed in an age of unlimited global opportunity.

But success in the global arena isn't just for recent graduates; it's been a proud part of Bryant for a long time. I hope you will enjoy the stories of accomplished alumni we've featured in this issue, and that you'll take pride in what they—like you and so many others—have achieved. I invite you to join us on the journey and help make a difference in the lives of our students as they become explorers at home in the world.

Best regards,



Ronald K. Machtley

President



AT HOME IN THE WORLD

"THE PRICE OF A TEE SHIRT jumps from \$12 to \$15, and people curse the retailer. And when a GM plant in Louisiana is shut down for a week, they wonder if it was just to save the corporation money,"

says Teresa M. McCarthy, Ph.D., Associate Professor of Marketing and Global Supply Chain Management Program Coordinator.

"Our students understand that the tee shirt price is directly linked to a flood in Pakistan that severely damaged cotton crops, creating a strain on global demand. They know

how a tsunami in Japan wiped out facilities

that were the sole source of component parts for the assembly of pickup trucks in those GM plants."

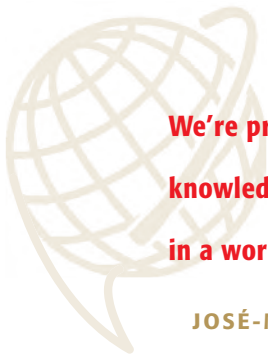


Above, Teresa M. McCarthy, Ph.D., Associate Professor of Marketing and Global Supply Chain Management Program Coordinator.



Bryant's distinctive and rigorous International Business program, which requires proficiency in a second language, study abroad, and participation in a practicum in which students help local businesses find opportunities abroad, is now one of the University's largest and most highly recognized majors.

Above, Madan Annavarjula, Ph.D., Associate Professor of Management and International Business Program Coordinator.



We're preparing our students with a solid base of knowledge and a skill set that will allow them to maneuver in a world that is changing in ways that we can't predict.

JOSÉ-MARIE GRIFFITHS, PH.D.

Vice President for Academic Affairs and University Professor



To prepare leaders who will meet the emerging needs of the 21st century, in recent years Bryant University's distinctive curriculum has blended business with the liberal arts, all with an unwavering focus on character and ethics. The interconnectedness of nations, cultures, and economies creates a need for graduates who bring a global perspective to their understanding of industry and society.

For more than a decade, Bryant's bold strategic course has focused on purposefully incorporating global thinking

throughout the Bryant experience. It enriches our rigorous and innovative academic and student life initiatives, is underscored by our commitment to diversity and cultural competency, and continues to inspire our visionary international alliances.

"Bryant's innovative, globally focused education," says Vice President for Academic Affairs José-Marie Griffiths, Ph.D., "provides the skills and insight our students seek in order to be successful and active citizens of the world."

J. Thomas Eakin, Ed.D., Vice President for Student Affairs and Dean of Students, notes: "Students who come to a smaller university like Bryant are young men and women who really want to be involved in their education.

"They're looking for a broad-based, engaging kind of experience—where they have a chance to learn in a classroom with inspiring, expert faculty and apply that knowledge in our community of learning—which is the campus, the community, and the world—using



Students who come to Bryant are looking for a broad-based, engaging kind of experience – where they have a chance to learn in a classroom with inspiring, expert faculty and apply that knowledge in our community of learning – which is the campus, the community, and the world.

J. THOMAS EAKIN, ED.D.

Vice President for Student Affairs and Dean of Students



all the opportunities that are provided through collaboration on research, internships, leadership programs, clubs and organizations. These exceptional out-of-class experiences are hallmarks of a Bryant education.”

One of the University’s fastest growing signature programs, International Business, is ranked among the nation’s best and has earned prestigious recognition as a full member institution of the Consortium for Undergraduate International Business Education. [See Lining Up for International Business Success, page 8]

Our International Business graduates are distinguished in the marketplace by their semester-long international study, fluency in a second language, and global consulting experience. One of many companies benefitting from that international consulting experience, Rhode Island-based Alex and Ani, recently pledged significant philanthropic support to help ensure its continued success. [See Philanthropy in Action, page 22]

A Track Record of Proven Success

Challenging traditional learning models, Bryant introduces complex theory and real-world practice simultaneously and from the very first semester. Through our unique First-Year Gateway Experience students develop a deep understanding of the global foundations of organizations and business, and of character and leadership. [See First-Year Gateway Experience sidebar, page 7.]

“While we were developing our First-Year Gateway Experience, *Rethinking Undergraduate Business Education* came out, and it confirms that Bryant is on the right track,” says Griffiths.

Rethinking Undergraduate Business Education: Liberal Learning for the Profession is the national study undertaken by The Carnegie Foundation for the Advancement of Teaching. Traditional business education for undergraduates, it notes, “is too often narrow, fails to challenge students to question assumptions, think creatively, or to understand the place of businesses in larger institu-

EMMANUELLE CALVET '12
Major: Global Studies
Minor: Chinese
Hometown: South Grafton, MA

With a team of college students from around the world, Emmanuelle Calvet helped market, plan, and execute an international conference. Mid-point through her internship at the Institute for Cultural Diplomacy, a non-governmental organization in Germany, she was promoted to group marketing director because of an idea that she had. “My professor taught me well,” says Calvet. “I was able to think outside the box and develop a marketing strategy that reached a segment of the population that the company had never marketed to before.”

Calvet has been researching internships since her freshmen year. “I wanted to work in a country I had never worked in and further my knowledge of international relations,” says Calvet, who was born and raised in France and speaks French fluently. “When I am abroad, I have the ability to quickly adapt to the culture. I always enjoy getting to know the people and my new environment,” she says.

As a sophomore, Calvet studied for a semester in Beijing, China. She traveled throughout the country, as well as Malaysia and Singapore, utilizing her Chinese minor and soaking up the culture, art, history, politics, and languages. This summer, Calvet will intern for the U.S. Department of State in the consular section in Santo Domingo in the Dominican Republic to get a first-hand view of the work of the Foreign Service.



JASON FORTIN '12

Major: International Business

Minor: Business Administration

Hometown: Pomfret, CT



During his internship at the Carnegie-Tsinghua Center for Global Policy in Beijing, China, Jason Fortin wrote policy briefs and conducted research for the center's director. The weighty topics he tackled ranged from nuclear activity in the Democratic People's Republic of Korea to the current think tank scene in Mongolia, Singapore, and South Korea.

The joint U.S.-China research center, based at Tsinghua University, brings American and Chinese senior scholars together with international scholars to develop cooperative policies on issues ranging from the global financial crisis to climate change and missile defense. At a conference the center hosted titled "China and India: Nuclear Doctrine and Dynamics," Fortin found himself in the company of an ambassador, an admiral, top scholars, and emerging academic leaders. The experience is one he will never forget.

"I place an extremely high value on the international experience my Bryant education has provided," says Fortin. "It has opened countless doors and provided unparalleled opportunities for me academically, personally, and career-wise."

Last year, Fortin interned at the Brookings Institution, a nonprofit public policy organization and influential think tank in Washington, D.C., serving as a research assistant to a senior fellow who writes extensively about energy policy, regulation, and American politics.

tional contexts." The book not only calls for "linking business and liberal learning in a more complete and integrated whole," but for reinforcing that "by student-advising, faculty development, out-of-class experiences, and a wider campus culture." The book makes strong recommendations about teaching for innovation, entrepreneurial thinking, and for developing cultural competence in the global business arena.

"This is what Bryant has been doing," Griffiths and Eakin agree. "We've got a track record of success." Building upon that success through increasing interdisciplinarity and multidimensionality, students will emerge better equipped to synthesize new learning, collaborate easily, seek competitive advantage, and find breakthrough innovation.



The remarkable increase in the number of Bryant students participating in the often-transformative experience of studying abroad is attributable to the expansion of the Study Abroad Office, the formalization of relationships with overseas partners, the University's rapidly-growing International Business program, the increasing availability of international internships for our students, and to our distinctive Sophomore International Experience.

BETH ENGWALL

Assistant Director, Study Abroad Office

AT HOME IN THE WORLD

Increasing International Immersion

Bryant ranks among the top 15 colleges and universities for undergraduate participation in study abroad programs, coming in 14th in its classification, according to the Institute of International Education. For academic year 2009–2010, 45.8 percent of graduating seniors studied abroad. The number of students participating in a semester abroad program during an academic year has grown 185 percent in about a decade.

Bryant's International Business program, increasing availability of international internships, and innovative Sophomore International Experience all generate interest in learning opportunities abroad.

Since its inception in 2006, the Sophomore International Experience has immersed more than 1,000 Bryant



Above, Beth Engwall, Assistant Director, Study Abroad Office.



HARRIS ROBERTS '14

Major: Entrepreneurship

Hometown: Farmington, ME



Driving home to Farmington, ME, for Thanksgiving,

an e-mail from Trustee Professor of Management Michael Roberts. The College Entrepreneurs' Organization: Board members who wanted to attend an entrepreneurship event at the White House should e-mail their information immediately.

Five days later, Roberts was in D.C. at the Young Entrepreneur Council with 30 of the world's top, young entrepreneurs and 100 college students from across the country, where his creativity with social media helped him stand out from the crowd.

"Bryant provides so many opportunities to engage and learn beyond the classroom," Roberts says. "One month I was in Texas with the College Entrepreneurs' Association winning best chapter in the nation. The next I was at the White House meeting venture capitalists and networking with successful startups. The month after that, I was in Hong Kong through the Sophomore International Experience program, gaining a new global perspective on business.

"Because of Bryant, I am developing into a well-rounded scholar and learning real-world application of skills," says Roberts. "I believe these skills will give me a clear advantage as I become a global citizen."

students in an intensive, semester-long course culminating in two weeks of faculty-led study and travel abroad. This distinctive program has attracted generous support from Sovereign|Santander Universities. [See Philanthropy in Action, page 22]

Our students have also long understood the importance of the hands-on experience internships provide. Increasingly, they are seeking to add early exposure to the international marketplace with internships abroad. [See Spotlight on Students, page 34]

Internationalizing our Smithfield campus

National rankings point to our academic excellence and affirm the quality of the Bryant experience, helping to attract top students from around the world. International students account for 6 percent of our undergraduates and 3 percent of graduate students.



Using leading technology and innovative tools for teaching and learning, opportunities abound for students to collaborate with expert faculty and staff at Bryant.

The newest members of our University community, the Class of 2015, include students who speak 18 different languages and dialects. International students comprise 8.2 percent of the class. Among the 40 countries they represent are Bolivia, China, India, Kuwait, Myanmar, New Zealand, Rwanda, Singapore, and Vietnam.

Bryant students also bring an international focus to the Smithfield campus through their academic, service, and

social clubs. These organizations promote awareness of diversity, focus attention on global issues from poverty to education to injustice, and collect books, clothing, and money to make a difference in the world.

Our accomplished faculty includes an increasing number of international experts and scholars joining us from the ranks of the finest institutions in the world. Our students also are introduced to diverse world perspectives of visiting Fulbright Scholars and faculty, including those hailing from Argentina, Belgium, China, France, Spain and Uruguay.

A Leader in International Education

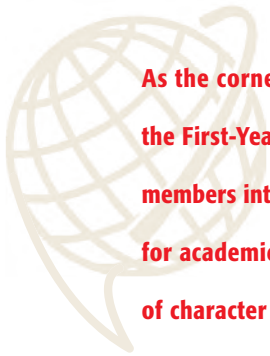
The University's bold vision positions Bryant as leader in international education by 2020, as a result of our curricular innovations and strategic global alliances.

Continuing to build upon successful collaborations with leading educational partners in China, Bryant looks to

develop a powerful network of international alliances around the globe that will provide exciting exchange opportunities for students and faculty.

By 2020, our undergraduate student body will include 20 percent international students as part of an increasingly diverse student population. The Bryant community will be engaged in the internationalization of the Smithfield campus, including development of additional international facilities. The Shu Fang Zhai Forbidden City reconstruction will be a landmark facility, serving as a prominent, public symbol of Bryant's commitment to cultivating a global perspective.

"We're preparing our students with a solid base of knowledge and a skill set that will allow them to maneuver in a world that is changing in ways that we can't predict," says Griffiths. "The goal is to ensure that Bryant graduates will be intrepid explorers in a world of unlimited global opportunity, truly at home in the world."



As the cornerstone of our general education program, the First-Year Gateway Experience welcomes Bryant's newest members into our scholarly community, sets the foundations for academic and personal success, and cultivates the qualities of character vital for leadership and for the health of a democratic society.

ROBERT SHEA, PH.D.

Director of Faculty Development



ROHAN LAUNGANI '12

Majors: Actuarial Mathematics, Economics

Minors: Finance, Business Administration

Hometown: Lagos, Nigeria

Before Commencement, Rohan Laungani had already passed the actuarial exams that will help him achieve professional status as an actuary. Awarded the John Culver Woody Award by the Actuarial Foundation in 2010, he also represented Bryant in Traveler's Actuarial Case Competition 2010 and worked as a Securities Analyst for the Health Care Sector of Bryant's student-run Archway Investment Fund.

After Commencement, Laungani will begin working as an actuarial associate for PricewaterhouseCoopers at the company's U.S. headquarters in New York City.

"I am really glad to have come to Bryant and feel honored to graduate from this institution," says Laungani. "Bryant's faculty and staff go above and beyond to assist in any area of their student's life, whether you are current student or alum, they are always there to support you day and night."

Laungani, who has lived in Nigeria and India, held leadership positions in the organization. He participated in 4MILE, an orientation program for international and international students and went on to serve as a peer mentor. He is now becoming lead counselor. "Bryant is a home away from home and the community becomes a part of your family," he says.

"It's up to each student to take advantage of all the resources on campus," says Laungani, who also served president of the Bryant Bowling Club and was the founder of both the Dragon Dance Team and Franco de Bryant. "At Bryant opportunities are endless."



THE FIRST-YEAR GATEWAY EXPERIENCE

International, innovative, integrated and inspiring

Over the last decade, Bryant has established a highly regarded trajectory of academic excellence. Our rigorous curriculum, integrating business with the liberal arts, distinguishes Bryant among our peers.

Starting this September, the University will introduce a re-imagined and strengthened first-year foundation experience. New courses and co-curricular learning opportunities will provide the educational opportunities that prepare our students to become explorers who are at home in the world. Our innovative programs, both what we teach and how we teach it, help students challenge assumptions as they trade easy certainty for life-changing curiosity. And it all starts by changing the way they look at the world.

From the very first semester, Bryant's distinctive First-Year Gateway Experience features creative learning opportunities that explore global foundations for character and leadership, and for business and industry. Our students develop character and leadership skills, as well as a global perspective, whether they choose to pursue programs in our College of Arts and Sciences or College of Business.

Throughout the foundation experience, students hone their communication skills with reflective writing assignments where Bryant faculty members are the guides for a journey of discovery. Course work is complemented by special immersive programs that offer a look at the world from an outcomes-driven perspective, providing students with the real-world experience highly valued in the marketplace and by leading graduate schools.

Our community of practice is empowering: 98 percent of Bryant students are employed or enrolled in graduate school within six months of commencement, and the median starting salary for the Class of 2011 was \$50,000.

LINING UP FOR INTERNATIONAL BUSINESS SUCCESS



BY JOHN CASTELLUCCI

The Big 5

A small company that manufactures metal fasteners finds its growth hampered by market saturation in the United States. The company, hungry for sales opportunities, decides to penetrate a key foreign market by developing a unique way of packaging the kind of fasteners used to attach insulation to air-conditioning ductwork in the Middle East.

But the company lacks a Middle East distributor. Without one, it has no way of getting its fasteners into the supermarkets, hotels and restaurants being built in Dubai and other parts of the United Arab Emirates. An important showcase, Dubai's Big 5 International Building and Construction Show, is coming up in November. Without a vendor willing to display the fasteners at the annual trade show, the company's products will languish in warehouses far from the Persian Gulf.

A business school case study? No. The real-life situation of Gripnail, a Rhode Island manufacturer of niche metal



The International Business program at Bryant

equips students with a strong theoretical foundation in business and the experience of applying it in a global real-world setting.

fasteners. And Bryant, through its International Business program, is trying to help.

In mid-February, three students—Adam Doyle, Robb Rodriguez and James Currie—met with David Ashton, president of Gripnail, to lay the groundwork for a report listing sales contacts in the United Arab Emirates.

The students, all seniors, were enrolled in Bryant's International Business practicum, the course in which international business students help local businesses find opportunities abroad.

Ashton, whose company has previously turned to Bryant for information about Qatar and Saudi Arabia as well as the United Arab Emirates, was an attentive host, giving the students a tour of the company's factory in East Providence, and demonstrating its products.

He was also a demanding client. "What I really want is product over there at the Big 5 show," he told Doyle, Rodriguez, and Currie. That, he said,

means establishing a relationship with a distributor who will actually stock the fasteners, selling them to contractors all over the Middle East.

The meeting, arranged by Bryant's John H. Chafee Center for International Business, is one of approximately 20 taking place this year between Bryant students and business owners hoping to sell their products in foreign countries.

The report that results is intended not only to get Ashton a foot in the door in Dubai and the other sheikdoms of the United Arab Emirates. It is also intended to give Currie, Rodriguez, and Doyle the opportunity to get some hands-on experience in international business, preparing them to hit the ground running when they begin their careers.

The three are among 346 students currently pursuing a Bachelor of Science degree in International Business, a four-year course of study that prepares Bryant graduates to compete in the global marketplace.

The program was launched in 2004, after a committee headed by Finance Professor Betty Yobaccio, DBA, built a curriculum. But it wasn't until 2008 that it began sending student consultants to companies such as Gripnail and ChemArt, a Smithfield, RI, manufacturer of commemorative ornaments.

That was the year that Madan Annavarjula, Ph.D., the associate professor of management who is now the coordinator of the International Business program, approached the Chafee Center and proposed establishing the senior year practicum, pairing students with companies seeking opportunities overseas. International Business has quickly become one of the University's largest and most highly recognized programs.

The practicum is one of the major differences between the International Business program at Bryant and other business schools. At other business schools, the emphasis is on theory, rather than practice, and the standard procedure

is to use cases studies, rather than hands-on experience, to teach.

In case studies, “we say, ‘This is what this company has been doing, what do you think, what do you think are their options, what do you think they could they have done?’” says Annavarjula.

“Whereas here they’re actually experiencing it in real time,” Annavarjula says. “It’s experiential learning because they’re being forced to think on their feet.”

They’re not in Kansas

At the heart of Bryant’s International Business major is the idea that all economic activity is global; that, no matter what line of work you are in, it’s going to be affected by decisions, trends and events overseas.

The faculty members who teach international business at Bryant not only subscribe to that theory; they embody it, coming from countries as far away as India, China, Chile, Nigeria, Turkey, Croatia and South Korea.

What they have in common is the conviction that business should be taught from a global perspective, that the globalization of economic activity has made it important to introduce the concepts of international business as early as possible in a student’s academic career.

“That’s a big discussion right now — whether everything we should be teaching should be international,” says Srdan Zdravkovic, Ph.D., an assistant professor

of marketing who came to the United States as an exchange student from Croatia.

The global economy has created greater opportunities and given rise to fiercer competition than ever before, says Zdravkovic. “So, yes, when I teach principles of marketing, which is supposed to be in a domestic context, I try to bring these international perspectives, if nothing else than to expose students to how things are done elsewhere,” he says.

“International business is the only business,” declares Assistant Professor of Finance Andres Ramirez. “If you don’t teach that, you’re teaching an obsolete model that doesn’t work.”

Before joining academia, Ramirez pursued a career as treasurer, controller, and enterprise resource planning manager of a Chilean multinational forest products firm where he oversaw the company’s explosive growth into Brazil, Venezuela, and the U.S. “I have

always been fascinated by how multinational companies from emerging countries compete in developed countries,” says Ramirez.

In class, he wastes no time introducing his students to the impact that events in other countries have on American companies. They examine how global events such as the 2008 worldwide financial crisis and March 2011 tsunami in Japan disrupted businesses throughout the world.

“In the basic financial management class students need to understand about interest rates, time value of money, stock markets—the basic tools of the game,” says Ramirez. “The traditional textbook approach is to use the last chapter to say: ‘Oh, by the way, there are a lot of countries out there that have different inflations and different interest rates and different currencies, and legal systems.’ At that level, I tell my students that they’re not in Kansas anymore, that they’re in the world. So how is that going to affect the way you learn and practice finance? It’s going to affect it a lot.”

Despite their complexity, key concepts of international marketing, finance, accounting and management are all taught in the International Business program, making it unique among undergraduate courses of study. “At the undergraduate level, we don’t do a lot of international accounting.

“In the International Business program, we expose the student to the international dimensions of accounting.

International business is the only business. If you don’t teach that, you’re teaching an obsolete model that doesn’t work.

Assistant Professor of Finance Andres Ramirez, Ph.D.

In the International Business program, we expose the student to the international dimensions of accounting. You have to go for a master’s degree in accounting to get exposure in international accounting at most other universities.

Associate Professor of Accounting Lookman Buky Folami, Ph.D.



MAKENA SAGE '12

Major: International Business,
Double concentration in Marketing and Spanish

Hometown: Austin, TX

While studying abroad at the University of Belgrano in Buenos Aires, Argentina, Makena Sage learned about an internship opportunity with RelevanSi, a communications startup in Buenos Aires specializing in web design, programming, and brand development for green businesses. Sage interviewed via Skype and was offered a three-month position. She lived with a host family arranged through her study abroad program.

Sage was excited by the flexibility of a startup and the hands-on opportunities she had. She updated the company's social media accounts, wrote relevant blog articles, pitched and booked interviews with various websites and e-zines, scripted PR videos, and researched and attended local networking events.

She had always wanted to live and work abroad, but the internship gave her a glimpse of the always-changing nature of international business. "Working for such a digital/virtual-saavy startup opened my eyes to just how mobile work is becoming," she says. "I Skyped regularly with a fellow intern in Utah, and most of the company's clients were in other countries.

"The experience helped me to see that technology advances mean you can really work from anywhere these days," she says. "I learned that most important to me is that I like the company I'm working for — just like RelevanSi. I want to wake up and feel excited about going to work every day."

You have to go for a master's degree in accounting to get exposure in international accounting at most other universities," says Associate Professor of Accounting Lookman Buky Folami, Ph.D.

Folami, who grew up in Lagos, Nigeria, gave up a job as controller of a private holding company in Atlanta, GA, to fulfill a lifelong dream of becoming a teacher.

Crystal Jiang, who has co-authored more than 10 journal articles, business cases and book chapters about international business, decided to go into teaching and research after working for a government committee established to help foreign businesses set up manufacturing plants and services in mainland China.

Before coming to the United States to earn her MBA and Ph.D., Jiang was showing foreign firms how to partner with Chinese companies, select sites, establish relations with local suppliers and handle labor issues in her hometown

of Qingdao, a city on the northeast coast of China. "I was already doing international business work because I was working with people from around the world."

As an assistant professor of management, she collaborates with Folami, Ramirez, and Zdravkovic in the so-called "integrative block," in which a single group of students receive instruction from a quartet of teachers — Zdravkovic teaching marketing; Ramirez, finance; Folami, accounting; and Jiang, management — during the spring semester of their junior year.

By then, the students have achieved proficiency in a second language, studied abroad, and taken basic courses in marketing, finance, accounting and management. The integrative block gives them the opportunity to learn how the principles taught in those courses are connected in an actual company. The students divide up into teams to take part in the Business Strategy Game, a simulation program in

which they run a multinational company that manufactures and distributes athletic footwear all over the world.

"What's really unique about this experience," Jiang says, "is that the students have to work as a group to run the business, to think about every dimension of a business, from site selection, to promotion, to warehousing, logistics, supply chain management, to marketing and advertising, to enhancing shareholder value."

"Students take it very seriously, and they try to tie into the external environment," Jiang says. "The U.S. economy's bad; what should we do? Should we expand to China? If we do, how do we deal with transportation costs, government regulations, and cultural differences, among others?"

The students compete against companies run by other students, in their class and at hundreds of other colleges and universities, trying to maintain their company's credit rating while increasing market share, boosting profits, and maximizing return on equity.

Students have to work as a group, to run the business, to think about every dimension of a business, from site selection, to promotion, to warehousing, logistics, supply chain management, to marketing and advertising, to enhance shareholder value.

**Assistant Professor of Management
Crystal Jiang, Ph.D.**

In addition to midterms and finals, the students undergo week-by-week evaluations of their company's performance, taking into account such factors as customer satisfaction, shareholder

happiness, inventory turnover, management efficiencies, and financial results.

A year ago, a team of International Business students in the integrative block taught by Jiang, Folami, Ramirez and Zdravkovic beat 4,557 other teams at 282 other colleges and universities, taking first place the week of March 21 to 27.

The win by undergraduates Rachel Boucher, Catherine Heaphy, Elias McQuade and Andres Orobitg, in a business simulation game usually played by MBA students, showed that important lessons were being learned, according to Folami. "The fact that, on an international level, they competed very well and they excelled, compared to hundreds of other institutions that they were competing against, let us know they were learning a lot."

Jiang says there is a bond between International Business students and faculty, a bond that develops because of the amount of time spent in the program (International Business students declare their major as freshmen), and the sense of community that arises when they study together abroad.

"They try to be involved, try to be supportive to each other," Jiang says of the students. "You can easily tell that some of them are friends."

Small class sizes promote greater interaction between students and faculty. "So all of the International Business professors pretty much know everybody," Jiang says. "We know the progress they make from year one to year four."

A travel guide to Serbia

It should come as no surprise, then, that when he learned that Ryan Letourneau '11, recently hired by an international grocery company, was going to be posted by that company in Serbia, marketing professor Srdan Zdravkovic took Letourneau under his wing.

"I was born in Yugoslavia and both Croatia and Serbia were part of that country," explains Zdravkovic. "I speak

the language and my family lives there and I like Ryan a lot.

"When he told me he was going to Serbia I told him to stop by so we can talk for a few minutes. I think his big concern was language. I tried to convey to him that people of his generation and pretty much anybody younger than 40 will be comfortable with English. I tried to make him more comfortable regarding that because that's always a big stumbling block when you go abroad.

"Of course, I also pointed out that the more he tries (to communicate in) Serbian, the better he will be received. People just appreciate that," Zdravkovic says.

"People might be a little more interactive with each other over there than they are here," he adds. "He should expect to be invited to go out and go places with his colleagues and friends he meets there. They're very hospitable people, so that's a good thing."

Samir Kothari studied for a semester at Pompei Fabra University in Barcelona, Spain. "It was an exhilarating experience, and I would go back in a heartbeat," he says. "It challenged me to be flexible, learn a language, and immerse myself in a culture I had no knowledge of."

Kothari has interned for Bryant's John H. Chafee Center for International Business, helping clients with international trade development projects. He is a portfolio manager for the Archway Investment Fund. He is a member of the Bryant University Dragon Dance Team and the International Student Organization. He served on the Special Events Committee for United Nations Day and is a Bryant Student Ambassador, leading tours for prospective students and their families.

Kothari describes his last semester as an "exciting and satisfying close to his four years at Bryant," immersed in his International Business practicum. He is applying for jobs around the world, comfortable in his ability to adjust to different cultures and lifestyles.



SAMIR KOTHARI '12

Majors: International Business, Finance

Minor: International Affairs

Hometown: Mumbai, India



However, memories of the 1999 NATO bombing can sometimes create a potential emotional minefield for Americans doing business in Serbia. Zdravkovic advised Letourneau to also bear that in mind.

Letourneau is in Serbia as an international graduate trainee for the Delhaize Group, the Belgium-based multinational corporation that operates supermarkets in the United States, Indonesia, and Eastern Europe.

One of only a handful of Americans selected from among 750 applicants for the position, he was hired after he studied in Chile, traveled in South America and was certified as a Global Business Professional by NASBITE, formerly North American Small Business International Trade Educators, an organization that administers an exam to measure competence in global trade.

Letourneau says it was thanks to Professor Annavarjula, his study abroad and the International Business program that he was hired by the Delhaize Group. "Because of my international business experience and the time that I spent in Chile and South America, I think that's the reason I did make the cut."

It took longer for the benefits of an International Business degree to kick in for Emily Panasowich '08, who was in

Because of my international business experience and the time that I spent in Chile and South America, I think that's the reason I did make the cut.

Ryan Letourneau '11, Belgium-based Delhaize Group

the first class of International Business graduates. It wasn't until a couple of years after graduation, when she was teaching English as a second language in Gimcheon, a small farming community in South Korea, that she received word of a job opening at Destination ImagiNation, a nonprofit organization that seeks to teach problem-solving, creativity and teamwork to students by sponsoring competitions all over the world.

"Here I am halfway around the world reading about my dream job, and I'm like, I have to apply to this because of all the skills that I learned at Bryant," she recalls.

Panasowich had concentrated in marketing and minored in French at Bryant, but she hadn't found a job that made use of her international business skills. Destination ImagiNation, which sponsored some of the extracurricular activities she took part in as a middle school student in Robbinsville, NJ, was seeking an international coordinator.

Suddenly she had an opportunity to put what she learned at Bryant to work.

"The job description said, 'Prefer somebody with an international business degree.' Right there you cut off so many people," says Panasowich.

"The second requirement was knowledge of a foreign language. Well, here I am with a French minor, and now I have basic knowledge of Korean because I've lived here," she says.

The job description also called for work or study experience in other countries. By then, Panasowich had worked and studied in countries on four continents, among them Africa, where she took part in a South Africa wildlife management program, sponsored by the University of Pretoria, to fulfill Bryant's science requirement during her senior year.

It didn't hurt that she was an alumna of the nonprofit educational program, says Panasowich, who is now director of Asian operations as well as international coordinator at Destination ImagiNation. But equally important, she says, were the courses she took, and the world travel she did, as an International Business major. "All that stuff I took away from Bryant—I know that differentiated me from everybody else."

Another International Business graduate, Lily Himmelsbach '09, is now director of operations for Let's Gift It (www.letsgiftit.com), a New York-based social gifting company that provides retailers with technology for social commerce and gifting.

But for more than two years—from her graduation in May 2009 until

I joined the company in spring 2009 to help launch American Eagle Outfitters' international division.

Lily Himmelsbach '09

[Continued on page 43]



TOKYO



SYDNEY



LOS ANGELES



MEXICO CITY



BRYANT



SANTIAGO



MONTEVIDEO

DOING BUSINESS IN

BY JOHN CASTELLUCCI

When I did get opportunities to go international, it was just a nuance in the business model that I had to understand. It was a bigger and more complex business model, but it was still fundamentally the same that had been taught at Bryant.

George Dooley '78

When Larry Paul Sloven '71 entered Bryant, the school didn't offer a degree in international business. There was no course of study requiring students to learn a foreign language, spend a semester in another country, or assist local companies planning to do business overseas.

Nevertheless, Sloven has spent 35 of the past 40 years pursuing business opportunities in Asia and South America.

He has imported auto accessories, engineered rechargeable battery consumer products, and developed product lines for major retailers including Circuit City, Dick's Sporting Goods, and Sports Authority using factories in the Far East.

He has lived in Hong Kong for 22 years, has traveled all over China and traded commodities worldwide.

Sloven graduated from Bryant when economic activity was just beginning to become globalized. He built an international business career by learning on the job.

So what, if anything, did Bryant do to enable him to succeed in international business?

"I can answer that question," he said without hesitation. "I can tell you that Bryant gave me the foundation of education in business—it gave me the foundation of education in finance, economics, accounting, law, marketing and

management—that enabled me to tackle any opportunity that came my way."

Sloven was among several Bryant alumni who said they left Bryant well-prepared to pursue international business careers.

George Dooley '78, Kristian P. Moor '81, Teresa McCarthy '83, John DeSimone '89, Scott Voss '92, echoed Sloven in saying that Bryant gave them the fundamentals needed to be successful anywhere on the globe.

"Bryant gave me really good training in terms of the underpinnings of business, from the marketing side, to the legal side, to the sourcing side," said Dooley, vice president and chief financial officer for Gap Inc.'s global supply chain in San Francisco.

"So that when I did get opportunities to go international, it was just a nuance in the business model that I had to understand. It was a bigger and more complex business model, but it was still fundamentally the same that had been taught at Bryant," he said.

Mario Shiliashki '96 [see story, page 41] and Rohan Shah '06 [see story, page 42] spoke highly of Bryant and said other factors were important to their international business success.

Shah, who grew up in Mumbai, where his grandfather, the late Himatlal Shah, owned an indenting company, said the influence of his family has been crucial to his success. "In India it works very differently than the way it works



LONDON



PARIS



ISTANBUL



RIYADH



DUBAI



KARACHI



MUMBAI

THE GLOBAL ARENA

in the United States. The family plays a very, very important role all the way till their son or daughter gets married and settles down in life," he said.

Shiliashki, who came here as a high school exchange student from Bulgaria, said Bryant gave him the credentials to land a job at Goldman Sachs and get into Harvard Business School.

But what really mattered, he said, was the global community he encountered at Bryant, a community consisting of students from many different countries.

"I'm still in contact with some of them," Shiliashki said. "I had friends from Russia, I had friends from India, I had friends from Pakistan, Nepal, I had friends from Spain and Italy, good friends from Colombia and Serbia." Not to mention friends from the United States. "To me, as an international student, that was international," he said.

Bryant gave me the foundation of education in finance, economics, accounting, law, marketing and management that enabled me to tackle any opportunity that came my way.

Larry Paul Sloven '71

LARRY PAUL SLOVEN '71

Chief Executive Officer
Strategic Wellness Group, LLC
El Segundo, CA



In the more than 40 years since Larry Sloven graduated from Bryant, there has been a major shift in manufacturing.

Things that used to be made in

this country—auto parts, batteries, and television sets—are now for the most part manufactured in the Far East.

Sloven's career paralleled that major transition. He was one of the first Americans to show retailers how to create private label products using Asian manufacturers. He has spent 22 years liv-

ing in Hong Kong, developing product lines and acting as a buying agent for major American retailers. "If you want to get to market quickly, I'm everybody's learning curve," he said.

But times have changed. Wages in mainland China are up 40 percent. There's a 25 percent shortage of labor, making China a more costly place for certain types of manufacturing, according to Sloven. "China is a place where you can no longer manufacture a commodity-based item that's labor-intensive. It's impossible," he said.

As the change has occurred, Sloven pursued opportunities elsewhere. He went into the commodities business, processing iron ore from Latin America for Chinese steel mills. He took the time to figure out where the American consumer market was going, acquiring a company that will help fight breast cancer by manufacturing and marketing a product that enables women to engage in early detection.

The product, called the BeMITT, for the Breast Self-Examination Mitt, is expected to hit the market this year. It was awarded a utility patent from the U.S. Patent Office. The product increases the sensitivity of the finger tips to notice any changes in a woman's breast for early detection of a lump which could be a malignant tumor. It has received FDA clearance to be sold in



ALMATY



BANGKOK



HONG KONG



SEOUL



MELBOURNE



AUCKLAND



VANCOUVER

the United States, where it will also be manufactured.

The irony isn't lost on Sloven. "I could make it in China. I refuse to make it in China. I'm making this in the United States. And here's a guy who is an Asian guy and wants to make this in America," he said.

"I do believe, that jobs can come back to this country. But it has to be done with people who understand – people who have done business overseas."

GEORGE DOOLEY '78

Vice President and Chief Financial Officer,
Global Supply Chain
Gap Inc.
San Francisco, CA



As CFO for Gap Inc.'s global supply chain, George Dooley doesn't typically get involved in opening stores. He helps stock

them, procuring billions in apparel each year from hundreds of third-party vendors operating factories in more than 40 countries all over the world.

Back in 2010, when Gap needed a CFO to organize the opening of its first four stores in China, he was tapped for the assignment because of his international background. "We wanted to hire somebody to be the CFO for China," Dooley said, "but while we were hiring, we wanted to get the stores open, so the company asked me to get involved on an interim basis."

Dooley's first international business experience was in 1978, when, as an accounting major fresh out of Bryant, he landed a job in the audit department

of AMF, Inc., a multinational manufacturer of tennis rackets, skis, and bowling equipment.

At AMF, Dooley said, "I got to travel the world and see all different kinds of businesses and what made them successful and what didn't." Since working globally for Gap, he has acquired the sensitivity needed to hire staff, open stores and negotiate deals in a broad range of business cultures.

"For example, in India," he said, "people are very family-centric to the point that they spend much of the interview process talking about how many children they have, where they live, and their relationship with their parents. It's very important to the process.

"In Japan, if you are in a meeting and you see people nodding their heads during your presentation, you may believe they agree with you. Well, maybe they do, but probably the message is that they hear you. If you think you sealed the deal, you may end up with an unpleasant surprise," he added. "It rarely takes one meeting to close a deal, so be patient and respectful."

In China and Hong Kong, a great deal of attention is paid to feng shui, Dooley said, the practice of selecting colors, constructing buildings, and placing furniture in a way that invites good fortune. Even naming your children can involve the services of a Feng Shui Master.

He advises, **"It is very important to research and understand the cultures in which you operate.** There is typically a degree of acceptance and tolerance of your lack of knowledge on the part of your host countries. However, business is personal, and your efforts to understand and apply what you learn will be noticed and will be a differentiator for you. Learn a few key local phrases. Do not be afraid to fail or offend. Be genuine and they will see it as a sincere sign of respect."

KRISTIAN P. MOOR '81

Vice Chairman
Chartis, Inc.
New York, NY



Kris Moor graduated from Bryant in 1981, 23 years before the University began offering a bachelor's degree in international business. Yet in

2010, Moor, by then president and CEO of Chartis, had become enough of an expert in international business to address the American Chamber of Commerce's Global Leader Series in Singapore, discussing Chartis' role in Asia and the importance of the region for insurance.

"Fundamentally, business around the world is the same," said Moor, now a member of Bryant's Board of Trustees. While government policies and the regulatory environment may vary, the basics —

**Fundamentally, business
around the world is the same.**

Kristian P. Moor '81

supply and demand, marketing and economics — are the same from country to country.

Moor's first exposure to international business came 1991, when he was tapped by AIG to introduce directors and officers to liability insurance, a core component of corporate insurance, in Japan.

His global exposure increased after 2009, when he took over worldwide operations at Chartis, AIG's property-casualty and general insurance company. **"I spent a good part of 2010 all over the world, visiting London, France, Spain, Japan, China, Hong Kong, Singapore, Brazil, Argentina, Germany, and Canada, in a year."**



CHICAGO



BRYANT



SAN JUAN



BUENOS AIRES



CASABLANCA



ZÜRICH



TEL AVIV

Working abroad built upon much of what Moor learned as a finance major at Bryant, and at Pace University, where he earned an MBA. He became more aware of the nuances of international business that weren't taught in the classroom, for instance, the importance of personal relationships in China, and the surprising lack of insurance fraud in Japan.

"Basically when you write auto (insurance) in Japan, it's viewed very favorably by the public," he said. "It's something that they feel that they should have, and there's almost no fraud."

"I think in China, the relations with officials and the business community are paramount," Moor said. "To them, trust is very important. And you can't trust on paper or over the phone. They need to look you in the eye."

TERESA MCCARTHY '83

Vice President
AllianceBernstein
New York, NY



In 1997, when Teresa McCarthy '83 was sent to Indonesia to assess the creditworthiness of a Jakarta taxicab company, it seemed a foregone conclusion that the company would get a market-grade bond rating.

The company's owner, Jopie Widjaya, was politically connected, having bought a stake in a toll road owned by the eldest daughter of Indonesian President Suharto.

A swashbuckling Hong Kong bank, Peregrine Investments, the largest investment bank in Asia outside of Japan at the time, had given the cab company a

bridge loan totaling \$260 million, one-third of its assets. "And everybody just kept saying to me, 'Oh, it's fine. President Suharto is deeply involved with the company. So don't worry about anything,'" McCarthy recalled.

But McCarthy, a credit analyst who had been sent to Jakarta by Moody's Investors Service, wisely withheld the B3 rating the cab company, Steady Safe, needed to enter the bond market. One year later, the Indonesian economy was in turmoil, the debt-laden company went broke, Peregrine Investments collapsed, and in less than a year Suharto was forced out of office, his three-decade-long presidency undermined by the financial crisis set off in part by the downfall of the cab company and the bank.

"I walk in and this guy's been running Indonesia for 30 years. Who am I to say that he's going to get ousted next week?" McCarthy said, referring to Suharto.

The fact that her rating kept Steady Safe and Peregrine out of the bond market, and by doing so, contributed to the beginning of the collapse of a regime contemptuous of sound economic policy, is a testament not only to McCarthy, but also to the principles she learned at Bryant, where she studied accounting and acquired the self-confidence that enabled her to stand her ground.

"In the end, as I learned at Bryant, you have to look at the underlying credit of a company and try not to be persuaded by outside influences," said McCarthy, who grew up in a large Irish family in Pearl River, NY.

McCarthy added that Bryant made her more worldly, exposing her to people from different cultures and backgrounds.

"It changed my life, just going to Bryant, because I met so many people, and I had opportunities to get involved in ways that made me who I am today. Having a degree from a good business school opened up a world of opportunities for me."

P. JAMES BRADY III '81

Chief Executive Officer

Deloitte & Touche Assurance and Enterprise Risk Services India Private Limited
Atlanta, GA



"Bryant prepared me to become a partner at a Big Four firm," says P. James "Jim" Brady III '81, a CPA.

He started with a Big Eight firm in

Providence after graduation, eventually moving to Deloitte, the multinational accounting firm, where he rose through the ranks. He has served as CEO of Deloitte & Touche AERS India Private

Emerging markets are where the action is.

P. James Brady III '81

Limited since January 2008, living in India for 18 months, and recently returned to Atlanta.

His more than 31 years of business and leadership experience have included deployments to St. Petersburg and Moscow, Russia, and most recently to Hyderabad, India, when he assumed leadership responsibility for the joint venture between Deloitte USA and Deloitte India.

While in Russia, Brady developed what he calls cultural intelligence—understanding the impact of people's cultural background on their behavior—a critical skill in today's global marketplace.

"I learned quickly to respect national pride as a guest living in a foreign country. The Russians have a rich history of which they are quite proud. For example, when they bring up World War II, their perspective is that they won the War."



MANAMA



MOSCOW



LAHORE



NEW DELHI



JAKARTA



SINGAPORE



KUALA LUMPUR

Of course it was an Allied Force, but why argue with their national pride?"

Brady's advice to students: "If you have a sense of adventure, go global. Expand your horizons, and your takeaway will be a deep and rich understanding of the global dynamics in both business and life overall.

"There is a big difference between going to Paris or London and going to Delhi or Sao Paulo. Emerging markets are where the action is, especially the BRIC countries," says Brady.

In India, for example, the poverty is striking, but it is also "a young country with young entrepreneurs. It has tremendous human resources with 1.2 billion people, 50 percent of whom are under age 30. You've got to think long term when entering emerging markets."

Deloitte is in India to recruit quality talent, says Brady. "We're in India to address the shortage of certified public accountants in the United States. For Deloitte, being in India is a quality play, not a cost arbitrage play."

JOHN DESIMONE '89

Chief Financial Officer
Herbalife Ltd.
Los Angeles, CA



The sharp rise in income in developing countries that has accompanied globalization may be a good thing. But it does have a downside.

Worldwide, the obesity rate has doubled since 1980, according to the World Health Organization. In 2008, 1.5 billion adults were overweight; half a billion were obese.

For Herbalife, a global supplier of weight management products and nutritional supplements, the obesity epidemic isn't just a crisis. It's an opportunity.

According to John DeSimone, Herbalife's chief financial officer, the protein shake Herbalife offers for weight management is its best-selling product not only in the United States, but everywhere in the world that Herbalife products are sold.

"It's our No. 1 product in all countries," DeSimone said less than a week before the company announced it was starting operations in Uruguay, increasing the number of countries in which Herbalife does business to 81. "We look at us as our competition McDonald's and Kentucky Fried Chicken," DeSimone said, touting the protein shake as a healthy alternative to chicken wings or the Happy Meal.

DeSimone '89 majored in accounting at Bryant. The school paved the way for his rise to CFO of Herbalife, he says, by inculcating the fundamentals of business and teaching him to work hard in the face of distractions. **"The position I have today is directly attributable to the accounting skills that I learned."**

As a company that operates all over the world, Herbalife has to tailor its products to comply with a bewildering array of regulations, making sure a product that passes muster in one country doesn't flout the law in another.

Despite all that complexity, Herbalife has bolstered its growth by adopting a uniform marketing strategy, employing a network of distributors to sell one meal at a time.

"There are far more people who can afford to buy Herbalife products one meal at a time than can buy a 30-day (supply of the) product. The addressable audience is bigger as it becomes a replacement spend instead of a discretionary spend," DeSimone said, especially in emerging economies such as Brazil, Russia, India and China.

SAMEER KANODIA '00, '02 MBA

Executive Director
Datamatics Global Services
Mumbai, India



Sameer Kanodia '00, '02 MBA is an Executive Director at Datamatics Global Services Limited, founded in 1975 by his father, a pioneer

in the Indian software and offshore services industries. The company focused on expanding in markets outside of India, and because of this, Datamatics has generated most of its income from the United States, Germany, and United Kingdom, with lesser percentages from India, Switzerland, Australia, Bosnia, Singapore, and Mauritius.

Datamatics, which has more than 4,000 employees worldwide, provides information technology, knowledge process outsourcing, and consulting for companies around the globe, including several of the top 25 Fortune 500 companies.

Sameer Kanodia, a member of the Bryant Board of Trustees since 2008, is steeped in strategic decision-making and expansion plans that will have long lasting impact on the company as well as on the industry.

Recently he has been responsible for the company's aggressive growth in what's become one of the world's fastest growing economies: India. India's economy expanded 8 percent in the last year, and continued growth is expected. The company has seen its revenue from within India grow from 3 percent in 2008 to an expected 12 percent this year. "We expect the revenues from India to grow at a much faster rate going forward," Kanodia said.



OSAKA



HONOLULU



TELA



BRYANT



CARACAS



SÃO PAULO



ACCRA

Working in the global marketplace, Kanodia draws from his practical coursework at Bryant. “The part that I liked most during my education at Bryant was the number of business plans (and the diversity of group members in each of them) we had to submit throughout the academic year. Each business plan was unique in its own way. It forced us to think in creative ways toward long-term sustainability,” he said.

Creating business plans “also encouraged us to differentiate our offerings in the industries we were operating in. I use this experience all the time, including when I wrote the business plan to set up our Global Delivery Centers for Datamatics in [the Indian cities of] Nashik and at Pondicherry, as well as on a few products we developed to cater to the Indian domestic market.”

Kanodia also is grateful that Bryant attracted students from more than 50 countries around the world. “This forced many of us, including me, to get

It is essential to be an agile thinker to reap the benefits of scale and the true benefits of globalization.

Sameer Kanodia '00, '02 MBA

immersed in, exposed to, and to appreciate different cultures around the world.

“As the world continues to shrink into a global village, and as barriers to trade continue to fall, **it has become imperative to think on a global scale.** It is critical to realize that what works in one country, or culture, may not necessarily work in another country or culture,” said Kanodia. “Hence, it is essential to be an agile thinker to reap the benefits of scale and the true benefits of globalization.”

SCOTT C. VOSS '92

Managing Director
HarbourVest Partners
Hong Kong and Boston



Scott Voss '92 has had two careers since he graduated from Bryant, and both have been global: Running the international sales group of the

Cannondale Corporation, a Connecticut-based manufacturer of high-end bicycles, and scoping out opportunities for HarbourVest Partners, an investment firm with offices in Boston, Hong Kong, London, and Tokyo.

In the 20 years since he began doing business outside the United States, Voss has learned a lot of lessons about the way cultural nuances affect communication. The lesson that sticks in his mind happened 15 years ago, in Osaka, when he sat across a conference table from the Cannondale Corporation’s distributors in Japan.

The company had just changed the way it shipped product from the United States, where the bicycles it sells are manufactured. The distributors were unhappy about the changes, which they felt could have been done differently to give them greater flexibility in managing inventory.

“The way they communicated their disappointment was much more subtle than the way you and I might have communicated, but they were very disappointed about certain things,” Voss said. The extent of that disappointment escaped him.

After the meeting, Steve Brown, an American who worked for the distributor, took Voss aside.

“He basically translated”—not word for word, but cross-culturally—“and said,

“OK, this is what you need to understand. This is what just happened. I would never have understood if I didn’t have him there,” Voss recalled.

Now Voss is in the first year of a two-year posting in Hong Kong, where HarbourVest has him seeking out new investment and business development opportunities, recruiting senior-level employees, and acting as an all-important “culture carrier” within a global firm.

Voss is responsible for making sure the new hires assimilate HarbourVest

There are always these cultural nuances that you need to be sensitive to.

Scott C. Voss '92

values. It’s a delicate task that involves bridging the gap between cultures. Voss, who works around the clock to make the most of the time difference, finds himself applying the lessons he learned over the past 20 years, especially the one he learned in Osaka.

“I think there’s always these cultural nuances that you need to be sensitive to. And that’s especially true in Asia. I feel that in spades now,” he said.

John Castellucci wrote “Game Changers” for the Summer 2011 issue of Bryant. He is a former Providence Journal reporter working as freelance writer. His work has also appeared in The Chronicle of Higher Education.



WHERE IN THE WORLD

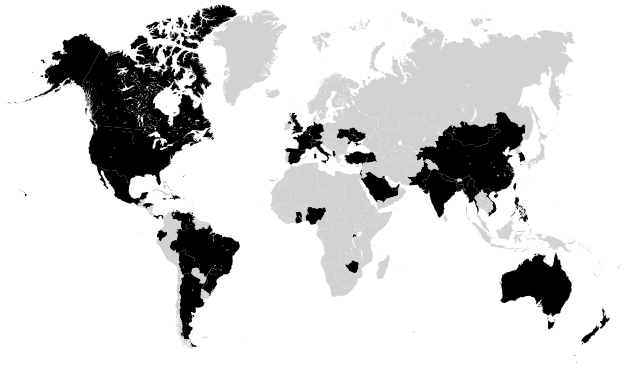
ARE BRYANT **ALUMNI**, STUDENTS, AND **FACULTY**?

Bryant has long been attracting top students and expert faculty from around the globe. Today, our alumni, students, and faculty can be found just about everywhere. The powerful global network of alumni continues to grow as our graduates thrive in exciting careers throughout the world.



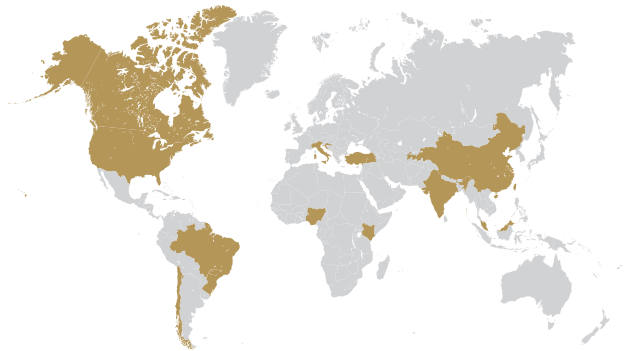
ALUMNI

The powerful global network of active Bryant alumni spans more than 70 countries.



STUDENTS

Bryant students hail from more than 45 countries throughout the world.



FACULTY

Our accomplished faculty come to Bryant from leading universities around the globe.

- | | | |
|--------------------|----------------------|-----------------------|
| Albania | Haiti | Nigeria |
| Argentina | Honduras | Norway |
| Aruba | Hong Kong | Oman |
| Australia | India | Pakistan |
| Austria | Indonesia | Panama |
| Bahamas | Iraq | Philippines |
| Bahrain | Israel | Peru |
| Bangladesh | Italy | Russian Federation |
| Belgium | Japan | Rwanda |
| Bermuda | Jamaica | Saudi Arabia |
| Bolivia | Jordan | Serbia and Montenegro |
| Brazil | Kazakhstan | Singapore |
| Canada | Kenya | Spain |
| Cayman Islands | North Korea | South Africa |
| Chile | South Korea | Sweden |
| China | Kuwait | Switzerland |
| Colombia | Laos | Taiwan |
| Costa Rica | Lebanon | Tajikistan |
| Croatia | Luxembourg | Thailand |
| Cyprus | Malaysia | Trinidad |
| Dominican Republic | Mauritius | Turkey |
| Ecuador | Mexico | Ukraine |
| El Salvador | Mongolia | United Arab Emirates |
| Ethiopia | Morocco | United Kingdom |
| France | Myanmar | Venezuela |
| Germany | Nepal | Vietnam |
| Ghana | Netherlands | Zimbabwe |
| Greece | Netherlands Antilles | |
| Guatemala | New Zealand | |

PHILANTHROPY *in action*

SOVEREIGN | SANTANDER: THE BUSINESS OF GENEROSITY

Experience is what gets people hired. But how does a college student gain international experience that distinguishes him or her from the job applicant pack while still in school?

Though Thomas Carroll '11 (Manchester, CT) traveled abroad before attending college, he believes his Sophomore International Experience (SIE) trip to China in 2009 enabled him to see the world through a different lens. "For the first time, I was able to view the connections between countries on a political, commercial, and social basis," he says. "I gained an understanding of the global implications of business decisions."

Experiences such as Carroll's are why Sovereign Bank | Santander Universities decided to make a leadership gift in



In January, the Sophomore International Experience included living and learning opportunities in Panama and Costa Rica.

An Investment in the Future

In Bryant's Sophomore International Experience, Sovereign | Santander found a program that "contributes to the development and prosperity of society." With a generous annual donation, Sovereign has bolstered Bryant's effort to introduce students to the often transformative experience of studying and traveling abroad earlier in their college careers than most traditional programs. When the two major roadblocks to studying abroad are time and money, the SIE provides a semester-long preparation at home culminating in a two-week experience that whets the appetite for more.

"We are very pleased to announce our support of Bryant University's initiative to expand students' international knowledge," says Jorge Moran, president and CEO of Sovereign Bank and Santander U.S. country head. "We believe the best investment for the future is in higher education. The Sophomore International Experience program serves an important role in students' futures by providing them the opportunity to learn about other cultures and how businesses operate globally."

Developing Confidence and Cultural Competency

One goal of SIE is to inspire an appreciation of diverse cultures and ignite a desire to learn more. Carroll went on to spend a semester abroad junior year. "I wanted to make the most of my experience and really challenge myself," he says. "So I chose to study in a country where I didn't know anyone and I didn't know the language. As a result, I learned Spanish, made life-long connections, and learned that taking chances yields unimaginable results."

Such international immersion experiences develop far more than personal growth, requiring cultural competency and awareness of global economies.

Recognizing the value to society of this kind of life-changing experience, Sovereign | Santander has recently increased its support for international education at Bryant. They are offering annual scholarships to international students so that they may attend Bryant and gain international experience while enhancing the cultural diversity on campus. In that same spirit, they are also a sponsor of the Women's Summit®.



Bryant students and faculty traveled to Seville, Spain, in January 2012 and visited the Banco Santander offices to help mark Santander's leadership gift in support of the Sophomore International Experience, Bryant's distinctive international study program.

support of the SIE program at Bryant. Through its Santander Universities Global Division, Banco Santander began collaborating with universities more than 15 years ago on a unique global initiative that financially supports the higher education and research system.



Alex and Ani Owner and Designer Carolyn Rafaelian and CEO Giovanni Feroce with Elena Barkalova '11 (center), now the company's executive operations coordinator.

ALEX AND ANI: GLOBAL IS THE NEW LOCAL

Local companies and international organizations alike are seeking employees with a much broader skill set than those of previous generations, such as the ability to interact with people in different languages and of different cultures. To succeed, this new world of work demands people with international skills.

Alex and Ani, designer and manufacturer of energy-infused products including bangles, is based in Cranston, RI, with nine retail stores on the East Coast. Their products, which are manufactured in Rhode Island, are also sold at hundreds of other retailers throughout Canada, Spain, Japan, and the United Kingdom, as well as the United States.

The company's connection with Bryant began a generation back as a personal one. Ralph Rafaelian '55, who died in February, graduated from Bryant's business administration program and went on to operate one of the most successful jewelry manufacturers in the region. His daughter, Carolyn, began working for him as a designer and created her own line. When she opened her business—Alex and Ani—she created a niche brand that has met with resounding success.

Reaching International Markets

A skilled artist and savvy businesswoman, Rafaelian turned to the John H. Chafee Center for International Business for help with market research when she decided to expand overseas.

"At our World Trade Day in June 2010, we used Alex and Ani as an example of the valuable international services we can provide to a local company," says Ray Fogarty, director of the Chafee Center. "Carolyn and CEO Giovanni Feroce were intrigued with Bryant's vision for the

future and with the talent of our students and indicated they wanted to be more involved."

That was when Rafaelian and Feroce offered Alex and Ani as a training ground for International Business students. All International Business students must complete the capstone course, the International Business practicum, in which they function as consultants for clients from the Chafee Center, and identify, analyze, and design market entry, development, and competitive strategies for new global markets.

Poised, Passionate, and Professional

The practicum culminates in a formal presentation made to a panel of business professionals, who then judge the best team. Giovanni Feroce was one such panelist. The students' years of studying

Supporting a Valuable International Resource

In order to ensure the continued success of the International Business program, Alex and Ani has pledged \$1 million—\$100,000 a year for 10 years—to support the program, including the practicum, now known as the Carolyn Rafaelian International Business Practicum, and World Trade Day. The company's donation also includes sponsorship of the Women's Summit®.

Feroce calls the gift "a commitment to growth and international expansion. Bryant offers unparalleled expertise for any serious business to access and leverage in their international efforts."

If the recent financial crisis taught the world anything, it was that this truly is a global economy. As firms large



Ray Fogarty, director of the John H. Chafee Center for International Business at Bryant University, meets with students in the conference room named in honor of Ralph Rafaelian '55.

business and strategies at Bryant, their international academic experiences, and their foreign language studies add a level of professionalism seldom seen in people without many years on the job. Feroce was so impressed that he personally encouraged several of the presenters to apply for positions at Alex and Ani.

and small struggle to succeed, Bryant University's strategy of preparing students to actively engage in the globally interdependent business community is strengthened by the philanthropy of organizations such as Alex and Ani, and Sovereign | Santander.

SPOTLIGHT ON: FACULTY

The Bryant faculty comprises engaged educators and dedicated researchers whose work is recognized internationally.



Director of the Bryant University Center for Program Innovation and Trustee Professor of Management Michael Roberto, DBA, and Director of Faculty Development Robert Shea, Ph.D., are closely monitoring the impact on learning of new tablets through the Teaching with Slates Faculty Fellows Program.

TEACHING WITH TECHNOLOGY

Michael Roberto, DBA, trustee professor of management, designed an interactive management course that teaches group decision-making to students as if their lives depended on it. Roberto is part of a winning team that created The Leadership and Team Simulation: Everest V2, singled out in the e-learning category at MITX Awards for Web innovations.

The simulated Everest climb is a best-seller published by Harvard Business Publishing (the award's recipient) and used in universities worldwide. During the simulation, students share information to achieve the group's goal, basing their decisions on realistic information such as weather conditions and rates of oxygen used.

At Bryant, Roberto used the simulation with a group of first-year MBA students, and saw how they took their knowledge and put it into practice. "It was wonderful to watch the different approaches they took. I really think that learning by doing has to be a part of any MBA program, really of any business education."

Roberto is a frequent user of Twitter, and that's been noticed

by the website MBAPrograms.org. The site has included him on its list of 50 top business school professors on Twitter, where he's known as @michaelaroberto. "Roberto's tweets favor leadership and he is bound to be sending out one tweet or another on what defines leadership and what makes a good leader as well as thoughts on business topics, such as entrepreneurship and marketing," according to the organization's press release.

In another creative use of academic technology, faculty members and students are test-driving new tablets to determine their impact on learning. The Teaching with Slates Faculty Fellows Program will analyze and measure the potential academic outcomes. Faculty members who are using the 10-inch slates in spring courses are **Tammy Duxbury, MST**, accounting; **Brian Blais, Ph.D.**, and **Chris Reid, Ph.D.**, science and technology; **Elaine Notarantonio, Ph.D.**, marketing; **Terri Hassler, Ph.D.**, English and cultural studies; **Allison Butler, Ph.D.**, applied psychology; and **Elisabetta Misuraca, Patricia Gomez, Heather Moon, and Tony Houston, Ph.D.**, modern languages.

Gomez, a lecturer, noticed a difference the first day of use in her second semester course

for Spanish beginners. "The students seemed excited and motivated about doing Spanish exercises with the slate technology," she said. "I felt like I got more insight and information from the students who did the exercise on the slates."

FACULTY NEWS AND NOTES

Yun Xiao, Ph.D., associate professor and chair of modern languages, recently published the book, *Current Issues in Chinese Linguistics*. She is editor along with Liang Tao of Ohio University and Hooi Ling Soh of the Center for Cognitive Sciences at the University of Minnesota.

In a research paper published in the December 2011 *Journal of International Business Studies*, **Crystal Jiang, Ph.D.**, assistant professor of management, and colleagues Roy Chua of the Harvard Business School, Masaaki Kotabe of the Fox School of Business, and Janet Murray of the University of Missouri-St. Louis, investigated how important the concept of trusted personal relationships, or "guanxi," is to the Chinese and how foreign executives might overcome the challenge.

The paper, "Effects of Cultural Ethnicity, Firm Size, and Firm Age on Senior Executives' Trust in Their Overseas Business Partners: Evidence from China," explores the role that trust plays



Patricia Gomez



Thom Bassett, MFA



Crystal Jiang, Ph.D.



John Poirer, Ed.D.

in forming bonds across cultures and national borders.

Judy Barrett Litoff, Ph.D., professor of history and expert on women's experiences during World War II, wrote a commentary on how one Rhode Islander coped with food rationing during the conflict. The article, "Holiday Spam cooked in butter on RI's home front," published in *The Providence Journal*, drew from the more than 30,000 letters that are part of the University's U.S. Women and World War II Letter Writing Project.

Thom Bassett, MFA, a lecturer in English and cultural studies, wrote an essay, "Sherman's Southern Sympathies," for *The New York Times'* online "Disunion" series.

John Poirier, Ed.D., a lecturer in management, spoke with the *Providence Business News* about the trend of digital training for professionals.

Lawrence Hershoff, MBA, a lecturer in finance, is among the recipients of the 2011 Men Who Make a Difference Awards presented by the Women's Resource Center of Newport and Bristol Counties.

Vice President of Academic Affairs and University Professor **José-Marie Griffiths, Ph.D.**, is chair of the Committee on *Science and Engineering Indicators* of the National Science Board, which oversees the production of the biennial report on the state of the science and engineering enterprise in the United States.

The recently released policy-neutral document provides facts that are widely used by policymakers, federal agencies, and researchers.

She took part in web briefings about high-tech manufacturing



"Narragansett Brewing Co.: The Rebirth of a Brand," is the award-winning case study written by Christopher J. Roethlein, Ph.D., associate professor of management, with John K. Visich, Ph.D.

and research and development jobs, and about declining state funding for higher education in most states. She and her colleagues were quoted in national media outlets. Griffiths told *PhysicsToday.org*:

"Other nations clearly recognize the economic and social benefits of investing in R&D and education, and they are challenging the United States' leadership position. We're seeing the result in the very real, and substantial, loss of good jobs."

AWARD-WINNING RESEARCH

Christopher J. Roethlein, Ph.D., and **John K. Visich, Ph.D.**, associate professors of management, recently won the 2011 Best Teaching Case Award from the Decision Sciences Institute. Their "Narragansett Brewing Company: The Rebirth of a Brand," examined the once-popular brand that declined, and then rose from extinction with a new CEO in 2005.

The company has since expanded rapidly, which, along with other issues, makes predicting supply and demand complex and difficult. Based on research done by MBA students in 2009, Roethlein and Visich created a case study in which students examine the real-world options facing Narragansett Beer, one

of which includes building a brewery in Rhode Island. The award-winning case study helps students explore the scenarios in order to learn about supply chain management, operations management, and logistics.

Alex Perullo, Ph.D., associate professor of anthropology and African studies in Bryant's College of Arts and Sciences, has received a \$6,000 grant from the Rhode Island Council for the Humanities to create the African Digital Archive, an interactive resource containing images, interviews, videos and curriculum materials about African people who have immigrated to Rhode Island.

The archive is an outgrowth of the annual African Studies Workshops co-sponsored since 2007 by Bryant University and the African Alliance of Rhode Island.

CENTER FOR GLOBAL AND REGIONAL ECONOMIC STUDIES

Bryant has established The Center for Global and Regional and Economic Studies (<http://www.bryant.edu/ces>), which brings together the expertise of the University's accomplished faculty, and contributes to the development of global and regional economic perspectives in graduate and undergraduate students through interdisciplinary applied research, intern-

ships, regional and international outreach, and conferences and workshops.

The center works in partnership with regional and global organizations such as The New England Economic Partnership, which provides objective economic forecasts; The Rhode Island Public Expenditure Council, a nonpartisan public policy organization that produces an index of national, regional, and state economic conditions; and The United States Agency for International Development Community Connections Program, an innovative training program for experienced professionals from the Newly Independent States of the former Soviet Union, also known as the Commonwealth of Independent States.

On March 13, the center presented the third annual Rhode Island Economics Conference at Bryant University, co-founded by



Edinaldo Tebaldi, Ph.D., assistant professor of economics. The conference draws

hundreds of the state's political, academic, business, and non-profit leaders. The forum features robust data-driven discussions about the challenges facing the state economy.

The 2012 conference, "The Economy by the Numbers," looked at the potential for a revival of Rhode Island manufacturing, as well as health care as a job creator in the state. All conference materials are available to the public at www.bryant.edu/RLeconomics.

SPOTLIGHT ON: CAMPUS

The spring and fall semesters at Bryant were highlighted by several exciting announcements and events that build on the University's dedication to excellence and innovation.

PRESIDENT MACTHLEY HONORED

Each year for the past decade, The New England Board of Higher Education honors the innovative work of organizations, institutions or individuals in each New England state. Bryant President **Ronald K. Machtley** was presented the Rhode Island State Merit Award at the New England Higher Education Excellence Awards dinner in Boston in March. The citation for President Machtley reads, *in grateful recognition of commitment to educational opportunity for all citizens and dedication to the concept of regional cooperation on behalf of New England Colleges and Universities.*

BOARD OF TRUSTEES WELCOMES NEW MEMBERS

Bryant welcomed five new members to the University's Board of Trustees. **Robert P. Brown '86** is the President of the Bond Division at Fidelity Investments. He joins the board 26 years after earning his Bachelor of Science degree in business.

Mr. Brown currently is responsible for the investment management of more than \$250 billion in assets—overseeing portfolio management, research, trading, as well as derivative and currency activities—for FMRCo., which is the investment advisor for Fidelity's mutual funds.

He is a member of the Association of Governing Boards of Universities and Colleges,

among others. He is involved with the Boys and Girls Club of America, Easter Seals, and Special Olympics.

Lisa Churchville '09H is a television-industry veteran and longtime local civic leader. The last 14 years of her more than 30-year career, she served as president and general manager of WJAR-TV NBC 10 Providence/New Bedford.

After retiring from NBC, Churchville continues in an advising role at startup LessonWriter Inc. She serves on the boards of the Providence Public Library Foundation, Tide Family Services, VMA Foundation, and the Rhode Island Philharmonic Orchestra & Music School.

Churchville spoke at Bryant's graduate school commencement ceremony in 2009 and was awarded an Honorary Doctor of Humane Letters at the event. She earned a Bachelor of Science degree from Columbia University: Barnard College and an MBA from Harvard.

As founding chairman of the department of dermatology at Brown University's Alpert Medical School, **Dr. Charles McDonald** has trained hundreds of medical students and residents. He is physician-in-chief

of dermatology at the Rhode Island and Miriam hospitals and is a trustee of the nonprofit Lifespan Corporation, the largest healthcare provider in southern New England.

A former president of the American Cancer Society and the American Dermatological Association, he is known internationally for his research and has lectured at medical schools and conferences throughout the world on the use of cancer drugs in non-cancerous systemic illnesses and skin diseases.

Recognized in *Best Doctors in America* and *America's Top Doctors*, Dr. McDonald is the recipient of the Howard University Distinguished Alumni Achievement Award for Medicine and Community Affairs.

Daniel F. Schmitt '73 is rejoining Bryant's Board of Trustees. He first served as a trustee from 1988 to 1990. A former president of the Alumni Association, he was the recipient of the Nelson J. Gulski Alumni Service Award in 1991.

Mr. Schmitt retired last year from KPMG LLP after more than 29 years as a partner at the audit, tax, and advisory firm; he most recently served as the Global Lead Audit



Robert Brown



Lisa Churchville



Dr. Charles McDonald



Daniel Schmitt



Anne Szostak



Carla Harris



Mika Brzezinski



Marlee Matlin



Alice Domar, Ph.D.

Partner for The Bank of New York Mellon.

Among his professional and civic affiliations, Mr. Schmitt serves as a trustee of the Warren Alpert Foundation and a member of the American Institute of CPAs.

As founder and president of Szostak Partners, LLC, a Providence, RI-based consulting firm, **Anne Szostak '02H** advises senior leaders on complex business problems. Previously, Szostak built a successful career at FleetBoston Financial Group and served in senior management at the diversified financial firm with assets of \$200 billion. She currently sits on the boards of Tupperware Brands Corporation, Dr Pepper Snapple Group, and Belo Corporation. She was the first woman named chair of the Boys and Girls Clubs of America, and serves on the boards of The Rhode Island Foundation and Providence's Women & Infants Hospital, where she spearheaded a \$22 million capital campaign. She is a fellow at the Boston University School of Management's Human Resources Policy Institute.

15 YEARS OF EMPOWERING WOMEN

The Women's Summit® celebrated a milestone this year and demonstrated how popular this conference has become when "Fifteen Years of Empowering Women" sold out in one week.

Keynote speakers offered professional and personal success stories. **Carla Harris** is managing director at Morgan Stanley Investment Management and author of *Expect to Win: Proven Strategies for Success from a Wall Street Vet*. She was named to *Fortune* magazine's list of "The 50 Most Powerful Black Executives in Corporate America." **Mika Brzezinski** is co-host of MSNBC's *Morning Joe* and the author of *All Things At Once* and *Knowing Your Value*. Academy Award-winning actress **Marlee Matlin** is the author of *I'll Scream Later*, a touching autobiography. Power Plenary speaker and best-selling author **Alice D. Domar, Ph.D.**, is the executive director of the Domar Center for Mind/Body Health.

"Many of the women who work in management, professional, and related occupations are where they are today because of their knowledge, experience, perseverance, and the support of

others. This certainly is the case with the Women's Summit," said Kati Machtley, director of the Summit. "Women and men have championed this conference from its inception in 1997 when my husband, Bryant President Ron Machtley, supported its creation. The co-chairs and committee worked long and hard, aided by Bryant faculty,

staff, and students, and the conference has flourished over the years."

The 1,000 participants also took part in 19 different workshop sessions that explored topics such as leadership, entrepreneurship, finance, negotiation, communication, managing diversity, social media, and mentoring.

EVENING OF JAZZ AND BLUES



Vocalist Catherine Russell, known worldwide as a unique interpreter of American jazz and blues classics, recently entertained students, faculty, staff and members of the public. Her performance was part of the President's Cultural Series. Russell's musical career includes singing with Carrie Smith, Steely Dan, Paul Simon, and Michael Feinstein, to name a few. Russell performs solo at jazz clubs and arts centers around the world, and recently released her fourth solo album.

BRYANT UNIVERSITY ZHUHAI

NEW VICE PRESIDENT FOR INTERNATIONAL AFFAIRS APPOINTED

*Global engagement is a cornerstone of Bryant's plan, **Vision 2020: Expanding the World of Opportunity**. To facilitate robust exchange opportunities for students and faculty, the University plans for a powerful network of strategic outposts and international collaborations with partners in countries including India and China.*

Since 2005, the U.S.-China Institute at Bryant University has forged academic, business and cultural partnerships that offer students and faculty broad global perspectives and experiences. More than 250 students and staff have visited China through Bryant's Sophomore International Experience, and 21 Chinese students currently study at the University. Arrangements for the unprecedented reconstruction of the *Shu Fang Zhai* building, a section of the Chinese Forbidden City, on the Smithfield campus are ongoing. Plans are now under way to further develop the bridge between Bryant and China and provide the University with an international presence few institutions can boast.



In March, the University entered into a preliminary agreement with the Beijing Institute of Technology, Zhuhai. Located adjacent to Macau and across the bay from Hong Kong, Zhuhai is a new educational hub of China and situated in the Guangdong Province on the Southeast coast, one of the most developed and prosperous areas of the country. The agreement outlines plans for a joint venture promoting academic

cooperation through teaching, research and study. The terms of the plan are that Bryant would contribute academic expertise to the project, while our Chinese partners would provide land, facilities and other capital investments.

Our vision for Bryant University Zhuhai is a momentous step in the evolution of Bryant University as a leader in international education. If we can bring our plans to fruition, Bryant University Zhuhai—to be constructed entirely with funding from our partners overseas—will provide the University with a tangible presence in one of the world's fastest-growing economic centers. In addition to giving the University significant visibility, Bryant University Zhuhai can serve as a bridge and destination for University students and faculty who seek direct exposure to learning opportunities in China. Already our joint venture agreement positions Bryant among the ranks of an elite group of universities that have campuses in countries other than their own. Only three institutions—Duke University, New York University and Kean University—have joint venture agreements in China.

An application for Bryant University Zhuhai has been endorsed by the Department of Education of Guangdong Province and is currently under review by

the Chinese Ministry of Education. If all goes according to plan, we could be open for students as early as the fall of 2013. This central location will attract students from China as well as Southeast and South Asia (including Singapore, India, Vietnam, Indonesia,

and Malaysia) and will be an outstanding venue for students from Bryant and other American universities to study in China.

Consistent with Bryant's emergence as a leader in international education, a new post has been created at the University to oversee and coordinate initiatives in the global arena. Bryant has established the position of Vice President for International Affairs, and **Dr. Charles Jack Smiley Chair Professor Hong Yang, Ph. D.**, professor of



science and technology and director of Bryant's U.S.-China Institute and Confucius Institute, has been appointed. In addition to supporting development of the

University's ongoing international strategies, one of Yang's first priorities will be the planning and coordination of Bryant University Zhuhai to build a stronger bridge for two way educational exchange between Bryant and China.

Yang, recognized as a U.S.-China Public Intellectual Fellow by the National Committee on U.S.-China Relations, is a distinguished professor and research scientist who has been a member of the Bryant community since 1998. He is the founding director of

展望 2020: 放眼全球,

Bryant University's U.S.-China Institute and has directed the Confucius Institute at Bryant since 2006. Yang established the University's Environmental Studies in China program in his first year. Since then, he has developed numerous programs of academic, business

and cultural exchanges between the University and China. During his tenure as the director of U.S.-China Institute and Confucius Institute, he has helped secure more than three million dollars in grants and contributions for the University.

In addition to his work at Bryant, Yang held visiting appointments at Brown University and at Yale, and is an honorary professor at the Chinese Academy of Sciences and three Chinese universities. He has received numerous scientific awards, honors and recognitions, including the prestigious Alfred P. Sloan Award in Molecular Biology and Evolution. He is the author of more than 70 scientific articles and a co-editor of three recent books on geobiology, ecology, and conservation of Chinese Dawn Redwoods.

Professor Yang received his bachelor's and master's degrees from the China University of Geosciences in Wuhan (BA) and in Beijing (MS), and his Ph.D. from the University of Idaho. He was a postdoctoral fellow at the University of Michigan at Ann Arbor before joining the Bryant faculty. Yang's research focuses on molecular investigations of modern and ancient organisms, global climate changes, and anthropogenic alterations of

physical environments. He received Bryant University's Research and Publication Award twice in 2001 and 2009 and was awarded Bryant University's Distinguished Faculty Award in 2006.

拓宽机遇

SPOTLIGHT ON: CAMPUS (CONTINUED)

BRYANT CELEBRATES 149TH UNDERGRADUATE COMMENCEMENT— HONORARY DEGREES CONFERRED ON FIVE DISTINGUISHED INDIVIDUALS

Family and friends of graduating seniors filled every available seat under a massive tent that held nearly 6,000 at the 149th undergraduate ceremony on May 19. A more intimate ceremony on May 17 recognized those who earned graduate degrees.

Jeffrey Sachs, Ph.D., director of The Earth Institute, Quetelet Professor of Sustainable Development, and Professor of Health Policy and Management at Columbia University, gave the keynote address to 864 graduating seniors on May 19 and received an honorary degree. Also receiving honorary degrees were: **Claudio Del Vecchio**, chairman and chief executive officer of Brooks Brothers Group, Inc., and executive director of Luxottica Group; **Cheryl Merchant**, CEO of Hope Global; **Gina Raimondo**, General Treasurer of Rhode Island; and **Nina Zolt**, co-founder and chief learning officer at ePals Inc.

Called "the most important economist in the world," by *The New York Times*, Sachs is one of the leading voices for combining economic development with environmental sustainability. He currently serves as special advisor to United Nations Secretary-General Ban Ki-moon, is a research associate of the National Bureau of Economic Research, a member of the Brookings panel of economists and the board of advisors



"Bryant University's idea is very special: that every grad of the College of Business also has a minor in liberal arts, and that every grad of the College of Arts and Sciences also has a minor in business administration. This is truly pathbreaking, and just what's needed in today's society."

Jeffrey Sachs, Ph.D.
Director of The Earth Institute,
Columbia University

of the Chinese Economists Society, the author of best-selling *Common Wealth: Economics for a Crowded Planet* and *The End of Poverty*, and a syndicated columnist published in more than 50 countries.

Cheryl Merchant, president and chief executive officer of Hope Global, a mid-market company located in Cumberland, RI, that manufactures engineered textile solutions for automotive, commercial, and industrial use, delivered the graduate school keynote address. Under her leadership over the past 13 years, Hope Global Engineered Textile Solutions, formerly Hope Webbing, has more than doubled its revenue, product lines, and markets, evolving into a global enterprise with headquarters in Rhode Island that includes a research and development facility.

Gina Raimondo was elected Rhode Island General Treasurer in November 2010. She dedicated her first year in office to redesigning Rhode Island's state-administered



chief executive officer of Hope Global, a mid-market company located in

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Gina Raimondo was elected Rhode Island General Treasurer in November 2010. She dedicated her first year in office to redesigning Rhode Island's state-administered

public employee pension system, which culminated in the passage of comprehensive pension reform. Prior to being elected general treasurer with an overwhelming majority, Raimondo worked for a decade as co-founder and general partner of Point Judith Capital, a venture capital firm.

Claudio Del Vecchio is the chairman and chief executive officer of Brooks Brothers Group, Inc., the premier retail and manufacturing group that includes Brooks Brothers, Southwick, and Carolee Designs. He is also executive director of Luxottica Group, the world's largest eyewear manufacturer.

Nina Zolt is the co-founder and chief learning officer at ePals Inc., the leading education media company and social media learning network. ePals is currently in use in more than 300,000 schools, nearly 800,000 classrooms, and by many millions of users in all 200 countries and territories.

To read more about Commencement, go to: www.bryant.edu/news.



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**SPOTLIGHT ON: CAMPUS
(CONTINUED)**

**LOCURTO NAMED
TECHNOLOGY CHIEF**

After a national search, Bryant University has named **Chuck LoCurto** vice president for information services and



chief information officer. Prior to this appointment, LoCurto was executive vice president and chief information officer of Textron Financial Corporation.

“Over the past decade, the University has received national recognition as a leader among academic institutions in its use of information technology — not only in the classroom but campus-wide through our green ‘smarter buildings’ project,” said President Ronald K. Machtley. “I am thrilled that Chuck, who was at the helm of a number of significant technological initiatives during his 20 years at Textron, will lead the next phase of Bryant’s information and communications technology initiatives.”

“I look forward to identifying information technology trends and strategies that will help Bryant meet its ambitious goals that will prepare its students to become leaders who make a positive difference around the globe,” said LoCurto. While at Textron, LoCurto led many growth initiatives for Textron Financial and served as the leader for the Enterprise Business Solutions team, which is

responsible for supporting Textron’s global enterprise applications.

LoCurto earned an MBA from Rensselaer Polytechnic Institute and a BSBA in finance and business from Clarion University of Pennsylvania. He achieved Textron Six Sigma Black Belt certification.

LoCurto succeeded **Art Gloster**, who retired in December after nine years as vice president for information services. President Machtley extended his appreciation to Gloster for his outstanding leadership. During Gloster’s tenure, Bryant received numerous awards for information technology excellence and innovation, and the evolution of the Douglas and Judith Krupp Library resulted in the NEASC accreditation team ranking the library as No. 1 in the use of technology in New England.

**HELPING SCHOOLS
GO GREENER**

A grant that pays for energy evaluations at each of Rhode Island’s 53 public high schools and career technical centers is being administered by the John H. Chafee Center for International Business. The \$123,244 American Recovery and Reinvestment Act grant will be used to evaluate buildings and recommend the use of solar energy, wind energy, biomass, geothermal, and combined heat and power units. The grant is part of a \$2.7 million package of renewable energy grants administered by the Rhode Island Economic Development Corporation.



Bryant

UNIVERSITY

POWER PLENARY SESSION
Women’s Health:
Mind/Body Wellness
Alice D. Domar, Ph.D.



WOMEN’S SUMMIT® 2012

15

YEARS OF EMPOWERING WOMEN



CARLA HARRIS



MIKA BRZEZINSKI



MARLEE MATLIN

Thursday, March 15, 2012

MANY THANKS to our sponsors, who have generously provided their financial support so that The Women’s Summit® at Bryant University could present “15 Years of Empowering Women” to nearly 1,000 attendees this year.

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THANK YOU!

REDAY CELEBRATES ACADEMIC PROGRESS

On Research and Engagement Day, better known as REDay, the University puts classes on hold so students and faculty can attend conference sessions focused on academic research and creative work.

On April 18, the University's second annual REDay put academic research projects on display for the community and the public.

Faculty, staff, graduate and undergraduate students, as well as industry and community partners were invited to submit papers/programs that present scholarly research, creative products or presentations, and industry or community partner collaborations. REDay also encouraged presentations that explore the academic value of international educational experiences, community service projects, internships, student organizations, and other teaching and learning outside of the classroom.

This year's keynote speaker was Kathryn D. Sullivan, Ph.D., a distinguished scientist who was the first American woman to walk in space. Now deputy administrator for the National Oceanic and Atmospheric Administration of the U.S. Department of Commerce, she provides agency-wide direction pertaining to satellites, space weather, water, and ocean observations and forecasts to best serve American communities and businesses. For more information about REDay, visit <http://www.bryant.edu/wps/wcm/connect/Bryant/AcademicCentersandInstitutes/ResearchandEngagementDay>.

Bryant's inaugural Research and Engagement Day was fea-

tured in *BizEd* magazine, in its Idea Exchange column. "Showcasing academics is a challenge for many universities, especially those that aren't Research I," **Carol DeMoranville, Ph.D.**, professor of marketing and one of the organizers of the inaugural REDay, told the magazine. "There's so much going on here. We just want to celebrate our academics." *BizEd* is a publication of AACSB International, an association for educational institutions with business programs, and the premier accrediting body for collegiate business and accounting programs worldwide. To see the column, visit http://www.bryant.edu/wps/wcmresources/libfiles/reday/REday_BizEd.pdf.

GENDER-NEUTRAL HOUSING

Get magazine featured an article written by **Sara Elder '13** and **Jonathan DeCosta '12**, who detail how, with the support of faculty and administration, they advocated for Bryant to provide gender-neutral housing. Beginning this fall, Bryant will join the small



This fall, Bryant's Hall 17 will contain up to three gender-neutral suites of housing for gay students as an alternative to traditional same-sex residence hall room.

EMBRACING CHINESE CULTURE



Pipa player Yang Wei, a member of the Silk Road Ensemble, was among the performing artists at Bryant's annual Chinese New Year celebration, which continues to draw hundreds of people from Rhode Island and nearby Massachusetts. Singers, dancers and martial artists from China University of Geosciences in Wuhan and students from Bryant and area Confucius Classrooms also performed. The Year of the Dragon celebration included a performance by Bryant's award-winning Dragon Dance team. The co-sponsors of the event were the US-China Institute at Bryant, Startalk, Hanban's Confucius Classroom program, and the Newport Mansions/Preservation Society of Newport County.

but growing group of universities that provide housing for gay students who feel that a traditional same-sex residence hall room is not ideal for them. The University is also providing space for a GLBTQ Center. Elder and DeCosta organized a March for Inclusiveness around campus in November and were joined by more than 30 marchers, including **President Ronald K. Machtley** and **J. Thomas Eakin**, vice president for student affairs and dean of students. To view the *Get Rhode Island* story, visit <http://get-ri.com/magazine/2012/01/bryants-eye-pride/>.

NATIONAL BUSINESS FRATERNITY CHARTERED

The premier, national business fraternity for men and women, Pi Sigma Epsilon, has chartered a chapter at the University. "Businesses are always interested in working with PSE chapters," according to **Stephanie Boyer, Ph.D.**, assistant professor of marketing, its faculty coordinator. The fraternity is for students and professionals in sales, marketing, and management. Bryant's new organization, Zeta Rho, is the 162nd chapter and one of the few in the Northeast. The Bryant PSE president is **David Zastrow '12**.

SPOTLIGHT ON: ATHLETICS

Bryant's scholar-athletes earn academic distinction and shatter athletic records.

EXCELLING IN ACADEMICS

This winter, 78 Bryant University student-athletes were named to the Northeast Conference Fall Academic Honor Roll, which consists of student-athletes who have maintained a cumulative grade point average of 3.20 or above.

The group of scholar-athletes includes 13 who earned the prestigious Commissioner's Honor Roll distinction, which recognizes those who have maintained a GPA of 3.75 or above. They are: **Terence Morrissey '13** (Hingham, MA) **Lucas Guerriero '14** (Pickering, Ontario) and **Seth Wing '14** (Gorham, ME) [men's soccer]; **Michael DiTocco '15** (Pembroke, MA) and **Colin Gannon '13** (Litchfield, CT) [men's cross country]; **Eimear Black '14** (Glengormley, Ireland) and **Brooke Tomasetti '15** (Waterford, CT) [women's cross country]; **Richard Casiello '13** (Pawtucket, RI) and **Julien Dumont** (St. Hubert, Quebec) [football]; **Marisa Ebli '15** (Green Bay, WI) and **Mikayla LaRosa '14** (Marysville, WA) [volleyball]; **Emily Clark '15** (Vienna, VA) [field hockey]; and **Samantha Shaw '15** (Irvine, CA) [women's soccer].

For the full list of Bryant's 78 fall student-athletes named to the

NEC Academic Honor Roll go to http://www.bryantbulldogs.com/news/2011-12/2011_Fall_Academic_Honor_Roll.

The Bryant University women's soccer team received the National Soccer Coaches Association of America Team Academic Award for 2010-11. The team grade point average was 3.15; all teams must post at least a team-wide grade point average of 3.0 or greater to receive the award. The team is fresh off its most competitive and successful season in Division I under 12-year head coach Chris Flint.

POST-SEASON HONORS

Bryant University running back **Jordan Brown '13** (Glastonbury, CT) was a finalist for the Walter Payton Award, announced by The Sports Network/Fathead.com. Brown finished ninth in the country with two first-place votes. He led the nation in rushing yards (1,815) and rushing yards per game (165) during the regular season. He has also been named the Northeast Conference Offensive Player of the Year and has been named All-NEC First Team, All-New England, and Third-Team All-America by The Sports Network/

Fathead.com, Second Team All-America by Beyond Sports College Network, and Eastern College Athletic Conference First Team All-Star.

"Jordan is an exceptional athlete, and to be named as a finalist for the player of the year award (Walter Payton Award) speaks volumes about the amount of respect coaches have for him and what he means to our team," said **Marty Fine**, head football coach.

"We have an outstanding group of men who are great representatives of this University both on the field and in the class-

room. The effort that these young men put in this fall was rewarded with several prestigious awards," Fine said.



Running back Jordan Brown '13

player to catch more than 100 passes in a career. The Northeast Conference also named **Tony Edwards '12** (Damascus, MD) to the First Team and **Jeremy Woodson '14** (Houston, TX) to the Second Team.

Samad Wagstaff '12 (New Rochelle, NY) was named to the FCS Senior Scout Bowl.

Two members of the field hockey team have received post-season honors. **Rosie Bird '15** (Hamilton, New Zealand) was named the Northeast Conference Rookie of the Year. The honor was the first-ever

major award won by the program since joining Division I in 2008. She is a member of the All-Conference Second Team.

Katherine Andrusin '12 (North Andover, MA), was named to the All-Conference First Team. Also named to the All-Conference First Team in their respective sports are **David Hurley '13** (Ashaway, RI), men's cross country, and **Eimear Black '14** (Glengormley, Ireland), women's cross country. **Mary Green '12** (Merrick, NY) was named to the All-Conference Second Team for women's soccer.

Tracey became the program leader in career touchdown receptions and the second

major award won by the program since joining Division I in 2008. She is a member of the All-Conference Second Team.

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MAKING HISTORY

In one of the best performances in Bryant history, the women's swimming team set four conference records and broke seven Bryant records at the Northeast Conference Championships. The team placed fourth at the meet in Cambridge, MA, in February. Casey Ostrander '13, was named conference Swimmer of the Year and Swimmer of the Meet, both for the third year in a row. Bryant's 400 freestyle relay team (right) of Ostrander, Mara Valenzuela '15, Taylor DeBever '14, and Kaitlin Buckley '14 receive gold medals for a performance that set a conference record.



RAISING THE BAR

Seven members of the Bryant University women's swimming team were named to all-conference teams by the Northeast Conference.

The NEC named **Casey Ostrander '13**, (Yarmouthport, MA) Swimmer of the Year for the third year in a row. At the conference championships in February, Ostrander qualified for the Division 1B cut with her time in the 100 back, and earned gold medals in the 200 back (setting an NEC record) and 400 free relay.

Amy D'Olympia '12 (Mattapoisett, MA), **Molly Smith '13** (Belmont, MA) and **Brianne Dwyer '13** (Hicksville, NY), **Taylor DeBever '14** (Denver, CO) and **Kaitlin Buckley '14** (Duxbury, MA) and **Mara Valenzuela '15** (Bridgewater, MA) join Ostrander on the all-conference teams in various events. The seven swimmers helped the Bulldogs finish fourth and score a program-high 547 points at the conference championships in February.

"Casey has enjoyed a tremendous career and has raised the bar for Bryant swimming," said coach **Katie Cameron**. "To be able to continuously perform at such a high level throughout the

season speaks volumes of her dedication and hard work. That dedication and leadership rubs off on her teammates, as well, who have helped turn Bryant swimming into a contender in the Northeast Conference."

At the start of the men's lacrosse season, The Tewaaron Award announced its first Watch List, highlighting 73 of the nation's top players on a list that includes Bryant University defenseman **Mason Poli '13** (Downingtown, PA).



Check out Bryant Bulldogs sports schedules at www.bryantbulldogs.com

"This is such a thrill for Mason and certainly for Bryant lacrosse, as well," said head coach **Mike Pressler**.

"Mason is our second player mentioned in the same breath as the Tewaaron Award in our four years as a Division I program." The first was **Zack Greer '09** MBA, in 2009.

The Mike Pressler Coach's Show is a new 30-minute program that airs on Cox Sports on Thursdays at 6:30 p.m. during the season, Bryant's second with full NCAA eligibility.

LOCKER ROOM DONATION

Thanks to the generosity of one of Bryant Basketball's biggest supporters, the Bulldogs men's and women's locker rooms have received a much-needed upgrade. **Greg Barber**, a long-time friend of men's coach **Tim O'Shea**, provided the necessary funding for a renovation of both locker rooms, including new carpeting, lighting and the latest audio and video equipment.

"We are so appreciative of Greg's generosity in supporting our program," said O'Shea. "Thanks to him, our student-athletes have a locker room that is top of the line with other Division I programs."

The Bulldogs are currently in their fourth and final year of completing the transition to Division I this winter and will become fully eligible for conference and NCAA postseason play next winter.

SPORTS AND SERVICE

The Bryant University volleyball team gained national recognition for its work with Rhode Island Special Olympics and its affiliated Unified Sports Clinic. The Bulldogs received a mention in the January edition of *Volleyball Magazine*. The instructional clinic, put on by Bulldog volleyball coaches and players, was attended by more than 150 athletes and partners from 12 local high schools. The Unified high school program pairs individuals with intellectual disabilities with an equal number of traditional athletes and peers or partners.

The women's basketball team recently volunteered at the Rhode Island Community Food Bank. During three outings in January, team members were assigned a variety of tasks at the organization's warehouse. The team's community service represents one of the many efforts by Bryant athletic programs throughout the year.

SPOTLIGHT ON: STUDENTS

Bryant students participate in a myriad of learning experiences that reach far beyond campus.

INTERNATIONAL INTERNSHIPS OFFER A WORLD OF EXPERIENCE

International internships that immerse students in a different culture, while allowing them valuable hands-on experience in the global marketplace, are attracting an increasing number of Bryant students. Such international experiential learning, often showcasing fluency in a second or third language as well as heightened cultural awareness, helps Bryant students stand out with potential employers and admission officers at top graduate programs around the globe.

RESIDENT ASSISTANTS SPREAD WARMTH

In addition to being full-time students, Bryant's Resident Assistants (RAs) help to manage the day-to-day operations of the residence halls by assisting fellow students, organizing activities, and maintaining an environment conducive to learning. Despite their hectic schedules, 65 RAs joined over the fall semester to take part in "Hats for the Homeless." Armed with knitting needles, yarn, and basic instructions, the group crafted 50 hats that were distributed to children and adults in Rhode Island's emergency shelters. Bryant RAs engage in a different philanthropy project each year.

DELTA SIGMA PI WINS AWARD

Bryant's chapter of Delta Sigma Phi, the professional business fraternity for men and women recently attended the Northeast Provincial Conference in Philadelphia, PA. Members participated in workshops on leadership and educational development. **Erik Budlong '12** (Acton, MA) was named New England Region Collegian of the Year. The International Business major was recognized for exemplary fraternal commitment, professional and academic achievement, and leadership and service with integrity. Delta Sigma Pi has 300 chapters and more than 226,000 members worldwide.



BRITTANY PALMER '12

Major: Marketing

Minors: Communication, Psychology

Hometown: Hopedale, MA

While studying at the University of Auckland, New Zealand, in her sophomore year, Brittany Palmer secured a marketing internship at Abracadabra Fashion Ltd. She developed social media campaigns, assisted in the redesign of the company website, created monthly newsletters, and marketed the brand to consumers and stylists at fashion events.

As an intern, Palmer attended the main show at New Zealand Fashion Week. "It was very exciting to be in such a fast-paced environment with vendors, media representatives, and models," she says. "I had such a sense of accomplishment helping to promote the company brand."

Palmer gained considerable international fashion industry experience and learned a lot about doing business abroad. "The many group projects I took part in at Bryant prepared me well," she says. "I realized that the ability to successfully work in teams with different personalities is an extremely valuable skill.

"My international internship was a great way to gain industry experience and discover the world of business in New Zealand," says Palmer. "This international experience is important to me because it allowed me to enrich my study abroad experience, and it will set me apart from other marketing students."



MICHAEL LEONARD '13

Majors: Finance, Economics, Applied Statistics

Hometown: Millburn, NJ

Last summer, Michael Leonard interned at Seraphim Capital, a venture capital firm in London. It was the significant hands-on experience he received at Bryant, he says, that steered the conversation during his interview.

"As a member of the Archway Investment Fund, I participated in the management of a real \$600,000 equity portfolio," says Leonard. "I was also on the Bryant Federal Reserve Challenge team that competed in Boston against 21 other schools including Harvard, MIT, Brown, and Yale. We were one of four teams to make it to the second round."

As an investment analyst at Seraphim, Leonard sifted through proposals, monitored the performance of investment companies, and researched competitors and potential partners. "Interning at a small international firm gave me experiences that I would not have had at a large company," says Leonard. "Sitting in on partner meetings and presentations allowed me to learn what kinds of questions to ask about potential investments."

This international internship experience inspired Leonard to seek more global opportunities. He's now studying econometrics, Italian, and cultural literary history classes at John Cabot University in Rome, Italy.

INAUGURAL SALES COMPETITION

Faculty and students collaborated to organize the first Bryant University Sales Competition. Over the course of two weeks, students met with sales associates from Carousel Industries, the competition's sponsors, for role-playing scenarios in which Carousel representatives were buyers from a fictitious shoe company, while students acted as sales representatives. The challenging first round of actual role-playing was recorded and posted on a media site for corporate judges to review remotely.

Six students advanced to the final round, which was judged by

a panel of representatives from Carousel, Hubspot, ADP, and TechTarget, as well as faculty from Bryant's marketing department. **Yeawoma Johnson '13** (Franklin, MA) and **David Zastrow '12** (Rutland, MA) placed first and second, respectively. They each received an all-expense paid trip to Georgia to compete in the National Collegiate Sales Competition.

CHARACTER OF SUCCESS

David Zastrow '12 (Rutland, MA) has not yet entered the workforce, but he's already been featured in *Careers in Professional Selling*, a magazine circulated to colleges and companies across

2012 SOPHOMORE INTERNATIONAL EXPERIENCE PARTICIPANTS: JANUARY

The 150 participants in the Sophomore International Experience over winter break brought the number of Bryant students who have expanded their global perspective through the program since it began in 2007 to more than 1,000.



China: 60



Germany / Spain: 43



Costa Rica / Panama: 25



Italy: 22



CHIYUN "JANE" LI '12

Major: Entrepreneurship

Minor: Communication

Hometown: Tongling, China

At the Wharton Asia Business Conference in Philadelphia last year, Chiyun "Jane" Li met the founder and CEO of Webplus Ventures. He followed up with a summer internship offer in Beijing, China. The location and industry seemed like the perfect fit to Li. The interview process moved quickly because of the relationship she had established with him through Weibo, the Chinese version of Twitter.

Even a subway commute of an hour and a half each way did nothing to dampen Li's enthusiasm. As a marketing associate, she promoted the company and its business to the investment community, recruited members to sign up for an entrepreneurial seminar, and developed and maintained an online forum.

"My entrepreneurship major meshed really well with the company's needs," she says. "They wanted hard-working young people with great passion. I learned at Bryant that you have to work hard, and you have to be passionate about what you do," says Li, who hopes to eventually own her own business.

the United States. "This is a huge honor, considering that some of the best sales institutes in America had no representation [in this issue]," says Stefanie Boyer, Ph.D., an assistant professor in Bryant's Department of Marketing. "This positive PR puts us on the radar and shows that we are producing high-quality students." Zastrow is president and a charter member of the Bryant chapter of Pi Sigma Epsilon, a national fraternal organization in sales, marketing, and management.

ALTERNATIVE SPRING BREAK GRANT

For the second consecutive year, Bryant's Alternative Spring Break Club was one of 10 undergraduate campus organizations from across the country to receive a grant from Liberty Mutual Insurance's Responsible Scholars™

Alternative Spring Break Grants program. The Bryant club received \$1,000 to volunteer in Washington, D.C., where members split their time among three organizations. At Food and Friends they prepared, packaged, and helped deliver food to home-bound individuals. They spent time with elderly and disabled residents at Little Sisters of the Poor. And, at St. Anthony's Elementary School the students assisted with homework and outside activities. "In 2010, 3.1 million college students dedicated 312 million hours of service to communities across the country," said Lane Garnett, Liberty Mutual Insurance's university relations program manager. "Our goal with this program is to help make it easier for students to dedicate their time and energy to volunteer efforts."

SPOTLIGHT ON: ALUMNI

Bryant alumni are making an impact around the globe, in their local communities, and as active participants in University programs and events.

UPCOMING ALUMNI EVENTS



REUNION 2012

Reunion @Homecoming is September 21–23, 2012. A parallel All-Greek Reunion is being planned. Search “2012 Bryant University All Greek Reunion” in Facebook to join the event and get involved.

GOLFING FOR STUDENTS

The Ninth Annual President’s Cup Golf Tournament is in the planning stages. On June 25, 2012, a day of golf at the Newport Country Club followed by hearty hors d’oeuvres and an open bar, silent and live auctions, and a buffet dinner will raise money for student scholarships.

Last year, the event raised \$115,000 and organizers are hoping to top that total through sponsorship opportunities. To become a sponsor, contact John Garcia ’02, University Advancement, at (401) 232-6557 or jgarcia@bryant.edu.



At Navigant Credit Union, Jameson Maloney ’13 (left) talks with Lisa (Millard) Dandeneau ’90, executive vice president and chief operating officer, and Ray Oleaga, Web specialist.

LESSON IN SUCCESS

Accounting major **Jameson Maloney ’13**, who hopes to become a forensic accountant, spent a day at Navigant Credit Union, shadowing Executive Vice President and Chief Operating Officer **Lisa (Millard) Dandeneau ’90**.

Participating in the Alumni/Student Shadow Program through the Amica Center for Career Education, Dandeneau says, “I try to select a day that will be a good representation of a typical day, where other colleagues and departments are engaged, to provide the most relevant experience to the student depending on his or her areas of interest.” She adds, “Selecting a career is a tough decision, and I hope to help the student through my experience.”

She also offers the students who shadow her the opportunity to continue to interact with her as a mentor. “I am still in contact with last year’s student,” she says. “I enjoy giving back to Bryant University and the students. I am grateful for my education and the opportunities it has provided me. I am honored to share the good fortune.”

ALUMNI IN YOUR LIVING ROOM

Eric Handa ’97 was featured recently in an interview on Fox Business. Handa, who studied economics at Bryant and is an expert in global telecommunications, commented on a range of telecom trends in 2012, from giants AT&T and Verizon, to the countries he sees as ripe for growth: Mexico, Australia, Vietnam, Indonesia and Nigeria. Handa is co-founder and CEO of an industry consulting company and carrier, AP Telecom.

Dave Greco ’00 braved dangerous waters recently and dove into the reality show “Shark Tank,” where he



pitched his idea for salesperson training software to a panel of venture capitalists, including outspoken billionaire Mark Cuban. Although the panel passed on his idea, he beat out 30,000 competitors to appear on the show.

THE KRUPP LIBRARY: YOUR PORTAL TO ALL THE BUSINESS WORLD'S KNOWLEDGE

Bryant alumni have online access to full-text books, magazines, and journals in nearly every area of business, including:

- marketing
- management
- accounting
- finance
- economics.

Post-college professionals needing research may access:

- Business Source® Alumni Edition
- Academic Search™ Alumni Edition
- Business Book Summaries®



The Douglas and Judith Krupp Library's extensive digital and print collections are available to alumni.

All alumni are granted lifelong reading privileges at Bryant's Douglas and Judith Krupp Library, and have access to most databases on campus.

Alumni may request their cards for library access by e-mailing

the Office of Alumni Relations at alumni@bryant.edu or calling (401) 232-6040.

Visit www.bryant.edu/library-alumni for more information about resources available to alumni.

THE BRYANT COMMUNITY JUST GOT MORE NETWORKED

A new and improved Bryant Alumni Online Community arrived on your screen March 1. Those alumni whose e-mail addresses are registered with the University should have received log-in instructions. If you did not, or if you would like to register, please contact us at alumni@bryant.edu for details.

Bryant's new online community heralds the update of the entire Bryant website, which includes new design and structure, scheduled to be completed in summer 2012.

FINDING HER CALLING: ANN MARIE HABERSHAW '84



As Chief Operating Officer of Obama for America, Ann Marie Habershaw '84, CPA, logs long days at the office, but she doesn't necessarily consider it "work."

"It's true—the saying 'find what you love to do and do it well, the rest will follow,'" she says. "My time in mission-driven organizations over the last 20 years is about dedication and a desire to help others and make a difference."

A CAREER SHE BELIEVES IN

Her career evolved in the early '90s when she began volunteering on political campaigns because of her belief in each citizen's ability to effect change. It was her work on a 1994 congressional campaign that led Habershaw to her first management position in a national organization: Controller for EMILY's List, a national political action committee with a mission to elect pro-choice Democratic women to local, state, and federal office.

"I left EMILY's List to join the Democratic Congressional Campaign Committee as its Chief Financial Officer in 2001," she says. "During my six years there, I worked for three outstanding members of Congress and was able to help elect the first woman Speaker of the United States House of Representatives."

A KNACK FOR NUMBERS

In high school, she could picture herself in a lot of different careers, from disc jockey to history teacher, and many in between. But Habershaw's practical nature told her that a bachelor's degree would increase her options as an adult. As soon as she realized she had a knack for accounting, she transferred to Bryant.

"Bryant has a reputation for excellent business education," she says. "One of the most important lessons I learned in college was that the financial strength and transparency of any organization are key to its success, and understanding these aspects allows you to move into senior leadership positions in any area."

This skill proved prophetic for Habershaw, as she leveraged her accounting degree—and an

Executive MBA from UNC-Chapel Hill—to move through the ranks in the political arena.

'AN HONOR AND PRIVILEGE'

She continued her ascent, later serving two years as chief operating officer for the Democratic National Committee before landing her current position.

"It is an honor and privilege to use my experience and skills to work on re-electing the President of the United States," says Habershaw. "Not only is re-electing the president important to me, but I believe it's also important to our nation. I feel incredibly fortunate to be able to do something every day that I am deeply passionate about."

Class Notes is a great place to share news about professional and educational accomplishments. Keep Bryant University informed by submitting information online through the Class Notes page at www.bryant.edu/alumni. You can also send an e-mail to alumni@bryant.edu or call (877) 353-5667.

1957

JANUS LUTH, CPA, of Uncasville, CT, was featured in the "Meet a Veteran" column of the *Norwich Bulletin*. He was drafted into World War II in 1945 as an 18-year-old high school senior. Because he'd taken a typing class, he became a company clerk in the Army Security Agency, a signal intelligence outfit intercepting and decrypting messages in several European countries. He was in Germany when the war ended, having served 18 months overseas before coming home and joining a Marine Corps Reserve unit in his hometown of Newport, RI. He held a variety of civil service positions before retiring.

1958

EDWARD LABRECQUE, Ph.D., CPA, of Palm Harbor, FL, is frequently published in *Florida CPA Today*. Recently, he authored the article, "Paying it Forward: The Pros and Cons of Reverse Mortgages."

1962

EDWARD ST. JOHN of Middlebury, CT, won election as first selectman for the Town of Middlebury. He served as first selectman for 24 years until 2007, when he did not seek re-election. He has held many positions in town including director of public works.

1965

JOHN PAITAKES, Ph.D., of Raritan, NJ, teaches public administration and criminal justice at Seton Hall University, South Orange, NJ, as a senior faculty associate.

1971

GERALD J. PELLETIER of Charlotte, NC, formed JP Solutions, a consulting business specializing in marketing, sports sponsorships, and sales and management. He retired as a teacher of business at Myers Park High School. Prior to teaching, he was a sales executive in broadcast media.

1973

JEFFREY DOPPELT of Great Neck, NY, and members of his family sponsor the Doppelt Family Rail-Trail Champions Award, which honors supporters who have made significant contributions to the rail-trail movement. The awards were given at the Rails-to-Trails Conservancy 25th anniversary reception recently in Washington, D.C. Champions received a \$1,000 grant to donate to the trail organization of their choice. Among the recipients were the two individuals who founded the Friends of the High Line, the popular pedestrian greenway through Manhattan, New York City.

1975

ROBERT MCALEER of Sterling, VA, is now vice president of business development at U.S. Asia Alliance Group LLC, which connects American companies seeking manufacturing options with Chinese counterparts.

1976

CRAIG T. BOGAR, Ed.D., of Spanish Fort, AL, is now a project coordinator of pre-doctoral training for the University of South Alabama College of Medicine.

1977

PETER MARTIN of Newport, RI, a state representative, has been presented the 2011 Legislative Award by the National Association of Social Workers, Rhode Island Chapter. He was chosen for his legislative and personal efforts in the areas of homelessness and mental health issues.

1978

JOHN LUNDY, CPA, of Northport, NY, has merged his company, Lundy & Co., with Satty, Levine & Ciacco, in Jericho, NY, and joined the firm as a partner. He specializes in municipal accounting.

WILLIAM MCCOURT of Lincoln, RI, has been appointed acting executive director of the Rhode Island Manufacturers Association. He also is one of the original incorporators of RIMA and has served on its Executive Committee and Board of Directors since its inception. RIMA is a nonprofit member association created to enhance the ability of manufacturers to compete in local,

DONNA SPECIALE '84 of Jericho, NY, is now an executive with one of the largest entertainment companies, Turner Broadcast System Inc.



Speciale accepted the position of president of Turner Entertainment & Animation Ad Sales, where she leads top executives who sell advertising not only in Turner's television networks but also its websites and digital platforms.

That includes TBS, TNT, truTV, Cartoon Network, and Adult Swim.com. She also co-leads Cartoon Network Enterprises, which includes consumer products, licensing, home video/DVD and retail development.

In announcing Speciale's leadership role, Turner acknowledged her talent in the agency side of the business, brand-management expertise, and track record of innovation and creative thinking. At her previous company, MediaVest USA, she served as president of Investment and Activation, and Agency Operations, and became one of the best-known ad buyers in the industry.

Under Speciale's watch, MediaVest earned a reputation for being a strategic investment partner to large clients and vendors including Kraft, Procter & Gamble, and Coca-Cola. Speciale has received industry honors, most recently Advertising Woman of the Year (2010) from Advertising Women of New York.

At Bryant, Speciale received her bachelor of science degree in business communication, and her first advertising agency job was with the former Leonard/Monahan in Providence. She is a native of East Greenwich, RI.

national and global markets. McCourt is also chief operating officer/chief financial officer for Globe Composite Solutions, a manufacturer of engineered composites in Rockland, MA.

1979

JOSEPH FOURNIER, CPA, of Lincoln, RI, has been named chief financial officer and vice president-treasurer of Milford Federal Savings and Loan Association. Fournier was previously treasurer and senior vice president of The Bank of Fall River.

1981

VICTOR BRINKMAN of Daytona Beach, FL, has been named general sales manager for Ormond Fine Autos. He has worked in the automotive business since 1984.

RICHARD ROCHELEAU of Lincoln, RI, has been promoted to senior vice president for Citizens Bank. He has held roles of increasing responsibility since joining Citizens in 2000.

1983

ROGER BOISSEAU of Blackstone, MA, has been named credit manager at Agar Supply Company, New England's largest independent food distributor, in Taunton, MA. He has more than 20 years experience in the credit and collections industry, serving most recently as credit manager at Cranston, RI-based Speidel.

1984

PATRICK MCCARTHY, MBA, of Bristol, RI, is the new administrator of Rhode Island's Office of Energy Resources in Providence. He has worked in program management, finance, and administration at several *Fortune 100* companies.

LORI SECHIO of Tampa, FL, CEO of TekMethods, LLC, was honored as Business Woman of the Year by the Tampa St. Petersburg, FL, chapter of eWomenNetwork.

1985

RICHARD ALBERT of Singapore was recently promoted to vice president, international business development at American Express in Harbourfront, Singapore. He will be responsible for leading the company's business development activities throughout the Asia Pacific region.

FEDERICO "ALEX" BERLINGERI of Saddle River, NJ, is the president of Wine Sources, Inc. His previous employment includes director of operations at Tao Restaurant, New York City.

VICTORIA (ATAMIAN)

WATERMAN of North Smithfield, RI, is board president of Girls Inc. of Worcester. She is the president of Leading Women Mass, providing solutions to organizations committed to advancing women and to diversity initiatives.

1986

JOHN SHIELDS of Coventry, RI, was recently promoted to lieutenant in the Coventry Police Department. Shields is a 21-year veteran of the department and has served as Coventry High School resource officer and assistant legal officer in the prosecution division. He has been the public information officer since 2008.

1987

JAMES LATHROP, CPA, of Wakefield, RI, accepted a position as director of finance in Westerly, RI, one of the first communities to combine the positions of town and school districts finance directors. He previously was employed as director of finance for the City of New London, CT.

ADAM LEVIN of Ashburn, VA, is a partner in Information Experts, Inc., of Reston, VA. His company has been named to the *INC 5000* for third consecutive year. The company posted more than \$10 million in revenue for 2010.

LISA MONACO GONZALES of Carlsbad, CA, is one of 39 authors to have stories included in *Unbreakable Spirit: Rising Above the Impossible*, the book compiled by best-selling author Lisa Nichols. Her chapter is titled, "Sinlessness." Monaco Gonzales is an advocate of child safety. Through her speaking engagements, Monaco Gonzales helps adults guard children against sexual predators.

LEAH PRATA of Raynham, MA, has been promoted to senior vice president of retail administration and marketing at Centerville Bank in West Warwick, RI.

CHRISTOPHER WINN of Scituate, MA, senior manager, Ernst & Young, was one of three presenters on the subject of cloud computing at the North Shore Technology Council breakfast. Winn is part of Ernst & Young's Northeast advisory team and provides expertise to Ernst & Young's Americas information technology and risk transformation practice.

1988

SHEILA (MURPHY) ADAMS of North Stonington, CT, has published a children's book, *Beads, Bands & a Brass Ring*. The independently published book, depicting life at her grandparent's house in Watch Hill, RI, recently made its way onto local bookshelves and retail stores. Adams, a teacher at Pawcatuck (CT) Middle School, began her book four years ago as a memoir unit with her classes.

1988

MICHELLE (WATERMAN) SARRA of Gulf Breeze, FL, recently accepted the position of director of corporate marketing at CosaTron, in Tampa, FL, the global leader in air purification systems. Previously, she was vice president at The Wright Company HVAC.

NANETTE (BUZIAK) LEXOW '93 of Westport, CT, was recently named an Industry Trailblazer by *Traders Magazine* for "breaking the gender barrier in trading and advancing up the career ladder on the buy-side and sell-side." She is recognized as forging opportunities for other women to become traders, managers, and successful financial professionals.

Lexow is now managing director, head of equities trading, at ING Investment

Management, and on Sunday nights, she is honestly eager for the trading week to begin.

"My job is dynamic," she says. "I am excited to come to work on Monday morning because I know each day will hold a new challenge!"

She believes her strong commitment has helped her advance over what has been, at times, a challenging climb up the male-dominated financial institution ladder.

"You have to be courageous enough to

take on some of the ugly projects nobody else wants," says Lexow. "The unattractive assignments are some of the best learning experiences, including those that I tackled during the financial crisis, where I sought to minimize what was, already, a stressful environment."

Lexow, who is known professionally by her maiden name, recently was a panelist at The Glass Hammer, sharing wisdom about "Navigating, Negotiating, and Building Your Strategic Network."

1989

CRAIG BENNETT of Naperville, IL, graduated with distinction from the U.S. Army War College with a master's degree in strategic studies and was awarded the Commandant's Award for Distinction in Research for his thesis paper, *Middle Eastern Energy Security: Synchronizing Domestic and Foreign Policy*. In 2010, he was selected as the commander of the New Hampshire Army National Guard and was promoted to brigadier general. In addition, he was selected to participate in the Chicago Council on Global Affairs 2010-2012 Emerging Leaders class.

BETH (LEMAY) BOMBARA of

Simsbury, CT, was recently featured in the online magazine *Treasury & Risk*, a resource for senior financial executives covering all areas of corporate finance. She is controller of the Hartford Financial Services Group in Hartford, CT. Bombara was formerly a senior manager in the audit practice at Deloitte & Touche.

1990

BRIAN BARRIERO, RPA, of Norfolk, MA, joined Jones Lang LaSalle's Property Management team as regional director. Most recently he was vice president and director of management services, with Grubb & Ellis Management Services. He is a licensed real estate salesman in Massachusetts.

JOHN BOCCUZZI JR. of Newtown,

CT, is senior vice president, national retail sales at Affinion Group. He is the former CEO of Kenosia Corporation, the leading provider of demand data analytics solutions for the consumer goods industry. He is also managing partner of Bocuzzi, LLC, which offers solutions for developing and enhancing a new or existing sales force.

JAKE AND DONNA (O'BRIEN)

MERZIGIAN of Raleigh, NC, both graduates of Bryant, have created the trade show exhibit business, Zig Zibit, in Raleigh. Zig Zibit played a role in ABC's *Extreme Makeover: Home Edition* season opener in the fall. The company designed a media room in a new house for a Fayetteville, NC, woman who opens her home to women veterans and their families.

1991

JOANNA L'HEUREUX of Seekonk, MA, was named finance director of the City of Pawtucket. Most recently she had been the business manager for the West Bay Collaborative, which administers programs and functions for cities and towns in that region of Rhode Island. Previously, she was senior accountant with Parmelee, Poirier & Associates, in Warwick, RI.

1992

JAY FARLAND of Attleboro, MA, is now vice president and commercial lender for Washington Trust, responsible for developing and maintaining commercial banking relationships throughout the bank's market area in southern New England. Farland has more than 18 years of banking experience, most recently as relationship manager with Citizens Bank.

PETER STRACKMAN of Lake

Worth, FL, was recently promoted to plant controller at Serta Mattress in Riviera Beach, FL.

1993

DENNIS DIX of Reno, NV, has been promoted to vice president of customer support at EMPLOYERS, a Reno-based small-business insurance specialist. Dix, who joined the company in 2007, played a key role in integrating acquired operations, as well as establishing the company's East Coast customer support center.

1995

TIMOTHY ARONE of Highland Mills, NY, has been elected Town Councilman for Woodbury, NY. He will serve a four-year term.

1997

ROB GRAYBILL of Amherst, NH, is CEO of Compass HealthWorks, a startup in Bedford, NH, looking to expand its online comparison shopping for medical procedures model to other New England states. He recently was quoted on WBUR.org, Boston's NPR news source.

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BRYANT

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- E-mail us at alumni@bryant.edu
- Call the Alumni Office at (401) 232-6040
- Enter the information directly into Bryant's online directory, log in at www.bryant.edu/alumni

AHMAD LUTFEALI, formerly of Bellevue, WA, is returning to Sodexo as director of strategy and planning for the education market in Gaithersburg, MD. He joined the company in 2001 and served as strategic planning analyst and a finance manager with the corporate and health care markets.

1998

JIM FEEN of Rochester, MA, has been promoted to director of applications and systems development at Southcoast Hospitals Group, Fall River, MA. Prior to his promotion, he was MIS clinical systems manager.

ANTHONY STRONG of Westborough, MA, was recently promoted to senior director of accounting and external reporting at CVS Caremark. In addition, he has accepted the position of treasurer of Accendo Insurance Company's Board of Directors.

1999

NATHAN PRZYSIECKI of West Hartford, CT, was promoted to director of client strategy and analytics at United Healthcare

National Accounts in Hartford, CT. He has held various operational, financial, and project management roles at United Healthcare.

JESSICA (LAWRENCE) TODD, CPA, MSA, of Niantic, CT, was named to the Connecticut Bankers Association *New Leaders in Banking 2011*. She is assistant vice president/comptroller at Chelsea Groton Bank, which she joined seven years ago.

2000

JILLIAN (ST. MARTIN) DESHIRO, CPA, of Mansfield, MA, has been appointed to senior vice president and CFO/treasurer at Centreville Bank in West Warwick, RI. DeShiro was a former senior audit manager at Wolf & Company, PC.

DAVE GRECO of North Haven, CT, appeared on the ABC reality show *Shark Tank*, which aired recently during the hit show's third season. During his national appearance on

Jan. 27, he pitched his business idea, The Salespreneur, in Hamden, CT, to a panel of celebrity investors.

2001

JUSTIN PUHLICK of Walpole, MA, recently established the Law Office of Justin P. Puhlick, in Walpole, MA, which specializes in real estate legal services. Puhlick had been employed at Grenham & Turchetta, LLC as an attorney since graduating from Suffolk University Law School in 2004.

2002

JAY DELEON of Taunton, MA, opened his seventh Subway sandwich shop with partner Derek Savas. The new site is their second shop in Portsmouth, RI.

JOSEPH SILVA of Coventry, RI, was promoted to supervisor of human resources-trade training at General Dynamics Electric Boat in North Kingstown, RI. His previous role was curriculum developer.

JARROD SLATER of Stratford, CT, recently accepted a position at Wells Fargo Advisors in Hamden, CT, as financial advisor. Slater was previously employed at Janney Montgomery Scott as financial advisor.

2003

STEVEN ROGÉ of Rowley, MA, serves as portfolio manager with R.W. Rogé & Co. and portfolio co-manager and president for the Rogé Partners Funds. Rogé also mentors students as a member of the advisory board of Bryant's Archway Investment Fund. He is frequently quoted in the national and local media, and is a contributing editor for Forbes.com, SeekingAlpha.com, SumZero.com, and Morningstar.com. He serves on the finance committee for the Town of Rowley.

2004

NICOLE (MEUNIER) DEICICCHI of Plymouth, MA, completed the MBA program at Curry College in August.

If you define globalization as the removal of economic and ideological barriers to trade,



then **MARIO SHILIASHKI '96** has been both a benefactor and a beneficiary.

Born in Bulgaria, a former communist country once cut off

from the West and hostile to capitalism, Shiliashki benefited from the breakdown of one of the ideological barriers to globalization when the breakup of the Soviet bloc made it possible for him to come to the United States as an exchange student in 1991.

As a director, first for International Financial Planning and Analysis, then for Southeast Asia and India, of PayPal, the

e-commerce company that enables payment over the Internet, he has helped tear down economic barriers, making it much easier for money to change hands.

Shiliashki is now Senior Vice President for Emerging Payments for MasterCard, helping the credit card company develop web-enabled bill-paying apps that will make it possible for buyers to pay for goods and services without taking out their wallets.

He spent his senior year in a high school as an exchange student in Utah, then came East to attend Johnson & Wales, which gave him a scholarship, and Bryant University, where he transferred after his sophomore year.

"The experience at Johnson & Wales and at Bryant helped me develop both the understanding, the appreciation, and the interest I have in different cultures and the way people from different countries

perceive the world, perceive different topics, have a completely different way of communication, of tradition and of doing business," said Shiliashki, who has an MBA from Harvard Business School.

"I think that actually spurred me to learn more, and as soon as I went to Harvard Business School, I sought out a lot of that multiculturalism. I managed to meet a whole bunch of people from many more countries," he said.

Bryant got him started, Shiliashki says, by exposing him to other international students.

"Certainly the education was great and gave me the credentials to be able to go on to an international career. But it was the environment. The great thing about Bryant is it's got a ton of international students," he said.

ANDREA (BARBOSA) FORTIER of Swansea, MA, recently accepted a position as marketing coordinator at Southcoast Health System in New Bedford, MA.

SCOTT HERLIN of North Providence, RI, has been promoted to district sales manager for The Sherwin-Williams Company.

MATTHEW LAPORTE of Ocoee, FL, author for www.livestrong.com, and an internet marketing consultant for physical therapy clinics and rehabilitation departments, recently wrote an article that appeared on physical-therapy.advanceweb.com.

MICHAEL YOUNG '07 MBA, CPA, of Warwick, RI, has been promoted to manager at the Providence-based CPA firm of Sullivan & Company. He joined the firm in 2004 and is part of the team that provides audits of company employee benefit plans. He was certified as a CPA in 2008 and is active as a member of the Accounting and Auditing Committee of the Rhode Island Society of Certified Public Accountants.



2006
JASON BRILHANTE of Fall River, MA, was recently ordained a deacon of the Roman Catholic Church and is in his final year of theological studies at St. John's Seminary in Brighton, MA. He is expected to be ordained a priest for the Fall River Diocese in June.

JOSEPH HANSEN of Washington, D.C., is now senior communications specialist, disaster public affairs, for the American Red Cross. He supports field communications efforts as it relates to 70,000 daily disasters and large-scale relief operations.

CHELSEA LUECK of Grand Marais, MN, recently became the owner of the Gunflint Mercantile Dry Goods & Candy Company in Grand Marais.

WILLIAM SMITH IV, MBA, of Hope, RI, has been appointed sales manager for custom polymer compounds at Foster Corporation, part of the PolyMedex Discovery Group, headquartered in Putnam, CT. Prior to joining Foster, Smith was technical and sales manager for business line plastics at Clariant Corporation in Coventry, RI.

2007
AMON MORAN of Boston, MA, has joined the Cushman & Wakefield Boston valuation team. He had been employed at Keystone Consulting Group where he was a real estate consultant specializing in valuation of affordable housing and low income tax credit housing.

RYAN SCADDING '08 MPAC, was awarded the 2009 Elijah Watt Sells Award by the Massachusetts Society of CPAs. Scadding was recognized for his outstanding performance on the Uniform CPA exam, in which he achieved one of the 10 highest scores in the nation among 93,000 candidates who sat for the 2009 exam. He is a senior associate at PriceWaterhouse-Coopers in Boston.

JULIE TETREAU of Broad Brook, CT, has become a named partner at Wallace Tustin Tetreault Realty, a mid-sized real estate firm in South Windsor, CT.

2008
CHRISTA BERARD of Middletown, CT, was recently promoted to benefits operations manager for Aon Hewitt in Norwalk, CT. She was hired as a benefits analyst in 2009.

HECTOR DIAZ of Braintree, MA, is employed at MetLife in Boston in the finance department.

SHANNON LAVIN of Braintree, MA, is a residential sales and leasing agent at Otis & Ahearn Real Estate.

JOSEPH MARCAURELLE of Norwood, MA, is attending Wake Forest University, MBA Class of 2013.

2010
BRYANT AMITRANO, formerly of Valley Stream, NY, has been named assistant coach for men's lacrosse at Regis College in Weston, MA. He is completing a master's degree in elementary education from Regis College.

MIKE BUSAM, MBA, of North Providence, RI, has been promoted to business development manager in the Providence office of Gilbane Building Company. He joined Gilbane in the management trainee program.

When **ROHAN SHAH '06** was at Bryant, not a day went by that he didn't speak to his



mother or father on the telephone, despite the distance and the time difference between the United States and India.

So it comes as a surprise

that one of the reasons Shah picked Bryant was that only a handful of Indian students were enrolled when he attended. You might think someone far from India would seek out his countrymen, if only to avoid feeling homesick.

But Shah is the third generation of a family in the indenting business. His late

grandfather, Himatlal Shah, founded a company that still imports and exports materials used in manufacturing. Rohan Shah is Director of Amaya Exim Pvt. Ltd, the Mumbai-based company he operates with his father, Jay Shah. Amaya Exim does business all over the world.

To run a business like that, Rohan Shah knew he would have to learn about other countries and cultures. He knew he would have to learn other languages and how business is done everywhere else.

So, when Shah picked Bryant over the seven or eight schools that accepted him, it wasn't just because Bryant was warm and welcoming.

It was also because he wanted to go to a school where he would have to step out of his comfort zone and meet people from other backgrounds. "I didn't want to go to

a school where there were a lot of Indian students. Because typically when Indian students go abroad they tend to form their own cliques—like any other group," he said.

Mingling with people from other countries is almost an article of faith for Shah, who travels widely and does business with companies in Southeast Asia, China, the Middle East, and Europe.

"Being in international business today, I think, no matter what kind of business you are in, or no matter what kind of job you're doing, you will have some kind of international exposure," Shah said. "And it's very important that, not only are you educated about it, but that you're also sensitive toward it, have a better understanding about it, and moreover that you're also accepting about it."

MATTHEW CLEMENTE '11 MBA, of Glen Rock, NJ, is an analyst in the consulting and research division of Ogilvy CommonHealth Worldwide in Parsippany. OCH is the world's leading pharmaceutical and healthcare communications agency, with offices in 36 countries.

CYNTHIA DOWNING MBA, of North Kingstown, RI, has been promoted to assistant corporate controller of the A.T. Cross Company of Lincoln, RI. She has been at Cross since 1997, serving most recently as corporate accounting manager. Cross is a global manufacturer of writing instruments and accessory products.

2011

CHAYENNE CHIN of Cranston, RI, has been appointed vice president of Asia Grille in Lincoln, RI. She has been employed there since its establishment in 2003.

SEAN DONAHUE of Franklin, MA, was elected to the Franklin, MA, School Committee and contributes to the Franklin School Committee blog.

JOSEPH IAQUINTO, formerly of Dix Hills, NY, is a sales associate in the executive sales development program of Carousel Industries. He was featured in *Careers in Professional Selling Magazine*.

DANIELLE SIMBLIARIS of Boston, MA, has joined Campanelli in Braintree, MA, as marketing coordinator. Campanelli is a commercial real estate development and construction firm.

INTERNATIONAL BUSINESS (CONTINUED FROM PAGE 13)

June 2011—she worked for the clothing retailer American Eagle Outfitters, (AEO), overseeing the launch and operation of brick-and-mortar stores overseas. Like Letourneau, she was positioned by the the distinctive and rigorous education she received at Bryant for quick entry into international business.

"I joined the company in spring 2009, to help launch AEO's international division. The opportunity to learn from AEO's executive vice president, coupled with my background from Bryant, positioned me to excel," says Himmelsbach, who rose to the position of senior international coordinator. "I learned what it takes to prepare for, and execute, the launch of a large scale brand internationally."

Protecting Workers' Hands

Among the places where American Eagle Outfitters opened stores was Dubai, the United Arab Emirates sheikdom where Gripnail President David Ashton hopes to establish a foothold, introducing a line of metal fasteners innovatively packaged to protect workers' hands.

The fasteners used to attach insulation to heating, ventilation and air conditioning ductwork in the Middle East have adhesive pads on one end, metal spikes on the other. Until Gripnail hit on the idea of linking the pads together in strips, they were packaged loose, forcing workers to risk a puncture wound every time they reached into a package for a fastener.

"There's a hundred to a box. You take them out, you break them off one at a time, and there's your peel and stick," Ashton said, demonstrating the innovative packaging during the mid-February meeting with international business practicum students Currie, Rodriguez, and Doyle. "This is the product we want to sell in the Middle East."

The problem, of course, is finding a distributor. The students appeared a little daunted. "Got plenty of work to do," Doyle muttered as they wrapped up the meeting. But Professor Annavarjula,

who accompanied them to Gripnail, didn't seem the least bit discouraged.

He not only offered Currie, Rodriguez, and Doyle advice about how to go about finding someone willing to sell Gripnail products in the United Arab Emirates. ("I think we have to write down some step-by-step processes, starting with the size of the construction industry, the size of the HVAC industry, and size of the insulation industry, and then see who the players are, how business is done, and who contractors buy from....") He also offered to put the students in touch with people he knows in the Middle East.

"My very good friend and my MBA classmate—he owns a huge steel plant, and he owns a lot of other subsidiary businesses—I'll be in touch with him," Annavarjula told the students.

"And my cousin lives in Dubai. He supplies granite to the construction industry. So, if people are building huge hotels, restaurants and stuff like that, he gets granite from India and he delivers to those businesses."

Then there was a friend from high school. "He's moved to Dubai, setting up supermarkets. We could ask him to put us in touch with some of the HVAC industry folks because all the supermarkets need refrigeration," Annavarjula said.

In interviews, graduates of the international business program all described their professors as caring and accessible. The guidance that Annavarjula offered at Gripnail provided evidence.

As Emily Panasowich put it: "Professor Annavarjula and [Professor of Finance Betty] Yobaccio were so supportive. Their doors were always open. And it was great to have that support system and people that really cared about your personal success in what you did."

John Castellucci wrote "Game Changers" for the Summer 2011 issue of Bryant. He is a former Providence Journal reporter working as freelance writer. His work has also appeared in The Chronicle of Higher Education.

IN MEMORIAM

GRACE (SEYMOUR) BROOK '33
May 27, 2011

WALTER A. QUILITZSCH '35
September 3, 2011

EMILY (CARR) PINGREE '36
July 14, 2011

EDYTHE (CAMARA) BRITLAND '37
July 3, 2011

DR. STANLEY J. DRAKE '37 '63H
December 2, 2011

ELEANOR (MULLIGAN) JACQUARD '37
November 14, 2011

FRANCES (PATTON) MONSON '38
November 25, 2011

ARLENE (MACFARLAND)
AINSWORTH '39
December 10, 2011

LYDIA (CHILLI) CECCARELLI '39
September 21, 2011

LOUISE L. VENTRONE '39
August 7, 2011

ROBERT H. DUNBAR, JR. '40
February 6, 2011

ROSALYN (DAVIDOW) GELLER '40
September 30, 2011

EDWARD MARTINO '40
June 1, 2011

ANN (ALDRICH) SAMPSON '40
September 2, 2011

CLAIRE (RANALLO) BRUNO '41
September 22, 2011

TED S. JOHNSON '41
June 11, 2011

LUCILLE (SCHORTMANN) BAKER '42
May 1, 2011

ARLEEN (SLOANE) MUNROE '42
November 3, 2011

GEORGE E. REINSANT JR. '42
August 4, 2010

ELINOR (JILLSON) DANIELS '43
September 21, 2011

JOHN Z. DANIELS '43
September 3, 2011

JOHN "JACOB" PRIESTER '43
September 5, 2011

DANIEL B. SCOTTI '43
September 23, 2011

ALICE (KILLERJIAN) NORBERG '44
December 1, 2011

ELINOR (BURNS) WARD '44
November 25, 2011

PHYLLIS (KRAMER) CRONIG '46
June 23, 2011

MARY (LADOUCEUR) SALZILLO '47
May 15, 2011

ANTHONY A. POMPEI, JR. '48
March 14, 2011

WILLIAM J. WORKMAN '48
December 9, 2011

WENDELL H. CHENEY '49
August 22, 2011

KENNETH R. HILTON JR. '49
November 7, 2011

PERRY A. KIRITSY '49
November 17, 2011

ALICE (KRAWIEC) PATAKY '49
March 4, 2009

WALTER N. RASMUSSEN JR. '49
September 29, 2011

BERNARD D. SILVERSTEIN '49
August 6, 2011

ROBERT E. WRIGHT '49
October 3, 2011

FRANCIS T. YUKNA '49
September 10, 2011

JOSEPH ZEXTER '49
September 4, 2011

RODNEY F. BROWN '50
July 15, 2011

FREDERIC A. D'ADAMO '50
August 6, 2011

RUPERT EDES '50
July 5, 2011

ARTHUR E. EMERSON '50
November 7, 2011

LEONARD J. FARRELL, JR. '50
July 12, 2011

DONALD J. ST. JACQUES '50
December 2, 2011

CHARLES M. TACY '50
December 3, 2011

LUDOVICO TOMASSO '50
September 17, 2011

EDWARD J. VRABEC '50
August 22, 2011

RICARDO A. BOTA '51
July 26, 2011

WALTER G. MURPHY '51
August 12, 2011

WILLIAM H. MURPHY '51
September 7, 2011

ZOLTAN J. NOGA '51
August 8, 2011

PETER J. ROUGAS '51
August 3, 2011

JOHN W. RUMELY, SR. '51
August 1, 2011

EMMA (EDGERTON) BLACK '52
September 14, 2011

BARBARA (CONKLIN) LANTZ '52
November 28, 2011

ANNA (KNIGHT) LAROCHE '52
August 5, 2011

JANET (UNDERWOOD) BENSON '53
July 11, 2011

WILLIAM F. HARTY, JR. '53
October 14, 2011

GLORIA (NELSON) DAWSON '54
September 14, 2011

EDGAR S. LAMBERT, SR. '55
July 31, 2011

RALPH R. RAFAELIAN '55
February 17, 2012

BERTRAND J. BESSETTE '56
November 17, 2011

ANTHONY F. SACCO '56
November 26, 2011

JOHN E. KEARNS, SR. '57
September 29, 2011

ELAINE (ALMEIDA) MELLO '57
July 21, 2011

PAUL E. GODBOUT '58
October 26, 2011

MAUREEN (HENAUT) FRANCOEUR '59
November 23, 2011

DUNLAP H. SLATER '59
July 19, 2011

E. RICHARD MICHAUD '60
October 28, 2011

BERNARD MOURGUIART '61
July 5, 2010

ROBERT C. BERTONCINI '63
November 19, 2011

EVELYN (OLSEN) COOKE '63
November 6, 2011

VALARIE (DRUDE) SMITH '64
September 26, 2011

RAY W. HUBBARD '66
March 20, 2011

JOANNE (MARTONE) ST. ANGELO '66
October 11, 2011

MAUREEN (HENDRICKS) DAVIS '67
March 22, 2011

SAMUEL R. GRILLO '67
May 2, 2011

DR. MAUREEN FITZGERALD
SHARPLES '68
September 4, 2011

PATRICIA A. SISCO '68
January 24, 2011

JEFFREY W. TETREAUULT '68
August 9, 2011

MANUEL J. BRITO '69
January 25, 2011

PHILIP A. KROG '69
August 6, 2011

KATHRYN (ROCK) LYONS '69
September 14, 2011

MARY J. MANNING '71
September 1, 2011

PETER M. MCALEY '71
September 1, 2011

CHARLOTTE MUGURDICHIAN '73
November 12, 2011

NORMAN E. VINE '73
November 13, 2011

RICHARD M. COMERFORD '74
August 18, 2011

FRANCIS L. CONVEY '74
December 5, 2011

PAUL B. FLAHERTY '74
August 9, 2011

RONALD M. GOGA '74
August 21, 2011

JOSEPH H. MOREAU '74
November 17, 2011

JOHN H. TAYLOR '74
November 1, 2011

JOHN F. WITHERS '74
September 3, 2011

JOHN CAMERON '75
February 19, 2011

EDWARD J. CRAWLEY '75
January 10, 2011

KEVIN C. SMITH '75
October 23, 2011

NANCY (LUKE) ZIMMERMAN '75
November 5, 2011

KENNETH G. LOVEJOY '77
July 19, 2011

DR. AUGUSTO CAEZAR G. HATOL '79
August 21, 2011

PATRICIA (CELLETTI) SMITH '79
September 7, 2011

RODNEY WATTS '79
September 13, 2011

CHARLES C. COONS, JR. '80
October 4, 2011

ROBERT L. DUNN '81
September 11, 2011

STEPHEN M. GIANNINI '81
November 23, 2011

SEAN P. O'NEILL '83
September 28, 2011

DANIEL MCCONAGHY '85
July 25, 2011

JAMES C. COPPOLA '86
September 23, 2011

ROBERT E. DALEY '86
July 5, 2011

JOSEPH J. BOLTON '90
June 27, 2011

DANIEL J. HOUDE '90
September 26, 2011

TERENCE G. LAAUWE '94
December 8, 2011

LISA (FINK) PILLA '97
November 7, 2010

JANICE (ALLARD) DUFRESNE '07
February 6, 2010

RYAN B. NICOTRI '07
November 21, 2011

MICHAEL T. VARONE '11
November 17, 2011

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90	9.0%

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On a recent faculty and student research trip, students recorded a series of videos to bring authentic Chinese culture and language back to K-12 students.

Margaret Wong '14 and History Professor Judy Barrett Litoff, Ph.D., who participated in the trip, work with Communication Lecturer Tom Zammarelli on video production and editing of the "Follow Me" video series.

