Siamack Shojai

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# **Career Summary**

Top-performing Economist and administrator with more than 30 years of progressive experience and strong proficiency in a Financial Analyst/Economist role and a Dean role, thriving in fast-paced, high-stress environments. Maintain a proven record of accomplishment of continued successes in leading program development, marketing, recruitment/enrollment, budgeting, and fundraising. Successfully decreased number of students with 2.5 GPA from 12 percent to 1 percent in just three years. A true leader among leaders with an analytical, goal-oriented personality and work ethic; have an innate ability to influence others and to produce dynamic and long-lasting results in helping organizations to improve quality, productivity, efficiency, and accuracy. Known for ability to work with members of all levels of the organization in order to facilitate key business objectives and initiatives. Self-motivation, education, diverse experience, and loyal dedication have helped create a powerhouse of problem-solving skills and expertise in maximizing resources.

**Skills:**

staff management program establishment faculty recruitment/development

teaching strategic planning student retention

scholarly publishing public relations student advising

# **Education**

Continuing Education, Allentown College

Center Valley, Pennsylvania, 1987 – 1988

Accounting and Business Law, 24 credits

PhD, Fordham University

Bronx, New York, 1984

Economics

MBA, Iona College

New Rochelle, New York, 1980

Economics-Finance

Honors Degree

BA, College of Insurance

Tehran, Iran, 1978

Business-Insurance

# **Academic Positions**

Dean, Cotsakos College of Business, William Paterson University (July 2014- 2019)

Full Professor of Economics (Tenured- 2019-to date)

### Responsibilities:

* Elevate the College of Business in its status and strategic goals. The College enrolls 1,900 undergraduate and 290 MBA students, with 52 full-time and 40 part-time faculty members.
* Maintain accreditation by the Association to Advance Collegiate Schools of Business (AACSB).
* Supervise William Paterson Small Business Development Center.
* Support fundraising efforts and strategy of WPU President’s Office.
* Manage the Cotsakos College of Business budget and its Foundation funds.
* Recruit, develop, and retain diverse qualified faculty members and staff.
* Represent the college of Business in all internal and external functions and in public.
* Continuously elevate student services in the College of Business.
* Establish and nourish strategic relationships with local businesses and not-for-profit entities.
* Reestablish a strong Advisory and Advancement Board for the CCOB.
* Supervise the Russ Berrie Professional Sales Institute.

### Major Accomplishments:

* Increased MBA program enrollment from traditionally 105 to 290 in less than four years without sacrificing academic quality. Because of cost cutting and increased enrollment, the College’s total revenue increased by 27 percent in 2017 compared to 2015 and it is projected to increase by 2.8 percent in 2018 compared to 2017. Total salaries and fringe benefits are expected to grow by 2.1 percent in 2018 compared to fiscal year 2017. The trend in growth rate in revenue less expenses (contributions to the University overhead) has been extremely positive and has risen at annual growth rates of 14.9, 4.3, and 4.9 percent during fiscal years 2015 to 2018, respectively.
* Implemented a strategic plan to maintain AACSB accreditation.
* Established a summer industry-based boot camp entitled the Crux of Industry Niche. The one-week camp was established in summer 2015 with 80 students and 12 firms participating in the program. Granted more than $80,000 scholarship to business students in three years.
* Revised the entire MBA curriculum with 13 new courses to offer an integrative, strategy and leadership-oriented program. A new Pathway to MBA graduate certificate introduced in fall 2017. An Executive Masters’ of Science in Professional Sales and a Master’s of Science in Applied Business Analytics were offered in fall 2018.
* Actively assisted President’s Office in all aspects of fundraising for the CCOB leading to close to $100,000 gift to the University and the CCOB.
* Worked closely with the Director of Russ Berrie Professional Sales Institute to raise more than $200,000 to sponsor National Sales Challenge at the CCOB.
* Increased students support services including additional tutoring and a peer- mentoring program to enhance students’ academic performance.
* Reestablished and reactivated an Advisory and Advancement Board for the CCOB with 20 contributing members from diverse industries. The Board is an active participant in all strategic and advancement activities of the CCOB.
* Established a Policy and Practice Summer Research Forum for faculty to research, publish, and disseminate white papers on themes of practice and policy of significance to New Jersey and the larger community. Approximately, $90,000 of summer grants were granted to participating faculty members each summer.
* Served as Chair of the Search Committee for Dean of College of Education, 2017.

Dean, School of Business, Central Connecticut State University [CCSU] (2007 – 2014)

### Responsibilities:

* Elevate the School of Business in its status and strategic goals. The School enrolls 2,300 undergraduate students, with 51 full-time and 50 part-time faculty members.
* Achieve accreditation by the Association to Advance Collegiate Schools of Business (AACSB).
* Supervised Connecticut State Small Business Development Center (involved substantial fundraising for cash match to the federal grant by SBA) [2008-2012].
* Support fundraising efforts and strategy of CCSU President’s Office.
* Manage CCSU’s budget and its Foundation funds.
* Recruit, develop, and retain diverse qualified faculty members and staff.
* Represent the School of Business in all internal and external functions and in public.
* Continuously elevate student services in the School of Business.
* Establish and nourish strategic relationships with local businesses and not-for-profit entities.

### Major Accomplishments:

* Developed a new five-year strategic plan by engaging all internal and external stakeholders.  The plan was implemented and extended the previous five-year strategy of building, enhancing, and continuously improving “Quality” to a new accompanying strategy of “Growth.”
* Implemented the strategic initiative to attain AACSB accreditation by establishing and administering a comprehensive Course-embedded Outcomes Assessment Plan. The plan was implemented during five years to effectively assess students learning’ based on five major goals and 71 learning outcomes.  My colleagues closed the loop on many of these learning outcomes. My colleagues used other indirect methods of learning assessment to complement this one.
* Recruited more than 20 new qualified faculty members by supporting extremely effective Search Committees comprising faculty of respective departments.
* Provided necessary support to all departments for faculty development, effective mentoring, and evaluation. We worked hard to achieve more than 25 successful cases of promotions and conferral of tenure to our deserving colleagues.  Regrettably, we have also had a few disappointing cases in this crucial human talent development and retention task.
* Enhanced the retention of students by establishing and implementing a new system to monitor students’ academic performance based on a more rigorous minimum 2.5 GPA requirement and other academic standards; the percentage of students graduating with a GPA of less than 2.5 declined substantially from 12 percent to 1 percent in three years.  Also, established an “Academic Ally” program that assigns peer-mentors to provide coaching and training to students with an academic achievement gap.
* Managed the School’s budget during harsh economic conditions to achieve our strategic goals by continuously adjusting our priorities fairly, transparently, and based on students’ success as our number one priority.
* Established an exceptionally impressive and active Business Advisory and Advancement Council (BAAC) for the School of Business. Members of the BAAC are invited from diverse professional groups and industries with significant positions and outreach in the community. Members of the BAAC are engaged, knowledgeable, and successful professionals who would qualify to serve on any board of trustees of any reputable institution of higher education.
* Fostered a spirit of innovation by establishing a Student Professional Advancement (SPA) program to provide a variety of soft skills and professional development workshops offered by volunteer experts from firms such as Travelers, UTC, Cigna, Blum Shapiro, ING, J.P. Morgan, United Healthcare, CohnReznick, First Investors, People’s United Bank, and NewFleet, among many others.
* Promoted academic idealism by establishing an Insurance and Financial Services Industry Cluster (IFS) summer Boot Camp to permeate knowledge of these industries among various business majors.
* Demonstrated the impact of faculty’s highly specialized scholarship and papers by publishing on CCSU’s website a 300-word summary of the publications in a “lay people” language. Three faculty members received a gold, silver, or platinum Award for their work as judged by members of the Advisory and Advancement Council during the annual School of Business Gala.
* Established a Hall of Honor and raised enough funds to offer five $2,000 scholarships to students.  The Hall of Honor recognizes accomplished alumni, minority and women entrepreneurs, and major firms contributing to Connecticut’s economy. Travelers and UTC have been among the recipients of the Corporate Hall of Honor Award.
* Assigned a faculty member to establish a multi-faceted strategic partnership with Travelers Insurance Company in Hartford.  A strong partnership and collaborative relationship has been developed that embraces regular weekly office hours by Traveler’s officer at CCSU, substantial scholarship funds, and a partnership with the Travelers EDGE program.  The EDGE program provided full scholarships and employment opportunities to underrepresented students.  The CCSU Foundation received more than $500,000 in EDGE grants as of 2013.
* Increased the annual gifts the School received from $19,000 in 2009 to $167,000 in 2013.
* Had a successful visit by a Peer Review Team (PRT) from the AACSB during October 6-9th, 2013.  The PRT has recommended the CCSU’s School of Business for Initial Accreditation by the AACSB.  The Initial Accreditation Committee ratified the recommendation on October 25, 2013 followed by the AACSB Board. CCSU’s School of Business programs are accredited by the AACSB-International as of November 4, 2013.
* Offered a MBA program in 2013-2014 Academic Year and recruited 40 students before departing for William Paterson University.

Dean, School of Business, Georgian Court University (2004 – 2007)

### Responsibilities

* Manage the process of new program development, spearhead the revision of existing programs, and initiate academic program review.
* Maintain regional and professional accreditation of all programs.
* Lead the school based on a strategic plan, which is continually monitored.
* Responsible for enrollment management and the promotion of degree programs in conjunction with Vice President for Enrollment Management.
* Oversee budgeting and resource allocation and management.
* Support faculty members’ scholarly and faculty development activities.
* Participate in all aspects of fundraising and capital campaign in collaboration with Vice President for Advancement.
* Guide the recruitment of new faculty members and the evaluation of existing ones.
* Develop strong relationships with the local and regional business community and serve them effectively.
* Serve as an effective resource for the local and regional media, and promote the school as well as the university by providing interviews and through other supporting means.
* Be an advocate for the university, and represent the President of the university at various functions and before regional accrediting bodies (MSCHE, NJCHE) when requested.

### Major Accomplishments

* Doubled the MBA enrollment with a higher average GPA.
* Introduced a new Accelerated, Strategy-oriented Executive MBA Program; the first cohort graduated in August 2006.
* Introduced a new BS/MBA (4+1) 150-credit program, and recruited 45 new students in its first year.
* Revised the entire undergraduate curriculum for the Women’s College to reflect the nurturing nature of a business day-program for the Women’s College.
* Revised the MBA curriculum to reflect the needs of businesses emphasizing teamwork, strategy, and technology.
* Appointed to the board of Western Monmouth Chamber of Commerce and the board of Monmouth Ocean Development Corporation.
* Established many business contacts for possible collaboration in the area of staff training and on-site educational opportunities.

Dean, School of Business and Economics (SBE), Plattsburgh State University of New York (2001 – 2004)

### Responsibilities

* Lead the efforts of the SBE in achieving initial accreditation by AACSB International.
* Provide leadership for achieving and maintaining high quality, broad-based-quality business curricula.
* Lead the SBE’s efforts in providing high-quality faculty recruitment, retention, and development programs.
* Promote an inductive work environment to foster diversity, excellence, and innovation in curricula, faculty research and scholarly activities, and student learning.
* Seek internal and external resources to support faculty intellectual activities.
* Lead the SBE’s efforts in its strategic planning and implementation.
* Supervise and lead the Small Business Development Center and the Technical Assistance Center, both located in the SBE.
* Promote diversity among students, staff, and faculty.
* Prepare and manage the SBE’s budget.
* Actively support and advocate fundraising efforts of the school and the university in collaboration with the President and the Vice President for Institutional Advancement.
* Actively articulate a strategic plan for community outreach, and implement the plan.
* Provide strong leadership in advocating the SBE as well as Plattsburgh State University.
* Establish a positive working relationship with the local media to promote the SBE and Plattsburgh State University.
* Actively collaborate with the Admissions Office to recruit students and to promote the school’s academic programs.
* Actively collaborate and assist the Vice President for Academic Affairs and other deans with implementing Plattsburgh State University’s strategic plan.

### Major accomplishments

* Helped the SBE to receive initial accreditation by AACSB International
* Recruited two well-qualified African-American faculty members in an effort to foster diversity.
* Recruited a female, highly compensated faculty member in the area of finance.
* Prepared and implemented a strategic fund raising plan.
* Contributed to the doubling of gifts to the SBE from the local business community compared with previous years.
* Caused alumni gifts to the SBE to increase substantially.
* Increased student enrollment by 28 percent compared with fall 2001.
* Acquired additional resources to create a dedicated SBE office of Internships and Career Opportunities.
* Obtained additional resources to bring on board a full-time, SBE-dedicated academic advisor.
* Successfully implemented a strategic plan for enhancing the quality and quantity of the faculty’s intellectual activities and output.
* Acquired additional resources to appoint an accomplished faculty scholar to the position of Coordinator of Faculty Research.
* Made progress on the construction of a new hospitality center for the Hotel, Restaurant, and Tourism Management program (a new 82-seat restaurant and teaching kitchen, food lab, eight faculty offices, four smart classrooms, and a conference room).
* Recipient of Appreciation Award presented by the faculty and staff of the SBE for significant contribution to the achievement of AACSB accreditation (May 2002).
* Hosted a monthly television show, *Business Affairs*, produced by Mountain Lake-Public Broadcasting System, which focused on the U.S.-Canada economic and business relationships. This community service was provided in exchange for a sizable sponsorship package from ML-PBS for the SBE.

Associate Dean, Marist College, Poughkeepsie, New York (2000 – 2001)

### Responsibilities

* Direct all Graduate Management Studies (MBA and MPA programs).
* Coordinate the AACSB accreditation efforts.
* Author the AACSB Self-evaluation Report.
* Supervise outcomes assessment activities and reports.
* Serve as Chief Academic Officer of graduate management programs.
* Author and manage FIPSE grant proposals.
* Recruit students for both online and on-site graduate programs.
* Serve as “acting dean” in the absence of the Dean.

Assistant Dean, School of Management and Director, MBA Program, Marist College, Poughkeepsie, New York (1999 – 2000)

Academic Rank: Full Professor of Economics

### Responsibilities

* Serve as Director of the MBA program. Duties included:
* Act as Chief Administrator of the MBA program.
* Assume responsibility for the marketing and recruiting of new students for traditional and online programs, in conjunction with the graduate school.
* Take responsibility for the retention of MBA students admitted to traditional or on-line program.
* Serve as a member of the Graduate Council.
* Provide academic advising service to MBA students
* Chair Academic Review Committee for admissions, probation, and dismissal of MBA students.
* Coordinate curriculum development and evaluation.
* Provide leadership in the development of a successful online MBA program option.
* Coordinate AACSB accreditation activities. Duties included:
  + Implement Candidacy Plan.
  + Coordinate preparation of Self Evaluation by fifth year of candidacy.
  + Review compliance with AACSB standards.
  + In conjunction with Dean, assist in preparation of annual report on candidacy for AACSB.
  + Author Self-evaluation Report for the AACSB.
* Assist and support the dean in all executive and administrative functions; serve as "acting dean" in the Dean's absence; hold faculty rank and teach one course per year.

Major Accomplishments (in association with the Dean and in collaboration with faculty colleagues)

* Helped the School of Management to receive initial accreditation by AACSB International; authored the Self-evaluation Report.
* Streamlined the graduate admissions process, which resulted in a 40 percent increase in MBA enrollment.
* Introduced the first entirely online MBA and MPA programs in addition to the ongoing onsite programs.
* Established an effective and very active Student Advisory Council.
* Assisted various search committees in recruiting diverse and qualified faculty in significant ways.

Professor, Economics and Finance, Manhattan College, Riverdale, New York (1989 – 1999)

Full Professor (Promoted March 1999)

Capalbo Endowed Chair in Business (1995-1996)

Associate Professor (1992-1999)

Associate Professor (Tenured 1992)

Chairperson, Economics and Finance Department (1992-1995)

Acting Chairperson, Economics and Finance Department (1991-1992)

Assistant Professor (1989-1991)

### Responsibilities

* Manage and coordinate activities of 12 full-time and five full-time-equivalent part-time faculty.
* Advise all juniors and seniors majoring in Economics and/or Finance.
* Recruit new full-time and adjunct faculty.
* Plan and assign faculty’s teaching duties.
* Serve as a member of the Dean of Business and Dean of Arts councils.
* Chair the department's Tenure and Promotion Committee, and prepare a written evaluation report on candidates for tenure and/or promotion.
* Manage the department’s budget (relatively negligible).
* Represent the department at open houses and other public events.
* Teach half of a full-time teaching load.
* Rose to a rank of Full Professor
* Produce scholarly publications
* Serve as Editor of a draft copy of the AACSB Self-evaluation Report (1998)

Assistant Professor, Economics, Department of Economics and Business, Lafayette College, Easton, Pennsylvania (1986 – 1989)

* Teach Macroeconomics Theory, Corporate Finance, and Investments.
* Advise 10-15 Business majors.
* Conduct scholarly research.

Visiting Assistant Professor of Economics, Fordham University, Bronx, New York (1984 – 1986)

* Teach various undergraduate economics and statistics courses as assigned.

# **Part-Time Academic Positions**

Adjunct Associate Professor of Economics and Finance, Fordham University, Bronx, New York (1991 – Present)

Adjunct Assistant Professor of Economics, Purchase College, State University of New York, Purchase, New York (1992 – 1993)

Adjunct Professor, Westchester Community College, Valhalla, New York (1981 – 1986)

Adjunct Professor of Economics, Maritime College, State University of New York, Bronx, New York (1982 – 1984)

Adjunct Professor of Economics, Iona College, New Rochelle, New York (1981 – 1984)

Adjunct Assistant Professor of Economics, Fairleigh Dickinson University, Teaneck, New Jersey (1982 – 1983)

# **Professional Positions**

Economics and Finance Commentator, Voice of America, The United States Information Agency, Washington, DC (1996 – 2018)

* Serve as regular weekly Economics and Finance Commentator
* Provide commentary on economics and political situation in the Middle East and in Iran in particular
* Offer analysis of the global economy

AACSB Accreditation Consultant, State University of New York, New Paltz, New York (2005 – 2010)

# **Publications**

## Books

Shojai, S., & Christopherson, R. (Eds.), (2004). The virtuous vice: Globalization. Praeger.

Shojai, S. (Ed.), (1999). Budget deficits and debt: A global perspective. Praeger.

Shojai, S. (Ed.), (1995). The new global oil market: Understanding energy issues in the world economy. Praeger.

Shojai, S., & Katz, B. S. (Eds.), (1992). The oil market in the 1980’s: A decade of decline. New York: Praeger.

Shojai, S. (1990), Workbook for “Economics for Bankers.” Washington, DC: American Bankers Association.

Shojai, S., & Salvatore, D. (1989), Study guide to accompany Salvatore: “Managerial Economics.” New York: McGraw-Hill.

Shojai, S. (1989), Test bank to accompany Salvatore’s “Managerial Economics.” New York: McGraw Hill.

## Book Chapters

Shojai, S., & Christopherson, R. (2004), the meaning of globalization and internationalization. In S. Shojai & R. Christopherson (Eds.), *the Virtuous Vice: Globalization,* Praeger.

Shojai, S. (1999), Economic growth and fiscal imbalances. In S. Shojai (Ed.), *Budget Deficits and Debt: A Global Perspective,* Praeger.

Shojai, S. (1999), Fiscal imbalances and the exchange rates. In S. Shojai (Ed.), *Budget Deficits and Debt: A Global Perspective*, Praeger.

Shojai, S. (1999), Measures of budget deficits and national debt. In S. Shojai (Ed.), *Budget Deficits and Debt: A Global Perspective,* Praeger.

Shojai, S., & Kurland, S. A. (1997), A logit model of success of takeover bids. In T. H. Bonitsis & C. Brown (Eds.), *Quantity & Quality in Economic Research: Studies in Applied Business Research* (Vol. IV), Avebury.

Shojai, S. (1995). The International Energy Agency, In S. Shojai (Ed.), *The New Global Oil Market: Understanding Energy Issues in the World Economy,* Praeger.

Shojai, S. (1994), Iran in global perspective. In H. Zangeneh (Ed.), *Islam, Iran, and World Stability*. Basingstoke [England]: Macmillan; New York: St. Martin’s Press.

Shojai, S. (1992), A theoretical framework for macroeconomic modeling of OPEC members. In S. Shojai & B. S. Katz (Eds.), *The Oil Market in the 1980’s: A Decade of Decline*. New York: Praeger.

Shojai. (1990), Hedging interest rate risk. In R. M. L. Bukics & B. S. Katz (Eds.), *International Financial Management: A Handbook for Finance, Treasury and Accounting Professionals,* Probus Professional Pub.

Shojai, S. (1989), A biography of Gerald Debreu. In B. S. Katz (Ed.), *Nobel Laureates in Economic Sciences* (First Edition.), New York: London: Garland Science.

## Refereed Journal Articles

Shojai, S., Davis, W. J., & Root, P. (2014), Developmental relationship programs: An empirical study of the impact of peer-mentoring programs. *Contemporary Issues in Education Research*, *7*(1), 31-38.

Shojai, S., & Root, P. (2013), Effectiveness of economic sanctions: Empirical research revisited. *International Business and Economics Research Journal, 12(11), 1479-1489*.

Shojai, S. (1990), Supply shocks and the economy of selected OPEC members. *The Journal of Energy and Development*, *15*(2), 287–297.

Shojai, S. (1989), Optimal oil production in OPEC states under macroeconomic constraints. *Journal of Economic Development*.

## Other Publications

Shojai, S. (2014, April 28), CCSU School of Business has been transformed. The New Britain Herald. New Britain, CT.

Shojai, S. (2012, April 22), School of Business announces Hall of Honor recipients. The New Britain Herald. New Britain, CT.

Shojai, S. (2012, February 19), The Business School’s odyssey. The New Britain Herald. New Britain, CT.

Shojai, S. (2009, February 1), Advisory council helps school serve community. The New Britain Herald. New Britain, CT.

Shojai, S. (2005, August 7), False premises. *Foreign Affairs, 84*(4), 206–206.

Shojai, S. (1991, May 7), The savings and loan associations crisis. The Quadrangle. Manhattan College: New York.

## Papers Presented

Shojai, S. (2015), AACSB: Enhancing and measuring impact- 2013 Business accreditation standards. Presented at the 52nd Annual meeting of Eastern Academy of management, Philadelphia, PA, May 6-9, 2015.

Shojai, S., Bing, R., Rudnick, M. (2015), An empirical investigation of economic, legal, and accounting determinants of business and nonbusiness bankruptcy filings. In Proceedings of the 42nd Annual Conference of the Northeast Business and Economic Association. Presented at the 42nd Annual Conference of the Northeast Business and Economics Association, Jamaica New York, November 5-7, 2015.

Shojai, S., & Root, P. (2013), Legal and economic regimes of sanctions: An alternative framework to measure effectiveness of economic sanctions. In *Proceedings of the 40th Annual Conference of the Northeast Business & Economics Association*. Presented at the 40th Annual Conference of the Northeast Business & Economics Association.

Shojai, S., Davis, W. J., Root, P., & Lodice, J. (2013), Sustainability and the impact of developmental relationship programs: An empirical study. In N. Dominguez & Y. Gandert (Eds.), *6th Annual Mentoring Conference Proceedings: Impact and Effectiveness of Developmental Relationships*. Presented at the 6th Annual Mentoring Conference, Albuquerque, NM: University of New Mexico.

Gelson, D., & Shojai, S. (2005), Developing economies and WTO dispute settlement system: Being poor and seeking justice! Presented at the Eastern Economics Association Annual Meeting, New York, NY.

Shojai, S., & Della, D. (2001), Does OPEC move oil prices? Presented at the Eastern Economics Association Annual Meeting, New York, NY.

Shojai, S. (2001), Globalization:  A Dialectical Approach. Presented at the Eastern Economics Association Annual Meeting, New York, NY.

Shojai, S. (1998), Global budget deficits and foreign exchange markets. Presented at the Eastern Economics Association Annual Meeting, New York, NY.

Shojai, S. (1998), OPEC’s obituary or a mid-life crisis: Does OPEC move crude oil prices? Presented at the 19th Annual North American Conference of the United States Association of Energy Economics, Albuquerque, NM.

Shojai, S. (1993), *Iran in global perspective*. Presented at the Center for Iranian Research and Analysis, Los Angeles, CA.

Shojai, S. (1993), Oil revenue and fiscal decisions in selected OPEC economies. Presented at the Allied Social Science Association (Middle East Economic Association), Los Angeles, CA.

Shojai, S. (1992), Oil price shocks and the distribution of income in selected oil-exporting LDCS. Presented at the Allied Social Science Association (Middle East Economics Association).

Shojai, S. (1992), Socio-economic and cultural impacts of the oil industry on Iran. Presented at the Eastern Economics Association.

Shojai, S. (1990), Oil market in the 1980s:  The winners and the losers. Presented at the Allied Social Science Association (Middle East Economics Association).

Shojai, S. (1989), Observed and unobserved factors in the foreign exchange markets. Presented at the Eastern Economics Association.

Shojai, S. (1989), Supply shocks and the economy of selected OPEC members. Presented at the Allied Social Science Association (Middle East Economics Association).

Shojai, S. (1987), Dutch disease in the presence of a non-traded sector. Presented at the Eastern Economics Association.

Shojai, S. (1986), Oil exports and domestic policies of OPEC countries. Presented at the Eastern Economics Association.

# Honors, Panels, and Awards

Invited panelist on New Jersey Society of Certified Public Accountants “NJ Business & Economic Roundtable,” at the 10th annual NJCPA Convention & Expo, Atlantic City, NJ, June 12, 2015. Other invited panelist included Thomas A. Bracken, President & CEO, New Jersey Chamber of Commerce; New Jersey State Senator Steven Oroho; Michele Siekerka, President, NJ Business & Industry Association; and Jim McQueeny, President, Winning Strategies.

News 12 New Jersey.” Dean Shojai of William Paterson’s Cotsakos College of Business explains Federal Reserve Rate Hike.” (December 17, 2015)

News 12 New Jersey.” Dean Shojai of William Paterson’s Cotsakos College of Business explains “Stock market Volatility.” (January 19, 2016)

NJTV, New Jersey Public television. “William Paterson Business School Dean: Oil and Gas Prices Affected by Volatility in Stock Market.” (September 2, 2015)

U.S. Senator Richard Blumenthal-Connecticut, Certificate of Special Recognition for outstanding leadership of the Central Connecticut State University, School of Business and unwavering devotion to its students, April 25, 2014.

U.S. Senator Richard Blumenthal-Connecticut, appreciation letter for achieving accreditation by the Association to Advance Collegiate Schools of Business-International, April 25, 2014.

Appreciation Award presented by the faculty of School of Business at Central Connecticut State University for receiving accreditation by the AACSB-International, April 25, 2014.

Moderated a panel featuring Travelers Institute “Overdraft” University Symposia Series, November 2012.

Interviewed by *Voice of America, Washington D.C.* on the Iranian Economy, 1993-Present.

Interviewed by *Radio Sedaye Mardom* on the U.S. Economy and The Iranian Economy, Los Angeles, 2007-2013.

Appreciation Award presented by the faculty of School of Business and Economics at SUNY- Plattsburgh for receiving accreditation by the AACSB-International, May 2002.

Dean Panelist: Dean’s Perspectives on Managing with Heart and Mind, Eastern Academy of Management, 46th annual meeting, Hartford, CT, May 2009.

Friends of Equal Opportunity Funding Program (EOF) Award, Georgian Court University, April 2007.

Member of the board of Western Monmouth Chamber of Commerce, 2004-2007.

Member of the board of Monmouth-Ocean Development Corporation, 2004-2007.

Host of Business Affairs, a monthly television program produced by Mountain Lake/Public Broadcasting System. The program focused on the U.S.-Canada business and economic relationships, Plattsburgh, New York, 2003.

Appreciation Award by faculty of the School of Business and Economics for achieving AACSB accreditation, Plattsburgh-SUNY, 2002.

Political and Economics Commentator, *Radio Sedaye Iran*, New York, *Sunday Morning Show,* 1994-1996.

Capalbo Endowed Chair in Business, Manhattan College, School of Business, 1995.

Invited (and paid) Panelist to University of Michigan, The Center for Middle Eastern Studies. A talk on future of the oil industry and on the Iranian Economy, April 1992.

Senior Survey Winner: The *Most Favorite Professor*. Voted by the Senior Class 1991, Manhattan College.

Finalist (First runner-up). Nominated by students to receive student Government's *Superior Teaching Award*, Lafayette College, 1989.

Interviewed by local TV (Channel 69) and radio stations on the oil market developments and on the Middle-East political situation, Allentown Pennsylvania, 1986-1989.

# Academic Community Service

Serve as Middle States Commission on Higher Education (MSCHE) evaluation team member – SUNY- Maritime College, March 2022.

Served as Middle States Commission on Higher Education(MSCHE) evaluation team member – Shippensburg University, March 2019.

Served as the Association to Advance Collegiate Schools of Business- International (AACSB-International) evaluation team member – Dalhousie University, Nova Scotia, 2018.

Appointed and served on the Passaic County Comprehensive Economic Development Strategic Committee (CEDSC), 2015-2016

Served as a Judge for annual Best Practices Competition of Commerce and Industry Association of New Jersey (CIANJ, 2014-2018).

Served as New England Association of Schools and Colleges- Commission on Institutions of Higher Education evaluation team member (the Academic Program) – Fitchburg State University, Fitchburg, MA (spring 2012).

Served as New England Association of Schools and Colleges Commission on Institutions of Higher Education evaluation team member (the Academic Program) - Lyndon State College, Lyndonville, VT (fall 2010).

# Conferences Attended

Attendance at these conferences has provided many invaluable opportunities to learn, remain current, and gain additional skills and knowledge to prepare for positions of growing responsibility.

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| Conference | Site | Date |
| Various AACSB Annual Meetings, workshops, and conferences (at least two meetings each academic year) |  | 2007-2015 |
| 2015 Global Forum for Responsible Management Education- 6th RRME Assembly 23-24 June 2015, New York, NY.  International Council on Hotel, Restaurant, and Institutional Education | Washington, DC | 2015  2006 |
| AACSB International Annual Meeting | San Francisco | 2005 |
| Middle States Commission for Higher Education, Annual Meeting | Philadelphia, PA | 2004 |
| AACSB International Annual Conference | New York, NY | 2002 |
| AACSB International Deans Conference | Clearwater, FL | 2002 |
| AACSB International Annual Meeting | Chicago, FL | 2002 |
| SUNY Labor Relationship Training for Supervisors Workshop | Albany, NY | 2002 |
| MAACBA | University of Maryland, MD | 2002 |
| 8th Annual Securities Industry Conference, Pace Univ. | New York, NY | 2001 |
| AACSB International New Deans Conference | Las Vegas, NY | 2001 |
| Allied Social Sciences Association | Boston, MA | 2000 |
| AACSB Outcomes Assessment Conference | Chicago, IL | 2000 |
| AACSB Continuous Improvement Conference | Tampa, FL | 2000 |
| MAACBA | Philadelphia, PA | 2000 |
| Academy of Business Education | Bermuda | 2000 |
| Allied Social Sciences Association | New York, NY | 1999 |
| AACSB Annual Conference | Minneapolis, MN | 1999 |
| Middle Atlantic Association of CBA (MAACBA) | Syracuse, NY | 1999 |
| Eastern Economics Association | New York, NY | 1998 |
| United States Association of Energy Economics | Albuquerque, NM | 1998 |
| The International Atlantic Conference | Paris, France | 1996 |
| The American Stock Exchange Seminar on Derivatives | New York, NY | 1996 |
| South American Energy Conference | Mexico City, Mexico | 1996 |
| Allied Social Sciences Association | Washington, DC | 1995 |
| A Cato Institute Conference on Arab-Israeli Peace:  Prosperity or Politics? | New York, NY | 1995 |
| The Economic Strategy Institute Winning and Losing: America in the New Global Trade Order | Washington, DC | 1995 |
| Allied Social Sciences Association | Boston, MA | 1994 |
| Allied Social Sciences Association | Los Angeles, CA | 1993 |
| Center for Iranian Research Analysis, UCLA | Los Angeles, CA | 1993 |
| American Council on Education Conference  on Languages across the Curriculum | Washington, DC | 1993 |
| Middle East Economics Association | New Orleans, LA | 1992 |
| Eastern Economics Association | New York, NY | 1992 |
| The Michigan University, Center for Middle Eastern and North African Studies | Ann Arbor, MI | 1992 |
| World Trade Club of Westchester - European Update | Tarrytown, NY | 1992 |
| Arthur Anderson & Co.-Conference on Teaching  Business Ethics | Chicago, IL | 1991 |
| Allied Social Sciences Association | Washington, D.C. | 1990 |
| The Thirteen Central Banking Seminar- The Federal  Reserve Bank of New York | New York, NY | 1990 |
| The Eleventh Annual Options Colloquium - The  American Stock Exchange | New York, NY | 1990 |
| Eastern Economics Association | Baltimore, MD | 1989 |
| Allied Social Sciences Association | Atlanta, GA | 1989 |
| Eastern Economics Association | Washington D.C. | 1987 |
| Center for Iranian Research and Analysis | Widener University, Chester, PA | 1987 |
| Eastern Economics Association | Philadelphia, PA | 1986 |

# Professional Memberships

International Association for Energy Economist

American Economic Association

Eastern Economics Association

Middle East Economics Association (one vote short of being elected to the Board of MEEA, 1992)

American Finance Association

# Courses Taught

## Undergraduate

Principles of Macroeconomics; Principles of Microeconomic; Macroeconomic Theory; Price Theory; Labor Economics; Statistics; Public Finance; International Economics; Money and Banking; Financial Markets; Corporate Finance; Investments; Advanced Topics in Banking and Investments; International Finance

## Graduate

Financial Markets; Corporate Financial Management; International Trade and Commercial Policy; Managerial Economics; International Finance and Investments; Financing New Ventures