

# Nejdet “Nick” Delener, Ph.D.

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## Educational Background

- 1987                      Ph.D. in Marketing and International Business  
Zicklin School of Business  
Baruch College/Graduate Center-The City University of New York (CUNY)  
U.S.A.
- 1981                      Advanced Professional Certificate in Strategic Planning  
Stern School of Business (formerly Graduate School of Business  
Administration)  
New York University  
U.S.A.
- 1981                      Advanced Professional Certificate in Marketing  
Stern School of Business  
New York University
- 1978                      MBA (*with honors*) in Marketing and Finance  
Stern School of Business  
New York University
- 1976                      Postgraduate Diploma in Economics  
Oxford Brookes University (formerly Oxford Polytechnic)  
U.K.
- 1974                      B.S. (*with honors-magna cum laude*) in Business Administration  
Faculty of Economics and Administrative Sciences  
Uludag University  
Turkiye

## Academic and Administrative Experience

- 9/2019-6/2024              Dean & Full Professor, Graham School of Business  
York College of Pennsylvania  
York, Pennsylvania

### *Responsibilities:*

Responsible for preparing budgets, recruiting well-qualified faculty members, and beginning to prepare the business faculty for eventual

AACSB accreditation. Serving as a liaison to the Advisory Council. In addition, facilitating the introduction of online programs in the School. Work with 29 full-time faculty and about 34 part-time faculty.

*Major accomplishments:*

- Facilitated the fully online Master of Science in Business Analytics.
- Developed the hybrid Risk Management Program.
- Contributed to BA in Healthcare Administration with the School of Nursing and Health Professions.
- Worked closely with faculty to convert the traditional MBA program to asynchronous modality.
- Developed Honors Program in collaboration with the Graham Collaborative Innovation Fellows.
- Established the Executive in Residence Program.
- Expanded the highly successful student internship program.
- Increased undergraduate net deposits by 38% from Fall 2023 to Fall 2024.
- Increased graduate enrollment by about 26%.
- Developed the Faculty Research Symposium Series as well as the Speaker Series on the theme of Equity, Inclusivity, and Diversity.
- Developed 3 Certificate Programs.
- Established Executive Education Programs for company executives.
- Established Alumni Student Mentorship Program to enhance student success, student retention and job placement.
- Encouraged faculty to work on sustainability research.
- Incorporated experiential and project-based learning into the curriculum including program in which students worked on HP Inc. management problems and pitched their ideas to members of HP Inc.'s executive team.
- Incorporated the Annual Poverty Simulation in Economics classes.
- Adjusted resources to provide compustat/CRSP and SAP databases to support business and economics research and instruction.

2/2018-7/2019

Interim Dean & Full Professor, School of Business and Economics  
Indiana University East  
Richmond, Indiana  
through The Registry for College and University Presidents

*Responsibilities:*

Provide leadership for the implementation of a collaborative, online BSBA with the other regional campuses. Provide leadership for the continued development of a School of Business and Economics Strategic Plan and AACSB accreditation. Participate in the re-establishment of the Center For Leadership. Worked with 22 full-time faculty and about 18 part-time faculty.

*Major accomplishments:*

- Organized faculty teams to prepare initial report draft for AACSB.

- Secured the acceptance of iSER and the progress report for the AACSB International initial accreditation.
- Developed Strategic Plan for FY 2018-2023.
- Revised administrative structure to establish decision making process.
- Facilitated the development of the Chancellors' BSBA online program working with Deans from 4 other Indiana University campuses.
- Revitalized the Master of Science in Management Leadership program by recruiting 15 full-time graduate students.
- Recruited 5 new faculty.
- Re-established the Dean's Advisory Council.
- Completed annual performance evaluation process for all faculty and staff.

6/2014-7/2017

Founding Dean & Full Professor, School of Business  
ADA University  
Baku, Azerbaijan

*Responsibilities:*

Responsible for development of the five-year strategic plan, recruitment of international faculty, developing innovative curriculum and programs, and establishing outreach programs with national/international corporations. Worked with 19 full-time faculty and about 6 part-time faculty.

- Developed an Executive MBA with the Maastricht School of Management, The Netherlands.
- Developed a full-time MBA program.
- Developed Bachelors of Business (BBA) and Bachelors of Science in Economics (BSE).
- Developed Strategic Plan for FY 2014-2019.
- Developed six exchange and joint degree programs with top global universities.
- Established a Data Center.
- Recruited 12 full-time faculty.

1/2012-5/2014

Founding Dean & Full Professor, School of Global Business  
Arcadia University  
Glenside, Pennsylvania

*Responsibilities:*

Responsible for developing the School of Global Business governance, policies, and budget. Major responsibilities include strategic planning, curriculum and faculty development, and establishing academic programs with institutions worldwide. Worked with 13 full-time faculty and about 20 part-time faculty.

*Major accomplishments:*

- Developed a Strategic Plan for growth and quality for Fiscal Years 2012-2017.
- Established the School of Global Business Advisory Council consisting of 14 executives from Fortune 500 corporations.
- Enhanced the school's curriculum, revised the MBA program, revised BBA/BSc programs, developed online courses, and created new undergraduate majors in entrepreneurship and risk and insurance management.
- Developed academic agreements with five Community Colleges.
- Developed joint degree and off shore programs in China, France, Romania, and Singapore.
- Increased graduate enrollment by about 22%.
- Established the Center for Entrepreneurship and Sustainable Enterprises.
- Launched a Young Entrepreneurship Academy for high school students.
- Established new academic leadership positions in the school including an Assessment and Students Services Coordinator and an MBA Director.
- Launched the Alumni and Advisory Council Mentorship Program.
- Expanded the highly successful student internship program.
- Established the highly successful School of Global Business Research Symposium Series.
- Developed a strong relationship with the local, regional and global business communities to generate funds.
- Established the School of Global Business Dean's Award program.

8/2006-12/2011

Dean & Tenured Full Professor, School of Business  
State University of New York (SUNY) Old Westbury  
Old Westbury, New York

*Responsibilities:*

Responsible for leadership and management of school's faculty, students, and staff. Major responsibilities include strategic planning, curriculum development, recruitment of faculty, development of academic policies, and budget development. Worked with 25 full-time faculty and about 20 part time faculty.

*Major accomplishments:*

- Took to the final phase of the AACSB International initial accreditation.
- Established the business executive partnership program.
- Established faculty development program. As a result, the faculty published 58 top refereed journal articles within three years.
- Developed Master of Science in Taxation.
- Increased graduate enrollment over 30% in 3 years.
- Increased undergraduate accounting major enrollment by 18%.
- Developed 5 advanced certificate programs including Administrative Leadership for junior high & high school principals with the School of

#### Education.

- Established combined graduate and undergraduate (3 plus 2) program.
- Achieved the Middle States re-accreditation.
- Conducted 5-year program reviews in all disciplines to be in compliance with New York State Education Department Standards.
- Established articulation agreements with local community colleges and/or technology colleges with 2-year degree programs and local SUNY four-year business degree programs.
- Established exchange programs with international colleges/universities.
- Established export university program with the U.S. Department of Commerce.
- Established minority speaker series.
- Implemented a comprehensive assessment program.
- Recruited 8 new faculty.

9/1997-7/2006

Associate Dean for Academic Affairs, Tobin College of Business  
St. John's University  
Queens, New York

#### *Responsibilities:*

Responsible for all academic programs. All chairs/directors, as well as other academic administrators report directly to this office. Evaluated all tenure, promotion, and reappointment cases. Worked with 102 full-time faculty and about 70 part-time faculty. Supervised about 30+ staff.

#### *Major accomplishments:*

- Lead reaffirmation of the AACSB International accreditation.
- Secured the AACSB International initial accreditation for the accounting programs.
- Contributed to the Middle States accreditation 3 times.
- Conducted 5-year program reviews in all disciplines to be in compliance with New York State Education Department Standards.
- Developed Healthcare Management with the College of Pharmacy and International Business with Foreign Language Studies as well as Financial Engineering with the College of Liberal Arts and Sciences
- Increased graduate enrollment by about 20%.
- Increased undergraduate enrollment by about 15%.
- Established the Social Justice Speaker Series.
- Coordinated the acquisition of the College of Insurance.
- Played major role in development of graduate campus in Rome, Italy by working with the Vatican.
- Managed faculty tenure, promotion, and hiring processes including hiring 16 faculty.
- Improved faculty research in higher ranked peer reviewed journals raising the standard to almost one publication per faculty per year for many of the faculty.

9/1989-7/2006 Associate/Full Professor (Tenured), Tobin College of Business  
St. John's University  
Queens, New York

Summer 1988 Visiting Lecturer  
Erasmus University Rotterdam  
The Netherlands

9/1983-8/1989 Assistant Professor of Marketing & International Business  
Frank G. Zarb School of Business  
Hofstra University  
Hempstead, New York

9/1981-6/1983 Adjunct Lecturer, Zicklin School of Business  
Baruch College-City University of New York  
New York, New York

### Fund Raising

Present Worked with the Office of College Advancement to generate  
\$2,000,000.00 in total (\$100,000.00 annually until 2041) for  
AACSB accreditation purposes.

Present Worked with the Office of College Advancement to generate  
\$900,000.00 for program development.

2000-Present \$275,000.00 through special projects such as coordinating leadership  
seminars for scholars and executives from Brazil, China, Russia, & U.S.A.

2015 Secured \$250,000.00 from ExxonMobil Corporation for a Data Center at  
ADA University.

2012 Established the Center for Entrepreneurship and Sustainable Enterprises to  
serve as an incubator for the small business startups by raising  
\$100,000.00 at Arcadia University.

2008-2010 Worked with the Advisory Council members to raise \$75,000.00 for  
student scholarship at SUNY Old Westbury.

2007-2009 Instrumental in generating \$73,000,00.00 for a new building by  
working with the President and Board of Trustees at SUNY Old  
Westbury.

Grants

- 2021                      Awarded \$9,000.00 from the Center for Teaching and Learning at York College of Pennsylvania for project entitled “*Global Entrepreneurship: Solving Next Generation Problems in International Business*” in collaboration with HP Inc. (formerly Hewlett-Packard Company).
- 2018-2019              Awarded \$17,000.00 grant from the Charles G. Koch Charitable Foundation for the Speaker Series, Student Research & Presentation, and the Economics Club of Indiana.
- 1999-2000              Awarded \$25,000 grant from the *Information Center of Beijing Municipal Chamber of Commerce, PR China* to study “Strategic Partnership Between Western MNCs and Their Chinese Counterparts”.
- 1996-1998              Awarded \$132,000.00 from the *U.S. Department of Education’s Undergraduate International Studies Program* to introduce and develop a Language Major with a complementary concentration in International Business (LMIB) and to strengthen the opportunities available for business students to study the International Business dimension, of their respective majors, with a Language Proficiency (IBLP).
- 1997                      Recipient of the *Innovative Teaching Grant*, Center for Teaching and Learning (\$5,000).
- Project Title: *Strategic Marketing Intelligence, Information Sources and National/International Environmental Scanning*
- 1989-1996              Recipient of eight annual Research Grants, Business Research Institute, St. John’s University, Total: \$16,000.
- 1994                      Recipient of the Research Grant from Joseph Victori Wines, Inc. for a market research study on Mystic Beverages. \$27,500.
- 1987-1988              Recipient of two annual Center for Scholarly Research and Academic Excellence Grants, Hofstra University. Total: \$3,000.
- 1986                      Recipient of the Faculty Development Grant, Hofstra University. \$1,500.
- 1986                      Recipient of the Summer Research Grant, Hofstra University. \$1,000.

Academic Honors and Rewards

- 2011 Nominated and admitted to Registry for College and University Presidents.
- 2010 Appointed by the EU Commissioner to serve on International Expert Council in Management of the National Research University.
- 2000 Recipient of the *Administrative Outstanding Achievement Award*, St. John's University.
- 1999 Recipient of the *St. John's University Founder's Week Award*.
- 1997 Recipient of the *University Excellence in Teaching and Scholarship Award*: in Recognition for Excellence in Graduate Teaching.
- 1996 Selected to participate in the Advertising Educational Foundation's Summer *Visiting Professor Program: Wells Rich Greene BDDP*.
- 1996 Recipient of the *National Service Award* at the Academy of Business Administration National Conference, Miami, Florida.
- 1994 Recipient of the *Global Leadership Award* at the Academy of Business Administration Global Business Trends Conference, Cancun, Mexico.
- 1994 Recipient of the *Competitive Paper Award* at the Northeast Business & Economics Association Annual Conference.
- 1993 Recipient of the *Teaching Excellence Award* at the Academy of Business Administration National Conference.
- 1991 Recipient of the *Best Paper* of Marketing and Minorities Track at the Academy of Marketing Science Conference (National).

Scholarships

- 1978-1981 Recipient of the New York University Tuition Scholarship.
- 1975-1978 Awarded MEB (Ministry of Education) Scholarship.

National and International Conferences Coordinated and Participated (Last 5 Years)

- 2023 Conference Chair of the Global Business and Technology Association Twenty-Fourth Annual International Conference, Prague, Czech Republic, July 11<sup>th</sup>-14<sup>th</sup>, 2023. Theme: *Embracing the*



*Positive Impact of Disruption in the Field of Futurism*

- 2022 Conference Chair of the Global Business and Technology Association Virtual Twenty-Third Annual International Conference, July 13<sup>th</sup>-15<sup>th</sup>, 2022. Theme: *Resilience and Reinvention: Best Practices.*
- 2021 Conference Chair of the Global Business and Technology Association Virtual Twenty-Second Annual International Conference, July 14<sup>th</sup>-16<sup>th</sup>, 2021. Theme: *Reconstructing Global Markets: Challenges, Policies, and Strategies.*
- 2019 Conference Chair of the Global Business and Technology Association Twenty-First Annual International Conference, Paris, France, July 9<sup>th</sup>-13<sup>th</sup>, 2019. Theme: *Developing Solutions to Contemporary Challenges in Uncertain Times.*
- 2018 Conference Chair of the Global Business and Technology Association Twentieth Annual International Conference, Bangkok, Thailand, July 3<sup>rd</sup>-7<sup>th</sup>, 2018. Theme: *Shaping the Next Wave of Globalization: Using Current Trends to Reconnect with Markets and Create Value.*

Invited Keynote Presentations

- 2021 Speaker at ACBSP Conference 2021 from June 25-28<sup>th</sup>, 2021. Topic: *Managing Unexpected Challenges and Finding Opportunities in Business School during Turbulent Times.*
- 2016 Keynote speaker at the International Conference on Digital Economy in Carthage, Tunisia from April 28-30<sup>th</sup>. Topic: *Globalization and Emerging Technologies: Advances that will Transform Business and the Economy.*
- 2012 Keynote speaker at the Innovation Leadership Forum: Innovation Culture sponsored by the Greater Philadelphia Senior Executives Group in Philadelphia, PA on September 6<sup>th</sup>. Topic: *Developing an Innovative Culture in Business.*
- 2012 Roundtable Discussion Leader and Speaker at Business Clubs of America in Philadelphia, PA on October 18<sup>th</sup>. Topic: *Entrepreneurship: The 20 Pitfalls of Business Failure and How to Avoid Them.*
- 2007 Roundtable Discussion Leader at the AACSB International Continuous Improvement Conference in St. Louis, MO from September 16-18<sup>th</sup>. Topic: *Faculty Sufficiency, Faculty Management, and Support.*

- 2003 Keynote Speaker at the Global Awareness Society International Twelfth Annual Conference in Washington, DC from May 22<sup>nd</sup>-25<sup>th</sup>: Topic: *Current Issues in Global Higher Education*.
- 2000 Keynote Speaker at the AACSB International Associate Deans Seminar in Miami, FL from December 11-14<sup>th</sup>: Topic: “*Strategic Planning for Internationalization: Issues and Strategies*”.

### Selected Publications

#### A. Books Authored

1. *Service Science Research, Strategy and Innovation: Dynamic Knowledge Management Methods*. IGI Global 2012. N. Delener.
2. *Strategic Planning and Multinational Trading Blocs*. Greenwood Publishing Group Inc. Quorum Books 1999. N. Delener.

#### B. Books Edited

1. *Embracing the Positive Impact of Disruption in the Field of Futurism*. Global Business and Technology Association Readings Book. 2023, N. Delener and C. Schweikert.
2. *Resilience and Reinvention: Best Practices*. Global Business and Technology Association Readings Book. 2022, N. Delener and C. Schweikert.
3. *Reconstructing Global Markets: Challenges, Policies, and Strategies*. Global Business and Technology Association Readings Book. 2021, N. Delener and C. Schweikert.
4. *Growth and Sustainability in Global Markets: Theory, Evidence, and Practice*. Global Business and Technology Association Readings Book. 2020, N. Delener and C. Schweikert.
5. *Developing Solutions to Contemporary Challenges in Uncertain Times*. Omnipress, 2019, N. Delener and C. Schweikert.
6. *Shaping the Next Wave of Globalization: Using Current Trends to Reconnect with Markets and Create Value*. Omnipress, 2018, N. Delener and C. Schweikert.
7. *Community Preparedness and Response to Terrorism*. Praeger/Greenwood Publishing Group, Inc. 2005. J.A. Johnson, Jr., M.H. Kennedy, and N. Delener.

8. *Ethical Issues in International Marketing*. International Business Press, 1995. N. Delener.

#### C. Chapters in Books

1. “Is Innovation Determinant for SME Performance? Cross-Country Analysis of the Economics of Former USSR Countries” in A. Chepunrenko and A. Sauka (Eds.) *Entrepreneurship in Transition Economies* Springer (2017): 97-111. N. Delener, O. Farooq and M. Bakhadirov.
2. “An Exploratory Study of Internet and Catalog Shoppers: Implications for Marketing”, in N. Delener and C. Chao (Eds.) *Challenging the Frontiers in Global Business and Technology: Implementation of Changes in Values, Strategy and Policy* (July 2003): 340-347, N. Delener and W. P. Conklin.
3. “Entrepreneurial Studies: Winning in Changing Global Markets”, in N. Delener and C. Chao (Eds.), *Beyond Boundaries*. Omnipress (2002): 306-315. N. Delener.
4. “Ethics Code in Business Management”, in B. Milner and F. Lees (Eds.), *Management of the Modern Company*, Moscow, Russia (2001): 453-468. N. Delener. [in Russian].
5. “Global Planning of Business Activity”, in B. Milner and F. Lees (Eds.), *Management of the Modern Company*, Moscow, Russia (2001): 366-378, N. Delener and F. Lees. [in Russian].
6. “The International Regulation of Dumping: Development in the Trading System”, in I. Al-Hashimi, N. Delener and N.S. Perry (Eds.), *The Book of Readings*. Institute of Business Administration and Technology, Volume 1, Number 1 (July 1997): 130-137. N. Delener.
7. “Islam and Work”, in G. Roukis and P. Montana (Eds.), *Workforce Management in the Arabian Peninsula: Forces Affecting Development*. Greenwood Press, Inc., (1986): 71–87, R. M. Moore and N. Delener.

#### D. Refereed Journal Articles

1. “Developing Marketing and Advertising Strategies through Disruption Philosophy”, *Journal of Marketing and Consumer Research*, Volume 54 (2019): 51-56, N. Delener.

2. “Leadership Excellence in Higher Education: Present and Future”, *The Journal of Contemporary Issues in Business and Government*, Volume 19 Number 1 (2013): 19-33, N. Delener.
3. “Old Wine in New Bottles: Are Carbon Tariffs International Trade Barriers? An Empirical Study on the Impact of Carbon Tariffs on Chinese Agricultural Products”, *The Journal of Business and Economic Studies*, Volume 19, No. 1 (Spring 2013): 85-99, X. Zhang, C. Qi, and N. Delener.
4. “Determinants of Retail Patronage: A Cross-Cultural Experiment”, *International Journal of Business Research*, Volume 12 Number 4 (2012): 43-64, N. Delener, I. Nebenzahl and J. Meng.
5. “Current Trends in Global Tourism Industry: Evidence from the United States”, *Public Administration Journal (RAP – Revista de Administracao Publica)*: Volume 44, Number 5 (2010): 1125-1137. N. Delener.
6. “An Empirical Study of Consumer Behavior Patterns Among Filipino and Korean Americans in the United States”, *Journal of Marketing Management*, (Spring 2004): 30-44, F. Karakaya, N. Delener and N.G. Barnes.
7. “Chaos Theory: Marketing and Management Implications”, *Journal of Marketing Theory and Practice*, (2001): 66-75, N. Delener and N. Doherty.
8. “International Counterfeit Marketing: Success Without Risk”, *Review of Business*, Volume 20, No. 3 (Fall 2000): 16-20. N. Delener.
9. “An Ethical and Legal Synthesis of Dumping: Growing Concerns in International Marketing”, *Journal of Business Ethics*, Volume 17, Number 15 (November 1998): 1747-1753. N. Delener.
10. “Global Challenges to Joint Ventures in China: The Insight Views of U.S. and Chinese CEOs”, *Journal of Emerging Markets*, Volume 3, Number 2 (Summer 1998): 61-80, N. Delener and C. Chao.
11. “Cross-National Comparison of Household Purchasing Roles: The United States and Israel”, *Journal of Customer Service in Marketing & Management*, Volume 4, Number 1 (1998): 1-29, N. Delener, H. Katzenstein and I.D. Nebenzahl.

12. “Sales Promotion Strategies: The Influence of Demographics and Purchase Situations”, *The Journal of Business and Economic Studies*, Volume 3, Number 2 (1997): 21-31. N. Delener.
13. “Beware of Globalization: A Comparative Study of Advertising Agency–Client Relationships”, *Journal of Professional Services Marketing*, Volume 14, Number 1 (1996): 167-177. N. Delener.
14. “Assessing the Impact of Country–of–Origin on American and Foreign Made Product and Service Evaluations”, *Journal of Customer Service in Marketing & Management*, Volume II, Number 4 (1996): 5-30, N. Delener, E. E. Scheuing and K. Dubas.
15. “An Empirical Examination of Consumer Payment System Attribute Perceptions and Preferences: A Cross Cultural Perspective”, *Journal of Professional Services Marketing*, Volume 12, Number 1 (Fall 1995): 53-71. N. Delener.
16. “Assessing Cigarette Smoking Motives of Young Adolescents: Research and Health Perspectives”, *The Journal of Smoking—Related Disorders*, Volume 6, Number 2 (November 1995): 81-88. N. Delener.
17. “An Integrative Review of Non-response Errors in Survey Research: Major Influences and Strategies”, in Jagdish N. Sheth and Atul Parvatiyar (Eds.), *Research in Marketing*, Volume 12 (1995): 49-80. N. Delener.
18. “The Growing Importance of Ethical Issues in International Marketing and Their Practical Relevance: An Introduction”, *Journal of Euromarketing*, Volume 4, Number 2 (1995): 5-9. N. Delener.
19. “Religious Contrasts in Consumer Decision Behaviour Patterns: Their Dimensions and Marketing Implications”, *European Journal of Marketing*, Volume 28, Number 5 (1994): 36–53. N. Delener.
20. “Family Purchasing Roles in Saudi Arabia: Perspectives from Saudi Wives”, *Journal of Business Research*, Volume 31, Number 1 (September 1994): 75–86, U. Yavas, E. Babakus and N. Delener.
21. “Credit Card Possession and Other Payment Systems: Use Patterns Among Asian and Hispanic Consumers”, *The International Journal of Bank Marketing*, Volume 12, Number 4 (1994): 13–24, N. Delener and H. Katzenstein.
22. “Consumer–Related Marital Role Orientations Among Hispanic,

- Irish and Italian–American Wives: A Subcultural Comparison”, *Journal of International Consumer Marketing*, Volume 4, Number 4 (1992): 7–31. N. Delener.
23. “European Unification in 1992 Challenges U.S. Industries: Winners, Losers and New Directions”, *Journal of Euromarketing*, Volume 1, Number 3 (1992): 5–27, N. Delener and H. Katzenstein.
  24. “The Effects of Religious Factors on Perceived Risk in Durable Goods Purchase Decisions”, *The Journal of Consumer Marketing*, Volume 7, Number 3 (Summer 1990): 27–38. N. Delener.
  25. “Informational Sources and Media Usage: A Comparison Between Asian and Hispanic Subcultures”, *Journal of Advertising Research*, Volume 30, Number 3 (June/July 1990): 45–52, N. Delener and J. P. Neelankavil.
  26. “An Examination of the Religious Influences as Predictors of Consumer Innovativeness”, *The Journal of Midwest Marketing*, Volume 5, Number 1 (Spring 1990): 167–178. N. Delener.
  27. “The Impact of Demographics on Household Personal Computer Purchasing Decisions”, *Journal of the Academy of Marketing Science*, Volume 15 (Summer 1987): 25–32, E. Sherman and N. Delener.

#### E. Refereed Proceedings

1. "An Analysis of the Greece Sovereign Debt Crisis", in Stuart Rosenberg (Ed.), *Proceedings*, (New York: Northeast Business and Economics Association 39<sup>th</sup> Annual Conference) (October 2012): 80-84, N. Delener and S. Swaleh.
2. “Immigration and the U.S. Economy: A Strategic Perspective”, in L. Rivera-Solis (Ed.), *Proceedings*, (Melville, New York: Northeast Business and Economics Association 35<sup>th</sup> Annual Conference) (November 2008): 157-161, N. Delener and J.M.Ventilato.
3. “The Effect of Market Orientation on Firm Performance: A Cross-Cultural Comparison”, in S. Mackey (Ed.) *Proceedings* (New Britain, CT: Northeast Business and Economics Association 34<sup>th</sup>, Annual Conference) (November 2007):22-26, N. Delener and Jiang Cheng.
4. “The Movie Industry: Managing The Box Office Slump”, in S.

Mackey (Ed.) *Proceedings* (New Britain, CT: Northeast Business and Economics Association 34<sup>th</sup> Annual Conference) (November 2007):276-280. N. Delener.

5. “Pharmaceutical Advertising: What Does the Future Hold For the Rapidly Growing Industry?”, in S. Rosenberg (Ed.) *Proceedings* (Port Jefferson, NY: Northeast Business and Economics Association 33<sup>rd</sup>, Annual Conference) (October 2006):75-78. N. Delener.
6. “Values of Minority Orientals: Sub–Cultural Comparisons Using A Three Dimensional Approach to Values Measurement”, in R.L. King (Ed.), *Developments in Marketing Science* (Fort Lauderdale, FL: Academy of Marketing Science) Volume XIV (May/June 1991): \ 255–259. **Received Best Paper Award**, N. Delener and K.S. Lee.

#### F. Other Publications

1. “Learning From Crisis: How the Coronavirus Pandemic Has Changed the Way We Do Business,” *York College Magazine*, Volume 3 (2020): 23-25, N. Delener

#### Editorial Responsibility

2005-Present	Editor-in-Chief of the <i>Journal of Global Business and Technology</i> (JGBAT), Print ISSN 1553-5495, Online ISSN 262-2733. Indexed in Scopus.
2005-Present	Member of the Review Board for <i>The Journal of Contemporary Issues in Business and Government</i> .
2024	Reviewer for the <i>International Journal of Human Resource Management</i> .
2000-2012	Reviewer for the <i>Journal of International Marketing</i> .
1994-1997	Editor for the <i>Journal of Academy of Business Administration</i> .
1994-2006	Reviewer for the <i>Journal of Business and Management</i> .
1993-1995	Guest Editor for the <i>Journal of International Consumer Marketing</i> . Theme: Ethical Issues in International Marketing.
1992-2006	Reviewer for the <i>International Journal of Consumer Marketing</i> .
1991-2006	Book Review Editor for the <i>Journal of International Consumer Marketing</i> .

1989-2006 Ad Hoc Reviewer for the *Journal of Managerial Issues*.

### Consulting and Development

#### Management Consulting Affiliations:

- Ellington Duval Inc.: Worldwide Marketing Group–International Marketing Planning.
- The Beaumont Organization, Ltd.–Market research, logistics.
- M.C. Koffler & Co., Inc. – Strategic Marketing Planning.
- Marriott Corporation – New York – Attitude research, advertising.
- World’s Fair – New York – Marketing audit, special reports.
- Bally of Switzerland – Switzerland – Executive education.

### Professional Experience

1998-Present President, Global Business and Technology Association, Inc. (GBATA), Non-profit

*Responsibilities:* Coordinate annual conferences sponsored by forward thinking universities and institutions from around the globe working with 80 plus scholars and executives. This allows us to promote and publish double blind refereed multidisciplinary and discipline-specific research. About 250 participants from over 40 countries attend the GBATA annual conferences.

1977-1978 Policy Studies Project Participant (Honors Program)

*Responsibilities:* Develop a long-range strategic plan for Citibank and Chase. The project was submitted to fill partial requirement of the MBA program at the Stern School of Business, New York University.

1974 Vice President for Marketing, SIFAS Corporation

*Responsibilities:* Develop a long-range strategic plan for the company’s marketing activities. Forecast sales, identify performance problems and recommend solutions. Evaluate effectiveness of current programs and suggest modifications

### Programs Developed

#### Undergraduate:

- *Adult Degree Completion*
- *Bachelors of Business Administration*

#### Graduate:

- *Online MBA*
- *International MBA*
- *Executive MBA*



- *Bachelors of Science in Economics*
- *International Business & Language Studies*
- *Entrepreneurship*
- *Risk Management*
- *MBA in Health Care Management*
- *MS in Forecasting*
- *MS in Financial Engineering*
- *MS in Business Analytics*

### Courses Developed

#### Undergraduate:

- *Honors Research Seminar*
- *Principles of International Business*
- *Global Marketing Intelligence*
- *Global Trading Blocs*

#### Graduate:

- *Global Business Seminar*
- *Seminar in Current International Marketing Topics*
- *International Marketing Seminar Abroad*

### Courses Taught Recently

#### Graduate:

- *Marketing Strategy (EMBA)*
- *Marketing Research (MBA)*
- *Marketing in a Global Context (MBA)*
- *International Business Studies (EMBA)*
- *Business Consultancy Project (EMBA)*

### Doctoral Dissertation and Promotion Committee Membership

Member of the Promotion Committee for Dr. Rita Klonaridis: North-West University, South Africa, External Evaluator, Summer 2023.

Member of the Promotion Committee for Dr. Kirsty-Lee Sharp: North-West University, South Africa, External Evaluator, Summer 2023.

Member of the Tenure and Promotion Committee for Dr. Christina Schweikert: St. John's University, U.S.A., Spring 2017.

Member of the Promotion Committee for Dr. Chin-Chun (Vincent) Hsu: University of Nevada, Las Vegas (UNLV), U.S.A., External Evaluator, Spring 2014.

Member of the Doctoral Dissertation Committee for Nicholas Grigoriou: Faculty of Business and Enterprise, Swinburne University Australia, Spring 2013.

Member of the Doctoral Dissertation Committee for Jue Chen: Faculty of Business and Enterprise, Swinburne University of Technology, Australia, Spring 2012.

Member of the Promotion Committee for Dr. Yelena Tsarenko: Department of Marketing, Monash University, Australia, External Evaluator, Fall 2011.

Member of the Promotion Committee for Dr. Satyendra Singh: Faculty of Business Economics, The University of Winnipeg, Canada, External Evaluator, Fall 2009.

Member of the Promotion Committee for Dr. Dana-Nicoleta Lascu: Robins School of Business, University of Richmond, U.S.A. External Evaluator, Fall 2005.

Member of the Promotion Committee for Dr. Mark Lipton, Milano Graduate School, New School University, U.S.A., External Evaluator, Spring 2003.

Member of the Promotion Committee for Dr. Altan Erdem, University of Houston-Clear Lake, U.S.A., External Evaluator, Fall 2002.

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