Students in MGMT-6630 Starting Up a New Venture, were quite fortunate to have Rensselaer alumnus Clint MacKeen ('03 M.S. Management), Principal and Founder of Apex Lighting Solutions, as a guest speaker discussing entrepreneurship on February 18. MacKeen provided some initial background information about his company, and then used a Q&A format to lend some powerful insights for budding entrepreneurs. MacKeen created and started Apex Lighting Solutions in 2004 and it is now five years strong. Apex is a manufacturers’ representative firm that specializes in the marketing, sales, and consulting engineering design of technical electrical products, most notably lighting, control systems, and emergency generation equipment. Recently, there has been a big push in LED and solar powered technologies related to the electrical industry and Apex already has a large presence in these market segments as well.

Having earned a B.S. in Electrical Systems, MacKeen pursued his master’s degree at Rensselaer in large part due to the hands-on nature of the management and finance program where he could apply the engineering theory he learned in college with his entrepreneurial endeavors. He received significant help with his startup from Randall G. Peters, J.D., Clinical

Student Satisfaction Survey Winners Announced

Vivian M. Vidal Otero (left), who is working toward an M.S. in Management, and Jane Mourice (right), studying toward an MBA, each won $50 Amazon.com gift certificates for participating in the online 2010 Student Satisfaction Survey sponsored by the Office of Student Services. Otero is a Quality Engineer at Pratt & Whitney (P&W), where she audits suppliers so they can produce parts meeting P&W standards. She planned on using the gift certificate to purchase a Douglas Adams book. Commenting on her Rensselaer experience, Otero said, “It has been really good. People are always in the disposition to help.” Mourice is a full-time student in the MBA program. She thought she might spend the gift certificate on e-books. “It’s a great program and I have met some wonderful people,” Mourice said, of her experience pursuing her Rensselaer MBA.
**Alumni News**

**1980s**

Elizabeth (Betsy) A. Enloe (’88 M.S. Computer Science) was appointed Vice President for Finance and Administration at Saint Joseph College in West Hartford. Previously, she served as Vice President for Administration and Finance, Chief Financial Officer and Treasurer, at Landmark College in Putney, Vermont.

Shawn M. Harrington (HGC ’87 M.S. Management) has been appointed Vice President for Finance and Administration at Saint Joseph College in West Hartford. Previously, he served as Vice President for Administration and Finance, Chief Financial Officer and Treasurer, at Trumbull Services.

**1990s**

Martin E. Sandshaw (’97 M.S. Management), a retiree, has been elected to the Plymouth Town Council.

**2000s**

Kevin R. Beaudoin (’94 MBA) was elected to the Southington Board of Finance. He is a Financial Auditor in the Insurance Department for the State of Connecticut.

Christopher J. Pattacini (’94 MBA) has been reelected to the Manchester Board of Education. He is a Director at Albridge/Pro-Benchmark. Pattacini also completed the State of Connecticut Teacher’s Certification program.

Daniel S. Kantor (’96 MBA), Chief Financial Officer, The S/L/A/M Collaborative Inc., was recognized as the winner in the Mega Private Company category as “Outstanding CFO of the Year 2009” by the Hartford Business Journal in its November 16 issue.

Martin E. Sandshaw (’97 M.S. Management), a retiree, has been elected to the Plymouth Town Council. He is a Sourcing Consultant/Buyer for Northeast Utilities.

**In Memoriam**

**Alumni**

Gerard J. Pangallo (’94 M.S. Health Care Management), of New Hartford, died on December 24. He provided business consultation services as Owner and President of Pangallo Associates. He also worked as an EMT for VINTECH Management Services.

Kevin-John McIntyre, Ph.D., of Albany, died on December 14. He was a Clinical Associate Professor in the Hartford Department of the Lally School of Management and Technology at Rensselaer from fall 2006 through spring 2008. Dr. McIntyre taught courses in international business and marketing.

Maria Angelos (’02 M.S. Management), of Danielson, died on February 8. She served as Student Services and Enrollment Administrator at Rensselaer’s Groton Site from September 1998 through June 2005. Rensselaer alumni, faculty, and staff will remember her warm smile and dedication to student services in southeastern Connecticut. Most recently, she was employed as Dean of Admissions at Quinebaug Valley Community College, where she was also an adjunct professor.

**Faculty**

Kevin-John McIntyre, Ph.D., of Albany, died on December 14. He was a Clinical Associate Professor in the Hartford Department of the Lally School of Management and Technology at Rensselaer from fall 2006 through spring 2008. Dr. McIntyre taught courses in international business and marketing.

Dr. Rainey Book

Continued from page 1

The book provides guidance and support in formulating, developing, and implementing business strategies and action plans. It also includes advice on how to develop and deploy strategic management systems, management constructs, and organizational structures. This gives executives, strategic leaders, professionals, and practitioners the tools they need to create value and achieve sustainable success.

According to Dr. Rainey, “Sustainable success depends on strategic positions, solutions, systems, and relationships that are comprehensive and interconnected — those that provide extraordinary value. It is enhanced when the systems, solutions, and relationships are difficult for others to duplicate. As the basis for the solution moves from products and processes to systems, structures, and relationships, the solutions become more holistic and integrated, thus fully articulated; competitors and others have to follow suit if they wish to stay in the game.”

**Faculty**

Kevin-John McIntyre, Ph.D., of Albany, died on December 14. He was a Clinical Associate Professor in the Hartford Department of the Lally School of Management and Technology at Rensselaer from fall 2006 through spring 2008. Dr. McIntyre taught courses in international business and marketing.

**Staff**

Maria Angelos (’02 M.S. Management), of Danielson, died on February 8. She served as Student Services and Enrollment Administrator at Rensselaer’s Groton Site from September 1998 through June 2005. Rensselaer alumni, faculty, and staff will remember her warm smile and dedication to student services in southeastern Connecticut. Most recently, she was employed as Dean of Admissions at Quinebaug Valley Community College, where she was also an adjunct professor.

**In Memoriam**

**Alumni**

Gerard J. Pangallo (’94 M.S. Health Care Management), of New Hartford, died on December 24. He provided business consultation services as Owner and President of Pangallo Associates. He also worked as an EMT for VINTECH Management Services.

Kevin-John McIntyre, Ph.D., of Albany, died on December 14. He was a Clinical Associate Professor in the Hartford Department of the Lally School of Management and Technology at Rensselaer from fall 2006 through spring 2008. Dr. McIntyre taught courses in international business and marketing.

**Faculty**

Kevin-John McIntyre, Ph.D., of Albany, died on December 14. He was a Clinical Associate Professor in the Hartford Department of the Lally School of Management and Technology at Rensselaer from fall 2006 through spring 2008. Dr. McIntyre taught courses in international business and marketing.

**Staff**

Maria Angelos (’02 M.S. Management), of Danielson, died on February 8. She served as Student Services and Enrollment Administrator at Rensselaer’s Groton Site from September 1998 through June 2005. Rensselaer alumni, faculty, and staff will remember her warm smile and dedication to student services in southeastern Connecticut. Most recently, she was employed as Dean of Admissions at Quinebaug Valley Community College, where she was also an adjunct professor.

**In Memoriam**

**Alumni**

Gerard J. Pangallo (’94 M.S. Health Care Management), of New Hartford, died on December 24. He provided business consultation services as Owner and President of Pangallo Associates. He also worked as an EMT for VINTECH Management Services.

Kevin-John McIntyre, Ph.D., of Albany, died on December 14. He was a Clinical Associate Professor in the Hartford Department of the Lally School of Management and Technology at Rensselaer from fall 2006 through spring 2008. Dr. McIntyre taught courses in international business and marketing.

**Faculty**

Kevin-John McIntyre, Ph.D., of Albany, died on December 14. He was a Clinical Associate Professor in the Hartford Department of the Lally School of Management and Technology at Rensselaer from fall 2006 through spring 2008. Dr. McIntyre taught courses in international business and marketing.

**Staff**

Maria Angelos (’02 M.S. Management), of Danielson, died on February 8. She served as Student Services and Enrollment Administrator at Rensselaer’s Groton Site from September 1998 through June 2005. Rensselaer alumni, faculty, and staff will remember her warm smile and dedication to student services in southeastern Connecticut. Most recently, she was employed as Dean of Admissions at Quinebaug Valley Community College, where she was also an adjunct professor.

**In Memoriam**

**Alumni**

Gerard J. Pangallo (’94 M.S. Health Care Management), of New Hartford, died on December 24. He provided business consultation services as Owner and President of Pangallo Associates. He also worked as an EMT for VINTECH Management Services.

Kevin-John McIntyre, Ph.D., of Albany, died on December 14. He was a Clinical Associate Professor in the Hartford Department of the Lally School of Management and Technology at Rensselaer from fall 2006 through spring 2008. Dr. McIntyre taught courses in international business and marketing.

**Faculty**

Kevin-John McIntyre, Ph.D., of Albany, died on December 14. He was a Clinical Associate Professor in the Hartford Department of the Lally School of Management and Technology at Rensselaer from fall 2006 through spring 2008. Dr. McIntyre taught courses in international business and marketing.

**Staff**

Maria Angelos (’02 M.S. Management), of Danielson, died on February 8. She served as Student Services and Enrollment Administrator at Rensselaer’s Groton Site from September 1998 through June 2005. Rensselaer alumni, faculty, and staff will remember her warm smile and dedication to student services in southeastern Connecticut. Most recently, she was employed as Dean of Admissions at Quinebaug Valley Community College, where she was also an adjunct professor.

**In Memoriam**

**Alumni**

Gerard J. Pangallo (’94 M.S. Health Care Management), of New Hartford, died on December 24. He provided business consultation services as Owner and President of Pangallo Associates. He also worked as an EMT for VINTECH Management Services.

Kevin-John McIntyre, Ph.D., of Albany, died on December 14. He was a Clinical Associate Professor in the Hartford Department of the Lally School of Management and Technology at Rensselaer from fall 2006 through spring 2008. Dr. McIntyre taught courses in international business and marketing.

**Faculty**

Kevin-John McIntyre, Ph.D., of Albany, died on December 14. He was a Clinical Associate Professor in the Hartford Department of the Lally School of Management and Technology at Rensselaer from fall 2006 through spring 2008. Dr. McIntyre taught courses in international business and marketing.

**Staff**

Maria Angelos (’02 M.S. Management), of Danielson, died on February 8. She served as Student Services and Enrollment Administrator at Rensselaer’s Groton Site from September 1998 through June 2005. Rensselaer alumni, faculty, and staff will remember her warm smile and dedication to student services in southeastern Connecticut. Most recently, she was employed as Dean of Admissions at Quinebaug Valley Community College, where she was also an adjunct professor.
Lally Professor Awarded “Best Paper” by the Association for Global Business

Randall G. Peteros, J.D., Clinical Associate Professor, Lally School of Management and Technology, was presented with the Association for Global Business (AGB) Conference “Best Paper Award.” The certificate was awarded “In Recognition of Excellence in Research as Determined by Peer Evaluation” for his article, “Financial Crisis Investing in Perspective: Probabilities and Human Behavior.”

Professor Peteros presented the paper at the 2009 AGB Conference held in Orlando, Florida, November 12-14. This annual academic conference has been in existence for 24 years and had 115 academics in attendance this year. Academics presenting research papers came from countries all over the world including Cyprus, Denmark, Italy, Mexico, Pakistan, and Taiwan, to name a few.

The paper examines investor behavior and performance during periods of economic booms and busts, and during bull and bear markets. The findings conclude that investors have demonstrated a pattern of piling into overvalued markets and selling heaviy in undervalued markets. It also found that periods of extreme underperformance in the stock market have always been followed by periods of extreme outperformance. This paper is intended to improve investment outcomes by identifying turning points in markets and the past mistakes made by individual and institutional investors.

The paper was also accepted for presentation at the annual Athens Institute of Education and Research Conference held in Athens, Greece. Professor Peteros used this paper to deliver presentations on the subject of “Investing During An Economic Crisis” to members of the Pratt & Whitney’s Women’s Forum and at Aetna Inc.

Rensselaer Alumnae Were Finalists for 2010 Women of Innovation Awards

Four Rensselaer alumnae of the Hartford campus were named finalists in the 2010 Women of Innovation Awards: A Celebration of Connecticut’s Outstanding Women in Science and Technology, sponsored by the Connecticut Technology Council (CTC). The awards gala was held January 20 in Southington. The program celebrated and honored the energy, creativity and remarkable capabilities of 59 women working in Connecticut’s science, engineering, and technology community. The event provided the opportunity to salute all the nominees and finalists — women who are innovators, role models, and leaders.

Finalists in the “Large Business Innovation and Leadership” category were Jennifer Broom (Oudemool) (’99 MBA), Donna M. Grossman (’81 M.S. Mechanical Engineering), Mary T. Lombardo (’93 MBA), and Deborah K. Orosz (’00 M.S. Management). Broom is the Manager of Collaborative Research for Covidien Surgical Devices in North Haven. She is responsible for managing collaborative projects with external partners including clinicians and university researchers. Prior to joining Covidien, Broom worked for a specialty metals manufacturer as a technical specialist, helping to design products and resolve problems with customers.

Grossman has worked in Mechanical Design Engineering at Hamilton Sundstrand since 1977. Her projects have included mechanical design on the current space suit, several projects for nuclear submarine use, and various environmental control/life support systems (ECLS) for the Space Shuttle and the International Space Station. Grossman is currently working as the Design lead on the ECLS for the Shuttle replacement vehicle, Orion.

Lombardo is Director, Materials Engineering, Carrier Corporation, United Technologies Corporation (UTC). Prior to her current appointment, Lombardo was Director, Supply Chain Management, where she was responsible for leading the commodity management teams at Carrier and had responsibility for over $5B in spending in global product and non-product categories.

Orosz holds the position of Manager, Engineering Effectiveness and Processes for Hamilton Sundstrand’s Aerospace Power Systems. As Hamilton Sundstrand’s Green Products manager, Orosz develops and leads strategies for the company’s global Green Products program, which focuses on providing products that minimize environmental impact.

To learn more about the awards program, please visit the CTC Web site at: www.ct.org.

Entrepreneur Alumnus

Continued from page 1

and how to balance risk and reward that comes with all decision making. His number one take-away was, “Do something that you’re good at and do what you know.” He spoke of the value of diversification, getting to the core of one’s industry to understand business, and making a good impression in the marketplace.

The students in the class are currently working on aspects of writing a business plan. MacKeen said that the operating agreement is critical for a effective business plan. He explained that entrepreneurs need to have “a basic outline of who they are and how they will implement their vision, and be able to prove that they know specifically what the competition’s strengths and weaknesses are, their financials, and their timeline.” He emphasized the importance of having a good banker, attorney, and accountant on board, and cultivating those relationships by asking lots of questions.

MacKeen spoke of outsmarting and out hustling competitors. He said, “You can’t control the other guys, only yourself. So try to anticipate what others are going to do. You can’t get complacent. You must distance yourself from others.” He stressed “doing the right thing” in terms of business ethics. Examples he gave included being loyal to employees, being a good manager, treating people with respect, and establishing a culture with a strong work ethic.

Following the nearly two hour long discussion, MacKeen continued to answer student questions in a one-on-one format during the class break. Had the Starting Up a New Venture course been offered when he was a student, MacKeen definitely would have registered for the class. Fortunately, for the benefit of current Rensselaer students, another outstanding alumnus took the time to visit his alma mater and share his sage advice with future entrepreneurs.

Book Buyback

April 21-23
11 a.m. – 6 p.m.
Located at the Reception Desk on Level 3
Rensselaer Hartford Campus

EWP@Rensselaer is published by the Office of Communications at Rensselaer’s Hartford Campus.
Send comments to: EWP@Rensselaer,
275 Windsor Street, Hartford, CT 06120,
or e-mail: offcomm@ewp.rpi.edu.
Faculty and Staff News

Lisa L. Chandler, MBA, DBA, Adjunct Professor, Lally School of Management and Technology, and her former student, Rensselaer alumnus, Harry D. Samaroo ('09 M.S. Management), co-authored the article, “Pfizer and the Greenstone brand: A sustainable competitive advantage?” in the February 2010 (10.2) issue of the Journal of Medical Marketing. Chandler and Samaroo state, “This article assesses the impact of generic drugs on the pharmaceutical industry and presents a framework to assess Pfizer’s response to generic drug competitors. The research suggests specific actions by pharmaceutical companies could prove to be effective for new growth while contributing to a reduction in health-care costs for society.” To read the article, please visit: http://www.palgrave-journals.com/jmm/journal/vaop/ncurrent/abs/jmm200951a.html.

Professor Chandler has also started a Women in Business Interest Group on the professional networking web site “LinkedIn.” The group welcomes those individuals interested in women in business issues. She encourages faculty and students focused in business studies, individuals in business, aspiring entrepreneurs, and those who wish to support the success of women in business, to join the group at: http://www.linkedin.com/groupsDirectory?results=&sik=1264174897483.

The group welcomes those individuals interested in women in business issues. She encourages faculty and students focused in business studies, individuals in business, aspiring entrepreneurs, and those who wish to support the success of women in business, to join the group at: http://www.linkedin.com/groupsDirectory?results=&sik=1264174897483.

Brian J. Clement ('03 MBA), Director, Technical and Information Services (TIS), and Adam Hechler, Senior Analyst/PC Systems Administrator, TIS, attended the EDUCAUSE (http://www.educause.edu/) national conference held in Denver, November 3-6. EDUCAUSE is a nonprofit association whose mission is to advance higher education by promoting the intelligent use of information technology.

James P. Stodder, Ph.D., Clinical Associate Professor, Lally School of Management and Technology, gave a presentation entitled, “Complementary Credit Networks and Macroeconomic Stability” at the First Central Bank Forum on Financial Inclusion Conference held in Salvador, Brazil, on November 18. The presentation was based on a recent article by the same name in the October issue of the Journal of Economic Behavior and Organization. The conference examined the growth of local community currencies throughout Latin America (Brazil alone has over 50), and their role in alleviating poverty and economic downturns. The conference was sponsored by the Central Bank of Brazil, the first central bank to explicitly support such community currencies. Dr. Stodder met the leaders of several large currency networks, and hopes to extend his European research with Latin American data.

BusinessWeek Survey Ranks Center for Creative Leadership (CCL®) Among World’s Best in Executive Education

Rensselaer is the only licensed Network Associate in the Northeast of the nationally recognized Center for Creative Leadership (CCL). CCL has again been ranked among the world’s top providers in BusinessWeek’s biennial survey released in November. BusinessWeek rated CCL No. 3 worldwide for Custom Programs, and No. 5 in the Open-Enrollment category. BusinessWeek’s special report on business education is available at: http://bwnt.businessweek.com/schools/exced_rankings_2009?channel=ranked+report.

CCL, which provides leadership training worldwide from its offices in Asia, Europe and North America, is the only institution in the survey that focuses exclusively on leadership education and research. Through the licensing arrangement, Rensselaer offers two distinct leadership programs designed to assess the leadership qualities of emerging leaders/managers and senior-level managers. The programs offered are Foundations of Leadership and Leadership Development Program (LDP)*.

For more information, please contact Clarence Byers at 860-548-2479; toll-free at 800-433-4723, ext. 2479; e-mail: byersc@rpi.edu; or visit: http://www.euw.rpi.edu/ccl.

Cole Library News

- Three of the key databases in the Cole Library; IEEE, LexisNexis, and Mergent Online, have new and improved interfaces.
- Test drive the Global Reference on the Environment, Energy, and Natural Resources (GREENR) information portal during its trial run through April 1, and let us know if we should subscribe. Please see the spotlight on GREENR at: http://www.euw.rpi.edu/hartford/library/.
- Get to know the CorpTech database. It is a great resource tool for:
  - Company Research – Comprehensive source of company information and historical company profiles on emerging private and public business entities.
  - Competitor Analysis – Analyze markets and competition with focused company information.
  - Sales Leads – Find business contacts in high-tech markets quickly and easily.
- Go Green! Whether your perspective is engineering or management, or both, take a look at the Cole Library’s collection of new print and e-book titles on the environment. Check out the virtual display on the library home page. Click the book display to go to Flickr, then mouseover the individual titles for more information. Go to: http://www.euw.rpi.edu/hartford/library/ and scroll down to see the display.
- Rensselaer students will receive $1.50 off the regular admission price at the Connecticut Science Center when showing a student ID card. For more information, visit: http://www.ctsciencecenter.org/.

Upcoming RAA Events in Hartford!

The Hartford Chapter of the Rensselaer Alumni Association (RAA) will sponsor these exciting upcoming events:

• April 22 – Financial Seminar
• May 20 – Annual Career Networking Event

For more information about the RAA Hartford Chapter, please visit: www.alumni.rpi.edu/involved/chapters/hartford.html.