Michael Ginzberg

An educator, consultant, and advisor with 30+ years experience in senior leadership positions in the business schools of major research universities, focused on developing and executing effective strategies suited to the organization's unique situation. Extensive consulting experience in technology management and board experience with not-for-profit organizations, government agencies, and privately held corporations.

QUALIFICATION HIGHLIGHTS

- 30+ years leadership experience at major research universities, including serving as consultant to the president, dean, associate dean, associate provost, and department chair.
- Leader of successful strategic visioning processes at multiple business schools to develop clear focus and direction aligned with the market.
- Leader of strategy development for new school of science and engineering at a major private research university.
- Experienced international educator, including introduction of the MBA to post-communist Europe (International Management Center, Budapest) and founder of the Sarajevo Graduate School of Business.
- Developer/sponsor of innovative, interdisciplinary, market-driven programs at the undergraduate, graduate and executive levels.
- Successful fundraiser (over $45M) for a variety of purposes in multiple institutions and diverse economic environments.
- Experience leading academic enterprises with different financial models in diverse economic environments.

ACHIEVEMENTS

- Developed first AACSB accredited business program in post-Communist Central and Eastern Europe.

- Founded first western-style graduate business school in post-breakup Yugoslavia.
- Led turnaround of a major research university's business school from unaccredited, undergraduate only with a largely part-time faculty to AACSB accreditation, graduate programs and a productive research faculty.
- Supported development of the change management consulting practice in major international consulting firms, and introduced one of the first technology-driven change management courses in a business school.
- Secured and led execution of a $10M USAID contract to develop a graduate business school in Bosnia & Herzegovina.
- Led the turnaround of the undergraduate business program from the least competitive in the university to tied with engineering for most competitive (38% increase in freshman class, 33 point increase in average SAT, double the percentage of under-represented minority students).
- Secured multiple naming gifts - for the business school, a center for research and outreach, a professorship.
- Led financial turnaround of major international conference from near bankruptcy.

EXPERIENCE

Worcester Polytechnic Institute / Dean, Robert A. Foisie School of Business
2015 - 2018 - WORCESTER, MA

- Executed strategic planning process to align focus and direction of the Foisie School with the WPI Strategic Plan and the market.
- Performed thorough revision of the MBA to focus on STEM professionals and business in STEM industries.
- Developed new research and outreach initiatives in User Experience and Financial Technology.
- Serving as a Professor of Technology Management since 2015.

American University / Dean, Kogod School of Business
2011 - 2014 - WASHINGTON, D.C.

- Led successful strategic visioning process to develop clear focus and direction for the Kogod School.
- Significantly increased enrollment and revenue of both undergraduate and graduate programs.
- Secured $1M funding for professorship in finance.

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- Introduced new research, teaching and outreach programs in key areas to support the strategic vision, including entrepreneurship and analytics.
- Served as a Professor of Technology Management from 2011-2015.

Yeshiva University / Associate Provost; Dean, Sy Syms School of Business
2008-2011, NEW YORK, NY

- Developed and implemented strategic plan to radically transform the school in size, orientation, program structure and quality, and reputation.
- Secured multi-million dollar pledges ($8.4M total) to support undergraduate student scholarships, chaired professorship and faculty research fellowships.
- Developed and implemented plan to achieve AACSB accreditation (plan accepted by AACSB accreditation committees in Spring 2009; ready to request peer review team visit, May 2011).
- Introduced the School's first graduate program, the Master of Science in Accounting.
- Oversaw expansion of the School's programs in entrepreneurship, including establishment of the Entrepreneur-in-Residence position.
- Institutionalization of common processes and schedules for student administrative and disciplinary activities across the undergraduate colleges.
- Totally revised Manhattan Campuses Faculty Handbook.
- Oversight and management responsibility for the University's re-accreditation by the Middle States Commission on Higher Education.
- Served as a Professor of Management & Information Systems from 2007-2011.

Tulane University / Special Consultant to the President
SEPTEMBER 2006-JUNE 2007, NEW ORLEANS, LA

- Worked with the academic leadership of Tulane University leading the effort to develop a strategic vision and implementation plan for the University's new School of Science & Engineering.
- Presented the strategic vision document to President Cowen in February 2007. Strategic vision included new undergraduate and graduate degree programs integrating science and engineering faculty, as well as cross-disciplinary research themes to integrate the school's nine departments and link them to other units of the university.
- Completed the strategy implementation plan which was presented to and accepted by the Tulane Board in June 2007. The implementation plan includes details of resource needs, a plan for achieving the needed funding, and a timetable for implementation.

Alfred Lerner College of Business and Economics, University of Delaware / Dean
July 2000-JUNE 2006, NEWARK, DE

- Developed a strategic plan for the College to guide our evolution and the use of increased funding levels resulting from the naming gift and other advancement activities;

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implementation focused on three broad objective areas of building program excellence, marketing, and communications and public relations.

- Transformed Finance and Accounting & MIS Departments from largely teaching orientation to more balance with significant research activity and scholarly productivity; Finance Department rated by peer review panel among top 40 in the world.
- Developed the College's new Weinberg Center for Corporate Governance as the premier governance center in the U.S. with a broad program of knowledge dissemination activities and near daily appearances in the national press.
- Developed and implemented new collaborative undergraduate programs in IS/MIS (with Department of Computer Science) and International Business Studies (with Department of Modern Languages).
- Substantially increased undergraduate student body (38% increase in freshman class size) with marked improvement in quality (33 points on SAT).
- Developed programs to recruit and retain students from underrepresented populations, resulting in more than doubling this number to over 15% of the College undergraduate student body and over 20% of the 2006 Freshman class.
- Developed new venture programs at the undergraduate and graduate levels, including business plan competition, in conjunction with College of Engineering, the Delaware Technology Park and the Biotechnology Center, leading to ranking by Entrepreneur Magazine as a top regional entrepreneurship program.
- Executed total overhaul of marketing program for graduate professional programs resulting in 50% increase in student population.
- Oversaw the development and implementation of executive education program for corporate directors jointly with PricewaterhouseCoopers; annual participation in Director's College by ~35 directors of Fortune 500 (or equivalent size) companies.
- Negotiated $10million USAID contract to develop new graduate school of business and MBA program in Bosnia and Herzegovina, and successful fulfillment of contract.
- Received $20M naming pledge for the Lerner College of Business & Economics.
- Obtained $2M naming gift for the Weinberg Center for Corporate Governance and approx. $1.5M additional for Center endowment.
- Applied for and received over $1.25M in grant support for program development, department growth, and infrastructure, including financial technology laboratory.
- More than tripled annual fund raising (from $1.3M to $4.7M) and size of College endowments (from $5.9M to over $20M – will increase by an additional 50% when payment of naming pledge is completed).

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Weatherhead School of Management, Case Western Reserve University / Associate Dean for Professional and International Programs

1994-2000, CLEVELAND, OH

- Served as the Director, International Programs from 1991-1994; Chairman, Department of Management Information and Decision Systems from 1988-1994; Head, Management Information & Decision Systems Division from 1985-1988; Professor of Management Information Systems from 1987-2000; and Associate Professor of Management Information Systems from 1985-1987.
- Launched joint degree programs with other CWRU professional schools, including the School of Medicine, School of Law, School of Engineering, and Mandel School of Applied Social Sciences.
- Developed international program offerings for full and part-time students, including semester abroad exchange programs and short term study tours.
- Developed and offered the Weatherhead School MBA program with the International Management Center in Budapest, Hungary (subsequently the Business School of the Central European University).
- Led complete turnover of department faculty and significant recruitment leading to one of the top IS research departments in the world (ranked 20th in Academy of Management study)
- Launched innovative MS in Information Systems.
- Developed industry partners board resulting in significant financial support for the department, internship and placement opportunities for students, and research and consulting opportunities for faculty.
- Developed interdisciplinary (across the Weatherhead School and with the School of Engineering) research and outreach center, the Center for the Management of Science and Technology.
- Awarded foundation grants ($700,000) to develop and offer interdisciplinary executive program on the management of technology.
- Solicited and received corporate gift support ($250,000) to provide distance learning technology in School's executive education building.

EDUCATION

Alfred P. Sloan School of Management, M.I.T. / Ph.D. in Management

MAY 1975, CAMBRIDGE, MA

- NDEA Fellow: 1971-1974

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Iona College / M.B.A. in Economic Analysis
AUGUST 1971, NEW ROCHELLE, NY

Massachusetts Institute of Technology / S.B. in Management
JUNE 1969, CAMBRIDGE, MA

- Sloan School Senior Award, 1969
- Tau Beta Pi
- New York State Regents' Scholarship

ADDITIONAL INFORMATION

Honors & Awards:

- Senior Visiting Professorship, Next Generation Management and Innovation Research Center, Xi'an Jiaotong University, December, 2011
- Fellow of the Association for Information Systems, 2005
- Theodore M. Alfred Distinguished Service Award, Weatherhead School of Management, Case Western Reserve University, 1997

Board Memberships & Advisory Positions:

- eHealth Ventures, Advisor, 2014-2016
- Kulper and Company, Advisory Board Member, 2009-2016
- Quantum Leap Innovations, Inc.
    - Board Observer and Advisor to the Management Team, 2006-2008
    - Advisory Board Member, 2014-present
- Sarajevo Graduate School of Business, Chairman, Board of Trustees, 2004-2006
- Environmental Consulting International, Advisory Board Member, 2004-2005
- Quaker City Motor Parts Co., Consultant to the Board of Directors, 2003-2006
- Delaware Small Business Development Center Network, Advisory Board Member, 2002-2006
- Powderhorn Condominium Association, Board of Directors
    - Member, 2002-present
    - Treasurer, 2005-2010
    - President, 2010-present
- International Management Center, Member, Board of Trustees, 1998-2000
- Fabri-Centers of America, IS Oversight Committee, 1997-1998
- Flexon, Advisory Board Member, 1996-1998

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Published Books & Edited Volumes:

- Henry C. Lucas, Jr., Michael J. Ginzberg & Randall L. Schultz, IS Implementation: Testing a Structural Model, Ablex Publishing Corporation, Norwood, NJ, 1990.
- Joyce J. Elam, Michael J. Ginzberg, Peter G.W. Keen & Robert W. Zmud, Transforming the IS Organization, ICIT Press, Washington, D.C., 1988.
- Randall L. Schultz & Michael J. Ginzberg (eds.), Interfaces (Special Issue: Implementation), Volume 17, Number 3, May-June 1987.
- Randall L. Schultz & Michael J. Ginzberg (eds.), Management Science Implementation (Supplement 1 to Applications of Management Science), JAI Press, Inc., Greenwich, Connecticut, 1984.
- Michael Ginzberg & Catherine A. Ross (eds.), Proceedings of the Third International Conference on Information Systems, Ann Arbor, Michigan, 1982.
- M.J. Ginzberg, W.R. Reitman & E.A. Stohr (eds.), Decision Support Systems, North-Holland Publishing Co., Amsterdam, 1982.

Recent Presentations at:

- 20th Anniversary Symposium of the Faculty of Economic and Social Sciences, Budapest University of Technology and Economics
- Ewha Womans University, KAIST, Seoul National University and Yonsei University
- NEBDA Annual Conference
- MAACBA Annual Conference
- Academy of International Business Annual Meeting
- And Over 50 Invited and Keynote Presentations at Other International Conferences, Symposia and Universities.

Specialities:

- Strategy development
- International partnerships
- Governance
- Higher education
- Accreditation
- Managing change