



Rutgers Executive MBA CAREER & NEWS CORNER

November 2016

WELCOME TO THE POWERHOUSE

NEWSLETTER #4

Congratulations Rutgers EMBA on The 2016 Financial Times Ranking!!



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Dear REMBAs,

It is a pleasure to write this new issue dedicated to our News and Career Corner. One of the key highlights of October was Rutgers Business School's ranking by the *Financial Times* (page 4)!

Another highlight was my very first attendance to the *EMBA Council Conference* in New Orleans. What a delight to meet my counterparts from US and international business schools to discuss and share many ideas related to best practices, career management, alumni

engagement and military student support!

Regarding upcoming newsletters, we are planning on publishing a *quarterly Newsletter* in *January, April, July, and October*. This newsletter is your opportunity to contribute and make an impact. So please, do not hesitate to send me any updates and write ups you would like to share *with the Powerhouse*. **Go Rutgers EMBA's! Power Up With the Powerhouse!**

Loubna

Please come join us and share your experience with prospective students
REMBA Open House on
November 19, 2016 – 8.30am - 12pm
RBS Newark



Alumni Holiday Party
December 8, 2016 – 6pm-9pm
15, Washington St, Newark

REMBA News – Alumni and Students' Achievements

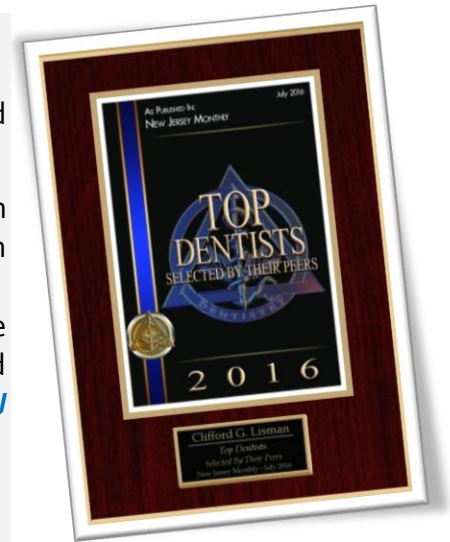


Dr. Clifford G. Lisman

REMBA class of 2014, is a practicing pediatric dentist and President and CEO of Dental Health Associates, P.A.

Dr. Lisman and Dental Health Associates, P.A. have been featured frequently in business publications and have been the recipient of numerous business and professional awards. Dr. Lisman has most recently been the recipient of the Director's Award from the Rutgers School of Business, and was named as one of the *Top Dentists* in the *July 2016 NJ Monthly Magazine*.

Congratulations, CLIFFORD!



Allison Nagelberg

REMBA class of 2012, was featured in the *New Jersey Law Journal* issue of June 2015.

Nagelberg, is MREIC's (Monmouth Real Estate Investment Corporation) General Counsel, a Freehold-based real estate investment trust. Her company was honored by the NJ Law Journal as New Jersey's best in-house legal departments. Nagelberg reports that her firm uses three primary firms for real estate work, such as closings, and one primary firm for U.S. SEC compliance and corporate governance work.

Congratulations, ALLISON!

REMBA News —Alumni and Students' Achievements

The Visiting Nurse Association of Northern New Jersey (VNANNJ) was recognized by *SmartCEO* as having one of the region's top corporate cultures. On November 1, 2016, **Faith F. Scott, FACHE, REMBA 2017** and VNANNJ President & CEO, was presented with a *Corporate Culture Award*. The award is given to companies that have created a positive workplace environment where staff members

are engaged and encouraged to shape their careers, experience professional growth, and innovate. In the fall of 2015, Faith was also the recipient of a *SmartCEO Brava! Award* celebrating distinguished achievements of influential and inspiring female business leaders. ***Congratulations FAITH!***



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RealFace - Create your own
RealFace Emoji
REALFACE LLC

OPEN



On another note, our **Shobnah Patel, REMBA class of 2016** founded *RealFace LLC* earlier this year, and filed a provisional utility patent for facial image manipulation and compression. She designed and defined the *RealFace app*, contracting fellow REMBA classmate **Tanay Srivastava's** company for software development. *RealFace* was launched through Apple App Store in September 2016.

RealFace allows users to create and send personalized *RealFace* expressions as emojis, replacing the designated set that come with Smartphone keyboards. *RealFace* is currently available for iMessage on iPhones, but the company is working hard to make its app available on Android and other social media platforms while also expanding its library of emoji support.

RealFace user base is growing rapidly! Simply download *RealFace* from the app store and replace the designated emojis with your own images.

RealFace installs a third-party keyboard onto your phone. Be sure to go to **Settings → General → Keyboard → Keyboards** and click on *RealFace* to allow full access. You can follow *RealFace* on Instagram realface.emoji@gmail.com and Facebook at <https://www.facebook.com/realfaceemoji>

All the best, SHOBNAH!

REMBA News — Financial Times Ranking 2016



A big thank you to **REMBA class of 2013** who participated in the Financial Times survey. Rutgers EMBA graduates saw a **53 percent increase in their salaries** three years after finishing the program, **ranking No. 10 for "Salary Increase"** for U.S.-based programs, and highlighting the tremendous advantage Rutgers EMBA provided their careers.

The average annual salary for Rutgers EMBA graduates **totaled over \$184,000** according to the Financial Times, the **11th best salary** total for US programs. Rutgers EMBA also **ranked No. 13 in the U.S. for "Aims Achieved"** which measures the extent to which alumni fulfilled their goals or reasons for doing an EMBA.

Financial Times Executive MBA Rankings 2016					
National Rank for US Programs <small>(not affiliated with other global EMBA programs)</small>	School Name	Salary (\$)	Salary Increase %	National Career Progress Rank	Global Three Year Average Rank <small>(includes programs which are affiliated to other EMBA programs)</small>
1	University of Pennsylvania: Wharton	214,275	60	1	12
2	Duke University: Fuqua	259,410	33	14	19
3	Northwestern University: Kellogg	252,341	58	10	20
4	Columbia Business School	203,770	58	4	27
5	Georgetown University: McDonough	204,912	55	9	36
6	New York University: Stern	219,653	45	12	35
7	Rice University: Jones	214,359	54	27	38
8	UCLA: Anderson	184,394	39	22	44
9	Cornell University: Johnson	193,395	47	23	49
10	University of Maryland: Smith	175,328	33	3	46
11	University of Minnesota: Carlson	169,703	56	18	-
12	Vanderbilt University: Owen	145,213	69	20	-
13	SMU: Cox	182,946	42	2	66
14	Emory University: Goizueta	183,075	42	11	62
15	Rutgers Business School¹	184,410	53	16	72
16	University of Washington: Foster	193,542	29	25	68
17	University of Georgia: Terry	185,640	45	6	-
18	Temple University: Fox	161,782	40	7	-
19	Texas A & M University: Mays	180,855	40	17	67
20	University of Texas at Austin: McCombs	164,970	44	26	76
21	University of Utah: Eccles	147,216	48	13	86
22	Michigan State University: Broad	138,765	56	24	82
23	Georgia Institute of Technology: Scheller	151,974	43	5	-
24	University of Houston: Bauer	152,934	52	15	-
25	Fordham University: Gabelli	151,920	49	19	83
26	Baylor University: Hankamer	142,332	64	21	-
27	Saint Joseph's University: Haub	143,750	47	8	-
28	University of California at Irvine: Merage	174,842	28	28	-

¹ Rutgers Business School ranks #11 in Total Salary and #10 in Salary Increase for US EMBA programs. These programs are not affiliated with other global EMBA programs.

<http://www.business.rutgers.edu/news/rutgers-executive-mba-ranked-15-us-financial-times>

REMBA News — Professor Gurpreet Singh’s ‘40 under 40’

Prof. Gurpreet Singh has been listed in the "Fresh Faces/New Voices of Quality" published by ASQ (American Society of Quality). This magazine provides the list of quality professionals under 40 from around the globe who are making a difference in the quality profession. They had compiled the first list in 2011 and came up with the second list 5 years later in November 2016.

Congratulations Gurpreet on such an achievement! You make us all proud!



Gurpreet Singh
President, Strategic Supply Chain & Six Sigma Consulting LLC, Princeton, NJ; adjunct professor Rutgers Business School, Newark, NJ.

Education: MBA, dual major in supply chain management and strategic management, Rutgers, the State University of New Jersey-Newark.

Key accomplishments: Led several breakthrough projects in various sectors and achieved considerable savings while streamlining processes and focusing on change management while developing the people involved; developed a multifaceted focus on cost savings and process improvement by eliminating waste

and saved millions of dollars for clients; trained more than 1,000 executives in lean and Six Sigma and assisted them in obtaining lean Six Sigma certifications; editor, *Quality Management Forum*, a peer-reviewed journal published by ASQ’s Quality Management Division; board president of Institute of Supply Management’s New Jersey Chapter; recipient of ASQ’s 2015 Feigenbaum Medal.

Quote: “With increased awareness, quality will continue to evolve beyond being a checklist for quality inspectors and auditors. End consumers will expect and demand more—and at a lower cost. Manufacturers will have to work very closely with their supply chains. The relationship between buying organizations and supplying organizations is going to change from that of buyer and seller to that of partners.”

Fall 2016 Events – Lean Six Sigma - Green Belt Certification



Professor Gurpreet Singh and
REMBA alum Yvan Ducheine



REMBA alumni **Nesive Bell, Landy Ducheine, Baron Hilliard, Christine Farrell, Mark Levine, Brett Levander, Calogera McCormick, Joseph Miceli, Lou Pisano, Ronald Sattan, Wendy Woo, Sunil Wimalawansa, Shachar Wolfman and Louis Yauri** attended the Lean Six Sigma class led by **Professor Gurpreet Singh** from September 20, 2016 to November 3, 2016 and successfully passed the exam.

Congratulations on your CSSGB certification!!!

Testimonial 1: "I wish to express my most sincere appreciation for Prof. Singh's investment in me. My initial thought was to increase my marketability ... but **you have introduced me to an entirely new worldview; with the concomitant responsibilities to share. My suspicion is acquiring the certification is the easy portion of this journey ... being worthy of the certification, I think, will be the more difficult and enduring pursuit.** I will deploy the best of me ... to generate good returns on the investment, of your reputation, in me. Thank you and be well Professor; until next time. To the rest of the team ... I wish you all great success and clarity of purpose".

Testimonial 2: "Professor Gurpreet Singh is uniquely qualified to lead this course. He has a wonderful disposition to interact with all class members regardless of their background on the subject matter. He treats all with respect and truly values everyone's input and contribution. **He lives LSS each and every day in everything he does** and that comes through in the classroom. Having been out of the REMBA for many years (REMBA 92) I was a little apprehensive about returning to the classroom with much more current REMBA rock stars. But those fears were allayed by Professor Singh with his way of making all feel comfortable. I learned so much and I can honestly say I will put this to use in everything I do. **"LSS is a way of thinking."** Any REMBA alum who is serious about continuing to learn and adding skill sets to their repertoire will want to make sure they enroll in Professor Singh's LSS class. Lastly I do indeed believe this would be a fine addition to the core REMBA curriculum."

Testimonial 3: "**Knowing the material is just the tip of the iceberg.** The hidden treasure is a key our Professor Gurpreet left us to unlock many possibilities and journeys to strive for stellar performance on the LSS stage years to come. It was my honor to get to know each one of you and learning from your challenges at work. Good luck deploying your LSS program!"

Testimonial 4: "I enjoyed getting to know the group and **learned from everyone in this extended REMBA family.** Best of luck to all as we begin to employ these new techniques each in our own ways and industries. Please share successes and challenges over time so we may continue to learn from each other."

Fall 2016 Events – Consumer Behavior: the Psychology of Marketing

Thank you Dr. Anubha Mishra for a very interesting and informative workshop on "Consumer Behavior: the Psychology of Marketing" on October 29th! Dr. Mishra is an Assistant Professor in the Marketing, Advertising and Legal Studies Department at Rider University and the 2014 recipient of the [Gary Michael Idaho Power Fellowship](#) in recognition of excellence in teaching, research and services. Her research has appeared in the [European Journal of Marketing](#), [Case Research Journal](#) (now distributed through HBR), [International Journal of Retail and Distribution Management](#) and [The International Review of Retail, Distribution and Consumer Research](#). Pictures: above - Dr. Anubha Mishra. Below - REMBA class of 2018 attendees with Prof. Langdana: from left to right Cliff Rocca, Dan Kwan, Ajay Chauhan, Carla Cerqueira, Steve Mercado, Phoebe Michail, Chieko Yoshida, and Vinay Patelolla.



Fall 2016 Events – Meeting with Warren Buffet in Omaha

Twenty Rutgers Business School graduate students (EMBA, MBA, MQF, M Finance) accompanied by [Professor John Longo](#), traveled to Nebraska to visit with business magnate [Warren Buffett](#) the week of October 10, 2016. A total of eight (8) schools were at the meeting, including [Harvard Business School](#) and [Stanford University](#). The Rutgers group was fortunate to have front row seats for the Q&A. At lunch, [Ben Downing](#), REMBA 2017, had the privilege of sitting directly next to and conversing with Mr. Buffett for the duration of the lunch. Some have paid millions for a similar opportunity!!



As you may know, Mr. Buffett and Bill Gates, set up www.GivingPledge.org, where billionaires pledge to give away at least 1/2 of their fortune to charity. As a gift for Mr. Buffett, I came up with the idea for a **RBS Giving Pledge**, where all who attended pledged to do something for charity as a thank you for allowing Rutgers to visit. I have attached our pledge, whose art design was from [Anju Jagasia](#), the wife of our 2017 EMBA student, [Amit Jagasia](#). Mr. Buffett told Prof. John Longo "it was the best thing we could have given him."

Photo of the group with Mr. Buffett holding the RBS 250th Anniversary pennant.



<p>I pledge to continue to help my fellow military veterans recognize and translate their military experiences into civilian employment opportunities.</p> <p>Ben Downing</p>	<p>I pledge to support efforts to find a cure for neurological disorders.</p> <p>Ann Carletta</p>	<p>I pledge to continue my effort to sponsor the education foundation for poor, rural Chinese students.</p> <p>Baolin Jia</p>	<p>I pledge to support efforts to find a cure for breast cancer.</p> <p>Marisela D Riveros-Cura</p>	<p>I pledge to support the cause for access to clean, safe water in communities where clean water is hard to access.</p> <p>Amit Jagasia</p>
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Career Corner

Tips from the Career Coaches Network - Columbia

- ✚ Five Ways to Structure Your Networking Pitch
<http://thelowdown.alumni.columbia.edu/networking-pitch>
- ✚ Don't Risk Failure in Your Executive Job Search
http://thelowdown.alumni.columbia.edu/dont_risk_failure_in_your_executive_job_search
- ✚ How Can You Overcome a Career Slump?
http://thelowdown.alumni.columbia.edu/how_can_you_overcome_a_career_slump
- ✚ Making a Career Change: Switching Industries
http://thelowdown.alumni.columbia.edu/making_a_career_change_switching_industries
- ✚ Five Books Guaranteed to Unlock Your Creative Genius
http://thelowdown.alumni.columbia.edu/5_books_guaranteed_to_unlock_your_creative_genius



Forbes Reading List

- ✚ From **Daria Bidnyk**, REMBA 2018: How to write your first pain letter; *thanks for sharing, Daria!*
<http://www.forbes.com/sites/lizryan/2015/03/01/how-to-write-your-first-pain-letter/#31e65b964343>
- ✚ How to find your hiring manager:
<http://www.forbes.com/sites/lizryan/2014/08/20/how-to-find-your-hiring-manager-using-linkedin/#16863obe48ac>

Professor Farrokh Langdana's Blog

To read Dr. Langdana's blog on monetary and fiscal theory and international trade and global macroeconomic policy, please go to <http://www.business.rutgers.edu/faculty-research/directory/langdana-farrokh#blogs>



Johnson & Johnson CEO explains why America should hire more veterans in business

http://www.cnbc.com/2016/11/10/johnson-johnson-ceo-explains-why-america-should-hire-more-veterans-in-business.html?_lsrc=53215adc-3360-4e15-ad74-72d06c48ee9

Guidelines to handle the "weakness" interview question.

From Lisa Rangel – Chameleon Resume

How to handle the "What is your greatest weakness?" question. The answer can vary widely based on people's actual weaknesses and target roles. However, here are some angles to take when formulating your answer:

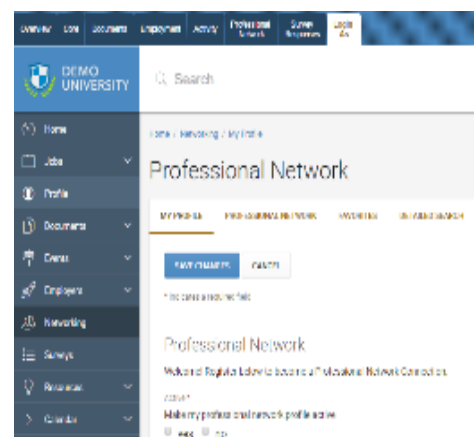
- (1) Pick a weakness that is not related to your job. For instance, you shouldn't say your weakness is working with numbers if you are applying for an accounting job
- (2) Choose something that recently used to be a weakness and couple the answer with how you rectified this deficiency. Demonstrate how you addressed it.
- (3) Select a weakness that is current, but is only related to your progression in your career, such as public speaking or training others. Outline how you are engaging in professional development to shore up this skill and improve your performance.

REMBA Professional Network - Mentoring Opportunities.

Our REMBA network of alumni is amazing and should continue to be leverage. So, please share your expertise with our alumni network and current students! How??

As many of you are already aware, we have a platform called **Symplicity** that serves as a Career portal. If you are interested in serving as a mentor for REMBAs or being a mentee, you can join the **REMBA Professional Network**. How? Follow these steps:

1. Register on Symplicity at <https://emba-rutgers-csm.symplicity.com/>
2. Login; go to the **Networking** tab and to **My Profile**.



3. Register to become a **Professional Network Connection**. You will have the opportunity to enter your career field information, areas of expertise, employment information, and what you would be interested in participating in.

Thank you in advance for your continuous support of the Powerhouse!!!

RBS Latest News

Rutgers Business School will name classrooms for **Farrokh Langdana**, a popular professor of finance and economics, and **Robert Campbell**, a former Johnson & Johnson executive who earned his Rutgers MBA in 1962;

<http://www.newark.rutgers.edu/news/classrooms-named-honor-professor-farrokh-langdana-and-distinguished-alumnus-robert-e-campbell>



The **2016 New Jersey CEO Evolution** event was held on November 3rd, 2016 at the Newark Club. The event was organized by **Citrin Cooperman** and **Rutgers Business School** to honor leaders who have made a difference in their community.

Rutgers Business School seeks **Mentors**. RBS Mentoring Programs invites EMBA students and alumni to share their valuable insights and expertise with current RBS undergraduates. Join the Team UP program for a meaningful and manageable way to impact the next generation of business professionals. Now enrolling mentors for the spring 2017 session. For more information or to sign up, go to:

https://teamup.chronus.com/p/p1/membership_requests/new

Questions? Contact Assistant Dean **Sangeeta Rao** at: (973) 353-5709

srao@business.rutgers.edu



1. Dean **Lei** and **Adenah Bayoh**.
2. **Peter Methot**, REMBA 2017 & **Loubna Erraji**, REMBA Dir. Career Management.
3. Citrin Cooperman partner, **Edward Horton** with CEO leadership panelists **Kevin Cummings** (*Investors Bank*), **Adenah Bayoh** (*Adenah Bayoh & Companies*), **Gene Muller** (*Flying Fish Brewing Co.*) and **Paul Hoffman** (*Liberty Science Center*).
4. **MJ Salvato**, REMBA 2012 (*WebFlutter CEO*).
5. Veteran Leadership Honoree **James Beamesderfer** (VP of Program Management, Veteran Initiatives, Prudential Financial, Inc.)
6. **Andrea Cunnell**, Assistant Director of External Relations at Rutgers Business School and **Gene Muller**.

REMBA Latest Promotions

- **Parris Brown**, REMBA 2017: Assistant Manager, Project Management; *Macy's.com*.
- **Kwesi, Lewis**, REMBA 2017: Senior Analyst, Sales Operations; *Taiho Oncology*.
- **Joseph Rizzo**, REMBA 2016: Marketing Manager; *Ferring Pharmaceuticals*.
- **Ukachi Anonyuo**, REMBA 2015: Exec. Director, Global Packaging/Project Development; *Estée Lauder*.
- **Christopher Banko**, REMBA 2015: Assistant Manager, Tax Department; *AIG*. Successfully transitioning from nursing to finance.
- **Michele Gerards**, REMBA 2015: Chief Financial Officer; *Humanscale*.
- **Marica Smith**, REMBA 2015: elected to the *Board of Directors of Housing and Neighborhood Development Services, Inc.* to serve a two-year term.
- **Jerry Shaw Jr.**, REMBA 2014: VP of Sales and Administration; *Blue Blade Steel*.
- **Stephen Pitt**, REMBA 2013: District Sales Manager, NYC market; *FedEx*.
- **Dhruti Mistry**, REMBA 2012: Senior Director, Revenue Management; *Hertz Global Holdings*.
- **Rob Church**, REMBA 2011: Senior VP and Chief Nursing Officer; *SBH Health System*.
- **Rajnish Malhota**, REMBA 2009: IT Director for Global HR Applications; *Johnson and Johnson*.
- **Abu Marcose**, REMBA 2008: Software Development Manager; *Amazon*.
- **Knut Fenner**, REMBA 2003: General Manager, No-Tox Division; *Colorcon Inc.*
- **Dr. Frederic Zenhausern**, REMBA 2000: Endowed Chair Professor of Basic Medical Sciences; Professor of Radiation Oncology, University of Arizona's College Of Medicine-Phoenix; Fellow of the National Academy of Inventors; Founder & President of *WhiteSpace Enterprise Corporation* (www.wsecorp.com).
- **Marty Smith**, REMBA 1998: Director, Field Reimbursement Team; *Eli Lilly*.

Congratulations everyone!!

Calendar of Events

- ✚ **Biopharma Case Competition – LERNER CENTER (RBS)**. Fifth Annual Rutgers Business School case competition, on Friday, November 18, 2016. RBS Newark, Bove Auditorium. 8.30am-5.30pm. Sponsored by Novartis, BMS, Bayer, Novo Nordisk, QuintilesIMS. Competing Teams: *Rutgers Business School, UCLA Anderson, Yale School of Management, Johns Hopkins, Columbia Business School, Kelley School of Business, Penn State, Boston University, Cornell University, Carnegie Mellon / Tepper School of Business*.
- ✚ **REMBA Open House** on Saturday, November 19, 2016; 8.30am to 10.30am; RBS Newark, Bove Auditorium.
- ✚ **REMBA Holiday Party** on Thursday, December 8, 2016; 6pm-9pm at *Clement Price*, 15 Washington St, Newark. Live music, buffet, drinks, and a lot of fun!!!

