Joseph Szmania
School of Business and Economics
Moravian University
Bethlehem, PA 18018
W: (610) 625-7714
szmaniaj@moravian.edu

Academic Experience

- ***Moravian University: 2021-Present***
  - Director of Graduate School of Business & Economics (SOBE) Business Programs:
    - Establish course schedules across four programs over six terms during a twelve month academic year.
    - Responsible for recruiting, scheduling and evaluating 25 adjunct instructors and 7 full-time instructors.
    - Student Advising: 150 students.
    - Student recruitment.
    - Continuing coordination with the School of Professional Studies & Innovation (SPSI) in the migration of graduate business programs from SOBE to SPSI.
    - Responsible for developing multiple graduate business certificates and concentrations.
    - Coordinate graduate business course schedules with College of Health programs.
    - Introduced multiple new courses across all four programs including fifty micro-courses and micro-credentials.
    - Manage the Prior Learning Assessment (PLA) Process for SOBE.
  - Service:
    - Member GPC (Graduate Program Committee)
    - Search Committee: COH Associate Provost & Dean, CAS Associate Provost & Dean, SOBE Dean, 2022
  - Assistant Professor of Practice in Predictive Analytics
- ***Moravian University: 2020-2021***
  - Assistant Professor of Practice in Predictive Analytics
- ***Moravian University: 1990-2020***
  - Adjunct Instructor:
    - Moravian MBA and MSDA programs beginning in 2005.
    - Prior to that, I taught a variety of courses in the undergraduate program.
- ***Yeshiva University***
  - Taught at Yeshiva College and the Stern College for Women: 1982-1986
  - Assistant Professor of Economics
  - Taught a wide variety of Economics courses.
  - Introduced Econometrics to the curriculum.
  - Student advisor.
  - Service: Committee chair charged with making computing recommendations to the college.
- ***Various Universities 1980-2005 - Adjunct Instructor in Economics, Statistics & Finance***
  - Lehigh University - MBA Macroeconomics and undergraduate Money & Banking. Late 1980's – early 1990's.
  - St. John's - MBA Finance – 1986-1988
  - Long Island University-Brooklyn Center – Undergraduate and M.A. in Economics Program - Early to mid-1980's
  - Lafayette College, NCC – Adjunct instructor – Late 1980's.

Courses Taught
- ***MS in Data Analytics (MSDA) Program:***
  - Advanced Modeling Techniques, Multivariate Analysis, Decision Analysis, Big Data Analytics, Capstone Project, Introduction to R Programming

- ***MBA***: Corporate Finance, Advanced Corporate Finance, Microeconomics plus managed internship courses and projects.

- ***Graduate Business Program Prerequisites***: Developed and implemented graduate business program prerequisite courses including Statistics, Corporate Finance, Managerial Accounting, Microeconomics, Macroeconomics, Marketing and HR. Several versions created over the years including the most recent update using AI tools.

- ***M.A. in Economics Program (Long Island University-Brooklyn Center):*** Statistics, Econometrics, Microeconomics, Macroeconomics.

- ***Undergraduate (various schools including Moravian***): Decision Analysis Using Excel, Statistics, Econometrics, Principles of Economics, Microeconomics, Macroeconomics, International Economics, Public Finance, Money & Banking, Industrial Organization, Managerial Economics, Corporate Finance,

Professional Experience
- ***AT&T – 1986 -2020***
  - ***Financial Architect -*** *1998-2020*
    - Responsible for costing, pricing, business case development and risk assessment for custom/ complex outsourcing proposals.
    - Manage proposals through the AT&T risk-management process.
    - Responsible for reviewing contractual terms & conditions as related to financial matters.
    - Continuing the relationship with customers after contract signature to resolve ongoing financial, pricing and contractual issues.
    - Diamond Club award winner (2009 and 2014).
  - ***Market Analysis & Forecasting (MA&F) – 1997-1998***
    - Managed an organization of 38 people including 23 direct reports. Overall budget of $10M.
    - Responsible for business cases, revenue, volume and price forecasting, tracking and analysis, industry forecasts, generating and analyzing customer churn activity across all business & marketing segments.
  - ***CFO – Mass, General, Commercial & Small Business Markets – 1995-1997***
    - Managed an organization that ranged at various times between 5 and 14 people
    - Revenue, volume and price forecasting, tracking and analysis.
    - Budget management and CFO-functions for these different market segments.
  - ***Market Analysis & Forecasting (MA&F) and Competitive Assessment – 1986-1994***
    - Economic analysis and program assessment.
    - Regulatory Analytic Support.
    - Competitive Assessment
    - Product forecasting.
    - Market Segmentation studies.
    - Tool and algorithm development.

Education
- Ph.D. in Economics, New York University, June,1985
- M.A. in Economics, New York University, June,1980
- B.A. in Economics, Kenyon College, June,1975

Publications
- An Analysis of Structural Change in the Telecommunications Industry, *Review of Business*, Spring 1989
- An Application of an Expert System Approach to Business Forecasting, with John Surgent, *The Journal of Business Forecasting*, Spring, 1989

Editorial & Review Experience
- Editor & Referee, *Review of Business* – St. John's University, New York,1988-1990

Technical Skills
- Analytic Software: Excel, R, Tableau, SAS, VBA for Excel, Python, Google Analytics. Certified in Excel.
- MS Office and Google Suite of Office Productivity Tools,
- LMS: Canvas, Blackboard