



ORCID

CURRICULUM VITAE

MARCUS GONCALVES, Ed.D., Ph.D.

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EDUCATION

University of Saint Joseph, Macao, China

Ph.D., International Business, Magna Cum Laude May 2017

Dissertation: "Lusophone-African Multinational Enterprises Internationalization Mode: A Case Analysis of Angolan and Mozambican Enterprises."

Committee: Chair: Doctor Fr. Peter Stilwell; Members: Javier Calero Cuervo, Jose Alves, Michael Trimarchi, Ansoumane Douy Diakite.

Boston University School of Education, Boston-MA, USA

Ed.D.. Educational Leadership and Development May 2009

Dissertation: "A Study of How the Student and Exchange Visa Information System Influences the Influx and Study of Graduate International Students in Science and Engineering in the U.S."

Committee: Chair: Alan Gaynor; Members: Bruce Fraser and Kathleen Vaughan.

Southwest University, Keener-LA, USA

M.S. Computer Information Systems (Honors) May 1998

Thesis: "A Case for Firewall and Proxy Servers Implementation."

Advisor: Professor Grayce Lee.

Faculdades Integradas Simonsen, Rio de Janeiro, RJ - Brazil

B.S. Business Administration December 1984

RESEARCH AND TEACHING INTERESTS

International business, management, trade, marketing

Theories of internationalization strategies

Foreign direct investments, and outward FDI

Strategic Management, Innovation

International economics Advanced economies and emerging markets, frontier economies

Entrepreneurship and international entrepreneurship

Sustainable Capitalism and Impact Investing

Africa MNEs, Lusophone-Africa MNEs

Operations and supply chain management

Project and risk management, virtual PM

PUBLICATIONS

Scholarly Papers

"Internationalization Strategies of Frontier Lusophone-African Multinational Enterprises: Comparative Case Studies of Angola and Mozambique, Journal of Transnational Management, 22:3, 203-232, DOI: 10.1080/15475778.2017.1335127, http://dx.doi.org/10.1080/15475778.2017.1335127, June 2017.

"The Right Power for the Right Organization," Journal of Leadership, Accountability and Ethics, ISSN: 1913-8059, Vol. 10(3); Pages 135-139, September 2013.

"Leadership Styles: The Power to Influence Others," *International Journal of Business and Social Science*, ISSN: 2219-1933 (Print), 2219-6021 (Online), Vol. 4 No. 4; Pages 01-03, April 2013

"The Great Gatsby: Income Inequality in the United States of America," *American Journal of Social Issues and Humanities*, ISSN: 2276-6928, Vol. 3 No. 02, Pages 63-67, April 2013.

"Changes of Perspective Introduced by Rousseau in Educational Practice," *American International Journal of Social Science*, ISSN 2325-4149, Vol. 2 No. 01, Pages 82-85, January 2013.

"Educating the Good, Incorruptible and Just," *International Journal of Humanities and Social Science*, ISSN 2220-8488, Vol. 2 No. 14, Pages 252-256, July 2012.

"A Study of How the Student and Exchange Visa Information System Influences the Influx and Study of Graduate International Students in Science and Engineering in the United States," Doctoral Dissertation, 2009.

"Task Force on Immigration and Higher Education in Central Massachusetts," *College of Worcester Consortium*, February 2008.

Articles and Opinions

"A Voice against Criminal Networks in Africa," *Financial Nigeria Journal*, 07(88), p. 50-51, 11/05/2015.

"How Africa can Manage Threats of Stagflation," *Financial Nigeria Journal*, 07(87), p. 32-34, 10/05/2015.

"Developing a 'Soft Power' Strategy in Africa," *Financial Nigeria Journal*, 07(86), p. 28-30, 09/05/2015.

"Seizing the 'Internet Plus moment in Africa," *Financial Nigeria Journal*, 07(85), p. 38-39, 08/05/2015.

"Africa Must Project Resilience in the Global Marketplace," *Financial Nigeria Journal*, 07(84), p. 26-27, 07/08/2015.

"Challenges of Transforming Bottom of the Pyramid Markets in Africa," *Financial Nigeria Journal*, 07(83), p. 36-37, 06/08/2015.

"Finding the Will to End Corruption and Poverty," *Financial Nigeria Journal*, 07(82), p. 34-35, 05/08/2015.

"Africa is the Last Region of Sizeable Untapped Growth," *Financial Nigeria Journal*, 07(81), p. 39-41, 04/08/2015.

"The Pan-African Banks Phenomenon," *Financial Nigeria Journal*, 07(80), p. 29-31, 03/08/2015.

"Progressive leaders see beyond themselves," *Worcester Business Journal*, 26(06), Feb. 16, 2015.

"Women are Africa's largest untapped leverage," *Financial Nigeria Journal*, 07(79), p. 48-50, 02/08/2015.

"It Can Get Better or Worse for Africa," *Financial Nigeria Journal*, 07(78), p. 34-36, 01/08/2015.

"South-South Cooperation as Piggy Back for Brazil-Africa Relations," *Financial Nigeria Journal*, 07(77), p. 24-26, 12/08/2014.

"Diamonds Can Be a Country's Worst Enemy," *Financial Nigeria Journal*, 07(76), p. 10-12, 11/08/2014.

"Trade Now Looms Larger than Nuclear Stockpiles," *Financial Nigeria Journal*, 07(75), p. 08-11, 10/08/2014.

"Africa Is Commanding a New Deal," *IGNITE-Nigeria Export-Import Bank Magazine*, 05(32), p. 16-19, 2014.

"Poverty in Africa is now by choice," *Financial Nigeria Journal*, 07(75), p. 24-26, 10/08/2014.

"Africa Now Commands a New Deal," *Financial Nigeria Journal*, 07(74), p. 54-57, 09/08/2014.

"The great Dr. Samuel Johnson," *Worcester Telegram & Gazette Newspaper*, 82(10), 11, September 03, 2014.

"China-Nigeria Relations: Roles at Play," *Financial Nigeria Journal*, 07(73), p. 50-52, 08/08/2014.

"Frontier-markets bring all-new opportunities and challenges," *Worcester Business Journal*, 45(10), 31, Mar. 31, 2014.

"Leading Role," *Macau Business Magazine*, p. 55, Macao, China, December 22, 2013.

"What is Nation's Fiscal Plan? *Worcester Telegram & Gazette Newspaper*, 67(11), 09, November 13, 2013.

"Elephants and Dragons," *Macau Business Magazine*, Macao, China, p. 60, October 22, 2013.

"Fed's Bubble Tactic Continues," *Worcester Telegram & Gazette Newspaper*, 56(12), 09, September 24, 2013.

"Brazil's Economy of Extremes," *Worcester Telegram & Gazette Newspaper*, 43(53), 06, February 06, 2013.

"China's Unstoppable Relevance," *Worcester Business Journal*, 25(09), 29, Sep. 03, 2012.

"Immigrants: Dreamers, Doers," *Worcester Telegram & Gazette Newspaper*, 44(52), 13, August 17, 2012.

"Immigrants: Restless Dreamers, Economic Pillars," *Benzinga Global Market News*, July 10, 2012.

"When the IMF is hit by BRICs," *Benzinga Global Market News*, June 26, 2012.

"The IMF is hit by BRICs," *Worcester Telegram & Gazette Newspaper*, 44(41), 9, June 26, 2012.

"Life and Debt for Olive Growers," *Worcester Telegram & Gazette Newspaper*, 44(39), 5, May 31, 2012.

"The Uncertain Fate of the Olive Growing Countries and the Euro," *Benzinga Global Mkts*, May 25, 2012.

"China: The White Elephant versus the Dragon," *Benzinga Global Market News*, April 25, 2012.

"Iran's Threat to the Dollar," *Worcester Business Journal*, 23(08), 28, March 19, 2012.

"As the Winter Ends, the De-Dollarization Begins," *Benzinga Global Market News*, March 13, 2012.

"Whither Dollars for Oil," *Worcester Telegram & Gazette Newspaper*, 44(32), 6, March 07, 2012.

"The American Dream Redux," *Worcester Telegram & Gazette Newspaper*, 44(26), 4, February 15, 2012.

"A Return to the American Dream," *Benzinga Global Market News*, February 02, 2012

"Seeking the Economic Center," *Worcester Telegram & Gazette Newspaper*, 44(19), 3, December 07, 2011.

"The Value of Useless Education," *Benzinga Global Market News*, December 02, 2011.

"How Right can the Left Be?" *Benzinga Global Market News*, November 13, 2011.

"Disadvantages of the Educated," *Worcester Telegram & Gazette Newspaper*, 41(17), 14, October 27, 2011.

"Debt Debate Misses the Point," *Worcester Telegram & Gazette Newspaper*, 43(14), 12, August 19, 2011.

"Forecast: Chilly with a Chance of Cold," *Worcester Business Journal*, 22(16), 24, August 01, 2011.

"Mastering People Management," *Critical Path*, Magazine, Boston University, 3(2), 6-8, 2007.

"Why Businesses Need to Start Nurturing Collective Wisdom," *Management Zone*, 2004.

"OASIS Technical Committee Adopts CRML XML Standard for Defining Customer Relationships," (with Webber, D., and Kumar, R.), *XML Journal*, 6(2), 12-15, 2004.

"C-Manufacturing Extranet Solutions Require Security Access Management," *ARC Advisory Group E-Business News*, p. 5-9, May 28, 2000.

"Is Real-Time Linux for Real?" *Real-Time*, 99(4), 51, 1999.

"Consortium Aims for Standards for e-Business," *Mass High-Tech*, p.17, August 28, 1999.

"Open Embedded System Strategies," (with Caro, D. and Thompson, B.), *Real-Time*, 99(4), 10-21, 1999.

"Making Sense of Microsoft's Object Technology," *ARC Advisory Group Automation Hot Tips*, 98(10), 12-16, 1998.

"Advantages of Integrating Databases on the Web," *ARC Advisory Group Hot Tips*, 98(11), 23-24, 1998.

"Is Real-Time Linux for Real?" *ARC Advisory Group Automation Hot Tips*, 98(10), 43-46, 1998.

"O Windows CE Para Ambientes Real-Time," (Windows CE for Real-time Environments, in Portuguese). *Developers Magazine (Brazil)*, 1(7), 63, 1988.

"Extranets – The Other Half of the Dynamic Duo," *Compaq Enterprise*, 2(7), 14-17, 1998.

"The Internet is a Wild Place," *WEBster*, p.22, July 8, 1997, 3(22).

"Watching the Webcrawlers!" *WEBster*, p.12, May 27, 1997.

"ActiveX: Silently Manipulating Security Policies," *WEBster*, p.24, May 4, 1997.

"Playing Marimba on the Web," *WEBster*, p.16, November 26, 1996.

"ActiveX: You had better be careful," *IT/IS BackOffice*, p. 26-28, December 1996.

"Computadores Sob Ataque: Usuários Necessitam Proteção," (Computers under Attack: Users Need Protection – in Portuguese), *Brazilian Voice*, p.24, January 9, 1993.

"The ABC do PC (The ABC of the PC – in Portuguese), *Brazilian Voice*, p.14, August 8, 1992.

"Trabalhe Menos e Ganhe Mais: Informática" (Work Less and Earn More: Informatics – in Portuguese), p.8, *Brazilian Voice*, June 6, 1992.

"Informática e Integração de Sistemas: Vale a Pena Investir?" (Informatics and System Integration: Is it Worth Investing? – in Portuguese), *Brazilian Voice*, p.11, May 7, 1992.

"Escolhendo o Provedor de TI: Analise Suas Opções" (Choosing an IT Supplier: Analyze Your Options – in Portuguese), *Brazilian Voice*, p.12, April 10, 1992.

Books

"The Commonwealth of Independent States Economies: Perspectives and Challenges," leading author, with Erika C. Smith, Business Expert Press, Chicago, IL, September 2017.

"Lusophone-African Multinational Enterprises Internationalization Mode: A Case Analysis of Angolan And Mozambican Enterprises," Lambert Academic Publishing, Munich, Germany, June 2017.

"The Great Gatsby - Income Inequality in the United States," in Rycroft, Robert S. (Ed.) *The American Middle Class [2 volumes]: An Economic Encyclopedia of Progress and Poverty*, (pp. 70-78), Santa Barbara, CA: Greenwood, May 2017.

"Central and Eastern European Economies: Perspectives and Challenges," leading author, with Erika C. Smith, Business Expert Press, Chicago, IL, December 2016.

"The Eastern European Region: A Region in Transition," leading author, with Erika C. Smith, Business Expert Press, Chicago, IL, September 2016.

"Foreign Corrupt Practice Act: Fundamentals and Practices," ASME Press, New York, NY, 2016.

"Leveraging Cultural Diversity in Emerging Markets," leading author, with Finn Majlergaard, Business Expert Press, Chicago, IL, 2015.

"Doing Business in Emerging Markets: Roadmap for Success," leading author, with Jose Alves and Rajabahadur V. Arcot, Business Expert Press, Chicago, IL, 2015.

"Emerging and Frontier Markets: The New Frontline for Global Trade," leading author, with Jose Alves, Business Expert Press, Chicago, IL, 2014.

"Comparing Emerging and Advanced Markets: Current Trends and Challenges," leading author, with Harry Xia, Business Expert Press, Chicago, IL, 2014.

"Advanced Economies and Emerging Markets: Prospects for Globalization," leading author, with Jose Alves, Carlos Frota, Harry Xia, and Rajabahadur V. Arcot, Business Expert Press, Chicago, IL, 2014.

"Risk Management: Concepts and Practices," ASME Press, New York, NY, 2013.

"Learning Organizations: Turning Knowledge into Actions," Business Expert Press, Chicago, IL, 2012.

"The Knowledge Tornado: Bridging the Corporate Knowledge Gap," 2nd Edition, ASME Press, New York, NY, 2011.

"Fundamentals of Network Security, Firewalls, and VPNs," chapters 13 and 14, ITT University/Pearson, New York, NY, 2010.

"The Influence of SEVIS on International Students in the U.S.: A Focus on the Impact of SEVIS to the Influx of Graduate Science and Engineering Students in the U.S.," LAP, Berlin, Germany, 2010.

"Agile Project Management," leading author, with Raj Heda, ASME Press, New York, NY, 2009.

"Global Management Strategies: Sales, Design, Manufacturing & Operations," leading author, with Brian Porter, ASME Press, New York, NY, 2008.

"Conflict Resolution: Principles and Practices," ASME Press, New York, NY, 2007.

"Change Management: Concepts and Practices," ASME Press, New York, NY, 2007.

"Team Building," ASME Press, New York, NY, 2005.

"Developing Virtual Project Management Offices," McGraw-Hill, New York, NY, 2004.

"Managing Virtual Projects," McGraw-Hill, New York, NY, 2003.

"The Knowledge Tornado: Bridging the Corporate Knowledge Gap," Blackhall, Dublin, Ireland, 2002.

"Firewall: A Complete Guide," McGraw-Hill, New York, NY, 2001.

"Checkpoint Firewall-1," 2nd Edition, Revised, McGraw-Hill, New York, NY, 2001.

"Microsoft Windows 2000 Black Book," Coriolis (Chinese, Japanese and Taiwanese), New York, NY, 2001.

"Microsoft Exchange 2000 Black Book," Coriolis (also in Chinese and Korean), New York, NY, 2001.

"Firewalls Complete II," 2nd Edition, McGraw-Hill (also in Spanish, Portuguese, Romanian and German), New York, NY, 2001.

"RAS for Windows 2000," Coriolis, New York, NY, 2000.

"Terabit Networks," Coriolis, New York, NY, 2000.

"Designing Enterprise Solutions," leading author, Richard & Christine Kemp, Prentice Hall, New York, NY, 2000.

"Internet Open Trading Protocol," leading author, with Donald Eastlake and David Burdette, McGraw-Hill, New York, NY, 2000.

"Network Security," Course Technology, New York, NY, 2000.

"Administering Windows 2000 Server," Prentice Hall (also in Spanish), New York, NY, 1999.

"Microsoft Windows CE," Prentice Hall, New York, NY, 1999.

"Microsoft Windows Exchange 2000 MCSE Study Guide," McGraw-Hill (Chinese), New York, NY, 1999.

"Microsoft Site Server MCSE Study Guide," Prentice Hall, New York, NY, 1999.

"Directory-Enabled Networks, McGraw-Hill, New York, NY, 1999.

"Linux at Works," John Wiley & Son (also in German, Romanian and Portuguese), New York, NY, 1999.

"Administering Check Point's FireWall-1," McGraw-Hill, New York, NY, 1999.

"Microsoft Exchange 5.5 MSCE Study Guide," Prentice Hall (also in Portuguese), New York, NY, 1998.

"IP Multicast," leading author, with Kitty Niles, McGraw-Hill (also in Japanese), New York, NY, 1998.

"VoIP Networks," McGraw-Hill, New York, NY, 1998.

"Administering Microsoft BackOffice," McGraw-Hill, New York, NY, 1998.

"NT Security Guide," McGraw-Hill, New York, NY, 1998.

"Hands-On IPv6 Networks," leading author, with Kitty Niles, McGraw-Hill (also in Japanese and German), New York, NY, 1998.

"Windows NT Server 4.0 Security," Prentice Hall, New York, NY, 1998.

"Firewalls Complete", McGraw-Hill (in Portuguese, Chinese, Japanese, Spanish), New York, NY, 1998.

"NT Server 4.0: Management and Control," Prentice Hall, New York, NY, 1997.

"NT Server: Management and Control," Prentice Hall (in Portuguese and Spanish), New York, NY, 1997.

"Segurança na Internet," Axcel Books of Brazil (in Portuguese), Rio de Janeiro, RJ, 1997.

"Internet Privacy Kit," Que (also in Russian, Portuguese and Romanian), New York, NY, 1997.

"Protecting Your Website with Firewalls," Prentice Hall/PTR, New York, 1997.

"WebSite Administrators' Survival Guide," SamsNet, New York, 1996.

SELECTIVE FELLOWSHIPS, AWARDS, AND HONORS

| | |
|---|------|
| Doctorate Honoris Causa degree awarded by the Universidade Privada de Angola (UPRA) | 2016 |
| Class of 2017 Orientation keynote speaker at Nichols College, September | 2013 |
| Baccalaureate Address Speaker, Class of 2011 at Nichols College | 2011 |
| Professor of the Year award at Boston University Global | 2007 |
| 2003 National Leadership Award, MA: "Honorary Chairman, Business Advisory Counsel," | 2003 |
| MindLeaders, Columbus, OH: "Appointed 'MindLeader' on Directory-Enabled Network," | 1999 |

CONFERENCES AND KEYNOTE SPEECHES

"Impact Investing MBA Seminar," University of Saint Joseph, sponsored by Deloitte and Social-Impact, Macao, China, May 25, 2017.

"Impact Investing: How Social Investment and Business Make a Difference," Deloitte Keynote, Hong Kong, China, May 24, 2017.

"The Internationalization Prospects for Angolan MNEs," Universidade Privada de Angola, Luanda, Angola, July 18, 2016.

"Angolan MNEs Internationalization and its Impact on Local Markets," University Agostinho Neto, Luanda, Angola, July 15, 2016.

"Impact of Emerging and Frontier Economies on Global Markets," Salesian College, Vitoria, ES, Brazil, June 23, 2016.

"Emerging and Frontier Markets: Myths and Realities," International University of Monaco, Monaco, November 24, 2015.

"Emerging and Frontier Markets: Macroeconomic Analysis," Cambridge Strategy Financial Group, Nice, France, November 23, 2015.

"Doing Business in Emerging Markets: Roadmap for Success," Danish Institute of Studies, Copenhagen, Denmark, July 04, 2014.

"Advanced Economies and Emerging Markets: Prospects for Globalization," Stockholm School of Economics, Copenhagen, Denmark, July 03, 2014.

"Emerging and Frontier Markets: Nigeria's Challenges and Opportunities," Nigeria Development and Finance Forum, North America Conference 2014, New York City, NY, May 29, 2014.

"Advanced Economies and Emerging Markets: Challenges and Opportunities," (in Portuguese), Salesian College, in Vitoria, ES, Brazil, May 14, 2014.

"Challenges for Emerging Markets," (in Portuguese), Universidade de Vila Velha, Vila Velha, ES, Brazil, January 04, 2013.

"International Business Ethics," (in English and Portuguese simultaneously), Salesian College, Vitoria, ES, Brazil, May 19, 2012.

"The Role of BRIC Countries in the Global Economy," (in English and Portuguese simultaneously), Universidade de Vila Velha, Vila Velha, ES, Brazil, May 17, 2012.

"Doing Business with the BRIC Countries," Nichols College Global Leadership Forum, Dudley, MA, April 06, 2012.

"The Role of Brazil and Other BRIC Countries in the Global Economic Recovery," Salesian College, Vitoria, ES, Brazil, May 16, 2011.

"Empreendedorismo Internacional," (International Entrepreneurism, in Portuguese), Universidade Lusofona, Lisbon, Portugal, December 27, 2010.

"Empreendedorismo Internacional," (International Entrepreneurism, in Portuguese), Financial Times Summit, with co-sponsorship of Faculdades Estácio de Sá, Vitória, ES, Brazil, June 25, 2010.

"Project Management for Technical Professionals," American Society of Mechanical Engineers, Houston, TX, May 27, 2010.

"Project and Risk Management for Oil and Gas Industries," International Institute of Research, Dubai, UAE, May 21, 2010.

"Emprendimiento Internacional," (International Entrepreneurism, in Spanish), Universidad San Francisco, Quito, Ecuador, March 15, 2010.

"Conflict Resolution: Fundamentals and Practice," American Society of Mechanical Engineers, Valencia, Spain, June 15, 2009.

"Project Management for Technical Professionals," American Society of Mechanical Engineers, Orlando, FL, June 02, 2008.

"O Papel do Administrador de Empresa no Contexto Global de Hoje" (The Role of the Business Administrator in Today's Global Context – in Portuguese), Faculdades Estácio de Sá, Vitória, ES, Brazil, May 15, 2008.

"Resolução de Conflitos no Trabalho" (Conflict Resolution at the Workplace – in Portuguese), Universidade de Vila Velha, Vila Velha, ES, Brazil, May 13, 2008.

"O Papel do Administrador de Empresa no Contexto Global de Hoje" (The Role of the Business Administrator in Today's Global Context – in Portuguese), Faculdades Estácio de Sá, Vila Velha, ES, Brazil, May 12, 2008.

"Developing a Project Management Office," Project Management Institute, Portland, ME, September 13, 2007.

"Insourcing and Outsourcing: Challenges and Best Practices," Boston University /KOITA. Boston, MA, August 9, 2007.

"Challenges in Global Supply Chain Implementation," Boston University/KOITA, Boston, MA, August 5, 2006.

"Implementing Project Management Best Practices," NAPO Annual Conference, Boston, MA, March 24, 2006.

"Virtual Project Management: Concepts and Challenges," Project Management Institute, Orlando, FL, April 18, 2005.

"The Fat Pipe: Broadband Delivery Options," (with Caro, D.), National Technology University, Fort Collins, CO, September 23-24, 2004.

"Developing a Project Management Office," Project Management Institute, Tulsa, OK, March 12, 2004.

"Virtual Project Management: Concepts and Challenges," Project Management Institute, Austin, TX, July 12, 2003.

"Virtual Project Management: Concepts and Challenges," Project Management Institute, Marlborough, MA, May 6, 2003.

"The Knowledge Tornado: Knowledge Management in Practice," Idealliance, Rome, Italy, September 5-6, 2001.

"The Challenges of Implementing IPv6," University of Kent, Canterbury, UK, September 02, 2001.

"The Power of Cocoon for Building Dynamic Transcoding Proxies," University of Kent, Canterbury, UK, May 27, 2001.

"The VAN: The Power of Cocoon for Web-Enabled Knowledge Sharing," XML Europe 2001, Berlin, Germany, May 21-25, 2001.

"Implementing IP Multicasting," University of Kent, Canterbury, UK, May 01, 2001.

"The Power of Cocoon for Web-Enabled Knowledge Sharing," Knowledge Technologies Conference, Austin, TX, March 4-7, 2001.

"Developing Dynamic Transcoding Proxies with Cocoon," OMAC, Orlando, FL, February 21-22, 2001.

"Implementing Customer Relationship Markup Language," ebXML Vancouver Conference, Vancouver, BC, Canada, February 12-16, 2001.

"Windows Migration and the .Net Experience," Microsoft Corporation, San Francisco, CA, May 23, 2000.

"Linux at Work," Network 2000 Conference, Institute for International Research Conference, Dubai, UAE, April 23-25, 2000.

"Implementing IPv6 Networks," University of Kent, Canterbury, UK, April 19, 2000.

"Managing Change in Your Computer Environment," (with Broussard, F. from IDC Research), Solutions for Windows 2000 Migration Conference, San Francisco, CA, March 27, 2000.

"Inrupción de la Tecnología Informática en la Automatización Industrial y de la Empresa (The Eruption of Information Systems and Technology in the Industrial Automation and the Enterprise – in Spanish), AADECA, Buenos Aires, Argentina, January 8, 2000.

"Internet Security with Firewalls and Encryption Technologies," McGraw-Hill Roundtable, New York, NY, December 6-8, 1999.

"Integrating Linux in Your Business Strategy," The Institute for International Research Conference, Washington, DC, November 1-2, 1999.

"Internet Security Threat and Countermeasures," Prosoft I-Net Security Conference, New York City, NY, August 12-13, 1995.

"A Importancia da Informação na Tomada de Decisão (The Importance of Information in Decision-Making, in Portuguese), SERPRO, Rio de Janeiro, RJ, Brazil, June 14-15, 1988.

"A Importancia da Informação na Tomada de Decisão (The Importance of Information in Decision-Making, in Portuguese), Caixa Economica Federal, Rio de Janeiro, RJ, Brazil, June 11-12, 1988.

"A Importancia da Informação na Tomada de Decisão" (The Importance of Information in Decision-Making, in Portuguese), Banco do Brasil, Brasilia, D.F., Brazil, June 07-08, 1988.

"A Importancia da Informação na Tomada de Decisão" (The Importance of Information in Decision-Making, in Portuguese), Banco do Brasil, Rio de Janeiro, RJ, Brazil, June 04-05, 1988.

SELECTED NEWS COVERAGE

ZIMBO TV Network, Luanda, Angola – interview on my opinions, perspectives and recommendations for Angolan MNEs internationalization, July 18, 2016.

Financial Nigeria Magazine. "Trade Now Looms Larger Than Nuclear Stockpiles," interviewed by Jide Akintunde, Director, Nigeria Development and Finance Forum, on the inter-dynamics of advanced economies and emerging markets and understanding the macroeconomic environment of emerging and frontier market blocs – which are central themes of their new book (October 08, 2014), <http://www.nigeriadevelopmentandfinanceforum.org/PolicyDialogue/Dialogue.aspx?Edition=10283>.

Nichols College News. "Graduate Students Visit Brazil," by Andrew Conklin (May 22, 2012), http://www.nichols.edu/index.php/newsevents/news_detail/graduate_students_visit_brazil.

CBS News What's in Store: "The New MBA and Master's in Organizational Leadership," by Staff (March 15, 2011), <http://youtu.be/Ug84fSpD-N8>.

RESEARCH EXPERIENCE

University of Saint Joseph

Macau, China SAR

Doctoral Dissertation; Advisor: Jose Alves

2014-2017

Internationalization Modes of Lusophone African MNEs: A Case Analysis of Angolan and Mozambican Enterprises

Examined internationalization modes of Lusophone-African MNEs from Angola and Mozambique. Investigation methods included online Likert-scale survey, semi-structured interviews of 60/90 minutes with 16 MNEs in Angola and 12 in Mozambique. Data gathered in-country during a period of six weeks

Boston University

Boston, MA

Doctoral Dissertation; Advisor: Alan Gaynor

2005-2009

A Study of How the Student and Exchange Visa Information System Influences the Influx and Study of Graduate International Students in Science and Engineering in the United States

Examined the influence of the DHS/ICE's Student and Exchange Visa Information System (SEVIS) on the influx and course of study of graduate international students in Science and Engineering in the U.S. Investigation methods included online Likert-scale survey and semi-structured interviews to gather data from the top 60 (30 of science and 30 of engineering) educational institutions in the U.S. with highest population of graduate international students in science and engineering (per NSF's list of 2004).

Colleges of Worcester Consortium

Worcester, MA

Task Force on Immigration and Higher Education in Central Massachusetts

Spring 2008

Researched the barriers to higher education faced by immigrants

Provided policy recommendations to address barriers.

Directly responsible for investigation of cost and immigration law compliances related to SEVIS, implemented by the DHS. Delivered recommendations to Massachusetts Governor

Boston University

Boston, MA

Graduate Researcher; Advisor: Marylee Rambaud

Fall 2007

How Post 9/11 Immigration Policies Affect International Graduate Students & Science and Engineering

Findings of this study suggest that post-9/11 immigration policies may have at least three types of effects on Science and Engineering graduate programs in the U.S.: high costs of SEVIS implementation; security/tracking measures with negative effects on freedom of scientific information exchange and inquiry; and the loss of international students and researchers, in areas where professionals with U.S. citizenship are already in short supply.

Boston University

Boston, MA

Graduate Researcher; Advisor: Bruce Fraser

Fall 2005

Why Students Cheat?

Examined the rationale behind students' willingness to cheat in school exams.

Investigated methods included confidential online survey and focus group semi-structured interviews.

Southwest University

New Orleans, LA

Graduate Researcher; Advisor: Gracey Lee

Summer 1998

Factors Affecting Performance of Stateless Firewalls and Proxies

Examined the optimal mix of stateless firewalls and proxy server implementations in a heterogeneous network. Found statistically significant differences between application level firewalls and hardware based ones, particularly when interacting with proxy servers.

TEACHING AND ADVISING EXPERIENCE

Nichols College

Dudley, MA

Associate Professor of Management (Tenured)

2004-Present

International Business Program Chair

Lecturing undergraduate and graduate programs in several disciplines. Developed numerous online courses for WebCT and Moodle. Average student's evaluation score: 4.92. List of courses taught:

| | | |
|---|--|--|
| Action Research Project | Information Systems Security | Negotiation and Conflict Management |
| Advanced Economies and Emerging Markets | Innovation Management | New Product Development |
| Business and Society | International Business Ethics | Operations Management |
| Business Ethics | International Economics | Principles of Marketing |
| Business Governance and Global Economy | International Management | Project Management |
| Corporate Finance | International Marketing | Qualitative Research |
| Creative Decision Making | International Operations | Seminar in International Business (Capstone) |
| Cyber Ethics and Security | Introduction to E-Commerce | Strategic Management |
| Entrepreneurship | Leadership | The Ethical Leader |
| Foreign Corrupt Practice Act | Management and Organizational Behavior | The Leadership Experience |
| Human Resources Management | Management of Information Systems | |

Boston University

Boston, MA

Adjunct Professor

1999-Present

Lecturing for undergraduate and graduate programs in the areas of Knowledge, Project, Operations, Information Systems and Supply Chain Management, E-commerce, and Internet Security. Developed several online courses for WebCT and Blackboard. Average student's evaluation score: 4.7. List of courses taught:

| | | |
|---|---|---|
| Database Security and Web Technologies | Introduction to Operating Systems | New Product innovation |
| Ecommerce and Web Design | IT Project Management | Operations Management |
| HTML and Development of Dynamic Databases | IT Strategy and Management | Program and Project Management |
| Information Systems Management | Managing Professionals and Teams | Project Scheduling |
| International Advertising | Marketing Communications | Quantitative Decision Making |
| International Business | Marketing in Technology-based Industries | Risk Management |
| International Marketing | Multinational Strategies, Tactics and Positioning | Strategic Management of Global Networks |
| Introduction to Ecommerce | New Product Innovation | Supply Chain Management |

Brandeis University

Waltham, MA

Adjunct Professor

2003-2016

Lecturing for graduate programs in areas of Knowledge and Project Management. Average student's evaluation score: 4.6. List of courses taught:

Knowledge Management

Leadership, Team-Building,
and Decision Making

Project Management across
Cultures

University of Saint Joseph, Macau - China

Macau, China SAR

Visiting Professor of Management

2012-Present

Lecturing at graduate programs in areas of Project and Operations Management. Graduate research advisor for both masters and doctorate degrees. Research assistant on various research projects, including grants with the government of Macau. Advisory services on curriculum development, faculty assessment, accreditation, and institutional governance. List of courses taught:

Project and Technology Management

ACADEMIC SERVICE AND ADVISING

Nichols College Academic Appointments

Senator – 2017-Present

Chair of International Business Program – 2008-Present

Faculty and Staff Fund Chair – 2014-2015

Director, Academic Programs at Graduate and Professional Studies (GPS) – 2010-2013.

Director, Academic Technology for the Professional and Graduate Programs – 2007-2009.

Departmental Service

Member, Curriculum Committee, 2015-Present

Member, IRB Committee, 2015-Present

Member, AACSB Accreditation Committee, 2015-Present

Member, Faculty Development Committee, 2014-Present

Member, IACBE Re-accreditation Committee, 2014-2015

Member, Graduate Curricula Innovation Task Force, lead by Nichols' President's Office, 2012-2014.

Member, NEASC Re-accreditation Sub-Committees, "Planning & Evaluation," Standards, 2010-2014

Member, NEASC Re-accreditation Sub-Committees, "Faculty," Standards, 2011-2014

Member, Curriculum Committee, 2006-2014

Member, Technology Committee, 2006-2014

Member, Student Assessment Committee, 2008-2013

Member, Advisory Committee for Graduate Professional Studies, 2008-2012

Member, GPS Strategic Planning Committee, 2011-2012

Member, Student Reading Committee, 2009-2011

Member, College of Worcester Consortium - International Student Immigration Taskforce - 2008

Member, Student Advisory Services, 2007

Member, Faculty Teaching Center, 2007

Institutional Service

Course development and delivery of Project Management training for corporate clients at Nichols College during Summer 2013 (in June and August).

Class of 2017 Orientation keynote speaker at Nichols College, 2013.

Curriculum development and advising at Millennium Atlantic University, Miami, Florida, 2013.

Coordination of International Business program internships in the U.S. and abroad, 2012/13.

Coordination of MBA cohort trips abroad to Salesian College of Brazil, Vitoria-ES, May 2012/13
Baccalaureate Honoring Speaker Class 2011
Graduate degree announcer during Commencement, 2011
Development of GPS hybrid courses standard, adherence to academic integrity and rigor, as per the Center of Academic Integrity, 2011.
Development of winter intersession GPS' MBA/MOL courses at Nichols College, 2011
Development of in-company training offerings for Commerce and Hanover Insurance, 2011
Coaching faculty on Team Building, at Nichols Professional Development Retreat, May 2010
Representation, Worcester Economic Club, 2007

University of Saint Joseph, Macau, China SAR

Graduate Student Research Advising

In Progress:

Hang Ieng Chan. (2016) Early stages, TBD.

Selenge Batsukh Seko. (2016) Developing brand identity for Mongolian cashmere in Macau: a feasibility study.

Morais, Joao. (2016) The Role of the PMO for the Gaming Industry in Macau.

Successful Defenses:

Hou Meng, Chio. (2012) *How Older Hotels Can Remain Competitive in a Booming Hotel Industry in Macau*, Saint Joseph University, Macau, China. August of 2013.

Tang, Cecilia. (2012) *The Challenges of Street Dancing in Macau, China*, Saint Joseph University, Macau, China. July of 2013. **Awarded the best research of 2013 by the Macau's Institute of Research.**

Faria, Liliana. (2012) *Developing Sino-African Business Relations*, Saint Joseph University, Macau, China. July of 2013.

Tang Si Man, Polly (2013). *The Effects of Overtime Work on Productivity and Performance – a Case Study of a Macau Casino Hotel*, Saint Joseph University, Macau, China. October of 2014.

Wong, Benjiman (2013) *Feasibility Analysis of Operating the Third Wave Specialty Coffee Business in Macau*, Saint Joseph University, Macau, China. September of 2014.

Hio Tong U, Sandi (2013) *Feasibility Analysis – Upper-Floor Store and/or Alternative Locations for Business Operation in Macao*, Saint Joseph University, Macau, China. July of 2014. **Awarded the best research of 2013 by the Macau's Institute of Research.**

Videira, Mafalda. (2014) *The Economics of the use of Allopathic versus Homeopathic/Herbal Medicine in Macau: A Comparative Study*, Saint Joseph University, Macau, China. July of 2015.

Tam, Pek Kei Daniela. (2014) *Feasibility Study for Movie Production Setting in Macau*, Saint Joseph University, Macau, China. July of 2015.

Santos, Joao. (2014) *Feasibility Study for a Southern Portuguese Region Winery*, Saint Joseph University, Macau, China. July of 2015.

Sousa, Ana Paula. (2014) *Feasibility Analysis of Big Data Generation through Various e-Channels in Macau*, Saint Joseph University, Macau, China. July of 2015.

Pimentel, Mariana Vaz. (2014) *The Use of Project Management Best Practices in Architectural Projects: A Comparative Analysis*, Saint Joseph University, Macau, China. July of 2015.

Real, Sergio. (2014) *Hotel Central: Macau Leveraged Buyout Plan*, Saint Joseph University, Macau, China. September of 2015.

Hong Ho, Alvin Chi. (2014) *Macau as a Wealth Management Hub for Economic Diversification: a Feasibility Study*, Saint Joseph University, Macau, China. September of 2015.

Lou, Claudia Seong (2014) *Promotion of SME Cross-border Business Development through Banks*, Saint Joseph University, Macau, China. May of 2016.

Dias, Ana Cristina. (2015) *A Survey of Independent Art Galleries in Macao: Analyzing organizational, curatorial and promotional strategies under Service Design framework*, Saint Joseph University, Macau, China. May of 2016.

Ka Leng Hoi. (2015) *An Exploratory Investigation into Success Factors of E-Commerce in Macau*, Saint Joseph University, Macau, China. May of 2016.

Choi, Mei Chan. (2015) *The Impact of Declining Gaming Revenue in the Hospitality Industry in Macao*, Saint Joseph University, Macau, China. June of 2016.

Chong, Kirl Cheah. (2014) *Feasibility Study into Implementation of Automated Traffic Lights to Improve Emergency Vehicle Response Time in Macau*, Saint Joseph University, Macau, China. June of 2016.

Ribeiro, Lucas. (2015) *Feasibility Analysis of Chinese Fabric Exports to Brazil*, Saint Joseph University, Macau, China. June of 2016.

Graduate Student Dissertation Examiner, Master's Degree Level

Fong Seng Lok, Black. (2013) *Business Operations Improvement at the KIN FU Chinese Restaurant*, Saint Joseph University, Macau, China.

Leong Ka Wai, Cosmo. (2013) *Analysis of Customer In-Store Experience at the Atrium Macau*, Saint Joseph University, Macau, China.

ACADEMIC ADMINISTRATION EXPERIENCE

Nichols College, Dudley, MA

2005-Present

International Business Program Chair

As the **Chair of the International Business (IBUS) program**, lecturing in the areas of International Management and Marketing, Emerging Economies, and Multiculturalism; responsible for IBUS curriculum revisions and updates; fostered the growth of the program by an average of 35% increase year after year for the past four years. Established relationships and partnerships with the Salesian College in Brazil, the University of Saint Joseph in Macau/China, the European University in Barcelona, Spain, and the many other campuses they have across Europe.

As the former (2010-2012) **Director of Academic Programs at GPS**, responsible for the administration of all academic programs, including but not limited to:

Working with full-time faculty and program chairs in the development of new programs, curricula, and courses

Key resource in the outcomes/assessments model and standards

Committee member for the College's reaccreditation with NEASC

Implementation of new degree programs and offerings across the GPS community

Hiring, assessment and development of adjunct faculty for the main campus, as well as five other campuses in MA and Florida

Assisting faculty with course design and day-to-day course management, resolving student's issues

Development and coordination of course schedules and collaboration with staff at off-site/satellite campuses (in West Palm Beach-FL, Auburn-MA, Worcester-MA, Gardner-MA, and Canton-MA), maintaining the highest level of academic integrity through strict adherence to the College's academic policies.

Responsible for researching new GPS academic opportunities not normally a part of the traditional academic programs (i.e. executive and corporate programs, international partnerships and events, certification programs), which also include executive development, international seminars, etc. in for profit, not-for-profit, and government agencies.

Directly responsible for the cohort and executive programs, as well as a hybrid program offered by Nichols College.

Responsible for the online programs

Oversight of the many partnerships with community colleges around central Mass, where we run 3+1 programs.

PROFESSIONAL DEVELOPMENTS AND SPECIALIZATIONS

CITI Program – IRB Courses completed with average exam scores: IRB Administration (92%); IRB Membership (91%); Institutional/Signatory Official: Human Subject Research (85%); and IRB Faculty/Researcher support (93%), 2016.

Cyberspace Law Institute & Counsel, www.counsel.com: Cyberspace Law for Non-Lawyers, 1996.

Rochester Institute of Technology, NY: Certification on Adaptive Technologies (ADA Act), 1994.

GOOGLE SCHOLAR CITATIONS

More than 1276 citations on Google Scholar as of October 2016 on areas of expertise.

PROFESSIONAL EXPERIENCE

| | |
|---|--------------|
| MGCG, Inc. , North Reading, MA Senior Partner/International Management Consultant | 1988-Present |
| ParkingAccess.com, Inc , Say Brook, CT Acting Chief Operating Officer | 2002-2003 |
| iCloud, Inc , Orlando, FL Acting Chief Executive Officer | 2002-2002 |
| Virtual Access Networks , Lawrence, MA Chief Knowledge Officer, then Chief Technology Officer | 1999-2002 |
| ARC Advisory Group , Dedham, MA Sr. IT/Enterprise Application Integration Research Analyst | 1996-2000 |

PARTIAL LIST OF CONSULTANCY

2017

Mitsui/Paiton Energy,
Surabaya, East Java,
Indonesia.

2016

Quezon Power Line,
Mauban, Philippines, 2005-
2016.

European Commission,
Bishkek, Kyrgyzstan, 2016.

2015

Navair Warfare Center,
Lakehurst, NJ.

EGCO Energy Group,
Bangkok, Thailand.

Ethos Energy, Houston, TX.

Gugin, Nice, France, 2015.

2014

Pearl Energy, Manila,
Philippines, 2014-15.

Sands/Venetian Hotels,
Macau, China, 2014-2015.

Western Digital, Los
Angeles, CA.

U.S. Department of Defense,
Washington, DC.

**Association of Corporate
Counsel (ACC),** Toronto,
Canada, 2014-Present.

2013

Pennsylvania Power Line,
Colstrip, MT, 2013-2014.

**Texas Government Land
Owner,** Austin, TX.

2012

**Newport News
Shipbuilding,** Newport
News, VA.

Toshiba, Lake Mary, FL.

2011

Pearl Energy, Bangkok,
Thailand, 2011-16.

U.S. Navy, in Norfolk.

2010

Bank of China, Beijing-
China.

Benchmark Ventures,
Sydney, Australia and Seoul,
Korea 2010.

**International Institute of
Research,** Dubai, UAE.

2009

PESystems, Littleton, MA.

2008

**Institute of Mechanical
Engineering,** London, UK.

Siemens, Florham Park, NJ.

2007

Halliburton, Carrollton, TX.

2006

International Paper,
Campinas, SP-Brazil.

TXU Nuclear Plant, Glen
Rose, TX.

2005

DoD/Titan Corp,
Washington, D.C.

Arizona DoT, Scottsdale, AZ.

BP – Houston, TX.

Hanscom Air Base, Concord,
MA.

2004

ASChE, New York, NY,
2004-2008.

InterGen, Burlington, MA,
2004-2008.

Covanta Power, Quezon,
Philippines, 2004-2016.

Motorola, Milford, MA.

WeEnergies, Milwaukee, WI.

Titan Corporation,
Washington, DC.

2003

Intel, Palo Alto, CA.

Microsoft, Redmond, WA.

ASME International, New
York City, NY, 2003-Present.

2000-2002

UN/OASIS, New York, NY,
2001.

**International Institute of
Research,** Dubai, UAE, 2000.

Before 2000

Net Guru Inc, New York,
NY, 1997.

US-AID/Ministry of Health,
San Jose, Costa Rica, 1989.

Bank of Brazil, Rio de
Janeiro, RJ, Brazil, 1988.

EDF, Brasilia, DF, Brazil,
1988.

Info|Ed, Waltham, MA,
1988.

SERPRO, B.H., MG, Brazil,
1988.



ORCID

BOOK REVIEWER

Bridgepoint Education Publishers, since 2014
Course Technology | Cengage Learning, since 2011
McGraw-Hill Higher Education, since 2002
Prentice Hall/PTR, since 1999
ASME Press, since 2007

AFFILIATIONS

International Management Research Academy (IMRA), United Kingdom, since 2014
Center for Academic Integrity (CAI), since 2011
The Indiana Counsel for the Social Studies (ICSS), since 2010
International Journal of Social Education (IJSE), since 2010
NAFSA – Association of International Educators, since 2008
American Association of University Professors (AAUP), since 2006
Philosophy of Education Society, since 2006
Education Policy Analysis Archives (EPAA), since 2006
Project Management Institute (PMI), since 2003
American Management Association (AMA), since 2003
Back Bay Chapter of Project Management Institute, since 2003
AIS - Association for Information Systems, since 1994

FOREIGN LANGUAGES

Fluent and proficient in English, Portuguese and Spanish.

REFERENCES

Jose Alves
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University of Saint Joseph
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Boston University
Boston, MA 02215
(617) 721-5581, (617) 353-3307,
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Boston University
Boston, MA 02215
(617) 353-2568, (617) 969-9023,
zlateva@bu.edu

Additional references available upon request.