ROSE SEBASTIANELLI

423 Brennan Hall University of Scranton Scranton, PA 18510 (570) 941-4287 209 Abbey Drive Clarks Summit, PA 18411 (570) 586-8109 <u>sebastianer1@scranton.edu</u>

EDUCATION

- Ph.D. The Pennsylvania State University (1985 to 1989) Smeal College of Business, Department of Management Science Dissertation: *The Statistical Design of Adaptive Preference Modeling: A Logit Approach* Supervisor: Dr. J. Keith Ord
- B.S. Indiana University of Pennsylvania (1980) Department of Geosciences

ACADEMIC EXPERIENCE

Sept. 1988* to Present	Professor (20	Professor (2003) Tenured (1995)			
*on leave Fall 1988	Alperin Chair in Business Administration (1996) Department of Operations & Information Management Kania School of Management, University of Scranton <i>Courses Taught</i> :				
				INTD 100:	Freshman Seminar
				STAT 251 :	Business Statistics I
				STAT 252 :	Business Statistics II
	STAT 253:	Statistics for Economics			
	<i>OIM 351 :</i>	Introduction to Management Science			
	<i>OIM 352 :</i>	Production/Operations Management			
	<i>OIM 363:</i>	Quality Management			
	MBA 501A:	Decision Making Concepts and Tools (Web-Based)			
	<i>OM 544 :</i>	Business Forecasting Models (Graduate)			
	OM 545:	Total Quality Management (Graduate)			
	<i>OM545:</i>	Quality Management (Online MBA Program)			
	July 2000 to June 2002	Acting Dean, Graduate School, University of Scranton			
		Responsible for all aspects of the Graduate School, including strategic and operational planning, budgeting, graduate program development and review, recruitment and admission of students, monitoring student progress, course scheduling, evaluation of faculty, chairing the Graduate Dean's Conference, and supervising Graduate Office staff and the Office of International Student Affairs.			
		Responsible f facilitation of Research Con internal resea travel applica and Biosafety	esearch, University of Scranton for the Office of Research Services, including support for and faculty and student scholarly activities, chairing the Faculty mmittee, facilitating external grant writing, administering which grants, reviewing sabbatical proposals, reviewing faculty titions, overseeing the compliance committees (IACUC, IRB), organizing the first Annual Celebration of Student and supervising the ORS staff.		

ACADEMIC EXPERIENCE (continued)

Sept. 1996 to June 1997	Acting Dean, School of Management, University of Scranton Responsible for all aspects of the School of Management, including strategic and operational planning, budgeting, academic program development and review, faculty development and evaluation, course scheduling, student advising, chairing the SOM Dean's Conference, maintaining AACSB accreditation, fostering relationships with the external business community, and supervising the Dean's office staff.	
Sept. 1985 to Dec. 1988	Graduate Teaching AssistantDepartment of Management Science, The Pennsylvania State UniversityCourses Taught:QBA 101:Introduction to Management ScienceQBA 102:Elementary Business StatisticsQBA 403:Statistical Methods for Business	
Sept. 1981 to Aug. 1985	Research Technologist Materials Research Laboratory, The Pennsylvania State University Responsibilities included testing of materials for nuclear waste isolation, statistical analyses of results, and data base management.	

PROFESSIONAL MEMBERSHIPS

Member, Decision Sciences Institute (DSI) Senior Member, American Society for Quality (ASQ) Member, International Institute of Forecasters (IIF) Member, The Association for Operations Management (APICS)

HONOR SOCIETIES

Member, Beta Gamma Sigma (Honor Society for AACSB Accredited Business Programs) Member, Mu Kappa Tau (National Marketing Honor Society) Member, Alpha Sigma Nu (National Jesuit Honor Society) Member, Pro Deo et Universitate

AWARDS / ACHIEVEMENTS

2009	Named <i>Alperin Teaching Fellow</i> for 2009-2011. This designation, extending over a three-year period, is awarded by the Dean in recognition of outstanding teaching in the KSOM.
2009	Recipient, Provost's Award for Excellence in the Scholarship of Teaching and Learning
2009	Recipient, 41 st Annual <i>Edward Gannon, S.J., Memorial Award for Teaching</i> from Alpha Sigma Nu Jesuit Honor Society
2008	Recipient, Student Appreciation Award, "KSOM Professor of the Year" (Determined by student vote)
2007	Recipient, Student Appreciation Award, "KSOM Professor of the Year" (Determined by student vote)
2007	Selected <i>Northeast Woman</i> (a tribute to the region's best and brightest women) The Sunday Times, April 8, 2007.
2005	Recipient, Student Appreciation Award, "KSOM Professor of the Year" (Determined by student vote)
2003	Recipient, KSOM Scholarly Achievement Award
1999	Recipient, Team Kania Award
1996	Named <i>Alperin Professor of Business Administration</i> . This <i>endowed chair</i> , established by the Alperin family, recognizes the achievements of a KSOM faculty member and provides support for continued intellectual development.
1996	Selected to participate in the <i>Pennsylvania American Council on Education National</i> <i>Identification Program</i> for the <i>Advancement of Women in Higher Education</i> <i>Administration Forum</i> , Hershey, November 10-11.
1990	<i>Dissertation</i> was awarded <i>Honorable Mention by the Decision Sciences Institute</i> in recognition for being competitively judged as one of the <i>top three in the nation</i> . The award was presented at the 1990 Annual Meeting of the Institute in San Diego, November 19-21.
1989	Awarded the Irwin Foundation Doctoral Fellowship in Business and Economics.
1988	Selected to participate in the Sixth Annual <i>Doctoral Consortium</i> sponsored by the <i>Decision Sciences Institute</i> held in Las Vegas, November 19-20.

JOURNAL PUBLICATIONS (PEER-REVIEWED)

- Sebastianelli, R., Tamimi, N. and Rajan, M. *Perceived Quality of Online Shopping: Does Gender Make a Difference?* Journal of Internet Commerce, 2008, 7(4), 445-469.
- Tamimi, N. and **Sebastianelli, R.** Understanding E-Trust. Journal of Information Privacy & Security, 2007, 3(2), 3-17.
- Sebastianelli, R., Tamimi, N. and Rajan, M. How Shopping Frequency and Product Type Affect Consumers' Perceptions of E-Tailing Quality. Journal of Business & Economics Research, 2007, 5(1), 89-99.
- Sebastianelli, R. and Trussler, S. International Content as Hidden Curriculum in Business Statistics: An Overlooked Opportunity. Journal of Teaching in International Business, 2006, 18(1), 73-87.
- Tamimi, N., Sebastianelli, R. and Rajan, M. What Do Online Customers Value? Quality Progress, 2005 (July), 38(7), 35-39.
- Sebastianelli, R. and Rishel, T.D. Integrating SAP R/3 Applications into a Total Quality Management Course. Academy of Information and Management Sciences Journal, 2005, 8(1), 31-42.
- Chai, M., Sebastianelli, R., Tamimi, N. and Rajan, M. *Benchmarking Bank Website Design and Online Services*. <u>E-Business Review</u>, 2004, 4, 31-34.
- Sebastianelli, R. and Tamimi, N. Understanding the Obstacles to TQM Success. Quality Management Journal, 2003, 10(3), 45-56.
- Tamimi, N., Rajan, M. and **Sebastianelli, R.** *The State of Online Retailing*. <u>Internet Research: Electronic</u> <u>Networking, Applications and Policy</u>, 2003, 13(3), 146-155.
- Sebastianelli, R. and Tamimi, N. How Product Quality Dimensions Relate to Defining Quality. International Journal of Quality & Reliability Management, 2002, 19(4), 442-453.
- Tamimi, N., Rajan, M., and **Sebastianelli, R.** *Benchmarking the Home Pages of 'Fortune' 500 Companies.* <u>Quality Progress</u>, 2000 (July), 33(7), 47-51.
- Sumrall, D. and Sebastianelli, R. The Moderating Effect of Managerial Sales Orientations on Salespersons' Role Stress-Job Satisfaction Relationships. Journal of Marketing Theory and Practice, 1999 (Winter), 7(1), 72-79.
- Tamimi, N. and **Sebastianelli, R.** *The Barriers to Total Quality Management*. <u>Quality Progress</u>, 1998 (June), 31(6), 57-60.
- Sebastianelli, R. and Tamimi, N. *Barriers to TQM: A Class-Level Student Project*. Journal of Education for Business, 1998 (January/February), 73(3), 158-162.
- Horton, J. and **Sebastianelli, R.** *AACSB: The Scranton Story.* <u>Pennsylvania Journal of Business and</u> <u>Economics</u>, 1997 (Summer), 5(1), 19-28.
- Tamimi, N. and Sebastianelli, R. *How Firms Define and Measure Quality*. <u>Production and Inventory</u> <u>Management Journal</u>, 1996 (Third Quarter), 37(3), 34-39.
- Sebastianelli, R. (*Prave*) and Ord, J.K. An Adaptive Approach for Modeling Multiattribute Choice. Journal of Multi-Criteria Decision Analysis, 1995 (June), 4(2), 91-106.

JOURNAL PUBLICATIONS (PEER-REVIEWED) (continued)

- Sebastianelli, R. (*Prave*) and Trussler, S. *Business Statistics as a Vehicle for Transcending U.S. Borders*. Journal of Education for Business, 1995 (March/April), 70(4), 238-242.
- Sebastianelli, R. (*Prave*) and Ord, J.K. *Individual Logit Models for Consumer Preferences*. Journal of Marketing Theory and Practice, 1993 (Fall), 2(1), 27-39.
- Sebastianelli, R. (*Prave*) and Baril, G.L. *Instructor Ratings: Controlling for Bias from Initial Student Interest.* Journal of Education for Business, 1993 (July/August), 68(6), 362-366.
- Trussler, S. and Sebastianelli, R. (Prave) Computerization in Manufacturing Versus Service Firms: An Empirical Investigation. Production and Inventory Management Journal, 1993 (Third Quarter), 34(3), 1-6.
- Harrison, T.P., Kochenberger, G.A., Sebastianelli, R. (Prave), and Rishel, T.D. Solving Resource Allocation Problems When Learning Effects Are Present. <u>Decision Sciences</u>, 1988 (Fall), 19(4) 744-749.

OTHER PUBLICATIONS

- Sebastianelli, R. <u>Online Test Bank for Business Statistics</u>, Addison-Wesley, Pearson Education Inc., © 2010, 250 pp.
- Sebastianelli, R. Ethics in Action (boxed feature appearing in each of 24 chapters) in <u>Business</u> <u>Statistics</u> by N. Sharpe, R. DeVeaux and P. Velleman, 1st Edition, Addison-Wesley, Pearson Education Inc., © 2010.
- Sebastianelli, R. Chapter Exercises (Ch. 13, 15, 16, 18, 20, and 23) in <u>Business Statistics</u> by N. Sharpe, R. DeVeaux and P. Velleman, 1st Edition, Addison-Wesley, Pearson Education Inc., © 2010.
- **Sebastianelli, R.** *PowerPoint Lecture Slides* to accompany <u>Statistics for Business</u> by R. Stine and D. Foster, 1st Edition, Addison-Wesley, Pearson Education Inc., © 2011.

PROCEEDINGS (PEER-REVIEWED) (* denotes conference speaker)

- Sebastianelli, R. *, Tamimi, N. and Rajan, M. Perceived Quality of Internet Retailers: Does Shopping Frequency or Product Type Make a Difference? <u>Proceedings of the European Applied Business</u> <u>Research Conference</u>, Siena, Italy, June 2006, #188B, pp. 1-11. (*recipient best paper award*)
- Stanton, M., Tamimi, N.* and Sebastianelli, R. Quality Dimensions of Online Brokers: Examining Best Practices. Proceedings of the 13th Annual Meeting of the American Society of Business and Behavioral Sciences, Las Vegas, February 2006, 2068-2076.
- Sebastianelli, R. and Rishel, T.D.* A Simple Method for Assessing What We Really Want Students to Learn in Business Statistics. <u>Proceedings of the 8th International Conference of the Decision Sciences</u> <u>Institute</u>, Barcelona, Spain, July 3-6, 2005, 293-299.
- Sebastianelli, R.*, Tamimi, N., Salameh, E. and Fan, Y. Airline Websites: Benchmarking E-Quality Factors. Proceedings of the 34th Annual Meeting of the Northeast Decision Sciences Institute, Philadelphia, PA, March 30-April 1, 2005, CD-ROM (indexed by title), pp. 1-6.
- Cann, C.W., **Sebastianelli, R.*** and Cann, M.C. *Examining Environmental Sustainability Efforts: A Preliminary Survey.* <u>Proceedings of the 34th Annual Meeting of the Northeast Decision Sciences</u> <u>Institute</u>, Philadelphia, PA, March 30-April 1, 2005, CD-ROM (indexed by title), pp. 1-6.

PROCEEDINGS (PEER-REVIEWED) (continued)

- Tamimi, N.*, Sebastianelli, R. and Rajan, M. Examining the Relationship Between Demographics and the Frequency of Online Purchasing. <u>Proceedings of the 9th Annual Meeting of the Asia-Pacific</u> <u>Decision Sciences Institute</u>, Seoul, Korea, July 2004, Abstract p. 23, (Available on CD-ROM).
- Sebastianelli, R. and Rishel, T.D.* How *Firms Measure the Value of ERP Systems*. <u>Proceedings of the</u> <u>34th Annual Meeting of the Southeast Decision Sciences Institute</u>, Charleston, S.C., February 2004, pp. 174-176.
- Sebastianelli, R., Tamimi, N.* and Rajan, M. Consumers' Perceptions of the Factors Affecting E-Quality. Proceedings of the 34th National Meeting of the Decision Sciences Institute, Washington, D.C., November 2003, #349-7323, pp. 1-6.
- Sebastianelli, R.* and Rishel, T.D. Some Survey Results on ERP Systems Implementation. <u>Proceedings of the 34th National Meeting of the Decision Sciences Institute</u>, Washington, D.C., November 2003, #302-9174, pp. 1-6.
- Sebastianelli, R. and Trussler, S.* Internationalizing Business Statistics: Revisiting the Issue a Decade Later. Proceedings of the 34th National Meeting of the Decision Sciences Institute, Washington, D.C., November 2003, #358-4773, pp. 1-6.
- Rajan, M., Tamimi, N.* and Sebastianelli, R. The Role of Simulation in Asset Allocation Strategies. Proceedings of the 7th International Conference and 8th Annual Asia-Pacific Meeting of the Decision Sciences Institute, Shanghai, China, July 2003 (Available on CD-ROM).
- Sebastianelli, R.* and Tamimi, N. ISO 9000 2000 Version: Examining the Potential Impact on American Industries. Proceedings of the 10th Annual Meeting of the American Society of Business and Behavioral Sciences, Las Vegas, February 2003, v.10, 1448-1454.
- Tamimi, N.*, Rajan, M., Sebastianelli, R., and Cummings, N. Critical Factors That Impact the Quality of an Online Shopping Experience. <u>Proceedings of the 7th Annual Meeting</u> of the Asia-Pacific <u>Decision Sciences Institute</u>, Bangkok, Thailand, July 2002, Abstract p. 36 (Available on CD-ROM).
- **Sebastianelli, R.** and Tamimi, N.* *Multiple Definitions of Quality and Quality Dimensions: An Empirical Link?* Proceedings of the 32nd National Meeting of the Decision Sciences Institute, San Francisco, November 2001, 941-943.
- Sebastianelli, R. and Rishel, T.D^{*}. *Incorporating Enterprise-Wide Software Applications in a Total Quality Management Course.* <u>Proceedings of the 31st National Meeting of the Decision Sciences Institute</u>, Orlando, November 2000, v.1, 244-246.
- Lawrence, R.*, Sebastianelli, R., and Kepler, C.H. Personality Type and Major Selection for Female Business Students. Proceedings of the 7th Annual Meeting of the American Society of Business and Behavioral Sciences, Las Vegas, February 2000, v. 7, 171-179.
- Baril, G.L.*, and Sebastianelli, R. Ethical Decision Making in Business: Causal Links to Components of Morality. Proceedings of the 5th International Conference of the Decision Sciences Institute, Athens, Greece, July 1999, v.2, 1550-1552.
- Cann, C.W. and Sebastianelli, R.* Service Quality Dimensions and Customer Satisfaction: The Case of a National Historic Site. <u>Proceedings of the 29th National Meeting of the Decision Sciences Institute</u>, Las Vegas, November 1998, v. 1, 388-390.

PROCEEDINGS (PEER-REVIEWED) (continued)

- Sebastianelli, R.* and Tamimi, N. *Examining the Obstacles to TQM Within a Factor Analytic Framework*. <u>Proceedings of the 28th National Meeting of the Decision Sciences Institute</u>, San Diego, November 1997, v. 3, 1593-1595.
- Sebastianelli, R. and Sumrall, D.^{*} Sales Reps' Role Stress-Job Satisfaction Relationships: Job Type as a *Moderator Variable*. <u>Proceedings of the 28th National Meeting of the Decision Sciences Institute</u>, San Diego, November 1997, v. 1, 318-320.
- Baril, G.L.*, Sebastianelli, R., Cannon, J.T. Using Inferential Statistics to Improve the Interpretation of Course Evaluations. <u>Proceedings of the 27th National Meeting of the Decision Sciences Institute</u>, Orlando, November 1996, v. 1, 248-250.
- Sebastianelli, R.* and Tamimi, N. The Use of Quality Improvement Tools: A Student Survey of Regional Firms. Proceedings of the Silver Anniversary Meeting of the Northeast Decision Sciences Institute, St. Croix, U.S. Virgin Islands, April 1996, 530-532.
- DeCristoforo, A., Sum G., and Sebastianelli, R. (Prave)* Prospects of an Environmental MBA: A Preliminary Investigation of Undergraduate Student Opinion. Proceedings of the 24th Annual Meeting of the Northeast Decision Sciences Institute, Providence, R.I., March 1995, 75-78. (coauthored with students, this paper was nominated for a Robert W. Pearson Best Paper Award)
- Sebastianelli, R. (Prave)* Combining Statistical Forecasts: An Application to Quarterly Earnings Per Share Data. Proceedings of the 24th National Meeting of the Decision Sciences Institute, Washington, D.C., November 1993, v. 2, 1193-1195.
- Baril, G.L. and Sebastianelli, R. (Prave)* Are "Good" Managers Still Perceived as Masculine Rather Than Androgynous? Proceedings of the 24th National Meeting of the Decision Sciences Institute, Washington, D.C., November 1993, v. 1, 472-474.
- Sebastianelli, R. (*Prave*)^{*} and Chattopadhyay, S.P. *Control Chart Sensitivity to Exponentially Distributed Service Variables.* <u>Proceedings of the 22nd Annual Meeting of the Northeast Decision Sciences</u> <u>Institute</u>, Philadelphia, April 1993, 357-359.
- Sebastianelli, R. (Prave)* and Trussler, S. Opinions and Practices in Operations Management: A Comparison of Firms With and Without International Involvement. Proceedings of the 23rd National Meeting of the Decision Sciences Institute, San Francisco, November 1992, v. 3, 1753-1755.
- Trussler, S.* and Sebastianelli, R. (Prave) Internationalizing the Required Course in Business Statistics. Proceedings of the 22nd National Meeting of the Decision Sciences Institute, Miami Beach, November 1991, v. 1, 414-417.
- Sebastianelli, R. (*Prave*)^{*} and Chattopadhyay, S.P. *Multiattribute Modeling for New Product Design in Industrial Markets*. Proceedings of the 27th Annual Meeting of The Institute of Management Sciences (Southeastern Chapter), Myrtle Beach, October 1991, 294-296.
- Sebastianelli, R. (*Prave*)^{*} Appropriate ARIMA Model Specification Versus Forecast Accuracy. <u>Proceedings</u> of the 20th Annual Meeting of the Northeast Decision Sciences Institute, Pittsburgh, April 1991, 344-346.
- Sebastianelli, R. (*Prave*)^{*} Some Simulation Results on the Accuracy of Individual Logit Preference Models. <u>Proceedings of the 21st National Meeting of the Decision Sciences Institute</u>, San Diego, November 1990, v. 2, 1183-1185.

PROCEEDINGS (PEER-REVIEWED) (continued)

- Chandra, A.* and **Sebastianelli, R.** (*Prave*) An Analysis of Autocorrelations in Output Data of Simulated Queueing Systems. <u>Proceedings of the 19th Annual Meeting of the Northeast Decision Sciences</u> <u>Institute</u>, Saratoga Springs, April 1990, 374-376. (*nominated for a Robert W. Pearson Best Paper Award*)
- Sebastianelli, R. (*Prave*)^{*} and Ord, J.K. *Logit Modeling of Individual Preference: A Comparison With Conjoint Analysis.* <u>Proceedings of the 20th National Meeting of the Decision Sciences Institute</u>, New Orleans, November 1989, v. 2, 706-708. (*this paper was one of ten to be recognized as outstanding by reviewers; over 600 papers were presented at this national conference*)
- Sebastianelli, R. (Prave)* and Ord, J.K. Reliability and Predictive Validity of Conjoint Analysis in Evaluating Apartment Preferences. <u>Proceedings of the 18th National Meeting of the Decision</u> <u>Sciences Institute</u>, Boston, November 1987, v. 1, 462-464.

CONFERENCE PRESENTATIONS

- Sebastianelli, R* and Tamimi, N. Business Statistics and Management Science Online: Are Desired Student Learning Outcomes Achievable? Business & Economics Society International Conference, Nassau, Bahamas, January 6-9, 2010.
- Martino, K.*, Sebastianelli, R. and Tamimi, N. Improving Environmental Management: The Payoff of ISO 14000 Certification During Financial Uncertainty. Decision Sciences Institute National Meeting, New Orleans, November 14-17, 2009.
- Tamimi, N.* and **Sebastianelli, R.** *Effective Tools in Teaching Management Science Online*. International Conference of the Global Business Development Institute, Las Vegas, March 22-25, 2009.
- Sebastianelli, R.* and Tamimi, N. *Teaching Quantitative Business Courses Online: Strategies and Challenges.* The 2009 Teaching & Learning Conference, San Antonio, March 16-19, 2009.
- Sebastianelli, R.*, Tamimi, N. and Martino, K. Improving Environmental Management: Does ISO 14000 Certification Payoff? Business & Economics Society International Conference, Lugano, Switzerland, July 15-19, 2008.
- Tamimi, N.*, **Sebastianelli, R.** and Petsas, I. *Predictors of Online Shopping*. International Applied Business Research Conference, San Juan, Puerto Rico, March 17-20, 2008.
- Sebastianelli, R.* and Tamimi, N. *Mission Based Teaching: Examples from a Jesuit Business School.* Decision Sciences Institute National Meeting, Phoenix, November 17-20, 2007.
- Vidalis, S.M., Petsas, I. and **Sebastianelli, R.* Online** *Education and LMS: A Global Perspective*. Business & Economics Society International Conference, Antibes, France, July 16-20, 2007.
- Tamimi, N.*, Sebastianelli, R. and Mehta, R. *Relationship Between Demographics and Online Trust.* 5th International Business Research Conference, Dubai, United Arab Emirates, April 26-27, 2007.
- Rajan, M., **Sebastianelli, R**. and Tamimi, N.* *Using Valuation Measures to Guide Asset Allocation*. Decision Sciences Institute National Meeting, San Antonio, November 18-21, 2006.
- Cann, C.W. and Sebastianelli, R. ISO 14001 Certification and Landfill Operations: A Case in Point. Second International Conference on Environmental, Cultural, Economic and Social Sustainability, Hanoi and Ha Long Bay, Vietnam, January 9-12, 2006 (Virtual Presentation).

CONFERENCE PRESENTATIONS (continued)

- Sebastianelli, R* and Tamimi, N. A Model for Predicting Online Shopping Frequency. Decision Sciences Institute National Meeting, San Francisco, November 19-22, 2005.
- Sebastianelli, R*, Tamimi, N., Rajan, M. *Perceived Quality of Online Shopping: The Gender Effect.* Decision Sciences Institute National Meeting, Boston, November 20-23, 2004.
- Chai, M., Sebastianelli, R.*, Tamimi, N. and Rajan, M. Benchmarking Bank Website Design and Online Services. International Academy of E-Business Annual Conference, Atlantic City, NJ., March 28-31, 2004.
- Baril, G.L., Lodato, M.A., and Sebastianelli, R. Predictors of Ethical Business Decision-Making. American Psychological Society Annual Meeting, Miami, June 8-11, 2000 (Poster presentation).
- Sebastianelli, R.*, Lawrence, R., and Kepler, C.H. Business Students: Exploring the Link Between Personality Type and Level of Academic Involvement. American Accounting Association Mid-Atlantic Regional Meeting, Wilmington, DE., March 23-25, 2000 (Abstract published, p. 26).
- Tamimi, N., Rajan, M., and Sebastianelli, R.* Critical Quality Factors in Business-to-Consumer Electronic Commerce. Decision Sciences Institute National Meeting, New Orleans, November 20-23, 1999 (Abstract published in Proceedings, v. 3, p. 1394).
- Sebastianelli, R. and Tamimi, N.* *Some Survey Results on the 'Real' Barriers to TQM*. Decision Sciences Institute National Meeting, Orlando, November 24-26, 1996 (Abstract published in Proceedings, v. 3, p. 1665).
- **Sebastianelli, R.**^{*} and Horton, J. *AACSB: The Scranton Story.* Annual Meeting of the Association of Pennsylvania University Business and Economics Faculty, State College, October 3-4, 1996.
- Sebastianelli, R.* and Baril, G.L. Attribute Importance as a Function of Attribute Levels in Conjoint Analysis. Decision Sciences Institute National Meeting, Boston, November 20-22, 1995 (Abstract published in Proceedings, v. 1, p. 341).
- Sebastianelli, R. (Prave)* and Trussler, S. Quality Practices in the Service Sector: Some Regional Survey Results. The Institute of Management Sciences/Operations Research Society of America (TIMS/ORSA) Joint National Meeting, Boston, April 24-27, 1994.
- Sumrall, D.A.* and Sebastianelli, R. (Prave), The Role Stress-Job Satisfaction Relationship: Moderating Effect of Organizational Sales Orientation. The Institute of Management Sciences/Operations Research Society of America (TIMS/ORSA) Joint National Meeting, Boston, April 24-27, 1994.
- Daria, D. *, Baril, G.L. and **Sebastianelli, R.** (*Prave*), *Perceptions of the "Good Manager": A More Optimistic Outlook*. Eastern Psychological Association, Providence, R.I., April 15-17, 1994.
- Sebastianelli, R. (*Prave*)^{*}, *The Social Science Perspective and Common Practice*. In workshop: *Student Evaluation of Instructors: Fair or Foul?* (co-organized with G. L. Baril). 8th Annual Psychology Conference, University of Scranton, February 27, 1993.
- Sebastianelli, R. (Prave)*, Ord, J.K. and Chandra, A. Using the Criterion of A-Optimality in Adaptive Preference Modeling. Decision Sciences Institute National Meeting, San Francisco, November 22-24, 1992 (Abstract published in Proceedings, v. 1, p. 348).

CONFERENCE PRESENTATIONS (continued)

- Trussler, S.* and Sebastianelli, R. (Prave) How are Exporters' Operations Different? Survey Results of Northeastern Manufacturers' Practices and Opinions. The Academy of International Business (Northeast U.S.A. Region) Meeting, Baltimore, June 1-2, 1992.
- Trussler, S.* and Sebastianelli, R. (*Prave*) Perceived Importance of OM Concepts/Techniques: Manufacturing and Service Firms Compared. The Institute of Management Sciences/Operations Research Society of America (TIMS/ORSA) Joint National Meeting, Orlando, April 26-29, 1992.
- Sebastianelli, R. (Prave)* and Ord, J.K. Adaptive Preference Modeling: A Comparison With Nonadaptive Methods. The Institute of Management Sciences/Operations Research Society of America (TIMS/ORSA) Joint National Meeting, Nashville, May 12-15, 1991.
- Sebastianelli, R. (Prave)* and Ord, J.K. An Algorithm for Adaptive Preference Modeling. The Institute of Management Sciences/Operations Research Society of America (TIMS/ORSA) Joint National Meeting, Las Vegas, May 7-9, 1990.

BOOK REVIEW (INVITED)

Sebastianelli, R. (*Prave*) Review of *BUSINESS CYCLES Theory, History, Indicators, and Forecasting* by Victor Zarnowitz, <u>Mid-Atlantic Journal of Business</u>, 1993 (June), 29(2), 272-273.

INVITED PRESENTATIONS

- Ammar, S., Cochran, J., Libertore, M., Nahmias, S., Nydick, R., Sebastianelli, R., and Wright, R. Where is OR/MS in Undergraduate Business Curriculum? INFORMS (Institute for Operations Research and the Management Sciences) Annual Meeting, San Jose, November 17-20, 2002.
- Tamimi, N.*, Rajan, M. and Sebastianelli, R. What Makes a Quality Homepage. Temple University-Japan, Tokyo, March 16, 2000.
- Markland, R.E., McKibbin, L., Porter, L and Sebastianelli, R. The Internationalization of Management Education and Accreditation: An American Perspective. Decision Sciences Institute 5th International Conference, Athens, Greece, July 4-7, 1999.
- Bruce, G., Centonze, A., DiAngelo, J. and Sebastianelli, R. Panel Discussion on Accreditation & Re-Accreditation Issues. Middle Atlantic Association of Colleges of Business Administration 47th Annual Meeting, Buffalo, October 8-10, 1997.
- Bennett, P., Benson, G. and Sebastianelli, R. Role of Statistics in the Modern Business School. Plenary Session at the 12th Annual Conference on Making Statistics More Effective in Schools of Business, The Pennsylvania State University, University Park, June 26-28, 1997.
- **Sebastianelli, R.**^{*} and Tamimi, N. *The Barriers to Implementing TQM: A Survey of U.S. Quality Managers.* The University of Wollongong, New South Wales, Australia, May 13, 1997.

INTERNAL RESEARCH GRANTS

Fall 2009	Internal Research Grant (co-investigator N. Tamimi). Proposal Title: <i>An Experimental Study of Factors Affecting the Perceived Quality of Online Retailers</i> . Amount Funded: \$2905.
Intersession 2006	Faculty Development Board Grant. Proposal Title: <i>ERP Systems Implementation: Determinants of Success.</i> Stipend: \$3000.
Spring 2002	Internal Research Grant. Proposal Title: <i>ERP Systems Implementation: Critical Success Factors</i> . Amount Funded: \$1500.
Spring 1996	Internal Research Grant (co-investigator N. Tamimi). Proposal Title: <i>An Empirical Examination of the Barriers to TQM</i> . Amount Funded: \$1456.
Fall 1991	Internal Research Grant (co-investigator S. Trussler). Proposal Title: <i>The Perceived Importance of Operations Management Concepts and Techniques</i> . Amount Funded: \$1455.
Spring 1991	Internal Research Grant (co-investigator S. Trussler). Proposal Title: <i>Issues in POM Education</i> . Amount Funded: \$300.

TEXTBOOK CITATIONS

The article *Benchmarking the Home Pages of 'Fortune' 500 Companies* (co-authored with N. Tamimi and M. Rajan) that appeared in <u>Quality Progress</u> (2000) is cited in <u>Operations Management with Student CD-ROM</u>, 7th ed., by William J. Stevenson (McGraw Hill/Irwin Publishing, 2001, p. 490).

The article *The Barriers to Total Quality Management* (co-authored with N. Tamimi) that appeared in <u>Quality Progress</u> (1998) is cited in

- <u>Quality and Performance Excellence</u>, 5th ed., by James R. Evans (Thomson South Western Publishing, 2008, p. 465).
- <u>Total Quality Management, Organization and Strategy</u>, 3rd ed., by James R. Evans and James W. Dean, Jr. (South-Western Publishing, 2003, p. 362).
- <u>Total Quality Management</u>, 3rd ed., by Dale H. Besterfield, Carol Besterfield-Michna, Glen H. Besterfield and Mary Besterfield-Sacre (Prentice Hall, 2003, p. 10-11).

The article *How Firms Define and Measure Quality* (co-authored with N. Tamimi) that appeared in <u>Production and Inventory Management Journal</u> (1996) is cited in

- <u>Quality and Performance Excellence</u>, 5th ed., by James R. Evans (Thomson South Western Publishing, 2008, p. 6).
- <u>Managing for Quality and Performance Excellence</u>, 7th ed., by James R. Evans and William M. Lindsay (Thomson South-Western Publishing, 2008, p. 12).
- <u>Principles of Operations Management</u>, 1st ed., by Amitabh S. Raturi and James R. Evans (South Western Educational Publishing, 2005, see Chapter 6 on Quality Management, p. 345).

SERVICE TO THE PROFESSION Leadership Roles

External Program Reviewer, Decision and Systems Sciences Department, Saint Joseph's University, Haub School of Business (April, 2007).

Elected Member, Board of Directors, Northeast Decision Sciences Institute (April, 1996-March, 1999).

Theme Chair, "Curricular Issues Theme" at the 30th Annual National Meeting of the Decision Sciences Institute in New Orleans, Nov. 20-23, 1999.

Coordinator, MiniConference on Undergraduate Curriculum, 29th National Meeting of the Decision Sciences Institute, Las Vegas, November 21-24, 1998.

Track Chair, "Statistical Theory and Applications Track" at the 24th Annual Meeting of the Northeast Decision Sciences Institute in Providence, R.I., March 22–24, 1995.

Session Chair

"Ethics and Spirituality in the Business Curriculum" at the 38th Annual Meeting of the Decision Sciences Institute in Phoenix, Nov. 17-20, 2007.

"Innovative Education" at the 8th International Conference of the Decision Sciences Institute, Barcelona, Spain, July 3-6, 2005.

"E-Business Quality" at the 34th Annual Meeting of the Northeast Decision Sciences Institute in Philadelphia, March 30 – April 1, 2005.

"Innovation Management and Strategy" at the 10th Meeting of the International Schumpeter Society, Bocconi University, Milan, Italy, June 9-12, 2004.

"Assessing Students, Curriculum and Faculty" at the 29th Annual Meeting of the Decision Sciences Institute in Las Vegas, Nov. 21-24, 1998.

"Communication Skills and the Curriculum" at the 25th Annual Meeting of the Northeast Decision Sciences Institute in St. Croix, U.S. Virgin Islands, April 17-19, 1996.

"Students: Perceptions and Behaviors" at the 7th Annual Psychology Conference, University of Scranton, Feb. 29, 1992.

"Multiple Criteria Decision Making II" at the Joint National Meeting of The Institute of Management Sciences/Operations Research Society of America in Nashville, May 12-15, 1991.

"Simulation and Statistics" at the 20th Annual Meeting of the Northeast Decision Sciences Institute in Pittsburgh, April 10-12, 1991.

"Topics in Educational Programs" at the 20th Annual Meeting of the Northeast Decision Sciences Institute in Pittsburgh, April 10-12, 1991.

"Educational Innovations in Business Statistics" at the 21st Annual Meeting of the Decision Sciences Institute in San Diego, Nov. 19-21, 1990.

SERVICE TO THE PROFESSION (continued) Paper Reviewer

International Journal of Quality and Reliability Management, 2007, 2004, 2002.

International Journal of Internet and Enterprise Management, 2006.

Journal of the Academy of Business Education, 2006, 2005, 2004, 2003.

E-Business and Marketing Track, Northeast Decision Sciences Institute Annual Meeting, Philadelphia, PA, April 2005.

Quality and Productivity Track, Decision Sciences Institute National Meeting, Boston, November, 2004.

Quality and Productivity Track, Innovative Education Track, and Enterprise Systems and Applications Track, Decision Sciences Institute National Meeting, Washington, D.C., November 2003.

Quality and Productivity Track, Northeast Decision Sciences Institute Annual Meeting, Providence, RI, March 2003.

Quality and Productivity Track, Northeast Decision Sciences Institute Annual Meeting, San Juan, Puerto Rico, March 2002.

Quality and Productivity Track, Northeast Decision Sciences Institute Annual Meeting, Atlantic City, NJ, March 2000.

International Journal of Operations and Quantitative Management, 1999.

Journal of Operations Management, 1995, 1996, 1997.

Statistics and Decision Analysis Track, Decision Sciences Institute National Meeting, Las Vegas, November 1998.

Statistical Theory and Applications Track, Northeast Decision Sciences Institute Annual Meeting, Annapolis, MD, April 1997.

Curriculum and Students Track, Northeast Decision Sciences Institute Annual Meeting, St. Croix, U.S. Virgin Islands, April 1996.

Mid-Atlantic Journal of Business, 1994.

Innovative Education Track, Decision Sciences Institute National Meeting, Washington D.C., November 1993.

The Academy of International Business (Northeast U.S.A. Region) Meeting, Scranton, June 1993.

Statistical Theory and Applications Track, Northeast Decision Sciences Institute Annual Meeting, Philadelphia, March/April 1993.

Innovative Education Track, Decision Sciences Institute National Meeting, San Francisco, November 1992.

Innovative Education Track, Decision Sciences Institute National Meeting, San Diego, November 1990.

SERVICE TO THE PROFESSION (continued) Paper Discussant

Business & Economics Society International Meeting, Nassau, Bahamas, January 2010.

Business & Economics Society International Meeting, Lugano, Switzerland, July 2008.

Business & Economics Society International Meeting, Antibes, France, July 2007.

The Southeast Decision Sciences Institute Annual Meeting, Charleston, S.C., February 2004.

Curricular Issues Theme, Decision Sciences Institute National Meeting, Las Vegas, November 1998.

Quality and Productivity Track, Decision Sciences Institute National Meeting, San Diego, November 1997.

The Academy of International Business (Northeast U.S.A. Region) Meeting, Scranton, June 1993.

Innovative Education Track, Decision Sciences Institute National Meeting, San Francisco, November 1992

The Institute of Management Sciences (Southeastern Chapter) Annual Meeting, Myrtle Beach, October 1991.

The Northeast Decision Sciences Institute Annual Meeting, Pittsburgh, April 1991.

SERVICE TO THE UNIVERSITY

Alpha Sigma Nu Advisory Group, Member (September 2009 – Present)

<u>Board on Rank and Tenure</u>, Elected Member, KSOM Representative (September, 2006 – May 2008); Elected Member, At-Large (September, 1999 – May, 2000)

Search Committee for Director of Research Services, Member (January, 2008 – April, 2008)

Faculty Colloquium on Ignatian Pedagogy, Participant, Interdisciplinary Faculty Seminar supported by the Clavius Fund, Spring 2007.

Education for Justice: The Case for Sustainability, Participant, Faculty Workshop on Infusing Sustainability into the Curriculum, June 9-10, 17, 2005 and May 25, 2006.

Faculty Research Committee, Member (September, 2003 – May 2006)

Assessment Task Force, Member (September, 2003 – December, 2004)

Fulbright Evaluation Committee, Member (September, 2004 – May, 2005; September, 1998 – May, 2000; September, 1993 - May, 1994; September, 1989 – May, 1992)

Faculty Development Board, Elected Member (September, 1998 – May, 2002; September, 1993 – May, 1996)

Search Committee for CAS Associate Dean, Member (January, 2002 – May, 2002)

Retention Committee, Member (December, 1998 – May, 2000)

SERVICE TO THE UNIVERSITY (continued)

Assessment and Institutional Research Office, Faculty Associate (September, 1995 - May, 2000)

Center for Mission Reflection, Member (September, 1998 - May, 1999)

University Planning Committee, Member (September, 1997 – May, 1999)

Assessment Committee, Member (September, 1995 – May, 1999)

Committee on Environmental Studies Concentration, Member (September, 1995 - May, 1998)

Institutional Review Board, Chair (September, 1994 – September, 1996); Member (February, 1998 – May, 1998; February, 1992 – September, 1996)

Middle States Study Group on Faculty, Member (September, 1996 – May, 1997)

Committee on the Status of Women, Member (September, 1996 – May, 1997)

Curriculum Conference Committee, Member (September, 1996 – May, 1997)

Mentoring Program sponsored by OID, Mentor (September, 1995 - May, 1996)

<u>Orientation Advisory Board</u>, Member (September, 1994 – August, 1995); <u>Book Discussion Leader for</u> <u>Summer Pre-Orientation</u> (July, 1995)

<u>WUSR Advisory Board</u>, Member (December, 1992 – May, 1997); <u>WUSR Disc Jockey</u> (June, 1993 – April, 1995; May, 1996 – August, 1996)

Faculty Senate, Elected Member (September, 1990 – May, 1993)

Course Evaluation Subcommittee of the Faculty Senate, Co-Chair (September, 1990 – May, 1994); Member (September, 1990 – May, 1995)

<u>Academic Policy Committee of the Faculty Senate</u>, Chair (September, 1992 – May, 1993); Member (September, 1990 – May, 1993)

Executive Committee of the Faculty Senate, Member (September, 1992 – May, 1993)

Library Advisory Committee, Member (September, 1990 – May, 1993)

VAX Users Conference, Member (September, 1990 – May, 1993); *Subcommittee on Software Acquisition* Member (September, 1990 – May, 1991)

SERVICE TO THE KANIA SCHOOL OF MANAGEMENT

<u>MBA Mentor</u>, (June 2007 – Present)

KSOM Scholarship Committee, Member (September 2007 - Present)

Assessor, KSOM Assessment Day, April 25, 2009.

<u>Beta Gamma Sigma</u>, President (January 2005 – May 2008), Vice President (January 2003 – January 2005), Member (since September, 1996) Regular participant at annual induction ceremonies and in selecting scholarship recipient.

SERVICE TO THE KANIA SCHOOL OF MANAGEMENT (continued)

KSOM Assessment Committee, Member (January 2005 – May 2008)

President's Business Council Day, Moderator, Management Panel Discussion, April 11, 2007.

AACSB Accreditation Maintenance Steering Committee, Chair (September 2006 – May 2007), Co-Chair (January 2003 – December 2005), Member (January 2003 – May 2007)

KSOM Management Committee, Member (September 2005 - May 2007)

Business Leadership Program Advisory Board, Member (Sept. 1994 - May 2000; Jan. 2005 - May 2007)

KSOM Systemic Change Task Force, Member (September 2003 - May, 2004)

Brennan Hall Dedication Committee, Member (January, 2000 - October, 2000)

KSOM Continuous Improvement Team, Chair (September, 1998 – May, 2000)

Editor of AACSB Self-Evaluation Report and Coordinator of Successful AACSB Accreditation Effort (February, 1995 – May, 1996)

AACSB Self-Evaluation Committee on Students, Chair (September, 1993 – May, 1996)

Executive on Campus Program, Coordinator (September, 1989 - May, 1991)

SERVICE TO THE OIM DEPARTMENT

Open House and Freshman Preview Day, Regular Participant (since February, 1992)

POM Internship Program, Coordinator (September, 1990 - September, 1996)

<u>Recorder of Minutes of Departmental Meetings</u> (February 1989 – September, 1996)

Internship Handbook Committee, Member (Fall 1989)

Campus Representative for Decision Sciences Institute, (since January, 1990)

STUDENT-CENTERED SERVICE

Mentor, Women's Leadership Brunch sponsored by the Women's Center, March 26, 2006.

Advisor for KSOM's 2003 recipient of the *Faculty-Directed Student Summer Research Grant* (Michael Chai) and Co-advisor (with R. Lawrence) for KSOM's 1999 recipient of the *Faculty-Directed Student Summer Research Grant* (Colin H. Kepler).

Honors tutorials (Spring 2000; Fall 1999; Fall 1996); Reader, honors thesis (Spring 1999; Spring 2001).

Thesis advisor (Amy DeCristoforo, 1994; Mary Beth Coyne, 1995) and mentor (1993) for BLDR Program.

Sponsored students in the *FSRP program* (2009; 2007; 2004; 2003; 2000; 1999; 1994; 1993).

Member, Gavigan Faculty Associates (1990-91).

SERVICE TO THE UNIVERSITY (Presentations to the University Community)

"Perceived Quality of Internet Retailers: Does Shopping Frequency or Product Type Make a Difference?" with N. Tamimi and M. Rajan, KSOM Research Seminar, Fall 2007 and ORS Research Series, Spring 2008.

"Online Retailing: Do Web Assurance Seals Make a Difference?" with N. Tamimi and students Christina Anastasopoulos and Anthony Lentini, Poster presentation, 7th Annual Celebration of Student Scholars, May 4, 2007.

Welcome/Master of Ceremonies, McShane Executive Center Dedication, Brennan Hall, May 11, 2005.

"Airline Websites: Benchmarking E-Quality Factors" with Nabil Tamimi and students Emad Salameh and Yun Fan, Poster presentation, 5th Annual Celebration of Student Scholars, May 3, 2005.

Invocation, 104th Commencement Ceremony of the University of Scranton, May 30, 2004.

"Benchmarking Bank Website Design and Online Services" with student Michael Chai, Poster presentation, 4th Annual Celebration of Student Scholars, May 4, 2004.

Discussion Leader, "Internationalization of Business Curriculum," Global Dialog Series sponsored by International Programs & Services, April 6, 2004.

Invocation, University Honors Convocation, Kania School of Management, October 27, 2002.

Panel Presenter, "Specialized Accreditation: Pros and Cons," 29th Annual Meeting, Pennsylvania Association of Graduate Schools, University of Scranton, March, 2001.

"Multiple Definitions of Quality and Product Quality Dimensions: An Empirical Link?" with N. Tamimi, SOM Research Seminar, Spring 1998.

Breakfast Speaker, Second Annual Take Our Daughters to Work Day, April, 1997.

"The Moderating Effect of Managerial Sales Orientations on Salespersons' Role Stress-Job Satisfaction Relationships" with D. Sumrall, SOM Research Seminar, Spring 1997.

Invited panel participant in KSOM Teaching Forum, "The Numbers Game: Teaching Quantitative Material," November, 1995.

"What Are the Major Ethical Challenges in University Life?" Trustee Day '94 Breakfast, April, 1994.

Panel presenter in "Business as a Career in the 21st Century" delivered at University's Open House (November, 1993, 1994, 1995).

Presenter in "Using Student Ratings to Improve Instruction" sponsored by the Office of Instructional Development, December, 1993.

Invited panel participant in "Resources for Statistical Analysis" sponsored by the Office of Research Services, November, 1993.

Invited panel participant in "How You Can Become a Master Teacher" sponsored by the Office of Instructional Development, March, 1993.

"Adaptive Preference Modeling: A Comparison with Nonadaptive Methods," SOM Research Seminar, Spring 1991.

SERVICE TO THE EXTERNAL / LOCAL COMMUNITY

External member, Ph.D. Dissertation Advisory Committee for Kathleen Martino, Rutgers University (2009 – Present).

Invited speaker, Managing Your Workforce Through a Down Economy, A Seminar and Roundtable for Northeast PA Employers, presented by Ufberg and Sileo LLP, October 30, 2008.

Invited attendee, SCEP (Student Career Experience Program) Graduation Ceremony, Tobyhanna Army Depot, August 18, 2008.

Invited participant, Rapid Improvement Event (RIE) on AN/TPS – 75 Mobile Ground Radar System LRU Overhaul Process, Tobyhanna Army Depot, August 4-7, 2008.

Guest columnist, "Connecting with consumers doesn't stop at Web," Northeastern Pennsylvania Business Weekly, The Scranton Times, August 20, 2006.

Attendee, The Northeast P2 Roundtable for Pennsylvania Business and Industry (Topic: ISO 14001 and OHSAS 18001), Gentex Corp/Optics, Carbondale, PA, August 18, 2005.

Volunteer, The Leukemia & Lymphoma Society National Neighborhood Drive, May 2005; August 2006.

Volunteer, American Cancer Society Notes to Neighbors Fund Drive Campaign, November 2004.

Member of the Sesquicentennial Jubilee Committee, Finance Subcommittee, St. Peter's Cathedral (August, 2002 – September, 2003).

Invited panel participant in "Breaking the Barriers: Women in Management" presented at Fleet Financial Services in celebration of National Women's History Month, March 22, 2002. Co-presenters: Ms. Janet Banks, Executive Vice President, Fleet Bank; Ms. Sherrie Johnson, Anchor, WBRE 28; Ms. Kathy Herrick, Infrastructure Group Manager, Fleet Field Services.

Judge for the University's Small Business Development Center's Award for Women Entrepreneurs (September, 1997)

Judge for the Greater Scranton Chamber of Commerce Small Business of the Year Award (April, 1997)

Member of the Quality Resource Group (January, 1992 – May, 1993)

Member of the Board of Directors, Civic Ballet Company (December, 1990 - May, 1992)

Volunteer for the Women's Resource Center (WRS) Capital Campaign Drive (Spring, 1990)

STATISTICAL CONSULTANT

Project: Evaluating the effectiveness of AlcoholEdu for College (2008) for C. LoVecchio.

Project: Gender Equity Study for University of Scranton (2009, 2010)

TRAVEL

Australia, Austria, Bahamas, Belgium, Canada, England, France, Germany, Greece, Hungary, Ireland, Italy, Luxembourg, Mexico, Netherlands, Poland, Scotland, Spain, St. Croix (USVI), Switzerland, Tortola (BVI), Wales