1. Please provide a list of MBA and MS courses as well as the area of focus (Finance, Marketing, IT, etc.) Please also give the year graduated, and GPA for each.

I did a dual Masters’ program so after getting the MS in Management with a focus in Management Information Systems (MIS) I took 18 additional credits to get the MBA in the same concentration. This is because the core courses for the MS and MBA programs are the same.

Obtained the MS in 2002 with a GPA of 3.076

Obtained the MBA in 2004 with a GPA of 3.333

MS Courses

Manager in Technological Society

Organization Communication & Group Development

Organizational Leadership

Information Systems for Managers

Information Systems Management & Integration

Systems Analysis & Designs

Decision Support & Expert Systems

Information Technology, CIO & Organization

Financial Decision Making for Managers

Research Methods

Project Management

Relational Database System

Strategic Management

MBA Courses

Technology & Operations Management

Organization & External Environment

Economic Management Decision

1. For your BA, please provide the year graduated and GPA.

Obtained BA in 1992 with a GPA of 3.5

3. For your ProQuest & LexisNexis positions, please give the following information:

a. The title of who you reported to – ProQuest (Snr. Alliance and Operations Mgr); LexisNexis (Licensing Mgr)

b. Any additional numbers or accomplishments

* Won 80 percent of proposed business
* While negotiating a contract to license content, I found out that they were interested in some of our products so I facilitated the sale

c. Any additional projects (role you played, and what was the result)

1. As a Content Acquisitions Editor with LexisNexis I led project team and process improvement taskforce and our recommendations positively affected our efficiency, effectiveness and productivity by twenty percent
2. As a Content Acquisitions Editor with LexisNexis I wrote a Guide and Work Manual for a team of 6. The manual also served as a training tool for new employee training
3. As a Content Acquisitions Editor with LexisNexis, I trained 3 new employees (two Editorial Assistants and one Acquisitions Editor). My training reduced the learning curve by 40 percent
4. As an Alliance Specialist with ProQuest, I worked with a team to write a guide to responding to FAQ about our standard Licensing Agreement/contract template. I wrote a fourth of the Guide and it was approved by management and used as a resource for the team
5. Please give a list of your 4 or 5 strongest capabilities
* Negotiations
* Content Licensing
* Business Development
* Account Management
* Contract drafting, review, analysis and management

I have a passion for bringing organizations together in a mutually beneficial manner through effective negotiations and partnerships.