

**Gregory S. D'Amico, Ph.D.**

Email: gsdppr@rit.edu

### **Education**

Ph.D., New York University, The Steinhardt School of Education, Training for Managers and Supervisors in Corporations and Industry: Graphic Communications Management, 1988

M.A., New York University, The Steinhardt School of Education, Training for Managers and Supervisors in Corporations and Industry: Graphic Communications Management, 1984

B.A., SUNY Stony Brook, Major: Economics, Minor: Technology and Society, 1978

### **Faculty Appointment, Rochester Institute of Technology**

Associate Professor, Rochester Institute of Technology, College of Imaging Arts and Sciences, School of Media Sciences, 2015-Present

### **Faculty/Research Appointments, New York University**

Adjunct Associate Professor, New York University, School of Continuing and Professional Education, Department of Design, Digital Arts and Film, Graphic Communications Management and Technology, 2004-Present

Clinical Associate Professor, New York University, The Steinhardt School of Education, Department of Culture & Communication, Graphic Communications Management and Technology, 1996-2004

Clinical Assistant Professor, New York University, The Steinhardt School of Education, Department of Culture & Communication, Graphic Communications Management and Technology, 1988-1996

Instructor, New York University, The Steinhardt School of Education, Department of Communication Arts, Graphic Communications Management and Technology, 1985-1988

Assistant Research Scientist, New York University, The Steinhardt School of Education, Department of Communication Arts, Technology and Industrial Education, 1983-1985

### **Faculty Appointments, Kean University**

Associate Professor, Kean University, College of Visual and Performing Arts, Robert Busch School of Design, Graphic Communications, 2004-2014

### **Administrative Appointments, New York University**

Director, Center for Graphic Communications Management and Technology, 1999-2004

Director, Ph.D./Ed.D. Program, Training for Managers and Supervisors: Graphic Communications, 1999-2004

Director, M.A. Program, Graphic Communications Management and Technology, 1999-2004

Co-Director of Undergraduate Study, Communication Studies, 1991-1999

### **Administrative Appointments, Kean University**

Coordinator, B.S. Program in Graphic Communications, 2004-2009

### **Teaching Assignments, Rochester Institute of Technology Undergraduate Program**

Building Profit Into Media Projects  
Media Business Management

### **Graduate Program**

Industry Issues & Trends

### **Teaching Assignments, New York University**

#### **School of Professional Studies**

Integrated Marketing

C-Suite: Leadership

Capstone: The Business Plan

#### **Steinhardt School of Education**

Undergraduate Program, Communication Studies

History of Communication

Print and Human Experience

Integrating Liberal Arts: Media Ethics

Graduate Program, Graphic Communications Management and Technology

Graphic Communications Management  
Human Resource Management in Graphic Communications  
Management Perspectives on the Estimating of Printing  
Graphic Communications Developments: Printing Plant Operations Management  
Graphic Communications Professional Seminar: Entrepreneurial Activity  
Graphic Communications Technology I: Typography/Electronic Publishing  
Graphic Communications Technology II: Presswork Applications  
Graphic Communications Technology III: Binding and Finishing  
International Developments in Graphic Communications  
Culminating Experience in Graphic Communications

### **Teaching Assignments, Kean University**

Undergraduate Program, Graphic Communications (Robert Busch School of Design)

Print Communications Management  
Entrepreneurship in the Graphic Communications Industry  
Operations Management  
Quality and Productivity in Graphic Communications  
Research Writing & Publication in Graphic Communications  
Emerging Trends  
Estimating and Purchasing in Graphic Communications

Graduate Program, Graphic Communications Technology Management (Robert Busch School of Design)

Management Issues in Graphic Communications  
Marketing & Purchasing Graphic Arts Products  
The Role of Advertising in the Graphic Communications Industry  
Sales Analysis in Graphic Communications  
Research Seminar in Graphic Communications  
Estimating and Cost Analysis in Graphic Communications

School of General Education  
Research and Technology (Spring 2013)

### **Industry Experience**

Management Consultant to Graphic Communications Industry. Areas of specialization include: market research, business development, productivity management, in-house training programs, 1988-Present

Production Manager, The Tabard Press, Inc., New York, N.Y. Responsibilities included: customer service, production, estimating and quality control of letterpress and offset printed products, 1979-1983

Production Assistant, Five Twenty Three Typesetters, Inc., New York, N.Y. Responsibilities included: “pulling” of job and reproduction proofs in linotype composing room, copy holding and general worker duties. (Member of Aux. Branch, Typographical Union No. 6), 1977-1979

### **Professional Affiliations**

Active Member, International Graphic Arts Education Association (formerly IGAEA), 2005- Present

Board Member, New York University, Center for Graphic Communications Management and Technology, 1988-2015

Active Member, New York Academy of Public Education, 2000-2015

Associate Member, The Print Council, 2003-2011

Board Member, National Association for Printing Leadership (NAPL), 2003-2009

Active Member, Organizational Systems Research Association (OSRA), 2004-2009

Active Member, New Jersey Printing House Craftsman’s Club, 2005-2009

### **Refereed Scholarly Journal Research Articles and White Papers**

“Future Directions for PrintED: A Needs Assessment,” Graphic Arts Educational Research Foundation (GAERF), June 2016.

“Factors for Successful Strategic Alliances Among Midsize Commercial Printing Companies.” *Visual Communications Journal*, International Graphic Arts Education Association (IGAEA), Fall 2007.

“Barriers to the Successful Implementation of Print Management Information Systems (Print MIS) in Midsize Commercial Printing Companies: A Qualitative Study.” *Visual Communications Journal*, International Association of Graphic Arts Educators (IAGAE), Fall 2006.

## **Books**

*Business Growth through Effective MIS*, National Association for Printing Leadership, NAPL, East Rutherford, N.J., 2013

*Customer-Centered Marketing*, National Association for Printing Leadership, East Rutherford, N.J., 2009.

*Customer-Centered Production, Revised Edition*, National Association for Printing Leadership, East Rutherford, N.J., 2005

*Customer-Centered Production*, National Association for Printing Leadership, East Rutherford, N.J., 2000

## **Trade Journal Articles**

Contributor to Update of “WorkPlan for Success: Marketing,” NAPL Management Plus Series, National Association for Printing Leadership, June, 2012.

Contributor to Update of “WorkPlan for Success: Operations,” NAPL Management Plus Series, National Association for Printing Leadership, June, 2012.

“Sales Force Automation: Barriers and Solutions,” NAPL White Paper, National Association for Printing Leadership, November, 2011.

“Sales Force Automation Helps Build Salesperson Trust and Responsiveness,” *NAPL Business Review*, National Association for Printing Leadership, Winter 2010.

”Mine Data to Uncover Key Client Behaviors,” *NAPL Business Review*, National Association for Printing Leadership, Summer 2010.

“It’s Not About the IT System, But Its Benefits,” *NAPL Business Review*, National Association for Printing Leadership, Spring 2010.

“Student Perspectives on Business Internship Programs,” *Printing News*, Cygnus Publishing, May 24, 2010.

“An MIS Can Help You Achieve a Competitive Edge,” *NAPL Business Review*, NAPL, Paramus, N.J., December 2009.

“Internship Programs Offer Students and Employees Great Value,” *Printing News*, Cygnus Publishing, March 22, 2010.

“Toyota’s Lean Quality Management Principles (Part II),” *Printing News*, Cygnus Publishing, November 30, 2009.

“Toyota’s Lean Quality Management Principles (Part I),” *Printing News*, Cygnus Publishing, August 26, 2009.

“Customization, Competition Slow MIS Installation,” *NAPL Business Review*, *National Association for Printing Leadership*, August 2009.

“Achieving Tactical Excellence – A Six Step Process,” *Printing News*, Cygnus Publishing, July 29, 2009.

“Midsize Printers Face a Variety of MIS Barriers,” *NAPL Business Review*, National Association for Printing Leadership, May 2009.

“Quality is Free,” *Printing News*, Cygnus Publishing, May 25, 2009.

“How Strategic Direction Stems from Total Quality Management Efforts,” *Printing News*, Cygnus Publishing, March 23, 2009.

“Critical Success Factors for an ES Implementation,” *NAPL Business Review*, National Association for Printing Leadership, February 2009.

“Two-Way Communications Ensures Quality Teams,” *Printing News*, Cygnus Publishing, January 26, 2009.

“Building a Total Quality Management Team,” *Printing News*, Cygnus Publishing, November 24, 2008.

“Use a Four-Phase Model for MIS Implementation,” *NAPL Business Review*, National Association for Printing Leadership, October 2008.

“Gearing Up for Effective Press Makereadies,” *Printing News*, Cygnus Publishing, August 25, 2008.

“For an Integrated MIS, Learn from Big Business,” *NAPL Business Review*, *National Association for Printing Leadership*, August 2008.

“Mentoring the New Production Supervisor,” *Printing News*, Cygnus Publishing, July 28, 2008.

“Begin Referral Approach By Gaining ‘Expert’ Status,” *NAPL Business Review*, National Association for Printing Leadership, June 2008.

“Mentoring the New Customer Service Representative,” *Printing News*, Cygnus Publishing, May 26, 2008.

“Referral-Based Marketing: Three On A Profitable Match,” *NAPL Business Review*, National Association for Printing Leadership, April 2008.

“Mentoring the Sales Staff, Part 2,” *Printing News*, Cygnus Publishing, March 24, 2008.

“Successful Partnerships Start with Shared Goals,” *NAPL Business Review*, National Association for Printing Leadership, February, 2008.

“How to Be an Effective Sales Mentor,” *Printing News*, Cygnus Publishing, January 28, 2008.

“Evolved Selling Sustains Marketing-Centered Strategy,” *NAPL Business Review*, National Association for Business Leadership, December 2007.

“Mentoring Your Employees,” *Printing News*, Cygnus Publishing, November 26, 2007.

“Build a Company Structure on a Customer Foundation,” *NAPL Business Review*, National Association for Business Leadership, September 2007.

“Eight Tips for Keeping Your Most Treasured Employees,” *Printing News*, Cygnus Publishing, September 24, 2007.

“Strategic Alliances Score with a Systematic Game Plan,” *NAPL Business Review*, National Association for Printing Leadership, July 2007.

“The Many Roles of a Faculty Member,” *Printing News*, Cygnus Publishing, July 30, 2007.

“Building a Vision in Higher Education,” *Printing News*, Cygnus Publishing, May 28, 2007.

“Value-Added Purchasing Supports Core Competencies,” *NAPL Business Review*, National Association for Printing Leadership, April 2007.

“Six Basics for a Successful Higher Education Program,” *Printing News*, Cygnus Publishing, March 26, 2007.

“Three-Step Process Helps Open Doors to New Markets,” *NAPL Business Review*, National Association for Printing Leadership, February 2007.

“Prepare Your Work Force for the Management of Change,” *Printing News*, Cygnus Publishing, January 22, 2007.

“Grow By Offering New Value to Your Current Customers,” *NAPL Business Review*, National Association for Printing Leadership, December 2006.

“How to Build Teamwork that Wins,” *Printing News*, Cygnus Publishing, October 23, 2006.

“Vision Focuses Employees on Achieving Your Objectives,” *NAPL Business Review*, National Association for Printing Leadership, October, 2006,

“The Benefits of In-House Training,” Printing News, Cygnus Publishing, August 28, 2006.

“Special Feature Cover Story: School and University Printing – Benefits drive use of variable and on-demand printing in higher education markets,” Printing News, Cygnus Publishing, July 24, 2006.

“Internal Resistance Could Ruin Your Changed-Based Vision,” NAPL Business Review, National Association for Printing Leadership, July 2006.

“How to Develop an Internship Program,” Printing News, Cygnus Publishing, June 26, 2006.

“Experimentation Opens Door To a Colorful Evolution,” NAPL Business Review, National Association for Printing Leadership, May 2006.

“How to Recruit and Retain the Best Employees,” Printing News, Cygnus Publishing, April 24, 2006.

“An Educated Workforce Provides Survivor’s Immunity,” Printing News, Cygnus Publishing, February 27, 2006.

“Thoughtful Pruning Yields New Growth,” Market Action Planner, NAPL Newsletter for Strategic Marketing, National Association for Printing Leadership, Paramus, N.J., Spring 2005

“Take an Evolutionary Approach to Growth,” Market Action Planner, NAPL Newsletter for Strategic Marketing, National Association for Printing Leadership, Paramus, N.J., Fall 2004

“Quality: A Letterpress Tradition,” Printing News, April 7, 2003, Cygnus Business Media, Melville, N.Y.

“Reflections on the Industry,” Printing News, February 3, 2003, Cygnus Business Media, Melville, N.Y.

“Statistical Process Control ‘Gets it Right’ the First Time,” Executive Insights, Fall 2001, Vol. 6, No. 4, National Association for Printing Leadership, Paramus, N.J.

“A Future That’s Open, Candid and Tolerant of Risk,” Print Manager, 1999, Vol. 21, No. 2, National Association for Printing Leadership, Paramus, N.J.



“To Get More From Employees, Expect More,” Print Manager, 1999, Vol. 21, No.3, National Association for Printing Leadership, Paramus, N.J.

“Managing a Diverse Workforce,” Print Manager, Vol 21, No. 1, 1998, National Association for Printing Leadership, Teaneck, N.J.

“Desarrollo en Aplicaciones Flexo de Anxho Sencillo,” Flexo Espanol, Spring '98, Flexographic Technical Association, Ronkonkoma, N.Y.

“Three Paths to Effectively Leading Change,” Print Manager, Vol. 20, No. 2, 1998, National Association of Printers and Lithographers, Teaneck, N.J.

“Flexo in a Starring Role,” Flexo Magazine, September 1998, Flexographic Technical Association, Ronkonkoma, N.Y.

“More Color, Shorter Runs, Necessitate Faster Press Makeready,” Print Manager, First Quarter, 1997, National Association of Printers and Lithographers, Teaneck, N.J.

“Effective MIS Systems Require Effective Planning,” Print Manager, Second Quarter, 1997, National Association of Printers and Lithographers, Teaneck, N.J.

“Improving Print Purchasing Results through the Selection of Qualified Vendors,” Women In Production Newsletter, Vol. 16, No. 3, Spring 1997, Women In Production, New York, N.Y.

“Developing a Well Managed Maintenance Program,” Print Manager, Third Quarter, 1997, National Association of Printers and Lithographers, Teaneck, N.J.

“NEXPO '97: Strong Advancements for Newspaper Flexo,” Flexo Magazine, September 1997, Flexographic Technical Association, Ronkonkoma, N.Y.

“Developments in Single-Width Flexo Applications,” Flexo Magazine, November 1997, Flexographic Technical Association, Ronkonkoma, N.Y.

“A Wise Mix of Ingredients Stirs Motivation,” Print Manager, Fourth Quarter, 1997, National Association of Printers and Lithographers, Teaneck, N.J.”

“Indigo Presses Make a “Direct Fit” For Leading Packaging Printer,” Flexo Today, Spring '97, New York, N.Y.

“Flexo Growing Worldwide,” Flexo Forum. Fall '97 “Louisville Courier Journal Adds Additional Flexo Color,” Flexo Today, Spring '96, New York, N.Y.

“Overcoming Resistance to Change,” Print Manager, Fourth Quarter, 1995, National Association for Printers and Lithographers, Teaneck, N.J.

“Want Supplier Quality, Don’t Count Past Two,” Print Manager, Third Quarter, 1995, National Association of Printers and Lithographers, Teaneck, N.J.

“Akron Signs \$23 Million Additional Flexo Equipment,” Flexo Today, Fall ’95, New York, N.Y.

“Pittsburgh Post Gazette Makes Commitment to Flexo,” Flexo Today, Spring 1995, New York, N.Y.

“Home Depot Builds Grand Opening Sales Image,” Flexo Today, Winter 1994, New York, N.Y.

“Striking the Right Balance Controls Inventory Levels,” Print Manager, First Quarter, 1994, National Association of Printers and Lithographers, Teaneck, N.J.

“Sullivan Graphics Tops Quality Award Contest with Continuous Improvement Process for Flexo,” Flexo Today, Fall 1994, New York, N.Y.

“SPC Means Never Having to Say Do It Again,” Print Manager, Third Quarter 1994, National Association of Printers and Lithographers, Teaneck, N.J.

“The News and Observer Makes Major Commitment to Flexo,” Flexo Today, Spring 1994, New York, N.Y.

“The Effective Print Manager’s Five-Point Plan,” Print Manager, Second Quarter 1994, National Association of Printers and Lithographers, Teaneck, N.J.

“Information Technology and Its Corporate Impact: A Look at the Commercial Printing Industry,” 1994 Conference Proceedings, Office Systems Research Association (OSRA), Kansas City, Mo.

“Focusing Your Operations on Clients’ Needs,” Print Manager, January/February 1994, National Association of Printers and Lithographers, Teaneck, N.J.

“Newspaper Flexo About to Boom,” Flexo Magazine, January 1994, Flexographic Technical Association, Ronkonkoma, N.Y.

“New Economical Single-Width Short-Run Press Expected to Accelerate Growth of Newspaper Flexo,” Flexo Today, Winter 1993, New York, N.Y.

“Flexo Daily Tops Advertising Quality Contest,” Flexo Today, Summer 1993, New York, N.Y.

“Sullivan Graphics’ All Flexo Belcamp Plant Overflows with New Commercial Applications,” Flexo Today, Spring 1993, New York, N.Y.

“Sun Chemical and RHEOX Announce Successful Flotation Deinking of Flexo Newsprint,” Flexo Today, Winter 1993, New York, N.Y.

“Louisville Courier-Journal Excels with Flexo Color,” Flexo Today, Summer 1992, New York, N.Y.

“Sullivan Graphics Takes the Lead in Flexo Applications and Customer Service,” Flexo Today, Spring 1992, New York, N.Y.

“To Manage Change, Consider Firm’s Purpose,” Printing News, June 10, 1991, Cahners Publishing, New York, N.Y.

“Flexo’s Success is on the Rise,” Printing News, March 26, 1990, Cahners Publishing, New York, N.Y.

### **Field Related Activities**

Speaker, NexGen Seminar, Sponsored by the National Association for Printing Leadership (NAPL), East Rutherford, N.J., “Entrepreneurship: Creative Thinking,” “Entrepreneurship: Developing a Business Plan and Effective Strategy,” February 19-20, 2013.

Speaker, NexGen Seminar, Sponsored by the National Association for Printing Leadership (NAPL), East Rutherford, N.J., “Effective Operations Management,” November 30, 2012.

Panel Member, NAPL Strategic Management Meeting, East Rutherford, N.J., “A Vision for Success,” November, 28, 2012.

Speaker, NexGen Seminar, Sponsored by the National Association for Printing Leadership (NAPL), Evanston, Il., “Total Quality Management in Graphic Arts,” “Statistical Process Control in Operations,” August 19-22, 2012.

Panel Member, NAPL Strategic Management Meeting, Redbank, N.J., “Setting Strategic Directions,” August 4 & 5, 2011

Speaker, NexGen Seminar, Sponsored by the National Association for Printing Leadership (NAPL), Chicago, Il., “Principles of Effective Marketing in the Graphic Communications Industry,” July, 14, 2011

Moderator, New York University, Capstone Presentations, Graduate Program in Graphic Communications Management and Technology, New York, N.Y., May 19, 2010

Speaker, Graph Expo, Sponsored by the Graphic Arts Show Company, Inc., Chicago, Il., “Customer-Centric Marketing,” October, 4, 2010.

Lead Professor, Management Institute (MI)

Sponsored by the National Association of Printing Leadership (NAPL), Washington, D.C., August 8 to August 12, 2008. Coordinated entire Production Management Course of study including the appointment of speakers. Developed new module topics and readings, audio/visual materials. More than 80 industry professionals in attendance.

Presented:

“Financial Analysis for Cost Centers in Printing Production”

Seminar Facilitator, I-TAG (Industry Trends and Analysis Group)

Sponsored by the National Association for Printing Leadership, Atlanta, Ga., November 12 & 13, 2007.

Facilitated a seminar for corporate leaders in graphic communications:

“Customer Focus”

Lead Professor, Management Institute (MI)

Sponsored by the National Association of Printing Leadership (NAPL), Washington, D.C., August 11 to August 14, 2007. Coordinated entire Production Management Course of study including the appointment of speakers. Developed new module topics and readings, audio/visual materials. More than 85 industry professionals in attendance.

Presented:

“Methods of Lean Production”

Speaker, New York University, School of Professional and Continuing Studies, Graphic Communications Alumni Association, Torch Club, New York, N.Y., “Who Will Survive in Commercial Print?”

Lead Professor, Management Leadership Institute (MLI) Sponsored by Printing Industries of America (PIA)/Graphic Arts Technical Foundation (GATF) and National Association for Printing Leadership (NAPL), Pewaukee, Wisc., June 19 to June 23, 2006. Coordinated entire Production Management Course of study including the appointment of speakers. Developed module topics and readings, audio/visual materials. More than 85 industry professionals were in attendance.

Presented:

“Dealing with Resistance to Change”

“Effective Leadership Practices”

Co-Presenter (with Dr. Cyril Nwako), Human Resource Seminar, National Association for Printing Leadership, Pewaukee, Wisc., December 1, 2005:

“Diversity in Graphic Communications”

Seminar Facilitator, I-TAG (Industry Trends and Analysis Group)

Sponsored by the National Association for Printing Leadership, Chicago, Ill.,

November 11 & 12, 2005.

Facilitated a seminar for corporate leaders in graphic communications:  
“Effective Leadership and Management”

Presenter, Sheetfed Conference, Printing Industries of America (PIA)/Graphic Arts Technical Foundation (GATF) & National Association for Printing Leadership (NAPL)  
“Supervisory Excellence: The Top Ten Things You Need to Know to be a Stellar Supervisor”

Lead Professor: Management Leadership Institute (MLI), Sponsored by Printing Industries of America (PIA)/Graphic Arts Technical Foundation (GATF) and National Association for Printing Leadership (NAPL), Pewaukee, Wisc., March 29-April 2, 2005. Coordinated entire Production Management course of study, including appointment of speakers. Developed module topics and readings, audio/visual materials. More than 80 industry professionals were in attendance.

Presenter of following topics:

“Graphic Communications Management Principles”

“Effective Production Management Practices”

Presenter: Thinking Creatively Conference, Kean University, Dept. of Design, Union, N.J., Topic: “Creative Management Approaches,” March 18, 2005

Seminar Facilitator: I-TAG (Industry Trends and Analysis Group), Sponsored by the National Association for Printing Leadership, Chicago, Ill. December 6 & 7, 2004

Facilitator of the following topic discussions:

“The Changing Nature of Competition”

“Diversification within Print and Beyond”

“Webinar” Facilitator: Sponsored by the National Association for Printing Leadership for an international audience. Interactive World Wide Web Simulcast, October 28, 2004

Topic: “Removing Barriers to Efficient Press Makereadies”

Presenter: Graphic Arts Technical Foundation, Sheetfed Conference, Chicago, Ill. Topic: Coordinating Production Meetings, June 2, 2003

Presenter: Graphic Arts Technical Foundation, Sheetfed Conference, Chicago, Ill. Topic: Production Scheduling Workshop, June 1, 2003

Director: Production Management Course at Annual Management Institute, National Association for Printing Leadership (NAPL), July 21 through July 26, 2002 in Evanston, Ill. More than 150 executives in attendance. Coordinated entire program, appointed team of speakers, developed current topics, literature, audio/visual materials.

Presenter of following topics:

“Issues in Entrepreneurship”

“Strategy, Innovation & Diversification”

Presenter: National Association for Printing Leadership's Top Management Conference, PGA National Resort, Palm Beach, Fla. Topic: "Visualization Techniques for Success," March 1, 2002  
Director: Production Management Course at Annual Management Institute, National Association for Printing Leadership (NAPL), July 16 through July 19, 2001 in Evanston, Ill. More than 125 executives in attendance. Coordinated entire program, appointed team of speakers, developed current topics, literature, audio/visual materials.

Presenter of following topics:

"Human Resource Issues: Dealing with Resistance to Change"

"Implementing a Successful Quality Assurance Program"

Presenter: Graphic Arts Technical Foundation, Sheetfed Printing Conference, Chicago, Ill. Topic: Effective Production Management Techniques, May 20, 2001

Presenter: Graphic Arts Technical Foundation, Sheetfed Printing Conference Chicago, Ill. Topic: Barriers to Effective Press Makereadies, May 19, 2001

Presenter: Graphic Arts Technical Foundation, Graphix East, Philadelphia, Pa., Topic: Quality Leadership, June 26, 1998

Director: Production Management Course at Annual Management Institute, National Association for Printing Leadership (NAPL), June 13 through June 1998 in Evanston, Ill. More than 200 executives in attendance. Coordinated entire program, appointed team of speakers, developed current topics, literature, audio/visual materials.

Presenter of following topics:

"Effective Production Management Techniques"

"Inventory Control/JIT Production"

Director: Production Management Course at Annual Management Institute, National Association for Printing Leadership (NAPL), June 14 through June 18, 1997 in Evanston, Ill. More than 200 executives in attendance. Coordinated entire program, appointed team of speakers, developed current topics, literature, audio/visual materials.

Presenter of following topics:

"Production Management and Its Relationship to Customer Value"

"Effective Production Management Techniques"

Presenter American Color Graphics, York, Pa. Topic: Commercial Print Management Seminar, March 19, 1997

Director: Production Management Course at Annual Management Institute, National Association for Printing Leadership (NAPL), June 8 through June 12, 1996 in Evanston, Ill. More than 200 executives in attendance. Coordinated entire program, appointed team of speakers, developed current topics, literature, audio/visual materials.

Presenter of following topics:

"Cost Controls"

"Developing Budgeted Hourly Cost Rates"

Presenter: Newspaper Flexo Users' Group, Annual Forum, San Francisco, Calif.  
Topic: The State of the Newspaper Flexo Industry, October 14, 1995

Presenter: Sullivan Graphics Corp., Belcamp, Md.  
Topic: Quality Commercial Flexographic Printing, December 2, 1995

Director: Production Management Course at Annual Management Institute, National Association for Printing Leadership (NAPL), June 3 through June 8, 1995 in Evanston, Ill. More than 200 executives in attendance. Coordinated entire program, appointed team of speakers, developed current topics, literature, audio/visual materials.

Presenter of following topics:  
"Barriers to Effective Press Makereadies"  
"Inventory Control/JIT Production"

Presenter: Women In Production, Business Meeting, New York, N.Y.  
Topic: Understanding Print Costs, May 8, 1995

Presenter: Xerox Corp., Business Seminar, Rochester, N.Y.  
Topic Understanding Print Cost Estimating, August 9, 1994

Director: Production Management Course at Annual Management Institute, National Association for Printing Leadership (NAPL), June 5 through June 10, 1994 in Evanston, Ill. More than 200 executives in attendance. Coordinated entire program, appointed team of speakers, developed current topics, literature, audio/visual materials.

Presenter of following topics:  
"Human Resource Issues: Dealing with Resistance to Technological Change"  
"Implementing a Successful Quality Assurance Program"

Presenter: Women In Production, Business Meeting, New York, N.Y.  
Topic: Understanding Print Costs, May 18, 1994

Director: Production Management Course at Annual Management Institute, National Association for Printing Leadership (NAPL), June 6 through June 11, 1993 in Evanston, Ill. More than 200 executives in attendance. Coordinated entire program, appointed team of speakers, developed current topics, literature, audio/visual materials.

Presenter of following topics:  
"Production Management and Its Relationship to Customer Value"  
"Effective Production Management Techniques"

Presenter: Bookbinders Spring Seminar: The 21<sup>st</sup> Century Book, New York, N.Y.  
Topic: Industry Trends for Publishing, May 19, 1993

Presenter: National Print and Marketing Buyers Conference, New York, N.Y.  
Topic: Accurate Estimating Techniques, April 3, 1993

## **Industry Reports**

“Flexography – Packaging Industry Forecast,” Research study conducted for Graphic Arts Management Information Services (GAMIS), Co-Authored with Dr. Joseph W. Webb, Strategies for Management, Inc., Harrisville, R.I., May 1996

“Flexography, An Environmental Statement,” Sullivan Graphics Corp., Nashville, Tenn., October 1994

“Packaging and Publication Flexo: Technological Innovations, Market Growth Potential, Commitment to Quality, Editor, Graphic Arts Technical Foundation (GATF), 1991

“Splicing Web Tape Marketing Study: 3M Corp.” (Co-Authored with Dr. Joseph W. Webb), Harrie F. Lewis, Inc., 1990

“Computer Inspection of Web Printing” (Co-Authored with Dr. Joseph W. Webb), Harrie F. Lewis, Inc., 1989

“Puerto Rico: A Needs Assessment of Educational Programs in Graphic Communications,” Research project funded by the Spencer Foundation Award to Young Scholars, 1986

## **Honors and Awards**

Award for Teaching Excellence, New York University, School of Professional Studies, June 2013.

Award for Teaching Excellence, New York University, School of Professional Studies, February 2007.

Inductee, “The Walter E. Soderstrom Society,” October, 11, 2004. (Honor Society recognizing graphic arts leaders)



Professor of the Year, New York University, The Steinhardt School of Education,  
Undergraduate Student Government, Academic Year 1992-1993

Dean's Service Recognition Award, New York University, The Steinhardt School of  
Education, Academic Year 1992-1993

Student Prism Award, New York University, Center for Graphic Communications  
Management and Technology, 1988

Spencer Foundation Award to Young Scholars, 1986

Navigators, Graphic Arts Industry Scholarship Award, 1985