

## Vitae

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### **Dr. Gad J. Selig, PMP, COP**

Associate Dean, Business Development,  
Graduate Studies & Research Division and  
Director, Technology Management Graduate Programs,  
School of Engineering  
University of Bridgeport  
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### **CAREER OVERVIEW:**

30 + years of experience with demonstrated achievement:

- Thirty + years of diversified executive, general management, technical and consulting experience with full profit and loss operating responsibility in both Fortune 500 multinational and small start-up corporations in the information technology, financial services, manufacturing, aerospace, hotel, pharmaceutical and utility industries.
- Ten years of full time university teaching experience in graduate MBA, MS and undergraduate programs in the USA and Europe. Created and implemented new academic programs and created successful Corporate-University certificate and seminar programs.
- Strong research and publications orientation and accomplishments. Author and co-author of five books. Authored over thirty refereed articles, chapters in books and conference proceedings. Invited speaker to over 40 domestic and international industry and academic conferences.

### **EDUCATION:**

- D.P.S. PACE UNIVERSITY (accredited by AACSB)  
Doctor of Professional Studies (DPS) in Information Technology, Marketing and Management.  
Dissertation topic: "Strategic Planning for Information Resource Management - A Multinational Perspective." This dissertation was published as a book by UMI Research Press, Ann Arbor, MI, 1982.
- P.I.E. COLUMBIA UNIVERSITY  
Professional Degree (Post-Masters) with a concentration in Industrial and Information Engineering
- M.B.A. BARUCH COLLEGE, CITY UNIVERSITY OF NEW YORK  
Concentration in Management and Marketing
- B.A. CITY COLLEGE of NEW YORK  
Major in Economics, Minor in Electrical Engineering

### **Short Courses/Certification:**

- COP Certification – Awarded the “Certified Outsourcing Professional (COP)” certification by the International Association of Outsourcing Professionals, December 2006.
- IAOP (International Association of Outsourcing Professionals) – Attended Outsourcing Master Class, July 10 -13, 2006.
- PMP Certification – Awarded certification as a “Project Management Professional (PMP)” from the Project Management Institute (PMI) in January, 2003.
- PMI Westchester Chapter & Project Management Partners, “Project Management Professional Certification Preparation Seminar,” Elmsford, NY, December 3-4, 2002.
- MIT, “Managing, Motivating and Sourcing Technical Professionals,” Cambridge, MA, December 8-9, 1999.

- General Electric Management Institute, "Six Sigma Quality Seminar," General Electric Crotonville, NY, November 23-24, 1998.
- UCLA, "Advanced Management Program," Los Angeles, July, 1990.

### **EDUCATION EXPERIENCE:**

2002 – Present     **University of Bridgeport**     Bridgeport,  
CT

**Associate Dean, Business Development and Outreach, Graduate Studies and Research Division** (2009 – Present) and **Director, Technology Management Graduate Programs, School of Engineering** (2011 – Present)

Responsible for establishing and launching a High Tech Business IncUBator in partnership with Connecticut Innovations (CTech IncUBator @ University of Bridgeport), creating and managing Industry/UB Advisory Boards for three graduate schools, implementing collaborative institutional agreements with UB's domestic and international industry and educational partners and selective universities and developing and executing business development and outreach strategies such as implementing new graduate students scholarship programs in coordination with Enrollment Management and the Development Offices. Launched a successful Summer Program for International Undergraduate Students at UB. Developed a Ph.D. in Technology Management proposal, which is currently going through the State of CT review process. Responsible for managing the Technology Management Graduate Programs.

**Director, MS in Technology Management and Dual Graduate Business/Engineering Degree Programs, School of Engineering** (2006 – 2009)

Responsible for re-engineering, modernizing, managing and marketing the MS in Technology Management Degree Program as well as co-developing, launching and managing the Dual Graduate Business/Engineering Degree Programs. The MS in TM has grown over 800% in graduate student enrollment in a 3 year period from 35 students to over 300 students. The MS in TM program has been accredited by the International Association of Management of Technology in 2010 for a five year period.

**Associate Professor of Management & Technology, Schools of Business & Engineering** (2002 – 2006)

Teach graduate in courses in: Business Strategy (MBA/MS Capstone), Entrepreneurship, IT Strategy and Governance, Marketing, Program/Project Management, Fundamentals of IT, Internet Marketing, New Product Development, Management and Innovation, Leadership, Teams and Managing Change, Technology New Venture Creation, Strategic Sourcing and Outsourcing.

**Director, Center for Business Information Technologies [CBIT], School of Continuing and Adult Education** (2003 – 2005)

Launched a new certification program in partnership with Syracuse University entitled, "Center for Business Information Technologies or CBIT."

### **Committees and Other Activities:**

**Chair, MS in Technology Management Accreditation Program Committee** Summer 2009 ) – Prepared an MS-TM degree program self study report for submission to IAMOT (International Association of Management of Technology) as part of the program accreditation process. UB received the MS in Technology Management program accreditation in 2011.

**Winner of the CT Business Plan Competition** (Fall 2005, Spring 2006, Fall 2006, Fall 2007, Fall, 2009 and Spring 2010) – Advisor to Schools of Business and Engineering teams that won first place in the Graduate New Venture Business Category. UB teams won in 6 out of the last 8 CT Business Plan competitions. The competition is open to all universities in the State of CT and is sponsored by the State of CT Economic Development Department, the CT Venture Group and CT Innovation Corporation.

**Member, Committee that Developed New Concentrations for the MBA, MS and the new Dual Graduate Business and Engineering Degree Programs** – 2006 – 2007

**Center for Interdisciplinary Business, Engineering and Technology Leadership**

**(CIBETL)** – Transitioned the CBIT Board to the CIBETL Board, consisting of senior industry executives who provide advise and counsel for select education programs and internship opportunities for UB Engineering and Business students – 2003 - Present

Developed new MBA/TM courses offered in the Fall, 2006, Spring 2007 and Fall 2008 - Global IT Strategy and Governance; Strategic Sourcing and Outsourcing, Technology New Venture Creation

Member, Dean, School of Business Search Committee, 2005 - 2006

Member, School of Business Strategic Planning Committee, 2006

Developed proposal for a new graduate degree – MS in Business & Technology Leadership, January 2005

Vice President, Faculty Council and Chair, Academic Affairs Committee – 2004

Member of the University Faculty Council and Senate – 2002 – 2005

Member of the Senate's Administration and Finance Committee – 2002 - 2004

1995 - 2002

**Sacred Heart University**

Fairfield, CT

**Associate Professor of Marketing and Technology**, College of Business

Taught graduate MBA and undergraduate courses in: Information Technology, Systems Analysis, Global Telecommunications, Electronic Commerce, International Technology Management, Project Management, Introduction to Business, Global Management Integration (MBA capstone strategy course) and Marketing (Marketing Management, Marketing Strategies and International Marketing) and International Business.

**Luxembourg MBA, Graduate Certificate and Seminar Programs (1997 – 2001)**

Selected to teach, on seven different occasions, in SHU's Luxembourg MBA program. In addition, provided marketing and outreach support by developing and conducting corporate seminars at the Bank of Luxembourg, Goodyear Tire and Rubber Company, TDK and JP Morgan/Chase.

1992 - 1994

**University of Connecticut**

Stamford, CT

Adjunct Associate Professor, Graduate School of Business Administration

Spring 1992

**Polytechnic University of New York**

Hawthorn, NY

Adjunct Associate Professor, Executive Management Program in Masters of Science in Telecommunication and Information Technology

**BUSINESS EXPERIENCE:**

1996 - Present

**GPS Group, Inc.**

Fairfield, CT

**Managing Partner**

Consultant to major corporations on marketing, strategy, outsourcing, project management and information technology issues and opportunities. Select clients include: ATMI, Air Products & Chemicals, Bank General of Luxembourg, Blue Shield of CA, Bridgeport Hospital, Bristol-Myers Squibb, Cigna Insurance, Columbia University - Graduate Business School, Computer Associates, Connecticut Hospital Association, ESPN, GE Aircraft Engines, GPU Telecommunications

(First Data Corp.), GSA - Federal Technology Service, Keyspan Energy (National Grid), IAOP(International Association of Outsourcing Professionals), Lehman Brothers, Nextel, JPMorganChase, People's Bank, Purdue Pharma, Robins Gioia, Starwood Hotels, Syracuse University, TDK Electronics, Terex Corp. and others.

1994 –1995

**MARKETING CORPORATION OF AMERICA,**

Westport, CT

**Managing Director**

Responsible for marketing consulting focused on Fortune 500 technology, financial services and utility companies in consumer and business to business market segments in strategic marketing, demand (revenue) creation, re-engineering for growth, distribution channels, new product development, competitive positioning, e-marketing, segmentation, vision and related areas. Worked with companies such as: United Illuminating, Nynex, Unisys, GTE, Entergy, and others.

- 1992-1994 **ADVANCED NETWORK & SERVICES, INC.,** Elmsford, NY (part of MCI)  
Vice President, Business Development/Marketing/Third-Party Sales  
 Responsible for global business development, alliances, partnerships, product/industry marketing and third-party distribution channels. ANS was a major force in creating the Internet, operated the T3 NSFNet and had strong capabilities in open systems, TCP/IP and multi-protocol internetworking, client/server technologies, wide area networking and network integration, outsourcing and security services.
- 1985-1991 **NYNEX CORPORATION** (part of Verizon) White Plains, NY  
Vice President and General Manager, NYNEX Complex Systems Integration (1989-1991)  
 Established, staffed, and managed division with \$20MM in revenues, 75 direct and 125 project professionals. Won NYNEX's largest systems and network integration and outsourcing contract (\$165MM) for networking, software and project management.
- Vice President, Marketing, Technology, and Business Development, NYNEX Information Solutions Group (1985-1988)  
 Responsible for business development, marketing, acquisitions, joint ventures, product management, operational integration, outsourcing and advanced technology. Implemented growth of NISG from \$10MM to over \$650MM in revenues, 14% in pre-tax profits, 6,500 people, with operations in 35 U.S. cities and 13 foreign countries. Key player in multiple domestic and international acquisitions, (AGS Computers, BIS Group, and Telco Research).
- 1982-1985 **CONTEL INFORMATION SYSTEMS,** Great Neck, NY (Subsidiary of GTE)  
Vice President, Marketing and Sales (1983-1985)  
 Established centralized marketing and sales staff responsible for four commercial divisions with annual revenues of \$40MM, marketing computer and telecommunications products and services to Fortune 1000 companies.
- Vice President and General Manager, Consulting Division (1982-1983)  
 Generated annual revenues of \$5MM in telecommunications, information systems, and business consulting and outsourcing assignments.
- 1975-1982 **THE CONTINENTAL GROUP** (1975-1982)  
Director/CIO  
 Accountable for a staff of over 125 and budget of over \$25 million. Responsible for the design, development, implementation, and maintenance of information systems (e.g. marketing, financial, manufacturing, distribution, engineering, sales, purchasing, inventory, etc.), telecommunications, infrastructure and data center operations. Outsourced several data centers and other IT operations.

**PUBLICATIONS:**

- Books:** Selig, Gad, Bullen, Christine and Lefave, Richard, Implementing Strategic Sourcing: A Manager's Guide to World Class Best Practices for Sourcing and Outsourcing, Van Haren Publishing, 2011, ISBN # 978-8753-611-4.
- Selig, G., Implementing IT Governance: A Practical Guide to Global Best Practices in IT Management, Van Haren Publishing, Holland, 2008, ISBN # 978-90-8753-119-5
- Selig, G., Implementing IT Governance: A Pocket Guide, Van Haren Publishing, Holland, 2008, ISBN # 978-90-8753-216-1
- Selig, G., Strategic Planning for Information Resource Management - A Multinational Perspective, UMI Research Press, Ann Arbor, MI, 1983.
- Lieberman, M., Selig, G., and Walsh, J. Office Automation - A Manager's Guide to Improved Productivity, John Wiley & Company, New York, New York, NY 1982.

**Workbooks:**

- Selig, G., Strategic Marketing – Winning Marketing Strategies to Grow Revenues in the Competitive Environment of the 21<sup>st</sup> Century, CEI Publishers, Norcross, GA, 2000.

Selig, G., Electronic Commerce: From Planning to Implementation – Issues, Opportunities and Critical Success Factors, CEI Publishers, Norcross, GA, 2000.

#### Chapters in Books:

Selig, G., "The Impact of Threats and Catastrophes on Corporate Governance: How to Minimize Disruption, Mitigate Risks and Manage Business Recovery and Continuity Proactively," David H. McIntyre and William Hancock, Editors, Business Continuity and Homeland Security, Edward Elgar Publishers, London, England. Scheduled for 2012.

Mardis, W., and Selig, G. "The Task of Creating Added-Value Strategies: Managing Post-Acquisition Implementation," H.F. Glass, Editor, Handbook of Business Planning, Warren, Gorham & LaMont Publishers, New York, NY 1989.

Poppel, H., and Selig, G., "The Global Information Industry: A Trillion Dollar Tomorrow," D. Clutterbuck, Editor, Information 2000, Pitman Publishing Ltd., London, England, 1989.

#### Refereed Journal Articles, Referred Conference Papers, Conference Proceedings, Presentations and Sponsored Papers:

Selig, Gad J., "Winning Risk Management Strategies in Program and Project Management: Lessons Learned From the Real World," Westchester PMI Chapter Dinner Meeting Presentation, Westchester, NY, October 11, 2011.

Selig, Gad J., "Implementing Winning Strategic Sourcing and Outsourcing Initiatives Using Project Management Leadership Skills and Disciplines," **Proceedings of Southern New England Chapter of the Project Management Institute – 2011 Annual Conference**, Hartford Convention Center, Hartford, CT, April 29, 2011.

Selig, Gad J., "Developing a Successful University – Based Technology Business Incubator to Foster Entrepreneurship and Economic Development: Lessons Learned from the University of Bridgeport Incubator," Paper Presented and Published in **Proceedings of the 20<sup>th</sup> International Conference of the International Association for the Management of Technology**, April 10 -14, 2011, Miami Beach Resort Hotel, Miami Beach, FL.

Selig, Gad J., "Winning Current and Emerging Program, Project and Portfolio Investment Management Best Practice Case Studies, Lessons Learned and Critical Success Factors," Project Management Institute-New York Chapter Seminar, New York City, McGraw hill Building, April 4, 2011.

Selig, Gad J. "Excellence in Project, Program and Portfolio Investment and Execution Management: Lessons Learned from World Class Companies" Project Management Institute – NYC Chapter Breakfast Meeting Presentation, New York, NY, NY, March 23, 2011.

Selig, Gad J., "Implementing Strategic Sourcing Initiatives Successfully through Project Management Disciplines," Project Management Institute – NYC PMI Chapter Dinner Meeting Presentation, New York, NY, NY, December 15, 2010.

Selig, Gad J., "Critical Success Factors for Successful Entrepreneurs and the CTech IncUBator – Do You Have What It Takes to Become a Bill Gates? Small Business Strategies Series, Fairfield Public Library, December 14, 2010.

Selig, Gad J. "Winning Risk and Threat Management and Mitigation Strategies – Why, What and How?" Project Management Institute Breakfast Meeting Presentation, New York, NY, November, 22, 2010.

Selig, Gad J., "Winning Risk Management and Mitigation Strategies in Program and Project Management: Lessons Learned and Critical Success Factors," SNET PMI Chapter Dinner Meeting Presentation, Crown Plaza Hotel, Cromwell, CT, May 19, 2010.

Selig, Gad J., "The Critical Role of Project Management in Executing Successful Strategic Sourcing and Outsourcing Initiatives: Major Trends, Critical Success Factors and Lessons Learned," 2010 Annual International Association of Management of Technology Conference (IAMOT) Marriott hotel, Cairo, Egypt, April, 2010.

Selig, Gad J., "The Integration and Alignment of Business and IT Governance with Project Management for More Effective and Accountable Enterprise Management," 3<sup>rd</sup> Annual International Project and Engineering Management Conference, Sao Paulo, Brazil, December 2-3, 2009

Selig, Gad J., "The Growing Importance of Project and Quality Management in Executing Successful Sourcing Deals," CT Chapter of the American Society of Quality Managers, Shelton, CT, October 15, 2009.

Selig, Gad J., "The Critical Role of the Project Manager and Governance in Successful Strategic Sourcing and Outsourcing Initiatives," Eighth Annual Smart Sourcing Conference, Marriott Hotel, Jersey City, NJ, August 24-25, 2009.

Selig, Gad J., "IT Governance – An Integrated Framework for How to Plan, Deploy and Sustain for Competitive Advantage," Paper to be presented and published in the **Proceedings of the ASEE Zone 1 Conference**, Bridgeport, CT, April 3 - 4, 2009.

Selig, Gad J. and Sobh, Tarek, "Transforming a Technology Management Master's Degree into an Innovative High Growth Inter-Disciplinary Program," Journal on Emerging Technologies in Learning, March/April 2009.

Selig, Gad J., "Linking Enterprise Governance to IT Governance and Making It Real: Why, What and Lessons Learned," **Proceedings of National Capital Area Chapter of ISACA Conference on IT Governance**, Ronald Regan International Trade Building, Washington, D.C., May 19, 2009.

Selig, Gad J. "Executive Overview of IT Governance Best Practices," **Proceedings of Pink Elephant's 13<sup>th</sup> Annual International IT Service Management Conference**, Bellagio Hotel, Las Vegas, NV, February 22 – 25, 2009.

Selig, Gad J. "Implementing IT Governance: Performance Management, Management Controls, Risk Mitigation and Enabling Technologies," **Proceedings of Pink Elephant's 13<sup>th</sup> Annual International IT Service Management Conference**, Bellagio Hotel, Las Vegas, NV, February 22 – 25, 2009.

Selig, Gad J., "Winning Risk Management and Mitigation Strategies: Issues, Lessons Learned and Critical Success Factors," Presentation to the **New York City Chapter of the Project Management Institute**, AXA Building, February 18, 2009.

Selig, Gad J., "Winning Program, Project and Portfolio Management Best Practices: Excellence in Execution," **International Project and Engineering Management Conference (IPEMAC) Proceedings**, SENAC University, Sao Paulo, Brazil, October 16 -17, 2008.

Selig, Gad J., "The Role of the PM and PMO in Aligning IT and the Business More Effectively," paper presented and published in the **Proceedings of Southern New England Chapter of the Project Management Institute – Third Annual Conference**, Hartford Convention Center, Hartford, CT, May 2, 2008.

Selig, Gad J., "Critical Success Factors and Best Practices for Program and Project Management Excellence," **MundoPM Magazine (Brazil)**, April, 2008.

Selig, Gad J., "Transforming a Technology Management Master's Degree Curriculum into a Successful Inter-Disciplinary Program for the 21<sup>st</sup> Century Needs of Global Organizations," Paper presented and published in the **Proceedings of the ASEE Zone 1 Conference**, West Point, NY, March 28 – 29, 2008.

Selig, Gad J., "The Growing Role and Importance of the Project Manager in Successful Strategic Sourcing and Outsourcing," **Proceedings of Southern New England Chapter of the Project Management Institute – Second Annual Conference**, Hartford Convention Center, Hartford, CT, May 4, 2007.

Selig, Gad J. "Successful Business/IT Alignment, Execution and Governance Best Practices: Why, What and How?" Moderator for CIO Panel Discussion at Monthly Meeting of **Fairfield-Westchester Chapter of SIM (Society for Information Management)**, March 15, 2007, Doral - Arrowood Conference Center, White Plains, NY.

Selig, Gad J., "How to Win Deals in the Rapidly Changing World of Outsourcing – Critical Success Factors for Vendor/Customer Collaboration and Innovation to Grow Revenues," **The 2007 Outsourcing World Summit**, February 18 – 21, 2007, Loews Hotel, Lake Las Vegas, Las Vegas, Nevada.

Selig, Gad J., "Managing Accelerating Change and Innovation," **SNEC PMI Chapter Meeting**, February 6, 2007, Marriott Courtyard, Orange, CT.

Selig, Gad J., "The Growing Importance of the Project Manager's Role in Successful Strategic Sourcing," **SNEC PMI Chapter Meeting**, December 5, 2006, Crown Plaza Hotel, Southbury, CT.

Selig, Gad J., "IT Strategy and Governance – Leading to Improved Profitability and Control," **Proceedings of Project Summit – Business Analyst World**, Arlington Hilton, Arlington, VI, June 21-22, 2006, Marriott Boston – November 15 -16, 2006 and Crown Plaza O'Hare, Chicago – November 15 – 16, 2006.

Selig, Gad J., "Business/IT Alignment, Planning Execution and Governance – A Summary of Best Practices," Workshop conducted for **Southern New England Chapter of the Project Management Institute**, Berlin, CT, October 6, 2006.

Selig, Gad J., "Successful Business/IT Alignment: Setting the Stage – Why, What and How," **C 3 Conference Proceedings**, Jacob Javits Convention Center, New York, NY, June 27, 2006.

Selig, Gad J., "Creating, Sustaining and Leading High Performance Co-Located and Virtual Teams and Team Leaders – Why, What and How?" **Proceedings of Southern New England Chapter of the Project Management Institute - First Annual Conference**, Hartford Conference Center, Hartford, CT, May 23, 2006.

Selig, Gad J. and Waterhouse, Peter, "IT Governance – An Integrated Framework and Roadmap: How to Plan, Deploy and Sustain for Competitive Advantage," **Computer Associates** Sponsored White Paper, March 2006.

Selig, Gad J., "IT Governance – A Best Practice Roadmap," **ISACA** (Information Systems Audit and Control Association) – Greater Hartford Chapter Workshop, Marriott Hotel, Rocky Hill, CT, March 15, 2006.

Selig, Gad J., "IT Governance – An Integrated Framework – Why, What and How?" **Connecticut Hospital Association Seminar**, Wallingford, CT, March 9, 2006.

Selig, Gad J., "IT Governance – Planning and Deployment to Increase Profitability," **Proceedings of Project World – Business Analyst World Congress – 2005**, November, 2005, Orlando, FL

Selig, Gad J., "ABC's of Strategic Sourcing and Vendor Management – Key Trends, Issues and Opportunities," **Proceedings of Project World – Business Analyst World Congress – 2005**, Orlando, FL, November, 2005.

Selig, Gad J., "Managing Accelerating Change and Innovation," **Proceedings of 2006 Project Summit Conference**, Burlington, MA, October 26, 2005

Selig, Gad J., "Current and Emerging Best Practices for Business/Information Technology Investment, Alignment, Planning and Governance," Paper presented at the **8<sup>th</sup> International Conference of the Decision Science International** – July 2005, Barcelona, Spain.

Selig, Gad J., "Global Outsourcing and Vendor Management Governance – Issues, Opportunities and Critical Success Factors," **Key Note Speaker at Fourth Annual International Outsourcing Conference, Center for Global Outsourcing**, Washington DC, September 15, 2005.

Selig, Gad J., "Improving IT Service Management and Delivery Through ITIL (IT Infrastructure Library) Certification," **2<sup>nd</sup> Annual Tech Speak Conference**, Omni Hotel, New Haven, CT, February 16, 2005.

Selig, Gad J., "The Essentials of Software/IT Project Management: Best Practices," Paper presented and published as a workshop in **Proceeding of ProjectWorld DC – Fall 2004**, Washington DC, September 27-28, 2004.

Selig, Gad J., "Current and Emerging Best Practices for Planning and Deployment of Enterprise Wide Information Technology Programs and Projects in a Fast Track Mode," Paper accepted for presentation and publication in **Proceedings of the 5<sup>th</sup> Annual Global Information Technology Management Conference**, San Diego, CA, June 13-15, 2004

Selig, Gad J., "Critical Success Factors and Frameworks for Creating and Sustaining Faster Cycle Time (FCT) for the Deployment of Enterprise Wide Initiatives," **Proceedings of the 34<sup>th</sup> Annual Meeting of the Decision Sciences Institute**, Washington, D.C., November 22 – 25, 2003.

Selig, Gad J., "Global Outsourcing – Issues, Opportunities and Critical Success Factors," **Second Annual International Outsourcing Conference, Center for Global Outsourcing**, Sheraton Hotel, New York, NY, August 25 -26, 2003.

Selig, Gad J., "Strategic Enterprise Wide Initiatives – From Strategy Development to Successful Execution," **Project Leadership Conference Proceedings**, Hynes Convention Center, Boston, MA, June 2 – 4, 2003.

Selig, Gad J., "The Emergence of Fast Track Project Management Frameworks for Enterprise Wide e-Business and Other Strategic Initiatives," **Proceedings and of the Northeast Decision Science Institute 2003 Annual Meeting**, Providence, RI, March 27-29, 2003.

Selig, Gad J., "Wireless e-Business and Telecommunications – Issues, Trends and Opportunities," **Bureaucratic Conference**, Luxembourg City, Luxembourg, October 24, 2001.

Selig, Gad J., "e-Business Outsourcing: Planning and Executing a Successful Program in the International Arena, " **Proceedings of the International Business for South East Asia Region (AIBSEAR) – 2001 Conference**, University of Indonesia, Jakarta, Indonesia, July 4-6, 2001.

Selig, Gad J., "Fast Track Program Management for Enterprise Wide Initiatives, " **ProjectWorld Conference and Proceedings**, Boston, MA, May 22-24, 2001.

Selig, Gad J., "Successful E-Business Solutions Planning and Execution," **Comnet National Conference and Proceedings**, Washington, DC, January 29-February 3, 2001.

Selig, Gad J., "Accelerated Time to Market e-Business Program/Project Management," **ProjectWorld Conference** , Anaheim, CA, December 4-5, 2000.

Selig, Gad J., "ABC's of Outsourcing including ASPs, ISPs, NSPs, Integrators, e-Business and Software Developers," **ASPWorld Conference and Expo**, San Jose, CA, October 3-6, 2000.

Selig, Gad J., "Network Outsourcing – An Emerging Opportunity for Both Vendors and Users-Issues, Trends and Critical Success Factors," **Spectrum**\_(Decision Resources, Inc.), Waltham, MA, October 2000.



**Internet Commerce Expo (ICe) Conference**, "Successful e-Business Program/Project Management – From Strategy Development to Project Implementation," International Data Corp, San Jose, CA, September 11-13, 2000.

**SuperComm 2000 Conference** (Chaired and presented multiple topics and sessions), "Project Management," "Intranets, Extranets and e-Business: From Planning to Implementation"; and "Achieving Cost Savings (TCO) While Transforming I.T./Telecommunications to a Strategic Competitive Weapon," International Communication Association, Atlanta, GA, June 4-7, 2000.

Selig, Gad J., "MCI WorldCom: Combining Innovation and Market Savvy," **Spectrum**, (Decision Resources, Inc.), Waltham, MA, December 10, 1999.

**SuperComm 99** – Mexico City Conference (Chaired and presented multiple topics and sessions) "Electronic Commerce: From Planning to Implementation"; "ABC's of Network Outsourcing," International Communication Association, Mexico City, Mexico, August 12-13, 1999.

**SuperComm 98 Conference**, "Winning Marketing and Innovative Strategies for Retaining and Growing Revenues in a Deregulating Environment," International Engineering Consortium Atlanta, GA June 8-11, 1998.

Selig, G., "Franchising-High Reward or High Risk? New England Journal of Entrepreneurship, Volume 1, Number 1, Summer, 1998.

**Proceedings of the Inaugural Conference of Information in Multinational Enterprises**, "Systems and Network Outsourcing – the Opportunities and Perils," IFIP 8.7 Working Group, American University, Washington, DC, October 12-13, 1997

**Hawaii International Conference and Proceedings on Systems Sciences**, "Multinational Corporations & Systems/Network Integration and Outsourcing-Is It a Global Imperative?" Maui, HI, January 7-10, 1997.

**International Engineering Consortium Conference and Proceedings on Broadband, Multimedia and the Local Loop**, "Successfully Growing and Sustaining Revenues in the Era of Convergence," Colorado Springs, CO, November 11-14, 1996.

Selig, G., "Global Systems and Network Outsourcing-High Risk or High Reward," **Proceedings of the Academy of Business Administration National Conference**, Miami, FL April 9-14, 1996.

Selig, G., "The Emergence of the Strategic Systems and Network Integrators in a Global Environment," International Journal of Information Resource Management, Vol. 1, Issue No. 2, Glasgow, Scotland, August, 1990.

Selig, G., "Critical Success Factors for Multinational Information Resource Management Planning and Administration," Managerial Planning, March-April, 1984.

Selig, G., "Approaches to Strategic Planning for Information Resource Management (IRM) in Multinational Corporations," SMIS Quarterly, Vol. 6, No. 2, June 1982.

**PROFESSIONAL ASSOCIATIONS, MEMBERSHIPS, HONORS, BOARDS, CERTIFICATIONS and ADDITIONAL INFORMATION:**

- Co-Chair of the Board of the CTech IncUBator @ University of Bridgeport – 2010 – Present
- Member, American Society of Engineering Educators (ASEE) – 2008 - Present
- Member, International Association of Management of Technology (IAMOT), 2008 - Present
- Member, American Society for Engineering Education, 2008 - Present
- COP Certification - Awarded the "Certified Outsourcing Professional (COP)" certificate by the International Association of Outsourcing Professionals, December 2006.
- Member, International Association of Outsourcing (IAOP) Professionals, 2006 - Present
- Elected into Delta Mu Delta, the National Honor Society in Business Administration, June, 2004

- Certified as a “Project Management Profession (PMP),” by PMI (Project Management Institute) and member of PMI, January, 2003 to Present
- Member, Society of Information Management (SIM), June 2003 – Present

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