

Donald Hsu

<http://www.linkedin.com/pub/donald-hsu/0/15/a14>

Professor, Consultant and CEO

Location

Greater New York City Area

Industry

Management Consulting

Current:

1. Institute Electrical Electronics Engineers Inc,
2. Keller Graduate School of Management,
3. Chinese American Scholars Association

Previous:

1. Dun & Bradstreet,
2. Felician College

Education:

1. Columbia University in the City of New York

Experience



[Chair Education Committee, North Jersey Section](#)

[Institute Electrical Electronics Engineers Inc](#)

January 2008 – Present (6 years 1 month)

Since 1993, IEEE North Jersey Section Education Committee has run programming, management and marketing courses to retrain electrical engineers. 304 members and non-members have successfully completed courses in C Programming, C++ Programming, Java Programming, Advanced Java Programming, Project Management, Marketing Research, and C# .NET Programming.

Participants raved about these courses. George Sierchio taught two classes in Project Management. John Huang taught C#. I was the Instructor for all other classes.

Since January 2008, I served as the Chair of Education Committee.

Results/benefits: Many engineers/professionals were able to apply what they learn to their jobs, move to new jobs, or change fields -- One landed a job at Microsoft Corporation, one at AT&T in 2009. One student passed the PMP Certification Exam 2011. One got a job at Tata

Consulting Services in July 2013.

Publications:

1. "Retraining Engineers for New Skills and Getting Jobs in a Modern World", in: "IEEE Meeting the Growing Demand for Engineers", at Munich, Germany, November 3, 2007, <http://ieeexplore.ieee.org/Xplore/login.jsp?reload=true&url=http%3A%2F2Fieeexplore.ieee.org%2Fiel5%2F4760334%2F4760335%2F04760384.pdf%3Farnumber%3D4760384&authDecision=-203>
2. "Learning a new programming language? Why not C# .NET programming?", Information Technology Professional Conference (IEEE TCF Pro IT), Ewing, NJ, USA, ISBN: 978-1-4673-1646-0, June 30, 2012, <http://ieeexplore.ieee.org/xpl/articleDetails.jsp?tp=&arnumber=6221130&contentType=Conference+Publications&queryText%3D2012+IEEE+IT+Professional+Conference+at+TCF>

On August 19, 2011, the IEEE Region 1 Board of Governors acted to recognize Dr. Hsu's achievements in the field. This award, "Outstanding Teaching", honors individuals for leadership in advancing the continuing education of engineers and is presented to an individual based on the nomination of colleagues and as recommended by the Awards and Recognition Committee.



[Adjunct Professor](#)

[Keller Graduate School of Management](#)

July 2007 – Present (6 years 7 months)

Taught MBA courses in Manhattan campus, part-time in: Channels Distribution, Consumer Behavior, Contract Procurement Management, Database Concept, Management Application of Information Technology, Marketing Management, Marketing Research, New Product Development, Project Management, Sales Management, and System Analysis Planning Control. Class size ranged from 5 to 27 people.

All students are working adults, holding position in NYC area firms. There are international students from India, Japan, Thailand, and European countries.

I enjoy teaching these courses in the eight-class format. Starting with the Terminal Course Objectives, Quiz was held at Week Three and Week Five, Paper/Project presentation was at Week Seven, and the written Final Exam was done at Week Eight. The curriculum is highly structured and well designed.

Students enjoy too. They are able to apply theory to their daily work. Students evaluations have been good to excellent.

Taught Introduction Database, Operation Strategy and Object Oriented Analysis Design, DeVry undergraduate classes at Long Island City and Paramus campus.

Served on the textbook review team for MM 574 Channels Distribution, with Dr. Lin

Stefurak, Senior Academic Specialist, University Academic Affairs.

Published four papers

1. Case Studies in Contract and Procurement Management
2. Case Studies in Marketing Management and Sales Management
3. with Dr. Michael Hamlet, Case Studies in Global E-Commerce and Marketing Research.
4. Case studies in New Product Development

President

Chinese American Scholars Association

June 2005 – Present (8 years 8 months) New York City, USA

Chinese American Scholars Association (CASA) was founded for academics, managers and professionals who shared the concerns of the Chinese American issues. CASA was registered with the State of New York and Internal Revenue Service (IRS Section 501 C-3), as a not-for-profit tax-exempt organization since 1989.

In 2006, CASA board ran E-Leader conferences. Ethical leadership is the global standard today. Technology provides the new paradigm for training and learning, <http://www.g-casa.com>.

E-Leader embraced entrepreneur, ethics, e-commerce, e-learning. E-Leader provides a face-to-face forum for global experts to share teaching, research and real-life success stories in all disciplines.

- (1) Bratislava, Slovakia on June 12-14, 2006
 - (2) Hong Kong, China on January 2-4, 2007
 - (3) Prague, Czech Republic on June 11-13, 2007
 - (4) Bangkok, Thailand on January 2-4, 2008
 - (5) Krakow, Poland on June 9-11, 2008
 - (6) Kuala Lumpur, Malaysia, January 5-7, 2009
 - (7) Tallinn, Estonia, June 7-9, 2009
 - (8) Singapore, January 4-6, 2010
 - (9) Budapest, Hungary, June 7-9, 2010
 - (10) Ho Chi Minh City, Vietnam, January 3-5, 2011
 - (11) Zagreb, Croatia, June 6-8, 2011
 - (12) Manila, Philippines, January 2-4, 2012
 - (13) Berlin, Germany, June 4-6, 2012
 - (14) Singapore, January 2-4, 2013
 - (15) Ljubljana, June 3-5, 2013
 - (16) Bangkok, January 6-8, 2014
- <http://www.g-casa.com>

<http://hou.topica.edu.vn/index.php/vi/tin-tuc-su-kien/tin-tuc/1300-cung-hoc-vien-topica-ban-cach-kiem-tien-thoi-khung-hoang>

http://www.iiis.org/CDs2011/CD2011SCI/S2ES_2011/PapersPdf/SB569SK.pdf

<http://academic.research.microsoft.com/Author/51548656/donald-k-hsu>

Planning, web design, database marketing, finance, team work and leadership were incorporated to make E-Leader successful. Speakers and participants all raved about the E-

leader conferences. CASA has 187 board members, from 41 countries including Czech Republic, Estonia, Iran, Japan, Germany, Nigeria, South Africa and UK.



[Vice President](#)

[Fulton Group](#)

January 1992 – Present (22 years 1 month)

I have been in charge of marketing, sales, business development, finance and many other facets of domestic and international business.

Closed 200+ deals in construction, consulting, curriculum design, dotcom, food, electronics, grant proposals, human resource (head hunter), import/export (China, Canada, Europe, Singapore, USA, etc), logistics shipping, metals, procurement, real estate (NY and NJ), marketing research, software (programming, database), supply chain management, training, and start-up business plan advisement.

Working closely with CEO, CFO or senior board members, I was able to accomplish these tasks with an excellent team of people that put to work immediately.

Global finance: have hedge fund, private equity, venture capital and structure finance firms on board to handle non-conventional deals, or high technology deals: biomass, extreme engineering, green technology, mobile telecom network, specialty chemical, etc.

Trust is the only true value of doing business. One hundred percent transparency and payment terms, have to be signed on day one. Otherwise it is a waste of time for every one.



[Associate Professor Business Administration](#)

[Dominican College Blauvelt](#)

August 1988 – Present (25 years 6 months) Orangeburg, New York, USA

Tenured Associate Professor, Computer Information Systems, in the Division of Business Administration

Redesigned curriculum in Management Information Systems and International Management.

Director, Division of Business Administration, managed 7 full-time, 35 part-time MBA/PhD staff, 1990-1996

Promoted programs at high schools, local firms and 73 foreign countries; taught 5,900+ in 69 business, computer, finance, international, management, and marketing courses.

Chaired Faculty Affairs Committee, served as a member on Committee on Instruction, Committee on Promotion Tenure, and many others.

Published many papers, listed with Microsoft Academic Research:

<http://academic.research.microsoft.com/Author/51548656/donald-k-hsu>

<http://www.blogcatalog.com/search/frame?term=donald%20hsu%20dominican&id=02613bd84bb3c411043560cbffd9a2dc>.



[Technical Instructor](#)

[Dun & Bradstreet](#)

April 1988 – August 1988 (5 months)

Designed curriculum and instruction manuals for courses in Assembly Language and C Programming Language. Taught three sections of C Programming Language to 20+ in-house Cobol programmers.

Developed 18 courses, in three parts, over the two-year period, to train any clerk/secretary in DB Information Services to be a C Programmer or technical support staff.



[Chief Information Officer/Chair Computer Science](#)

[Felician College](#)

August 1983 – May 1988 (4 years 10 months)Lodi, New Jersey, USA

Was the founding chair of Computer Science program. Started with a Certificate program for the completion of eight computer courses, then developed the Associate degree in Computer Science, and finally established the Bachelor of Science in Computer Science program. Enrollment went from zero to 125 after five years.

As a Chief Information Officer, I was involved in many grant proposals. As a project director or technical manager, I worked closely with faculty from Arts Science, Psychology, Nursing, and Teacher Education. Four grants totaled \$300,000 were awarded from the Department of Education, State of New Jersey.

Four computer teaching/learning labs were set up. One of them was a micro to mainframe link. It consisted of connecting 20 machines at Felician, to the mainframe computer of Saint Peter's College.

Benefit: Students at Felician were able to use the mainframe facility of St. Peter's College without paying for a mainframe (\$2 million USD).