

Neil C. Tarallo
Sr. Lecturer, Entrepreneurship
The Nolan School
Cornell SC Johnson College of Business

EDUCATION

MBA, School of Management, Syracuse University Major: Business Administration Supporting Areas of Emphasis: Finance, Innovation, Marketing Thesis Title: "University Entrepreneurship Education in the United States And a Proposed Program of Study for Syracuse University"	1994
BS, Ithaca College Major: Business Administration	1982

ACADEMIC POSITIONS

Cornell University

Senior Lecturer, Entrepreneurship, School of Hotel Administration	2011 - present
Director, Entrepreneurship Bootcamp for Veterans with Disabilities	2011 - 2019
Academic Director, Pillsbury Institute for Hospitality Entrepreneurship	2018 - 2019
Academic Director (interim), Pillsbury Institute for Hospitality Entrepreneurship	2017 - 2018
Academic Director, Pillsbury Institute for Hospitality Entrepreneurship	2011 - 2013

Mahindra University, School of Management

Visiting Professor of Innovation & Entrepreneurship	2021 - present
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Syracuse University, Whitman School of Management

Assistant Professor of Entrepreneurial Practice	2007 - 2011
Creator & Director, M.S. in Entrepreneurship	2008 - 2011
Adjunct Instructor	2003 - 2006

TEACHING EXPERIENCE

Cornell University - Courses

HADM 3135/6135	Conversations with Entrepreneurs (undergrad/grad)
HADM 3136	Empowerment through Entrepreneurship, South Africa
HADM 4125/6125	Foundations of Social Entrepreneurship (undergrad/grad)
HADM 4130/6130	Entrepreneurial Management (undergrad/grad)
HADM 4140/6140	Innovation & Corporate Renewal (undergrad/grad)
HADM 4144/6145	Developing an Entrepreneurial Mindset (undergrad/grad)
HADM 4145/6145	Strategic Business Plan Development (undergrad/grad)
HADM 4990	Undergraduate Independent Study
HADM 6990	Graduate Independent Research
HADM 6911	Hospitality Immersion
HADM 7410	Hospitality Strategic Management

Cornell University – Executive Education Courses

Exec Ed Custom	Becoming a Multi-dimensional Leader (Leadership)
Exec Ed Custom	Making the Competition Irrelevant (Innovation)
Exec Ed Custom	Navigating a Matrix Organization (Innovation)
Exec Ed Custom	Aligning the Workforce for a Client-Centric Innovation Strategy (Innovation)
Exec Ed Custom	Optimizing the Innovation Footprint (Innovation)
Exec Ed Custom	Creating an Innovation Culture (Innovation)
Exec Ed Custom	Building Innovation from the C-suite (Innovation)
Exec Ed Custom	Navigating a Matrix Organization (Innovation)
Exec Ed Custom	Managing Innovation from the Top (Innovation)
Exec Ed Custom	Managing Innovation from the Middle (Innovation)
Exec Ed Custom	The Nuts & Bolts of Innovation (Innovation)
Exec Ed Custom	Building a Sustainable Innovation Engine (Innovation)
Exec Ed Custom	Becoming a Multi-Dimensional Leader (Leadership)
Exec Ed Custom	Think Like an Entrepreneur to Become Resilient (Leadership)
Exec Ed Custom	Developing an Entrepreneurial Mindset (Innovation)
Exec Ed Custom	Innovation Ambassador Program
Exec Ed Custom	Consultative Selling
Exec Ed Custom	Design Thinking & Innovation (Innovation)
Exec Ed Custom	Managing Critical Tensions & Dilemmas (Innovation)
Exec Ed Custom	Leading Innovation
Exec Ed Custom	Innovation & Corporate Renewal (Innovation)
Exec Ed Custom	Identifying & Creating New Opportunities (Innovation)
Exec Ed Custom	Tools for Entrepreneurs and Innovators

WEBINARS

ManaUp Webinar	Surviving the Pandemic Downturn	April 2020
PIHE Webinar	Business Strategy During Times of Uncertainty & Constrained Resources: Operations and H R - Last Should Be First	April 2020
PIHE Webinar	Business Strategy During Times of Uncertainty & Constrained Resources: Digital Media Strategy: A Superhighway to Your Customers and New Opportunities	April 2020
PIHE Webinar	Business Strategy During Times of Uncertainty & Constrained Resources: Marshalling Res & Re-Thinking the Econ Model	April 2020
PIHE Webinar	Business Strategy During Times of Uncertainty & Constrained Resources: Creating a plan and developing the right mindset	April 2020
eCornell	Web Series: A Fresh Look at Innovation	August 2017
eCornell	Web Series: Business Model Canvas: A Tool for Entrepreneurs and Managers	June 2017
eCornell	Web Series: Inventing the Future: How Entrepreneurs Think & Behave	February 2017

Syracuse University, Institute for Veteran & Military Families (IVMF)

Boots to Business (b2b)

Operation Jump Start

Syracuse University, Whitman School of Management

MAR 307	Sales Management
EEE 370	Introduction to Entrepreneurship
EEE 370	Introduction to Entrepreneurship, Online Course
EEE 443/642	Emerging Enterprise Consulting
EEE 457	Strategic & Entrepreneurial Management (Undergraduate Capstone)
EEE 458	Business Plan Lab
EEE 464/664	Entrepreneurship & Empowerment (Study Abroad Program)
EEE 470/670	Experience Credit
EEE 499	Honors Capstone Project
MBC 647	Global & Entrepreneurial Management (Graduate Capstone)

DIRECTED STUDENT LEARNING

Cornell University

Directed Individual/Independent Study, "Entrepreneurial Audit:
Commercial Business of Kirin Brewery Company"

Advised: Shohei Nishitani, Completed December 2020

Directed Individual/Independent Study, "Experiential Exercise: Restaurant Startup"

Advised: Jaqueline Falkenberg, Completed December 2018

Directed Individual/Independent Study, "Business Model Innovations for Religious
Organizations"

Advised: Peter Cetale, Completed December 2018

Directed Individual/Independent Study, "Experiential Exercise: Restaurant Startup"

Advised: Jaqueline Falkenberg, Completed May 2017

Directed Individual/Independent Study, "Financing the Restaurant Startup"

Advised: Natalia Ruiz, Completed May 2017

Directed Individual/Independent Study, "Industry and Opportunity Analysis
in the Electronic Medical Record Industry"

Advised: Griffin Brodman, Completed May 2016

Directed Individual/Independent Study, "Exploring Measures of Success for
Social Enterprises in the Hospitality Industry"

Advised: Enlin Zhou, Completed May 2013

Directed Individual/Independent Study, "Hospitality skills for better life:
A comparative study on how hospitality social enterprises and non-profits
address youth development challenges through operation-based training"

Advised: Enlin Zhou, Completed December 2012

Directed Individual/Independent Study, "Proof of Concept: Food Kiosks and
The Metro in India"

Advised: Anukul Chandhok, Completed December 2012

Directed Individual/Independent Study, "Business Model Development in the European Football Industry" Advised: Kartik Das, Completed	May 2012
Directed Individual/Independent Study, "Business Model Development in the European Football Industry" Advised: Eric Maimon, Completed	May 2012
Directed Individual/Independent Study, "Business Model Development: Snappy Screen" Advised: Kristen McClellan, Completed	May 2012
Directed Individual/Independent Study, "Analysis of the Healthy Snack Industry" Advised: Brennan Spreitzer, Completed	May 2012
Directed Individual/Independent Study, "Opportunity Analysis: Extreme Sports Themed Hotels" Advised: Joseph Jelenik, Completed	December 2011
Directed Individual/Independent Study, "Feasibility Analysis of Mobile App Concierge Service" Advised: Suneet Nigale, Completed	December 2011
Directed Individual/Independent Study, "Concept Development for Whole Foods". Advised: Keith Seeber, Completed	December 2011

CURRICULUM DEVELOPMENT

Cornell University

HADM 4144/6144	Developing an Entrepreneurial Mindset (course refresh)
HADM 3135/6135	Conversations with Entrepreneurs
HADM 4125/6125	Foundations of Social Entrepreneurship
HADM 4140/6140	Innovation & Corporate Renewal
HADM 4144/6144	Opportunity Recognition & Ideation
HADM 4145/6145	Business Model Innovation & Design
HADM 3136	Empowerment through Entrepreneurship, South Africa
HADM 3137	Entrepreneurial Field Experience

Syracuse University, Institute for Veteran & Military Families (IVMF)
 Entrepreneurship Bootcamp for Veterans with Disabilities (EBV),
 Committee Co-Chair 2015 - 2018
 Veteran Women Igniting the Spirit of Entrepreneurship (V-WISE),
 Committee Member 2015 - 2018
 Boots to Business (b2b), Committee Member 2014 - 2015
 Endure & Grow (online), Committee Member 2014 - 2015
 Entrepreneurship Bootcamp for Veterans with Disabilities – Family (EBV-F),
 Committee Member 2012 - 2013

Syracuse University, Whitman School of Management
 Master of Science in Entrepreneurship 2008 - 2010
 Undergraduate Capstone Program, Committee Chair 2008 - 2010
 Graduate Capstone Program, Committee Chair 2009 - 2010

GRANTS

U.S. Small Business Administration (SBA),
 Office of Veterans Business Development (OVBD),
 Boots to Business program
 PI: Dr. Michael Haynie, Vice Chancellor, Syracuse University
 Co-PI: Neil Tarallo, Sr. Lecturer,
 The Hotel School, Cornell SC Johnson College of Business
 Award: One year plus four option years at \$1.5 million per year June 2017

PRESENTATIONS & SPEAKING ENGAGEMENTS

Keynote Speaker, Pool & Hot Tub Association, December 2023
 Non-academic, Applied Scholarship
 “Strategy & Innovation in Challenging Economic Conditions”
 Ft Lauderdale, FL

Invited Speaker (Plenary), Convergint, November 2023
 Non-academic, Applied Scholarship
 Invited Speaker, “Selling As a Leadership Skill”
 Virtual Live

<p>Invited Speaker (Plenary), Samaritan Healthcare, Trustee Meeting Non-academic, Applied Scholarship Invited Speaker, "Creating an Innovation Ecosystem" Watertown, NY</p>	<p>April 2023</p>
<p>Invited Speaker (Plenary), Public Relations Society of America, Non-academic, Applied Scholarship Invited Speaker, "How Innovation Drives Communication" Watkins Glen, NY</p>	<p>November 2022</p>
<p>Invited Speaker (Plenary), Cornell University, College of Veterinary Medicine Non-academic, Applied Scholarship Invited Speaker, Sparks Talks "Developing an Entrepreneurial Mindset" Ithaca, NY</p>	<p>April 2022</p>
<p>Invited Speaker (Plenary), Kirin Company, Kirin Beer Leading Service-Based Innovation Non-academic, Applied Scholarship Invited Speaker, The Healthcare Association of NYS "Proposal for an Innovation Program" New York, NY</p>	<p>August 2021</p> <p>December 2019</p>
<p>Invited Speaker, Alliance for Diversity and Inclusion Summer Student Intern Program, "Business Etiquette and Why It Matters" Non-academic, Applied Scholarship Cornell University, Ithaca, NY</p>	<p>June 2019</p>
<p>Invited Speaker, StartUp Tree, Webinar, "How to Maximize Engagement for Your Mentorship Program". Non-academic Ithaca, NY</p>	<p>May 2019</p>
<p>Keynote Speaker, Cornell Hotel Society, "What makes entrepreneurs entrepreneurial (and why it matters to the rest of us)?" Non-academic, Applied Scholarship Honolulu Hawaii</p>	<p>May 2019</p>

<p>Invited Speaker (Plenary), Patsy T. Mink Center for Business & Leadership, Woman's Leadership Alliance. "Accelerate Your Career With Entrepreneurial Thinking" Non-academic, Applied Scholarship Honolulu Hawaii</p>	<p>May 2019</p>
<p>Invited Speaker, M^NA UP Business Accelerator, State of Hawaii, "Connecting Entrepreneurial Processes to Innovation" Non-academic, Applied Scholarship Honolulu Hawaii</p>	<p>May 2019</p>
<p>Panel Discussion Facilitator, "How Investors Evaluate New Venture Opportunities", The Hotel School Academic, Applied Scholarship Ithaca, NY</p>	<p>April 2019</p>
<p>Invited Speaker, Incubator Works, Board of Directors Meeting "Inventing the Future: How Entrepreneurs Think & Behave" Non-academic, Applied Scholarship Corning, NY</p>	<p>November 2018</p>
<p>Invited Presentation, Leading Hotels of the World, Leading Strategic Management Program II. Non-academic, Applied Scholarship New York, NY</p>	<p>August 2018</p>
<p>Judge; Engineering Innovation Competition College of Engineering, Cornell University</p>	<p>May 2018</p>
<p>Invited Presentation, Leading Hotels of the World, Leading Strategic Management Program I. Non-academic, Applied Scholarship New York, NY</p>	<p>August 2017</p>
<p>Invited Speaker (Plenary), Institute for Veteran & Military Families, Veteran Women Igniting the Spirit of Entrepreneurship Conference, "Growth Strategies for Early Stage Companies" and "Entrepreneurial Finance for Start-up Companies" (three separate presentations), Non-academic, Applied Scholarship Louisville, KY</p>	<p>August 2017</p>

<p>Invited Presentation, restaurantowner.com, It's Not Just About the Food: How To Ensure You're Providing the Experience Your Guests Really Want Non-academic, Applied Scholarship Houston, TX</p>	<p>March 2017</p>
<p>Opening Speaker (Plenary), Annual Conference, Leading Hotels of the World, Non-academic, Applied Scholarship Buenos Aires, Argentina</p>	<p>November 2016</p>
<p>Contributed, Center for Hospitality Research, School of Hotel Administration, Cornell University, Design Management Roundtable, "How Co-production and Authenticity Affect the Future of Experience". Academic, Applied Scholarship Ithaca, NY</p>	<p>October 2016</p>
<p>Guest Speaker, Seminar in Practical Entrepreneurship, School of Business, Ithaca College, "How Entrepreneurs Think: Causal vs Effectual Thinking". Academic, Applied Scholarship Ithaca, NY</p>	<p>September 2016</p>
<p>United States Armed Forces Radio (Germany), "Entrepreneurship and the U.S. Military". Non-academic, Applied Scholarship Wiesbaden, Hesse, Germany</p>	<p>August 2016</p>
<p>Invited Presentation, Leading Hotels of the World, Leading Strategic Management Program II. Non-academic, Applied Scholarship New York, NY</p>	<p>August 2016</p>
<p>Invited Presentation, Leading Hotels of the World, Leading Strategic Management Program I. Non-academic, Applied Scholarship New York, NY</p>	<p>August 2016</p>
<p>Keynote Speaker, Cornell Hotel Society, "What makes entrepreneurs entrepreneurial (and why it matters to the rest of us)?" Non-academic, Applied Scholarship Frankfurt, am Main, Germany</p>	<p>July 2016</p>

Seminar Presenter, School of International & Labor Relations,
Yang Tan Institute for Disability & Employment, "Business Model
Generation".

Academic, Applied Scholarship
Ithaca, NY

July 2016

Colloquium, Sloan Program in Health Administration,
"Entrepreneurship & Health Administration".

Academic, Applied Scholarship
Ithaca, NY

March 2016

Seminar Presenter (Plenary), Institute for Veteran & Military Families,
Entrepreneurship Bootcamp for Veterans with Disabilities program,
Syracuse University, "Purpose & Logic of a Plan", and "Entrepreneurial
Finance for Start-up Companies" (two separate presentations).

Non-academic, Applied Scholarship
Syracuse, NY

March 2016

Cornell University Cornell Cast, "Implications for the Business Model
Canvas in an Entrepreneurship Curriculum".

Academic, Applied Scholarship
Ithaca, NY

February 2016

Cornell University Cornell Cast, "Taking the Business Model to The
Next Level".

Academic, Applied Scholarship
Ithaca, NY

February 2016

Invited Speaker (Plenary), Institute for Veteran & Military Families,
Entrepreneurship Bootcamp for Veterans with Disabilities National
Conference, "Using the Business Model Canvas to Start, Grow, and
Analyze Your Company".

Non-academic, Applied Scholarship
Charlotte, NC

February 2016

Invited Speaker (Plenary), Institute for Veteran & Military Families,
Veteran Women Igniting the Spirit of Entrepreneurship Conference,
"Purpose & Logic of a Plan", "Growth Strategies for Early
Stage Companies" and "Entrepreneurial Finance for Start-up Companies"

(three separate presentations),
Non-academic, Applied Scholarship
Charlotte, NC

January 2016

Invited Speaker (Plenary), Institute for Veteran & Military Families,
Veteran Women Igniting the Spirit of Entrepreneurship Conference,
“Purpose & Logic of a Plan”, “Growth Strategies for Early Stage
Companies” and “Entrepreneurial Finance for Start-up Companies”
(three separate presentations),
Non-academic, Applied Scholarship,
Kansas City, KS

November 2015

Invited Speaker, Seminar in Practical Entrepreneurship, School of
Business, Ithaca College, “How Entrepreneurs Think: Causal vs
Effectual Thinking”.
Academic, Applied Scholarship
Ithaca, NY

September 2015

Invited Speaker (Plenary), Institute for Veteran & Military Families,
Veteran Women Igniting the Spirit of Entrepreneurship Conference,
“Purpose & Logic of a Plan”, “Growth Strategies for Early Stage
Companies” and “Entrepreneurial Finance for Start-up Companies”
(three separate presentations),
Non-academic, Applied Scholarship,
Boston, MA

August 2015

Invited Speaker, DEA 4040 Professional Practice, Ethics &
Entrepreneurship College of Human Ecology, Cornell University,
“Understanding Entrepreneurial Behavior”.
Academic, Applied Scholarship
Ithaca, NY

April 2015

Session Moderator, “Opportunity Recognition in the Restaurant
Industry”, Pillsbury Institute for Hospitality Entrepreneurship,
Entrepreneurship Roundtable.
Academic, Applied Scholarship
Ithaca, NY

February 2015

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<p>Invited Speaker (Plenary), Institute for Veteran & Military Families, Veteran Women Igniting the Spirit of Entrepreneurship Conference, "Purpose & Logic of a Plan", "Growth Strategies for Early Stage Companies" and "Entrepreneurial Finance for Start-up Companies" (three separate presentations) Non-academic, Applied Scholarship, New Orleans LA</p>	<p>January 2015</p>
<p>Invited Speaker, Institute for Veteran & Military Families, VetNet Webinar, "Framework for Exec Summary". Non-academic, Applied Scholarship Syracuse, NY</p>	<p>November 2014</p>
<p>Colloquium, Sloan Program in Health Administration, Cornell University "Entrepreneurship & Health Administration". Academic, Applied Scholarship Ithaca, NY</p>	<p>April 2014</p>
<p>Invited Speaker (Plenary), Institute for Veteran & Military Families, Veteran Women Igniting the Spirit of Entrepreneurship Conference, "Purpose & Logic of a Plan", "Growth Strategies for Early Stage Companies" and "Entrepreneurial Finance for Start-up Companies" (three separate presentations). Non-academic, Applied Scholarship New York, NY</p>	<p>June 2014</p>
<p>Invited Speaker (Plenary), Institute for Veteran & Military Families, Veteran Women Igniting the Spirit of Entrepreneurship Conference, "Purpose & Logic of a Plan", "Growth Strategies for Early Stage Companies" and "Entrepreneurial Finance for Start-up Companies" (three separate presentations) Non-academic, Applied Scholarship Denver, CO</p>	<p>November 2013</p>
<p>Invited Speaker (Plenary), Institute for Veteran & Military Families, Veteran Women Igniting the Spirit of Entrepreneurship Conference, "Purpose & Logic of a Plan", "Growth Strategies for Early Stage Companies" and "Entrepreneurial Finance for Start-up Companies" (three separate presentations) Non-academic, Applied Scholarship Seattle, WA</p>	<p>August 2013</p>
<p>Invited Speaker, Jim Moran Institute for Global Entrepreneurship,</p>	

<p>Florida State University, Entrepreneurship Bootcamp for Veterans with Disabilities program, “Financing Growth While Mitigating Associated Risks”. Non-academic, Applied Scholarship, Tallahassee, Florida</p>	<p>July 2013</p>
<p>Invited Speaker (Plenary), Institute for Veteran & Military Families, Entrepreneurship Bootcamp for Veterans with Disabilities program, Syracuse University, “Purpose & Logic of a Plan”, and “Entrepreneurial Finance for Start-up Companies” (two separate presentations). Non-academic, Applied Scholarship Syracuse, NY</p>	<p>June 2013</p>
<p>Invited Speaker, Institute for Veteran & Military Families, VetNet Webinar, “Market Research”. Non-academic, Applied Scholarship Syracuse, NY</p>	<p>April 2013</p>
<p>Invited Speaker, Institute for Veteran & Military Families, VetNet Webinar, “Will My Ideas Work?”. Non-academic, Applied Scholarship Syracuse, NY</p>	<p>March 2013</p>
<p>Invited Speaker, Institute for Veteran & Military Families, VetNet, Webinar “Entrepreneurship in the Food Service Industry”. Non-academic, Applied Scholarship Syracuse, NY</p>	<p>February 2013</p>
<p>Pillsbury Institute for Hospitality Entrepreneurship, School of Hotel Administration, Cornell University, Innovation Network, “Ten Ways to Boost Innovation”. Non-academic, Applied Scholarship, Ithaca, NY</p>	<p>January 2013</p>
<p>Invited Speaker (Plenary), Institute for Veteran & Military Families, Veteran Women Igniting the Spirit of Entrepreneurship Conference, “Purpose & Logic of a Plan”, “Growth Strategies for Early Stage Companies” and “Entrepreneurial Finance for Start-up Companies” (three separate presentations) Non-academic, Applied Scholarship Jacksonville, FL</p>	<p>January 2013</p>

<p>Panel Moderator, North American Hotel Investment Conference, “Innovation in The Hotel Industry Non-academic, Applied Scholarship Washington, DC</p>	<p>November 2012</p>
<p>Invited Speaker (Plenary), Institute for Veteran & Military Families, Entrepreneurship Bootcamp for Veterans with Disabilities program, Syracuse University, “Purpose & Logic of a Plan”, and “Entrepreneurial Finance for Start-up Companies” (two separate presentations). Non-academic, Applied Scholarship Syracuse, NY</p>	<p>June 2012</p>
<p>Invited Speaker (Plenary), Institute for Veteran & Military Families, Veteran Women Igniting the Spirit of Entrepreneurship Conference, “Purpose & Logic of a Plan”, “Growth Strategies for Early Stage Companies” and “Entrepreneurial Finance for Start-up Companies” (three separate presentations). Non-academic, Applied Scholarship San Diego, CA</p>	<p>August 2012</p>
<p>Invited Speaker, Culinary Institute of America, “Business Planning for Restaurants & Cafes”. Academic, Applied Scholarship Hyde Park, NY</p>	<p>April 2012</p>
<p>Invited Speaker (Plenary), Institute for Veteran & Military Families, Veteran Women Igniting the Spirit of Entrepreneurship Conference, “Purpose & Logic of a Plan”, “Growth Strategies for Early Stage Companies” and “Entrepreneurial Finance for Start-up Companies” (three separate presentations). Non-academic, Applied Scholarship, Orlando, FL</p>	<p>March 2012</p>
<p>Invited Speaker (Plenary), Institute for Veteran & Military Families, Entrepreneurship Bootcamp for Veterans with Disabilities program, Syracuse University, “Purpose & Logic of a Plan”, and “Entrepreneurial Finance for Start-up Companies” (two separate presentations). Non-academic, Applied Scholarship Baltimore, MD</p>	<p>September 2011</p>

Invited Speaker (Plenary), Institute for Veteran & Military Families,
 Entrepreneurship Bootcamp for Veterans with Disabilities program,
 Syracuse University, "Purpose & Logic of a Plan", and "Entrepreneurial
 Finance for Start-up Companies" (two separate presentations).

Non-academic, Applied Scholarship
 San Antonio, TX

May 2011

SCHOOL & UNIVERSITY SERVICE

Cornell University

Entrepreneur in Residence, PIHE	2022 - present
Chair, Undergraduate Admissions Committee, School of Hotel Administration	2020 - present
MMH Admissions Committee, School of Hotel Administration	2019 - 2020
Faculty Advisor, Hotelie Entrepreneurs	2017 - 2019
Judge; Engineering Innovation Competition College of Engineering,	2017
Ashoka U Social Entrepreneurship Renewal Effort (Ad hoc)	2016
Faculty Personnel Committee	2015 - 2019
Undergraduate Admissions Committee, Team Captain,	
School of Hotel Administration	2013 - 2019
Director, Entrepreneurship Bootcamp for Veterans with Disabilities	2012 - 2019
PIHE Business Plan Phase I Judge	2011 - present
Faculty Advisor, Hotelie Entrepreneurs	2011 - 2019
Faculty Advisor, Entertainment & Hospitality Club	2012 - 2013

Syracuse University, Institute for Veteran & Military Families (IVMF)

Co-Chair, Curriculum Development Committee (EBV)	2015 - 2018
Co-Chair, Marketing & Recruiting Committee (EBV)	2015 - 2018
Member, Curriculum Development Committee (V-WISE)	2015 - 2018

Syracuse University, Whitman School of Management

Chair, Entrepreneurship Faculty Search Committee (non-tenure) Ad hoc	2011
Member, Entrepreneurship Faculty Search Committee (tenure)	2009 - 2011
Graduate Capstone Course Coordinator (full-time & executive)	2009 - 2011
Faculty Advisor, Couri Hatchery (student incubator)	2009 - 2011
Faculty Advisor, Syracuse Entrepreneurs' Startup Bootcamp	2009 - 2011
Undergraduate Curriculum Committee	2009 - 2011
Co-Director, Empowerment through Entrepreneurship Program (S. Africa, Rwanda, Djibouti)	2009 - 2010
Undergraduate Capstone Course Coordinator	2007 - 2011

Member, Graduate Program Creation Committee, College of Visual and Performing Arts, Design Program	2008 - 2009
Founder, NYS Academic Consortium on Entrepreneurship	2008
Professor, Youth Entrepreneurship Seminar (YES)	2008
Professor, Experiential Classroom	2008 - 2009
Professor, Seminar on Teaching Entrepreneurship	2008
Professor, Youth Professional Organization (YPO)	2008 - 2009

AWARDS & HONORS

Nolan Fall Undergraduate Elective Teaching Award	2024
Nolan Fall Undergraduate Elective Teaching Award	2020
eCornell, Cornell University, Trailblazer Award	2018
U.S. Small Business Administration, boots2business Instructor of the Year	2016
Faculty Ambassador, Pillsbury Institute, Cornell University	2016 - 2017
Teaching Fellow, The Institute for Veteran & Military Families	2015 - 2017
NYS Venture Connect Campus Connector Award (nomination)	2015
Meredith Teaching Award Nomination (Syracuse University Professor of the Year)	2010
Meredith Teaching Award Nomination (Syracuse University Professor of the Year)	2009
Entrepreneurship Professor of the Year, Syracuse University	2009
Professor of the Year, Syracuse University, Whitman School of Management	2008

PROFESSIONAL DEVELOPMENT

Hotel School Faculty Immersion	January 2020
Entrepreneurship @ Cornell Summit	November 2019
Entrepreneurship @ Cornell Summit	November 2017
Hotel School Faculty Immersion	May 2017
Entrepreneurship @ Cornell Summit	November 2016
USASBE Teaching Conference	January 2016
Business Model Generation Workshop & Masterclass	November 2015
Harvard Case Teaching Method Seminar	April 2015
Entrepreneurship @ Cornell Summit	November 2014
Entrepreneurship @ Cornell Summit	October 2013
USASBE Teaching Conference	January 2010
USASBE Teaching Conference	January 2009

USASBE Teaching Conference
Experiential Classroom

January 2008
September 2007

PROFESSIONAL EXPERIENCE (non-academic)

Effectual Initiatives LLC, President	2016 - present
Thin Ice Enterprises LLC, Managing Partner	2000 - present
Cayuga Venture Fund I, Managing Partner and Treasurer	1999 - 2002
Cayuga Venture Fund I & II	2002 - present
Tarallo Enterprises Inc., President	2012 - present
Tarallo Enterprises Inc., Vice President	1988 - 2011
On Paper Printing & Graphics, President & CEO	2004 - 2007
Ithaca Photo Inc., President & CEO	1987 - 2007
Syracuse University, L.C. Smith College of Engineering & Computer Science, Office of Development & Alumni Affairs, Director of College Relations	1994 - 1996

BOARD & COMMUNITY SERVICE

Advisory Board, Saira LLC	2016 - 2021
Advisory Board, Stability LLC	2016 - 2021
Entrepreneurship Bootcamp for Disabled Veterans	2012 - 2019
Economic Development, Town of Lansing, (Small Business –Tech Sector)	2012 - 2015
Questex NATHIC Advisory Board	2012 - 2013
Entrepreneurship @ Cornell	2011 - 2013
Syracuse University SIFE	2009 - 2011
State Theater (Finance Chair)	2008 - 2010
Country Club of Ithaca, (President)	2005 - 2007
Country Club of Ithaca, (Recreation and Restaurant Chair)	2003 - 2005

PROFESSIONAL ASSOCIATIONS

teachingentrepreneurship.org	2017 - present
United States Association for Small Business & Entrepreneurship	2010 - present
Academy of Management, Business Policy and Entrepreneurship Divisions	2010 - present
Strategic Management Society	2010 - present