

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

**EDUCATION**

MBA, School of Management, Syracuse University 1994  
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"

BS, Ithaca College 1982  
Major: Business Administration

**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  
Director (interim), Pillsbury Institute for Hospitality Entrepreneurship 2017 - 2018  
Academic Director, Pillsbury Institute for Hospitality Entrepreneurship 2011 - 2013

**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

### **Cornell University – Executive Education Courses**

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

**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

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,  
Non-academic, Applied Scholarship  
“Strategy & Innovation in Challenging Economic Conditions”  
Ft Lauderdale, FL

December 2023

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

November 2023

Invited Speaker (Plenary), Samaritan Healthcare, Trustee Meeting  
Non-academic, Applied Scholarship  
Invited Speaker, “Creating an Innovation Ecosystem”  
Watertown, NY

April 2023

Invited Speaker (Plenary), Public Relations Society of America,  
Non-academic, Applied Scholarship  
Invited Speaker, “How Innovation Drives Communication”  
Watkins Glen, NY

November 2022

Invited Speaker (Plenary), Cornell University,  
College of Veterinary Medicine  
Non-academic, Applied Scholarship  
Invited Speaker, Sparks Talks  
“Developing an Entrepreneurial Mindset”  
Ithaca, NY

April 2022

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

August 2021

December 2019

<p>Invited Speaker, Alliance for Diversity and Inclusion Summer Student Intern Program, "Business Ettiquette 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 &amp; 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 &amp; 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>

Judge; Engineering Innovation Competition College of Engineering, Cornell University	May 2018
Invited Presentation, Leading Hotels of the World, Leading Strategic Management Program I. Non-academic, Applied Scholarship New York, NY	August 2017
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	August 2017
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	March 2017
Opening Speaker (Plenary), Annual Conference, Leading Hotels of the World, Non-academic, Applied Scholarship Buenos Aires, Argentina	November 2016
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	October 2016
Guest Speaker, Seminar in Practical Entrepreneurship, School of Business, Ithaca College, “How Entrepreneurs Think: Causal vs Effectual Thinking”. Academic, Applied Scholarship Ithaca, NY	September 2016
United States Armed Forces Radio (Germany), “Entrepreneurship and the U.S. Military”. Non-academic, Applied Scholarship Wiesbaden, Hesse, Germany	August 2016

<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>
<p>Seminar Presenter, School of International &amp; Labor Relations,  Yang Tan Institute for Disability &amp; Employment, "Business Model Generation".  Academic, Applied Scholarship  Ithaca, NY</p>	<p>July 2016</p>
<p>Colloquium, Sloan Program in Health Administration,  "Entrepreneurship &amp; Health Administration".  Academic, Applied Scholarship  Ithaca, NY</p>	<p>March 2016</p>
<p>Seminar Presenter (Plenary), Institute for Veteran &amp; Military Families,  Entrepreneurship Bootcamp for Veterans with Disabilities program,  Syracuse University, "Purpose &amp; Logic of a Plan", and "Entrepreneurial Finance for Start-up Companies" (two separate presentations).  Non-academic, Applied Scholarship  Syracuse, NY</p>	<p>March 2016</p>
<p>Cornell University Cornell Cast, "Implications for the Business Model Canvas in an Entrepreneurship Curriculum".  Academic, Applied Scholarship  Ithaca, NY</p>	<p>February 2016</p>
<p>Cornell University Cornell Cast, "Taking the Business Model to The Next Level".  Academic, Applied Scholarship  Ithaca, NY</p>	<p>February 2016</p>

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
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	January 2015
Invited Speaker, Institute for Veteran & Military Families, VetNet Webinar, "Framework for Exec Summary".	
Non-academic, Applied Scholarship Syracuse, NY	November 2014
Colloquium, Sloan Program in Health Administration, Cornell University "Entrepreneurship & Health Administration".	
Academic, Applied Scholarship Ithaca, NY	April 2014
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	June 2014
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	November 2013
Invited Speaker (Plenary), Institute for Veteran & Military Families, Veteran Women Igniting the Spirit of Entrepreneurship Conference, "Purpose & Logic	

<p>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, 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 &amp; Military Families, Entrepreneurship Bootcamp for Veterans with Disabilities program, Syracuse University, “Purpose &amp; 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 &amp; Military Families, VetNet Webinar, “Market Research”.  Non-academic, Applied Scholarship  Syracuse, NY</p>	<p>April 2013</p>
<p>Invited Speaker, Institute for Veteran &amp; 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 &amp; 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 &amp; Military Families, Veteran</p>	

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

January 2013

Panel Moderator, North American Hotel Investment Conference, "Innovation in The Hotel Industry

Non-academic, Applied Scholarship

Washington, DC

November 2012

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

June 2012

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

August 2012

Invited Speaker, Culinary Institute of America, "Business Planning for Restaurants & Cafes".

Academic, Applied Scholarship

Hyde Park, NY

April 2012

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

March 2012

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	September 2011
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**

MMH Admissions Committee, School of Hotel Administration	2019 - present
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 - present
Undergraduate Admissions Committee, Team Captain, School of Hotel Administration	2013 - present
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**

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	January 2008
Experiential Classroom	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