



GET TO WORK ON YOUR FUTURE

# THE INSIDER

## HIGHLIGHTS FROM THE PROGRAM DIRECTORS



The School of Business would like to congratulate Laura Persky for earning her Doctorate degree this summer!

### TOP TEN COMMUNICATION SUGGESTIONS FOR SUCCESSFUL LEADERSHIP BY LAURA PERSKY Ed.D.

**1** Talk to your team! Ask teammates, associates and subordinates how they are doing? Ask if they have what they need to their job. Ask what you, as the team leader, can do to help them. Say thank you often. Talks to others in your organization as well. Make friends with other departments.

**2** Listen when others are speaking. In fact, listen more than you speak. Have a dialog with your team, coworkers subordinates don't just give orders or tell others what to do.

**3** Leadership is everyone's responsibility. If something isn't working right, is broken, or you have an idea for improved efficiency, mention it to someone. Don't assume that others will because they may not. Take responsibility for the work and environment around you.

**4** Be authentic. Be self-aware and genuine by knowing your strengths and limitations. You have to question a position if does not allow you to be true to yourself.

**5** Be honest. Deliver on your promise and don't promise what you can't deliver. Know when to say "I don't know but I'll look into it" or "can you help me with something?"

**TO SEE ALL 10 TIPS PLEASE VISIT**

<http://mvilleb-schoolbulletin.blogspot.com/>



# LETTER FROM THE DEAN

## PROFESSIONAL DEVELOPMENT FOR EVERY STAGE OF YOUR CAREER

People at all stages in their career often ask what they can do to develop professionally. If you already have a job, why should you go above and beyond to improve your skills, especially if it's not required by your employer?

Making an effort to help yourself grow professionally will help you succeed, both in the short term and in the long term. And if you don't learn new skills and acquire new knowledge and experience, you're likely to lose your edge, which could be detrimental when you look to change positions or more importantly, want to advance in your career. Manhattanville College School of Business (MSB) offers a variety of professional development opportunities for every stage of your career.

Earning your master's degree or an advanced certificate in business will set you apart from other applicants and also provide you with needed up to date skills. Current Manhattanville students and alums can update their Microsoft Office skills, such as Excel and PowerPoint, the number one skill listed on LinkedIn member profiles. MSB offers a variety of weekend professional development workshops in Excel and PowerPoint open to the public for a fee with a limited number of free seats available to Manhattanville College students and alums. We also offer a variety of workshops throughout the year for those interested in fundraising, leadership, human resources or project management. It's a great way of testing out career interests.

As part of MSB's Professional Development Workshop Series, we have partnered with the Center for Career Development for an upcoming workshop entitled, "Using Social Media to Land Your Next Job" which is being offered on Sunday, November 18 at 1:00 p.m. \*This hands-on workshop is free to all Manhattanville College students and alums and is being taught by Veronica Fletcher. Veronica works as a liaison for the Department of Social Services and the Career Center in Putnam County, where she provides career readiness training to job seekers, pre-screens clients for potential job opportunities and networks with prospective employers. As a lifetime service to the Manhattanville community, the Center for Career Development supports and empowers students and alumni to make important decisions that integrate academic studies and life experience with career planning.

Stay connected to the School of Business for networking opportunities and professional development workshops to continue your lifelong learning. As part of our own development, the School of Business will redefine itself as the School of Professional Studies. Stay tuned.

Steve Albanese

\* Seats limited, sign up early.

## DAVE TORROMEO TAKING HIS SPORT BUSINESS AND ENTERTAINMENT MANAGEMENT PROGRAM TO THE NEXT LEVEL.

The Sport Business and Entertainment Management program has been active visiting companies and organizations worldwide. From horses at Belmont and Yonkers Raceway to cutting edge technologies, Dave and others including Mark Jeffers have canvassed the industry to help facilitate jobs, internships, events and partnerships for Manhattanville. For example, the Manhattanville athletics department has signed on to use a new technology that is detailed in the article below.

### LIVE FROM NBA ALL-STAR: RSPCT, SMT TAKE SHOT-TRACKING GRAPHICS TO NEXT LEVEL ON TNT'S THREE-POINT CONTEST

One of the highlights of Turner's NBA All-Star Saturday Night coverage was the debut of a shot-tracking technology developed by Israeli startup RSPCT. Deployed for the Three-point Contest, RSPCT's system, which uses a sensor attached to the backboard to identify exactly where the ball hits the rim/basket, was integrated with SMT's graphics system to offer fans a deeper look at each competitor's shooting accuracy and patterns.

**TO READ THE REST OF THE ARTICLE PLEASE VISIT**  
<http://mvilleb-schoolbulletin.blogspot.com/>



The RSPCT team at NBA All-Star: (from left) Oren Sadeh, Benjamin Zirman, Leo Moravtchik, Oren Moravtchik, Mark Jeffers



### WHY 'BACK TO SCHOOL' MEANS SOMETHING ENTIRELY DIFFERENT FOR THE ADULT STUDENT

Back in August, when we were being inundated with television, radio, and internet ads for back to school madness, I was in the midst of meeting with prospective, new APPEAL students here on campus. After a quiet stretch in July, it made sense that new students would make their way to our offices on the ground level of Reid Castle. Sometime in August, we all seem to flip that switch from lazy summer mode to productive, school mode, regardless of our age and regardless of whether or not we are going back to school. It's just something that is ingrained in all of us as we have been conditioned and programmed from a young age to equate August (despite the oppressive heat and humidity) with back to school. Even with all of that programming and conditioning, though, adult students may have a different approach to back to school. Many of those aforementioned prospective APPEAL students from August completed the application process and found themselves back to school, in an accelerated seven-week term that began the last week in August. For some, though, they had too much going on to get all of their ducks in a row for the first half of the fall. I think of one woman in particular, who was ready to go back to school after not having attended a college course for years. But she was facing one major commitment: she had to get her young daughter ready to go off to college. For this reason, she had to wait, but is hopeful to start in October.

Jon DeBenedictis, Program Director

# DEVELOP YOUR POTENTIAL WITH PROFESSIONAL DEVELOPMENT AT THE SCHOOL OF BUSINESS

## FALL/WINTER 2018/19:

Register for our wide array of workshops!  
*Featured workshops:*

- **November 16, January 11 & February 8**  
Practical Approaches to Grant Funding  
3 workshop topics
- **November 18th**  
Using Social Media to Land Your Next Job!  
\* free to Manhattanville community.
- **December 7th**  
Gender Intelligence : Great Minds Think Unalike – a must for managers and team leaders
- **February 16**  
Polishing Your Public Speaking Skills

*And more! See  
[www.mville.edu/business/workshops](http://www.mville.edu/business/workshops)  
for the calendar of upcoming workshops*

## SPRING PREVIEW ON PROFESSIONAL DEVELOPMENT

### Women's Leadership Institute:

- **March 21, 2019**  
Women's History Month Breakfast Panel Discussion
- **April 30, 2019**  
WLI Networking Event
- **June 6 2019**  
5th Annual Women's Leadership Summit :

### Institute for Managing Risk

- **February 2019**  
Blend Risk-based Thinking into Strategic Management
- **March 2019**  
Create a Risk-Savvy Organizational Culture
- **April 2019**  
Effectively Measure, Compare, and Assess Risks
- **May 2019**  
Specialized Topics in Managing Risk:  
A Deeper Dive



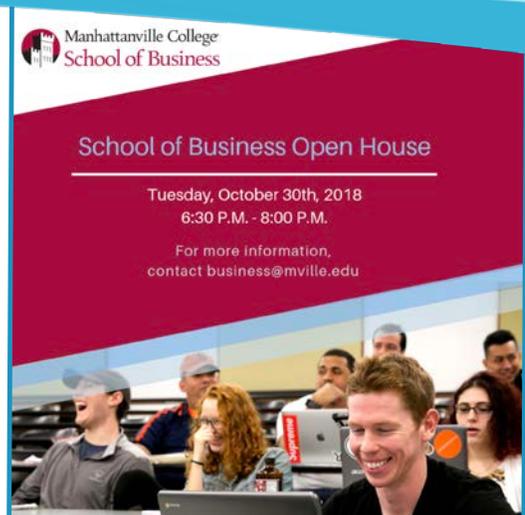
We are excited to be giving away a brand new  
**HELO Smart Watch!**

For everyone that comments and shares this post from the Manhattanville School of Business Facebook Page, you will be entered to win this awesome prize!

The deadline to share is October 30th at 4:00 pm. The winner will be chosen randomly from all participants and will be announced at our October 30th Open House. Good luck!



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Ask about Manhattanville Community Discounts To register please see: [mville.edu/business/Workshops](http://mville.edu/business/Workshops)

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