

DR. LAURA J DANTONIO

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EDUCATION

University of Maryland University College, Largo, MD, Doctor of Management, 2017.
Dissertation Title – “Trust Development Mechanisms in Virtual Teams: A Comparison of the Scholarly Evidence and Practitioner-Focused Literature.” Doctoral Advisors: James Gelatt, PhD & Richard Milter, PhD

New York University, Stern School of Business, New York, NY, MBA. 1990

Yale University, New Haven, CT. Bachelors of Arts, 1986

EMPLOYMENT

2016-present **Assistant Professor, George Mason Univ., Fairfax, VA**

Instructor and course content lead for the Global Environment of Business (a large, multi-section required business course) in face-to-face learning system-supported and fully online formats. Developed and am piloting a version of the course with an embedded travel-abroad component. Current teaching load is four courses per semester. Service to the School of Business includes ongoing participation on the Assurance of Learning committee and the Faculty Contributions Model Working Group as well as completion of the recent Mason Global Core review. Additional service includes incoming faculty mentor for Global Environment new hires, course schedule coordinator (40 total sections), Foundations area representative at various University events and on-going development of course material.

Summer, 2018 **MH Consulting, Inc., Richmond, VA**

Provided consulting services on multimillion-dollar, multi-site telecommunications project for Motorola. Met with project stakeholders leading to revision and reformatting of statements of work. Elevated quality assurance and consistency issues as identified in plan review and document coordination process.

2010-2016 **Assistant Professor, Midway University, Midway, KY**

Taught Global Business, Principles of Management, Strategic Management, Project Management, Business Plan Development and the Business Capstone in face-to-face, online, and hybrid modalities in full-semester and accelerated module formats. Carried full advising load (up to 85 students), served on committees including the Writing across the Curriculum Committee (Chair 2011), Grade Scale Committee (Chair 2012), Alignment of Learning Committee, and others as assigned. Provided service to the community and university.

2003.2004 **Regional Sales Manager, Citigroup NA, Laguna Hills, CA**

Oversaw mortgage production in 84 bank locations in the Inland Empire, Orange County and San Diego. Recruited, hired and trained 40+ new Loan Consultants and Area Managers, established and implemented performance standards for the region, developed outside sales program for Loan Consultants. Initiated construction loan team and solidified production processes and reporting.

1992-2000 **Regional Vice President, Wells Fargo Home Mortgage, Program Manager, Newport Beach, CA**

Responsible for growth of Private Mortgage Banking program nationwide. Developed infrastructure to support growth including hiring and training policies and procedures.

Managed projects including developing new products to meet demands of clients and field, interfaced with Wells Fargo Private Banking developing referral incentives and portfolio strategies. Conducted training seminars for various banking groups on lending and marketing topics. Doubled program volume to \$1Billion. (1999-2000)

Area Manager, Towne Square Mortgage Joint Venture, Newport Beach, CA

Managed the Private Banking portion of the Towne Square JV between Norwest Mortgage and Wells Fargo Bank growing the business from start-up to \$1.2Billion in annual volume. Established outstanding referral relationships with Wells Fargo Private and Commercial Banking, hired and trained 40+ Private Mortgage Bankers in CA and other western states. Developed operations process for high-value customers. Approved loans to \$1Million. (1995-1999)

Branch Manager, Norwest Private Mortgage Banking, Denver, CO

Grew office from four originators to 10. Hired and trained loan officers. Management tasks included P&L responsibility, staff training, outreach training for other areas of the Bank, development of internal and external marketing plans. 1st branch to achieve 100% customer service ranking. Top 10% annual branch manager ranking. (1993-1995)

Private Mortgage Banker, Norwest Mortgage, Denver, CO

Developed referral network through calling efforts on the Private Bank, Commercial Bank, local attorneys and high-end realtors. Originated and underwrote jumbo mortgages. Consistently ranked in the top 10% of Norwest Mortgage loan officers by sales volume while maintaining customer service rating greater than 97%. (1992-1993)

1990-1992 **AVP, Private Banking, National Westminster Bank, White Plains, NY**

Developed accounts and banking relationships in start-up office marketing credit, deposit, trust and investment products to high net worth individuals, small business owners and real estate investors. Responsible for underwriting and presenting loan packages.

1988-1990 **AVP, Commercial Lending Team Lead, Village Bank, Port Chester, NY**

Generated and maintained loan portfolio consisting of commercial real estate loans, investment property loans, and land development loans. Supervised lending team and support staff. Sourced referrals, structured and analyzed loans, prepared and gave loan committee presentations in a rapidly growing new department.

1986-1988 **Business Financial Services, Chase Manhattan Bank (formerly Citytrust)**

Completed formal credit training program including classroom and hands-on training in commercial real estate lending, credit analysis, business and personal cash flow analysis, loan review, collateral administration, sales and management.

CONFERENCE PROCEEDINGS & PUBLICATIONS

Aspen Institute Undergraduate Consortium (2018). Workshop. Co-chaired session “Re-imagining Blended Learning.” Copenhagen, Denmark

Eastern Academy of Management (2018). Paper presented: “Thinking about How Things are Made: An Experiential Learning Exercise.” Providence, RI

GMU Innovations in Teaching and Learning (2018). Panel discussion. “Engaging Students Online: A Panel Discussion with School of Business Course Developers.” Lead presenter & organizer. Fairfax, VA

Eastern Academy of Management (2017). Paper presented: “Subgroup Formation in Partially-Distributed Global Virtual Teams: The Effects of Faultlines.”

American Society of Engineering Management (2016). Paper presented: “Leading from a Distance: An Exploratory Systematic Review.”

Managing editor and co-author of *Solutions: Business Problem Solving*, 2012, Gower Publishing

CONFERENCES ATTENDED

Innovations in Teaching and Learning. 2017

Eastern Academy of Management. 2017

Innovations in Teaching and Learning. 2016

Aspen Institute: Undergraduate Consortium for Business Education. 2016

HONORS AND AWARDS

Outstanding Contributions to Teaching (2018). George Mason University teaching award given annually to two faculty in the School of Business.

Dean’s Faculty Fellow (2018). Awarded annually for outstanding teaching in the George Mason University School of Business.

Outstanding Core Course – BUS 200 (2018). Recognition by students of outstanding core courses (scoring above 4.75).

Outstanding Core Course – BUS 100 (2017). Recognition by students of outstanding core courses (scoring above 4.75).

GRANTS RECEIVED

GEO Program Development Grant (2018). A \$2000 grant to develop course focusing on global sustainability initiatives in Brazil with faculty-led travel component.

Global Discovery Grant (2018). A \$30,000 3-year grant awarded to incorporate a global travel element into the Global Environment of Business. Co-author, Dr. Robert Pierce

Curriculum Revision Grant (2017). A \$2500 one-time grant to revise the curriculum for the Global Environment of Business. Co-recipient, Dr. Robert Pierce

PRIOR TEACHING AND TRAINING EXPERIENCE

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| 1993-2003 | Developed curriculum and course material for Wells Fargo PMB new hire training. Conducted training quarterly or as needed for groups of up to 15 people. Led training sessions on bank product knowledge, understanding business/personal cash flow and other credit decisioning topics, business plan development and strategies among other topics. |
| 1995-2003 | Led quarterly sales managers meetings, provided training on topics including P&L management, revenue and profit maximization strategies, successful recruiting tactics, etc. |
| 1999-2003 | Conducted annual sales meetings/training sessions for groups of up to 50 loan originators. Presented motivational sales material, marketing strategies and business plan development. |
| 1986-2005 | At various times have taught Yoga, horseback riding and Thai massage. |

RELEVANT COURSEWORK & SUPPLEMENTAL EDUCATION

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| 2014-2016 | Required coursework for doctoral program included six credit hours in each of the following areas: Management Theory, Leadership and Change Management, Global Business Environment, Innovation Processes and Strategy. |
| 2013 | Bellarmino University, Project Management Fundamentals |
| 2013 | Professional Development Units in Project Management earned: Project Management Framework, Project Procurement Management, Professional Responsibility, Project Risk Management, Project Time Management, Project Cost Management, Project Scope Management, Project Quality Management, Project Communication Management, Project Human Resource Management. |
| 2008 | Univ. of Kentucky, AgEcon 536, Rural Economic Development |
| 2005-2008 | Univ. of Kentucky Cooperative Extension Courses in Pasture and Cattle Management |
| 1987 | Sacred Heart University, Principles of Economics II |
| 1986 | University of Connecticut – Financial Accounting |

OTHER EXPERIENCE&MEMBERSHIPS

Project Management Institute, PMP #1642437, 2013
Academy of Management Member
Project Management Institute (PMI) Member
Member – Back Country Horsemen
Member – US Eventing Association
Master Cattlemen Certification
Motivational Speaker, “Perseverance, the Way to the Top”
Volunteer – Camp Ronald McDonald for Good Times
Volunteer – Habitat for Humanity Selection committee
Volunteer – Central Kentucky Riding for Hope