

# Dr. William J. Raynor III

Southern Wesleyan University  
907 Wesleyan Drive  
Central, SC 29630

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## PROFESSIONAL SUMMARY

- MBA professor at Southern Wesleyan University (Adult & Graduate Studies Division).
  - Previous: Retired professor from the State University of New York (SUNY) at Delhi. Acknowledged for outstanding performance and innovativeness at Delhi and other SUNY units for 20+ years. Distinguished Professor recognition: Recipient of the “Excellence in Teaching” award (2009) from the Chancellor of the 64 campus SUNY system.
  - Analyst for think-tank on global strategic economic matters (see Wikistrat.com)
  - Visiting professor at universities in China and Peru. Shorter term projects in Mexico, and the Dominican Republic.
  - Internationally recognized on globalization and labor outsourcing (consulted by labor organizations, government officials, major corporations, universities and others).
  - Publications, research, and presentations at academic conferences. Former columnist on regular basis for labor related news-source.
  - Prior to academia: Management experience in finance, commercial banking, business development, and related projects.
  - Professional training in conflict resolution – Florida certified court mediator (2002-9).
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## EDUCATION

**Doctor in Business Administration:** University of Sarasota (Argosy), Sarasota, FL (5/1999).

Dissertation: “The Impact of NAFTA on Employment: The Perception of Business Faculty in Mexico, Canada, and the United States”.

**Master’s in Business Administration:** State University of New York at Binghamton; Binghamton, NY (5/1986): two-year full-time residency-based program.

**Bachelors in Business and Public Management:** State University of New York at Utica; Utica, NY (12/1982). GPA 3.6 Honors: Magna Cum Laude, President’s List, Dean’s List.

**Associates in Business:** Tompkins-Cortland Community College; Dryden, NY (12/1980).

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## CURRENT ACADEMIC POSITION:

**Professor – MBA Program: Southern Wesleyan University (7/2012 – present). Central, SC.**

- Graduate course responsibility in Adult & Graduate Studies (AGS) division at several South Carolina locations. Primary teaching discipline: Advanced Finance, International Management, and the capstone Business Strategy & Policy course.
- Graduate Program Assessment: internal via embedded assessment components, pre-test / post-test, etc. and external via Major Field Test (by ETS).
- Uganda poverty relief project: “Beads-for-Life” marketing course project provided graduate students with exposure on television, radio, and newspaper.
- Online course development (Canvas learning management system).

- Collaborate with colleagues in areas of: program review, curriculum development, assessment, accreditation initiatives, institutional growth areas, and revenue enhancement and cost reduction programs.

## **PREVIOUS ACADEMIC POSITION:**

### **Professor of Finance & International Business: State University of New York at Delhi (8/1991 – 7/2012). Delhi, NY**

- Accepted early retirement option after established track record of creativity and innovativeness at Delhi and other State University of New York (SUNY) campuses spanning more than 20 years.
- Distinguished Professor recognition: Chancellor's Award for "Excellence in Teaching" (2009 recipient): the most prestigious honor an academician can receive in the state university's 64 campus system. While the award emphasizes superior teaching, it also includes related criteria in areas of academic advising, scholarship and university service. The purpose of the award is to honor individuals who have a proven record of providing the highest quality of instruction to students at the graduate, undergraduate, and professional level.
- Progression of Academic Rank: Promoted from Assistant Professor to Associate Professor (9/1995); Tenure granted (9/1997); Promoted from Associate Professor to Professor (9/2005); Merit recognition for exceptional university service on several occasions.
- Primary teaching discipline: Finance and International Business Management (also taught other business and economics courses in the curriculum). Proven record of student engagement and instructional excellence (via student, peer, and supervisor evaluations).
- Academic advising included several areas: course selection, registration, and drop / add procedures; met with advisees on informal basis for mentoring purposes and discuss individual needs; assisted those in academic jeopardy; provide direction and resources to obtain career and graduate school transfer information; beginning of year meetings (to explain campus life, regulations, etc.); recommendation letters for advisees, students, and alumni; engaged in post-graduation contact, etc.
- Institutional Research (IR): An IR article of mine was used by others at an academic conference and I am a previous member of the Association for Institutional Research (AIR).
- Grants: Authored a grant that was funded by the United States Information Agency (USIA) to sponsor a visiting Russian scholar. This individual was on the SUNY Delhi campus in 1995, providing valuable learning and teaching experiences for students and staff.
- Assisted colleagues with program review, curriculum development / assessment, accreditation initiatives, and other evaluation / quality control measures.
- Recognized by SIFE (Students in Free Enterprise) in 1995 as one of "America's Great Educators".
- Developed several proposals for revenue enhancement and cost reduction programs.
- Broad range of assignments on campus committees: Academic Policies, Faculty Term Appointment/Tenure, New Faculty Search, Dean Search, Student Retention, International Programs, Internal Review Board, Campus Fund Raiser, etc.

- Related: Department Internship Manager, nondenominational Campus Ministries, faculty advisor for campus fraternity.
  - Routine participation in campus activities: Family Day, Open House weekends, new student orientation/advisement, and other college events.
  - Attended professional development and continuing education seminars when available.
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## **OTHER ACADEMIC PROJECTS:**

### **1) Global Academic Projects**

- **Visiting Professor - Peru** (spouse is from Peru and on-site work frequently coincided with family visits).
  - A. Universidad Senor De Sipan, Chiclayo, Peru (2011).
  - B. Universidad Catholica Santo Toribio De Mogrovejo, Chiclayo, Peru. (2004 – 2011).
- **Visiting Professor – People’s Republic of China:** Represented SUNY Delhi at Tianjin University of Commerce, Tianjin, China (Spring, 1994 semester): Taught microeconomics, international marketing, and assisted in the development of university student exchange program. Also served as guest lecturer at other institutions in Tianjin.
- **Guest Lecturer – Mexico:** taught week long seminar on North American Free Trade Agreement (NAFTA) to faculty members at Universidad Intercontinental in Mexico City (August, 1997).
- **Other Latin American Projects** (1996 - 2003): Taught courses / seminars on business subjects, and assisted with development of academic programs at various institutions.

### **2) Internationally Recognized on Globalization and Outsourcing of Jobs**

- Consulted by labor organizations and major corporations (including IBM and SAP).
- Interviewed on outsourcing for newspapers and radio (CBS, NPR, etc.).
- Articles published have been used by professors at other academic institutions, and I am also quoted in books, articles, manufacturing reports, and other publications.
- Global aspects:
  - A. Government representative from Egypt requested that I participate in an international symposium on outsourcing (2009).
  - B. International Security: because of security implications from globalization, job outsourcing and H-1B visas, The Counter Terrorist Magazine requested my input (2008).
- General public and students from around the world studying outsourcing have contacted me for additional insights.

### **3) External Advising, Evaluation and Review**

- Business Division Advisory Council at Broome Community College; Binghamton, NY (member from 2005 - 2008).
- Business Division Advisory Board at Excelsior College; Albany, NY (member from 2005-2006).
- External curriculum evaluator for Cayuga Community College; Auburn, NY (2006).
- Reviewer for PhD candidate at the University of Quebec at Montreal (2002-03). This included service on dissertation committee at final defense stage in Montreal (6/2003).

- External reviewer for two institutions (one in U.S. and one in Thailand) seeking approval for MBA program (2004).

#### 4) **Media Interviews on Economic / Business Topics:**

- NPR Radio Interview (3/11/05): interviewed for program titled “White-Collar Jobs Leaving Northeast Ohio”. National Public Radio. Cleveland broadcast area (WCPN-FM 90.3).
- CBS Radio Interview (12/4/03): guest on “Business Hour” Program to discuss the lifting of steel tariffs by President Bush. CBS Radio. Chicago broadcast area (WBBM-AM 780).
- CBS Radio Interview (7/22/03): guest on “Business Hour” Program to discuss my article: “Globalization and Offshore Outsourcing of White-Collar Jobs” (see publications section). CBS Radio. Chicago broadcast area (WBBM-AM).
- Newspaper interview (10/12/03): quoted by reporter My-Ly Nguyen for her article “Job Exports Worry Workers”. The Binghamton Press & Sun Bulletin. Binghamton, NY.
- Radio Interview (3/24/03): on the “Catholic Framework for Economic Life” article (see publications section). IHS Radio Network, Rosemont, PA (Philadelphia broadcast area). WTMR - 800AM..

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## **PUBLICATIONS:**

**On-line articles and columns** for New World Trends available online at [newworldtrends.org](http://newworldtrends.org) and [BNWW.com](http://BNWW.com) (served as regular writer / columnist: 2002-2010).

- Global Equilibrium, Outsourcing and Tom Friedman’s Book: Hot, Flat, and Crowded. (June 1, 2010).
- GM: The Prodigal Son of the Economy? (July 7, 2009)
- New Crossroads for American Labor (April 5, 2009)
- For Economic Stabilization, Focus on 36 Percent (February, 4, 2009)
- Creating a New Auto Industry: The Greatest Opportunity of Our Generation (December 1, 2008).
- Government Intervention: How Much Is Right In A Global Economy? (October 3, 2008)
- American Housing: A View From Peru (August 2, 2008)
- Sustainability and Allocation of Resources (June 2, 2008)
- Abuse of Credit Reports and Scores (April 7, 2008)
- Why A Second Stimulus Plan Should Target the Auto Industry (February 8, 2008)
- Facing Foreclosure? Remember Your Lender Doesn’t Want Your House (Dec. 2, 2007).
- The Good Business: Willcox Tire (October 1, 2007)
- Ranking Colleges and Placing a Value on Degree Worth (August 2, 2007).
- What Should Corporate America Pay for National Security When Using the H-1B Visa Program? (July 6, 2007).
- “Higher Education Reform: Use Institutional Research To Enhance Quality and Control Costs”. (June 19, 2007).
- “Globalization and Outsourcing in a Flat, but Unbalanced World.” (December 30, 2005).
- “Globalization, the U.S. Military, and the Catholic Framework for Economic Life.” (January, 26, 2005).
- “Global Outsourcing and the Disappearing Middle Class.” (December 17, 2003).
- “Outsourcing Jobs Off-Shore: Short and Long-Term Consequences.” (October 6, 2003).

- “Globalization and the Offshore Outsourcing of White-Collar Jobs.” (April 14, 2003).
- “Intangible Assets and Employee Value: An Accounting Paradox”. (April 15, 2002).

#### **Academic Journals & Conferences**

- “Reshoring, Automaton, and the Catholic Framework for Economic Life.” Journal of Religion & Society (academic journal published by Creighton University). May, 2014. Vol. 16. ISSN 1522-5668.
- “Outsourcing Jobs and the Catholic Framework for Economic Life.” Journal of Religion & Society (academic journal published by Creighton University). July 2003. Vol. 5.
- “Intangible Assets and the Catholic Framework for Economic Life.” Religion & Liberty (academic journal published by Acton Institute for the Study of Religion and Liberty). January/ February 2003. Vol. 13, Number 1.
- “Who is Preparing Business Leaders for Free Trade? Not the Universities.” Interamerican Academy of Management, Second International Conference, Mexico City (12/01).
- “Business & Free Trade: A Paradox within Academia.” The Association For Global Business and International Academy of Linguistics, Behavioral and Social Sciences, 2001 Annual Conference in Cancun, Mexico (11/01).

#### **Other Publications, Commentary & Review:**

- Finance textbook review: *Law of Finance* by Dr. Roy Girasa at Pace University for Palgrave Macmillan publishers (January, 2013).
- “American Education, a School that Works, and Romans 12:2. TheOoze.com. June 3, 2011.
- “Catholics and the Economy.” SpiritDaily.com. February 27, 2003.
- “Intangible Assets and CFEL.” The Florida Catholic. Orlando, FL. January 24, 2003.
- “Tools for Decision Making in Statistics and Finance” (co-authored), Editions Institut Fidal.Montreal. 2<sup>nd</sup> Edition (2002). ISBN: 2-922636-11-9. (First Edition: 2001).
- “NAFTA in 2000” (coauthored), 49<sup>th</sup> Parallel. Dept. of American and Canadian Studies: The University of Birmingham. B152TT; United Kingdom. Fall, 2000. Edition #5.
- “Internet una Innovacion (Internet Innovations)” (co-authored). November, 2000. Number 22. Calidad & Excelencia. International Edition. Lima, Peru
- Christian Science Monitor (May 7, 2003) on “Helping the Long-Term Unemployed” (commentary on article).
- Fortune Magazine (March, 1993) on European auto industry (commentary on article).

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### **PREVIOUS ACADEMIC POSITIONS:**

**Instructor:** taught business / economics courses on full-time basis at Cayuga Community College (CCC); Auburn, NY (1/1990 - 8/1991). Most courses taught at CCC (also part of the SUNY system) were through their Inmate Higher Education Program at two nearby prisons: Auburn Correctional Facility (Maximum Security) and Cayuga Correctional Facility (Medium Security).

**Adjunct Instructor:** taught part-time as adjunct instructor at SUNY Oneonta (1991).

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## **PREVIOUS FINANCE POSITIONS in PRIVATE SECTOR:**

**Commercial/Consumer Loan Officer:** National Bank & Trust, Norwich, NY (10/87-3/90).

- Commercial lending authority for corporate accounts and other businesses.
- Processed, reviewed, and analyzed Small Business Administration (SBA) loans.
- Financial statement review and ratio analysis for account management and trend evaluation.
- Lending authority for entire consumer product line.
- Implemented risk management (loss prevention) and debt counseling/delinquency programs.

**Branch Manager:** Fleet National Bank, Syracuse, New York (9/86-10/87).

- Developed branch portfolio from origination (opened branch with zero customer base).
- Marketed bank products and auxiliary services to maximize profitability and market share.
- Recommended strategies to corporate division to optimize market operating efficiency.

**Assistant Branch Manager:** Avco Financial Services, Ithaca, NY (3/1983-1/1985).

- Declined branch manager's position to continue MBA program on full-time basis.
- Assisted with all aspects of branch management (goal planning, lending authority, market penetration, personnel, etc.).
- Structured and implemented financing programs for local merchants.
- National company award recipient: "Friendship and Profit Through Caring" on two separate occasions.

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## **CONSULTING & RELATED WORK:**

**Certified County Court Mediator** - State of Florida (license #14243C). Certified to mediate civil disputes on County Court level basis (2002 - 2009). In Florida, certified mediators using dispute resolution methods were very successful in reducing judicial docket loads.

### **Consulting:**

- Assisted owner with business plan, purchase, start-up operations, and on-going business concerns with Latin America grocery store and restaurant in Sarasota, FL (2002 - present).
- Worked with former banking customers to solve commercial financing needs (1990-1991).
- "Market study survey to determine feasibility of production, domestic geographical extent and monetary value of the market for French-style specialty cheeses." Cortland County Economic Development Committee, Cortland, NY (9/86-5/87).

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## **PUBLIC SERVICE / COMMUNITY & PERSONAL:**

- Previous Board member at Oneonta Community Christian School.
- Church activities
- Community & public: volunteer for migrant education program in FL, fund raiser for Leukemia Society of America and other non-profit organizations, blood donor, CPR trained.
- Hobbies: automobiles, sports, reading and travel.

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**REFERENCES:** (additional references available on request)

Dr. Victor Lopez: Hofstra University Professor (and former SUNY colleague)

Address: 25 Ceperly Avenue; Oneonta, NY 13820

Tel: 607.434.4317 /// 516.463.6174

E-mail: VictorLopez@Hofstra.edu /// lopezvd@earthlink.com

Dr. Merle Harton: (former SUNY colleague)

Address: 831 8<sup>th</sup> Street; Holly Hill, FL 32117

Tel: 315.725.6171

E-mail: hartonmc@msn.com

Dr. Prosper Bernard: University of Quebec at Montreal / University Consortium of Americas

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**Comments from Students & Colleagues (what others have said over the years)**

- A. General Comments about instruction from SWU Graduate Student (2013-2014)
1. All I can about Dr. Raynor is brilliant and passionate about his teachings. So full of knowledge and ensures that each student is provided with that knowledge.
  2. In my graduate experience he is one of four teachers I would recommend to anyone to look forward to learn and be able to take away real life situations from his class!!!
  3. Dr. Raynor is wonderful! His leadership reflects the qualities of SWU and he is very passionate about his students are prepared to succeed. I learned a great deal from him personally not only about the subject matter but also about life and enriching my spiritual walk with the Lord.
  4. This was the first finance class I have taken and was able to grasp the concept and knowledge of the course. You were very patience with everyone and knowledge of your work.
  5. Thank you Dr. Raynor. Just so you know you are one of the program's favorites.
  6. Every night was filled with his profound knowledge of international business. Nothing at all could have distracted my learning process in his class.
  7. The instructor knows the course material very well. His past experiences - work and teaching- really shows when he teaches. I enjoyed learning from him.
  8. It is clear that Dr. Raynor knows his subject well and is willing to share his knowledge with his students. He is by far a professor that I will always remember and cherish.
- B. General Comments About Faith Integration & Commitment To Students (2013-2014)
1. He is a true Christian that I felt I needed to model myself after. His love and respect for all people was truly an inspiration to me.

2. Was very passionate about devotions, he ensured all minds were clear prior to the start of class by his musical devotions and readings of the word, "what an Awesome" Instructor.
3. I have truly been blessed to have had you as my professor for two classes. You are one of the few, I believe, without a doubt loves the Lord. That is very refreshing for me.
4. Not many teachers take the time to help outside classroom settings. You have such a kind heart and gentle disposition, which I am positive, is evident in your personal life also.
5. His faith allowed his teaching to come across with dedication.
6. The prayer sessions for this class really helped us get a great start at the beginning of each session.
7. His devotions, all I can say is phenomenal, you may come in dragging but once he places his personal touch on devotion which is listening to spiritual songs that gives you the extra push to make it through the four hours. Dr. Raynor is truly one of a kind.
8. The devotion and his love of God that shows in everything he did.

### Comments From The State University of New York and the Private Sector

“A man who has the wisdom to maintain a high moral standing in a world that is often at odds with the good ethical choices.” (former SUNY colleague 8/2010)

“Dr. Raynor has proven himself to be an outstanding instructor who effectively incorporates a student-centered approach to teaching backed by impressive academic credentials, significant relevant private sector experience, an active record of research and publication, and significant international teaching and consulting experiences honed on three continents. He represents the rare convergence of exceptional teaching ability with a true concern for student learning, and a depth of expertise and experience that make him a truly remarkable instructor within and outside of the classroom.” (former SUNY colleague 7/2010)

“I know that the Board of Trustees and the State University community join me in conveying our admiration of your dedication and contributions to the State University of New York. You are an inspiration to us all. Thank you for your commitment, and congratulations on your selection for this well-deserved honor.” (Chancellor of the 64 campus SUNY system congratulating me on the New York State award: 4/2009).

“Dr. Raynor meets or exceeds all of the criteria for this prestigious award. Through his long dedication to the campus, to the Delhi community and to our students, he has tirelessly shown his commitment to improving and enhancing student excellence on an ongoing basis.... through his efforts and involvement in key committees and task forces geared toward issues that are critical to student achievement such as Academic Policies, Retention, Disability Awareness and Campus-wide Assessment.” (President of SUNY Delhi campus submitting my credentials for Chancellor’s Award to SUNY Systems Administration: 2/2009).

“Bill's leadership and contributions have been evident across the entire campus. But he continues to shine in the brightest in the classroom. He is a master teacher; his student's evaluations always bear comments that he is an excellent teacher and has been vital to their growth and development. His passion for business and the international perspective is contagious and is evident in his teaching. It is easy to observe him in the classroom and bear witness to why students affirm that he cares deeply about their education and future success.” (Current Dean of Business & Hospitality Division commenting on my nomination for Chancellor’s Award: 12/2008).

“As Professor Raynor's supervisor, I was always appreciative of his willingness to take on new responsibilities, teach different courses when needed, serve on campus-wide and departmental committees, and suggest avenues to strengthen the business department. .... But what has always stood out most is Bill's concern for our students. He carries a large student advising load as do many in the division. But it doesn't stop there. His door is always open to students whether the need is extra assistance in their classroom work, advice on career planning or job search, or just support for their day-to-day challenges. I know that he is sought out by many students simply because they know that he listens and cares.” (Previous Dean of Business & Hospitality Division commenting on my nomination for Chancellor’s Award: 12/2008)



“Also, during the time I have known Bill, he has demonstrated a great intellectual curiosity regarding various fields of study. These fields include, but are not limited to, finance, management, accounting, and international business. Having such a thirst to continually grow as an academic scholar, I believe that Bill would add a wide array of knowledge, and academic rigor....” (former SUNY Colleague)

“His willingness to help others is legendary- whether it be helping a sick colleague....., substituting in a class on short notice, or going the extra mile for a student in trouble. He truly cares about people.” (SUNY Colleague - February, 2005).

“Dr. Raynor is an intelligent individual, and well informed on many complex issues. He is a dedicated professional, and an excellent researcher and communicator.” (Academic Colleague - August, 2004).

“Professor Raynor’s professionalism, record of accomplishment and genuine caring nature have made him an invaluable asset to SUNY Delhi; he serves as a role model for those of us fortunate to call him our colleague..... ” (SUNY Colleague - September, 2002)

"..... my belief that Professor Raynor is an excellent classroom instructor..... The fact is Bill can be relied upon to take on any task I require of him." (Immediate Supervisor - SUNY Department Chair Evaluation - March 1997).

“Professor Raynor ..... is also a risk taker in that he is willing to experiment with new ideas and approaches.” (SUNY Department Colleague - March 1996).

"Qualities that one notes about Bill are his willingness to take on new projects, devote many hours beyond the "9-to-5" working day, and his enthusiasm for the profession..... I respect him for his intelligence, his dedication to our students, and his desire to always try to improve everything he does." (SUNY Department Colleague - March 1996).

"He has been an outstanding employee, incredibly hardworking, knowledgeable, fair, and straight-forward..... He consistently performs an unusually high grade of work. He is enthusiastic about what he is doing and is exceptionally successful in working with and assisting others." (Past Chairman, President, and CEO of The National Bank and Trust Company - March, 13, 1990).

"Bill's ability to diplomatically and effectively serve our customer's needs, while prudently assessing and managing the risk associated with those needs, made him a valuable member of our lending team. His "take-charge" attitude, along with persuasive communication skills, often landed him the more difficult assignments....." (Banking colleague - March 16, 1989).

(8/2014)