

# **HAROLD STAR, Ph.D.**

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88 Shellridge Drive, E. Amherst, NY 14051 • Telephone: 716-689-8315 • email: stratprof@usa.net

## **EDUCATION**

### **CONCORDIA UNIVERSITY, MONTREAL, CANADA**

Ph.D. in Business Administration, Strategic Management (minor in Organization Theory), 1990  
Dissertation: Entrepreneurial Responses to Conditions of High Strategic Uncertainty  
Winner of national scholarship (SSHRC)

### **CONCORDIA UNIVERSITY, MONTREAL, CANADA**

Master of Business Administration, Labor Relations, 1983  
Winner: multiple scholarships and awards

### **MCGILL UNIVERSITY, MONTREAL, CANADA**

Bachelor of Arts, Political Science, 1976 (cum laude)

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## **HIGHER EDUCATION TEACHING**

### **CLINICAL ASSISTANT PROFESSOR OF MANAGEMENT**

SUNY-Buffalo, Amherst, NY (1999-present)

### **ADJUNCT PROFESSOR OF MANAGEMENT**

University of Maryland, College Park, MD, (1998)  
Penn. State University, Harrisburg, PA (1998)  
University of Maryland, College Park, MD, (1997)

### **ASSISTANT PROFESSOR OF MANAGEMENT**

Gettysburg College, Gettysburg, PA (1989-1996)

### **ADJUNCT PROFESSOR OF MANAGEMENT**

Concordia University, Montreal, Canada (1982-1988)

### **COURSE COORDINATOR**

SUNY Buffalo: Strategic Management (MGO 403)  
Gettysburg College: Management Fundamentals (MGT 266)

### **PRESENTATIONS AND PUBLICATIONS**

Eighteen professional presentations, publications.

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## **COMMERCIAL TRAINING**

### **CEL MASTERY CLASS**

Advanced Chickens and Pigs for the CEL program, January 2019.

### **BUSINESS MODELS AND THE HEALTH INSURANCE INDUSTRY**

Custom training delivered to Excellus Health Care, Rochester, NY 2015-2016.

### **CHICKENS AND PIGS REVISITED**

Delivered to Buffalo Niagara Sales and Marketing Association, March 2016

### **BUSINESS MODELS & COMPETITIVE STRATEGY**

SUNY Buffalo's Center for Entrepreneurial Leadership (CEL) core program and Advanced CEL (ACEL), 2002-present

### **STRATEGIC PLANNING/COMPETITIVE ADVANTAGE**

Delivered for SUNY-Buffalo's Center for Entrepreneurial Development, 2000-2001

### **CASE-BASED TRAINING**

Delivered to CCRA (a division of Revenue Canada in Ottawa, Ontario), August 2000

### **INTERNAL AUDITING**

Delivered for Rochester Chamber of Commerce, 1999-2000

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## **PROFESSIONAL EXPERIENCE**

### **PRESIDENT-FOUNDER**

#### **EMBA Press (1993-present)**

Institute of Certified Management Consultants (2016-present). Create exam question in the subject area of Strategic Management for required examinations by those seeking CMA status.

Write and publish (2008-2013) [www.master-your-business-model.com](http://www.master-your-business-model.com)

Write and publish books in Strategic Management and Strategic Quality (Six Sigma)

1. *Chickens and Pigs: Business Models and Competitive Strategy*. (2007). ISBN 978-0964696204
2. *Understanding the Essentials of the Six Sigma Quality Initiative* (2000). ISBN 978-1588203441
3. *The Six Sigma Quality Initiative* (2000). Co-authored with Stephen J. Snyder.

*Star Tools for Teaching* (1996) Create, publish and market graduate/undergraduate Strategic Management supplemental teaching materials

## **PRESIDENT-FOUNDER**

### **Star & Associates (1993-present)**

Develop strategic plans; guide strategy development activities; develop and deliver strategic analyses and recommendations; facilitate strategic planning sessions

Lead executive training sessions in Strategic Management and Strategic Marketing

Develop and direct quality program implementations (ISO 9000; QS 9000; ISO 14000)

Notable public clients:

#### **Canadian Apparel Manufacturer's Association (CAMI), Ottawa, Canada, (1993-94)**

Designed, conducted formal review of post-NAFTA strategic practices (including market initiatives; technology development; quality programs; benchmarking; uncertainty management) within the Canadian apparel industry, including interviews with manufacturer CEOs. Presented review results to Canadian CAMI executive and membership and to government officers. Integrated review conclusions with previous governmental projects. Evaluated existing governmental policy, recommended alternate policies.

#### **Federal Government of Canada, Ottawa, Canada (1987-1989)**

Analyzed and categorized strategic practices of apparel manufacturing companies, evaluated implementation of Federal program to update domestic manufacturing technology, assisted firms developing new market initiatives and total quality management programs.

## **PRODUCER-BROADCAST JOURNALIST**

### **"The Bottom Line," WWKB, Buffalo NY (2001-2002)**

Created/produced a live radio program that aired weekly on a Buffalo radio station. Weekly activities included: topic selection, recruitment of national experts to interview; live, on-air interviews.

## **MARKETING MANAGER**

### **Canada Belt & Bag Co. Ltd., Montreal, Canada (1978-1980)**

Directed marketing, sales for corporation with \$12m annual sales and 70% of women's belt market, including establishing marketing plans, supervising sales representatives, coordinating participation in major sales shows, producing 18-page promotional color catalogue, representing company with major clients. Managed production and operations for brief period.

## **JOURNALIST**

### **CKO All News Radio, Montreal, Canada (1976-1978)**

News reporter, copywriter, on-air broadcaster.

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## **COMMUNITY**

Vice President, Jewish Family Services (current)

Vice President, Kadimah Academy, 2015-2018

Officer, Bureau of Jewish Education (BJE), 2016-2018

Officer, Hebrew Benevolent Loan Association (HBLA), 2014-2016

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## **OTHER EXPERIENCE**

Arbitrated business disputes  
Participant, Battleboard Think Tank

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## **AFFILIATIONS (past/present)**

Teaching Professor Society; Academy of Management; American Management Association; American Marketing Association; American Society for Quality; American Society for Training and Development; Society of Competitive Intelligence Professionals; Strategic Management Society, National Speakers Association, Association of National Advertisers