

GASPER SEKELJ

Instructor of Economics & Financial Studies
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CURRENT APPOINTMENTS:

- Instructor of Economics and Financial Studies, Clarkson University, School of Business, 2003-present
- PhD Candidate, IEDC School of Management Bled, 2013-Present, ABD

EDUCATION:

Degree	Institution	Graduation Year
PhD Candidate	IEDC School of Management	in progress (ABD)
MBA	Clarkson University	2002
B.S. Economics	Clarkson University	2001

RESEARCH INTERESTS:

- Executive compensation in rapidly changing environment and Say on Pay votes
- Cost certainty and competitive balance in professional sports
- Emerging markets and privatization of state owned enterprises
- Project evaluation and venture capital

COURSES TAUGHT:

- EC 150 Principles of Microeconomics
 - Course description:
 - An introduction to microeconomics covering the role of the price system in and public policies toward the allocation of resources and the distribution of income. Included are the basic concepts of industry, supply and demand, technological change, private and social costs, market structures, analysis of firm behavior, household behavior and the gains from international trade.
 - Semester/Year taught:
 - Summer 2003, Fall 2003, Fall 2004, Fall 2005, Summer 2008, Summer 2009, Summer 2010, Summer 2011, Summer 2012, Summer 2013, Summer 2014, Summer 2016, Summer 2017, Summer 2018, Summer 2019, Summer 2020, Fall 2020
- EC 151 Principles of Macroeconomics
 - Course description:
 - An introduction to macroeconomics including the analysis of national income determination, monetary and fiscal policy, aggregate economic growth and international economics. Price stability, balance of international payments and economic growth and development will also be examined.
 - Semester/Year taught:
 - Spring 2003, Spring 2004, Summer 2004, Spring 2005, Summer 2005, Spring 2006, Spring 2007, Summer 2008, Summer 2009, Summer 2010, Summer 2011, Summer 2012, Summer 2013, Summer 2014, Summer 2015, Summer 2016, Summer 2017, Summer 2018, Summer 2019, Summer 2020
- EC 350 Principles of Micro and Engineering Economics
 - Course Description:
 - An introduction to microeconomic concepts in a market type economy. Some of the issues covered are the role of supply, demand, market price determination, consumer behavior, production theory and cost, and market structure. This course includes a segment on engineering economic analysis.
 - Semester/Year taught:
 - Summer 2003, Fall 2004, Spring 2005, Fall 2005, Fall 2006, Spring 2007, Summer 2007, Fall 2007, Spring 2008, Summer 2008, Fall 2008, Spring 2009, Summer 2009, Fall 2009

- EC 350 Economic Principles and Engineering Economics
 - Course Description
 - An introduction to microeconomic concepts in a market type economy. Some of the issues covered are the role of supply, demand, market price determination, consumer behavior, production theory and cost, and market structure. An introduction to macroeconomic concepts including the analysis of national income determination, monetary and fiscal policy, aggregate economic growth, international economics and inflation. This course also includes a segment on engineering economic analysis.
**Developed the course*
 - Semester/Year taught
 - Summer 2010, Fall 2010, Spring 2011, Summer 2011, Fall 2011, Spring 2012, Summer 2012, Fall 2012, Spring 2013, Summer 2013, Fall 2013, Spring 2014, Summer 2014, Fall 2014, Spring 2015, Summer 2015, Fall 2015, Spring 2016, Summer 2016, Fall 2016, Spring 2017, Summer 2017, Fall 2017, Spring 2018, Summer 2018, Fall 2018, Spring 2019, Summer 2019, Fall 2019, Spring 2020, Summer 2020, Fall 2020, Spring 2021
- EC 200 Engineering Economics
 - Course Description:
 - The course covers the topic of engineering economic analysis and provides preparation for the Fundamentals of Engineering Exam and the Professional Engineering Exam.
**Developed the course*
 - Semester/Year taught:
 - Spring 2009, Fall 2009, Spring 2010, Fall 2010, Spring 2011, Summer 2011, Fall 2011, Spring 2012, Summer 2012, Fall 2012, Spring 2013, Summer 2013, Fall 2013, Spring 2014, Summer 2014, Fall 2014, Spring 2015, Summer 2015, Fall 2015, Spring 2016, Summer 2016, Fall 2016, Spring 2017, Summer 2017, Fall 2017, Spring 2018, Summer 2018, Fall 2018, Spring 2019, Summer 2019, Fall 2019, Spring 2020, Summer 2020, Fall 2020, Spring 2021
- UNIV 267 Introduction to Canada
 - Course Description
 - This course introduces students to Canada and the U.S. Canada Relationship. In particular, the course covers a broad swath of topics across academic disciplines including: Geography, History, Sociology, Politics/Government, Economics, and the Arts. Particular emphasis is placed on comparing and contrasting Canada and the United States, but it also covers important current events and other issues unique to Canada, including the Quebec question and the future of Canada. The course is a blend of classroom lectures/discussions and weekend experiential trips to major Canadian cities/regions including Ottawa, Montreal, Quebec, and Toronto. **Developed the courses for the years listed*
 - Semester/Year taught
 - Fall 2010, Fall 2011, Fall 2013, Fall 2014, Fall 2015
- UNIV 399 Global Business Experiences
 - Course Description:
 - This course includes intensive study of business issues in a country or region outside of the United States followed by a two- to three-week trip abroad to that location. Each section, centered on a unifying theme and geographic location, will include three components: structured classes, practitioner presentations, and visits to companies, governmental agencies, and important cultural sites. Students successfully completing this course will gain a better perspective on the economic, political, cultural issues as well as the business practices prevalent in another region of the world. Students should develop cultural awareness, an understanding of economic, cultural, and political differences between the US and other countries, and the role cultural factors play in the conduct of business in a global economy. **Developed the courses for the years listed*
 - Semester/Year taught:
 - Spring 2009 Croatia, Italy, Slovenia
 - Spring 2010 Austria, Croatia, Slovenia
 - Spring 2011 Austria, Slovenia
 - Spring 2012 Austria, Slovenia
 - Spring 2013 Germany, Slovenia

- Spring 2014 Italy, Slovenia
- SB 510 Pre-MBA Module: Macroeconomics
 - Course Description:
 - An introduction to macroeconomics including the analysis of national income determination, interest rate determination, and economic growth. Monetary and fiscal policy and selected issues in international macroeconomics are also covered.
 - Semester/Year taught:
 - Summer 2011, Summer 2012, Summer 2013, Summer 2014, Summer 2015, Summer 2016, Summer 2017, Summer 2018, Summer 2019, Summer 2020
- SB 520 Pre-MBA Module: Microeconomics
 - Course Description:
 - An introduction to microeconomics covering the role of the price system in, and public policies toward, the allocation of goods and resources. Topics include supply and demand, market structures, analysis of firm behavior, household behavior, and the gains from international trade.
 - Semester/Year taught:
 - Summer 2020
- HP 200/201 Sophomore Honors Project 2014/2015
 - Course Description:
 - The Sophomore Honors class is exploring the potential of emerging technologies to improve the production and distribution operations of agri-businesses and increase the value of agricultural products exported from the North Country. Students will examine the economic, environmental and social implications of the new technologies and make recommendations on their implementation.
 - Semester/Year taught:
 - Team Taught Fall 2014
 - Group Consultant Spring 2015
- HP 200/201 Sophomore Honors Project 2015/2016
 - Course Description:
 - The Sophomore Honors class is exploring the general theme of Bioregional Resilience with this year's project. Student teams will be generating ideas from a long list of issues that need to be examined and evaluated so that the local community can be prepared to deal with the effects of climate change, natural disasters and/or man-made incidents. Projects will examine processes and technology that will support the effort of making communities such as Potsdam, more resilient from these effects that will have a major impact or disruption of essential services such as power, transportation, water, food, medical, etc.
 - Semester/Year taught:
 - Team Taught Fall 2015
 - Group Consultant Spring 2016
- FN 540 Finance for Engineers (graduate)
 - Course description:
 - The goal of this course is to develop a working understanding of finance issues important to engineering managers and to apply this understanding to develop the skills necessary for a career in a business organization. The course includes the concepts of engineering economy, including the time value of money and net present value calculations, additional capital budgeting processes and techniques, the role of short-term finance in project management as well as international corporate finance.
 - Semester/Year taught:
 - Winter Quarter 2015, Fall Quarter 2015, Winter Quarter 2016, Spring Quarter 2016
- FN 361 Financial Management
 - Course description:
 - This course is fashioned to help you comprehend and use the fundamental concepts and techniques required in financial decision making. The skills you learn will create a foundation for success for a substantial number of upper-level classes regardless of your major. Furthermore, and more importantly, the skills you acquire in this class will assist you no matter where your career takes you in the world of business.
 - Semester/Year taught:

- Summer 2015, Summer 2016, Summer 2017, Summer 2018, Fall 2018, Spring 2019, Fall 2019, Fall 2020, Summer 2020
- EC 475 Personnel Economics
 - Course Description:
 - The objective of this course is to learn and utilize analytical and economic methods for solving practical personnel problems. Topics include issues such as hiring standards, learning worker productivity, compensation mechanisms, labor turnover, layoffs and buyouts, and various other personnel issues. Secondary objective of this course is to observe sports economics and relate the above stated issues to sports economics. The course will explore similarities and differences in above stated issues in sport economics and corporate settings and vice versa.
 - Semester/Year taught:
 - Spring 2016, Spring 2018, Spring 2020
- SB 100 Introduction to Business
 - Course Description:
 - This course is restricted to the HEOP Summer Program for incoming students. It is designed to prepare students for the required courses in the School of Business at Clarkson, and will emphasize the understanding of mathematical methods and their application to the fundamentals of business and economics. Topics will include algebraic and functional interpretation, geometry, creating and using graphs to understand and communicate data, marginal analysis, and other mathematical concepts as well as excel as they are used in selected topics in business and economics. This course may not be used to satisfy business major requirements. **Developed the course*
 - Semester/Year taught:
 - Summer 2016, Summer 2017, Summer 2018, Summer 2019
- EC 358 Intermediate Macroeconomics
 - Course Description:
 - Macroeconomics is the study of the economy as a whole and is concerned with some of the most important questions in economics such as: Why is there unemployment? What are the sources of rapid inflation? What causes recessions? Why are some nations rich while others are poor? Why do some economies grow faster than others do? Can policymakers “fine-tune” the economy? This course analyzes the economy in a “general equilibrium” framework, where the performance of the economy in terms of output, employment and unemployment, inflation and international capital flows is determined by the simultaneous interaction of the goods, labor, money, and international markets. The course will highlight the critical difference between the economy in the short and long run, the important role that expectations about the future play in macroeconomic analysis, and the role, limits, and transmission mechanisms of fiscal and monetary policy in efforts at economic stabilization.
 - Semester/Year taught:
 - Spring 2021
- FN 470 Strategic Financial Management
 - Course Description:
 - This course is designed to acquaint students with the fundamental issues in strategic financial management using financial markets. Using the underlying principle of shareholder wealth maximization, the key role of valuation in the strategic planning process will be highlighted by studying corporate decisions that interface with financial markets. Both theoretical valuation models and methods used in practice “on the street” will be discussed, compared and implemented to measure the value created by investment, divestment, and restructuring decisions. The course examines the causes of value gaps in firms and develops methods to close the gaps and unlock hidden value. We will rely heavily on material from all previous Finance and Accounting courses.
 - Semester/Year taught:
 - Spring 2021
- ECON 101 Macroeconomics (SUNY CANTON)
 - Course Description:

- A study of the market economy, the role of government, in come determination, the business cycle, inflation, unemploy ment, the banking system, monetary and fiscal policy, popula tion, economic growth, and international trade.
 - Semester/Year taught:
 - Spring 2013, Fall 2013, Spring 2014, Spring 2015, Fall 2016, Fall 2017
- ECON 103 Microeconomics (SUNY CANTON)
 - Course Description:
 - A study of supply, demand and elasticity theory of the firm, market structures, government regulation, marginal productivity theory, and selected contemporary economic issues.
 - Semester/Year taught:
 - Fall 2013, Fall 2014
- ECON 100 Principles of Economics (St. Lawrence University)
 - Course description:
 - A general introduction to the discipline of economics, including both microeconomics and macroeconomics. The course includes an introduction to microeconomic concepts in a market type economy. Some of the issues covered are the role of supply, demand, market price determination, consumer behavior, production theory and cost, and market structure. The course is also an introduction to macroeconomic concepts including the analysis of national income determination, monetary and fiscal policy, aggregate economic growth, international economics unemployment and inflation. The course is designed to develop an understanding of how economic principles and analysis can be used to study social problems and issues.
 - Semester/Year taught:
 - Fall 2014, Spring 2017, Fall 2017, Spring 2018, Fall 2018, Spring 2019, Fall 2019, Fall 2020, Spring 2021
- ECON 3028 An Introduction to Financial Institutions and Investments (St. Lawrence University)
 - Course description:
 - An introduction to the field of business and financial institutions. We will cover different kinds of financial institutions including regulatory/supervisory entities (SEC), banks, and the Federal Reserve and will assess their functions in society. In addition to financial institutions, students will learn about currency flows, investments, and corporate finance. To do so, they will develop the skills to solve time value of money problems and to measure risk through the analysis of financial statements. Emphasis will be placed on the real world applications, as the knowledge obtained will be helpful beyond the course itself. The aim is to provide tools that will help students make more informed financial decisions, in both professional and personal contexts.
 - Semester/Year taught:
 - Spring 2020
- FSMA 210 Introduction to Finance (SUNY CANTON)
 - Course Description:
 - This introductory course covers fundamental elements of business finance. Discussions will include the concepts of financial analysis, time value of money, security evaluations, risk and return, capital budgeting, and other issues in corporate decision making.
 - Semester/Year taught:
 - Spring 2014
- FSAM 320 Investment Analysis & Portfolio Management (SUNY CANTON)
 - Course Description:
 - The course provides a foundation for selecting financial assets and form sound investment decisions. Traditional and modern approaches to securities selection, investment analysis and portfolio management are included, with emphasis on investment strategy and investment performance evaluation. The major topics to be covered include portfolio analysis, company/industry analysis, optimal portfolio selection, efficient transactions, performance evaluation and investment ethics. Current topics, such as options, futures, swaps and other financial instruments are also explored.
 - Semester/Year taught:
 - Spring 2013
- FSAM 315 Global Investments (SUNY CANTON)

- Course Description:
 - The course provides a fundamental knowledge of domestic/international financial markets, financial securities and how they are valued and traded in order to achieve a desired investment objective, both in the theoretical perspective and in the perspective of the investment managers. Special attention is given to the application of the basic concepts to the three major capital markets: stock, bond and financial derivatives markets.
- Semester/Year taught:
 - Summer 2013, Summer 2015

CONFERENCE PRESENTED PAPERS:

- Sekelj, G., Sutherland, I. (2015). Compensation Models and Principal-Agent Problem within Complex Adaptive Systems and Complexity Leadership Theory. *Leadership Today & Tomorrow Conference*

PUBLISHED PAPERS:

- Wang, K., Zhang, Y., Sekelj, G., Hopke, P.K., (2018). Economic Analysis of a Field Monitored Residential Wood Pellet Boiler Heating System in New York State, *Renewable Energy*

CUSTOM BOOK DEVELOPMENT and EDITING

- Engineering Economy Custom Edition For Clarkson University
- Engineering Economy Second Custom Edition For Clarkson University
- Engineering Economy Third Edition For Clarkson University
- Engineering Economy Fourth Edition For Clarkson University
- Engineering Economy Fifth Custom Edition For Clarkson University
- Economic Principles & Engineering Economy Sixth Custom Edition for Clarkson University
- Economic Principles & Engineering Economy Seventh Custom Edition for Clarkson University (2016)
- Economic Principles & Engineering Economy Seventh Custom Edition for Clarkson University (2018)
- Economic Principles & Engineering Economy Seventh Custom Edition for Clarkson University (2020)

CONFERENCES ATTENDED:

- Leadership Today & Tomorrow
 - Spring 2015
- SXSWedu
 - Spring 2013
- 8th Annual Economics Teaching conference
 - Fall 2012
- The Federal Reserve in the 21st Century
 - A Symposium for College Professors
 - Spring 2012

DISCUSSION PANNELS/SEMINARS:

- Sochi Olympics Panel Discussion
 - February 20th, 2014
 - Featured Panelist on the Economic Impacts of Olympics
 - Sponsored by the Alexander Hamilton Society
- PhD Research Seminar
 - September, 2013
 - IEDC-Bled School of Management
- PhD Research Seminar
 - September, 2014
 - IEDC-Bled School of Management
- PhD Research Seminar
 - September, 2015
 - IEDC-Bled School of Management
- PhD Research Seminar
 - September, 2016
 - IEDC-Bled School of Management

- PhD Research Seminar
 - September, 2017
 - IEDC-Bled School of Management
- PhD Research Seminar
 - April, 2018
 - IEDC-Bled School of Management
- PhD Research Seminar
 - November, 2018
 - IEDC-Bled School of Management
- PhD Research Seminar
 - November, 2019
 - IEDC-Bled School of Management

UNIVERSITY SERVICE:

- Clarkson University School of Business Undergraduate Policy Committee
 - 2013-2014
 - 2014-2015
 - 2018-2019 (committee chair)
- Clarkson University School of Business UNIV 399 Proposal Evaluation Committee
 - 2014 (for spring 2015 trips)
 - 2015 (for spring 2016 trips)
 - 2018 (for spring 2019 trips, committee chair)
 - 2019 (for spring 2020 trips, committee chair)
 - 2020 (for spring 2021 trips, committee chair)
- Clarkson University School of Business UNIV 399 Learning Objectives Evaluations Committee
 - 2014-2016
- Academic Advisor
 - Men's Hockey team Clarkson University, 2011, 2012, 2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020,2021
 - Academics advisor's primary role is to monitor the progress of the student athletes on the hockey team, provide guidance and support in all academic issues. The advisor works closely with the coach to create an environment in which the students can succeed academically as well as on the ice.
- Center for Canadian Studies, 2007-present
- FE Exam Review Seminar, 2004, 2005, 2006, 2007, 2008, 2009, 2010, 2011, 2012, 2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020
- Presentation of Clarkson University School Of Business to potential student athletes, 2004-present
- Hosted meetings and discussions with several perspective students and parents.
- Last Lecture 2018
- Search Committee Member (men's assistant hockey coach), 2018
- Search Committee Member (men's assistant hockey coach), 2019
- CU Strategic Investment Club E-Board presentation; Fall 2018; Spring 2019
- Clarkson University Honors Program Thesis Review: Claire Liu, Education Expenditures, Taxation, and Growth: Evidence from U.S. States
- Clarkson University David D. Reh School of Business Faculty Secretary
 - 2020-Present

PAST UNIVERSITY SERVICE:

- Career Connection Day
 - Served on the panel, 2013
 - Career Connection, allows athletic alumni and friends of Clarkson to interact with current student-athletes to share advice, tips, and knowledge about a variety of career topics.
- Guest Speaker UNIV 399 (Switzerland and Italy)
 - EU
 - Spring 2015
- Guest Speaker UNIV 399 (Hungary, Poland, Austria and Czech Republic)
 - EU

- Spring 2015
- Guest Speaker UNIV 399 (Germany and Italy)
 - EU
 - Spring 2017
- Guest Speaker UNIV 399 (Ireland and England)
 - EU
 - Spring 2018
- Graduate Quantitative Mentor, School of Business Clarkson University, 2004, 2005
 - Mentor's primary role was to augment traditional conversations that take place in the classroom and during office hours with the faculty teaching these courses. For students who have difficulty grasping concepts the first time around, and for those who simply seek additional examples, a different perspective, effective strategies for approaching problems.
- Volunteer Assistant Coach Clarkson University Varsity Women's Hockey, 2003, 2004, 2005, 2006
 - Assist the head coach and other coaches with day to day operations of the Division I hockey team. Including on and of ice practices, practice planning, player evaluations, game planning, game coaching, player mentoring, and advising.
- Academic Advisor
 - Men's Lacrosse team Clarkson University, 2007-2011
 - Academics advisor's primary role is to monitor the progress of the student athletes on the lacrosse team, provide guidance and support in all academic issues. The advisor works closely with the coach to create an environment in which the students can succeed academically as well as on the field.
- Host Slovenian Ambassador to Canada, Spring 2009
- Host Slovenian Ambassador to USA, Spring 2010

EXTERNAL SERVICE:

- Book review for McGraw-Hill
 - Essentials of Economics, 12th edition by Schiller and Gebhardt
 - Fall 2020
- Book review for McGraw-Hill
 - Michael Mandel's *Economics: The Basics, Second Edition, McGraw-Hill*
 - Fall 2012
- Book review for McGraw-Hill
 - Karlan/Murdoch Economics 1e, *McGraw-Hill*
 - Spring 2014
- On-line class support System for Cengage learning
 - MindTap, Cengage
 - Spring 2012, Fall 2012
- Book review for Oxford University Press
 - Eschenbach's Engineering Economy proposal for revision for 4th Edition Oxford University Press
 - Spring 2015
- Review and focus group for Pearson
 - Garfinkel Flipped Finance
 - Spring 2016
- MyLab Engineering Excel Grader Capability
 - Sullivan, et al. Engineering Economy
 - Spring 2018
- 2014 SXSWedu Advisory Board
- 2015 SXSWedu Advisory Board
- 2016 SXSWedu Advisory Board
- 2017 SXSWedu Advisory Board
- 2018 SXSWedu Advisory Board
- 2019 SXSWedu Advisory Board
- 2020 SXSWedu Advisory Board
- 2021 SXSWedu Advisory Board
- 2018/2019 Senior Thesis Mentor, Holderness School

COMMUNITY SERVICE:

- Assistant Hockey Coach, St. Lawrence Thunder, Travel Bantam team, 2006,2007,2008
- Head Hockey Coach, Beauval Junior BB, Huntingdon Quebec, 2002,2003,2004
- Director for Potsdam Town and Country Club in NNYGA, 2016, 2017, 2018, 2019, 2020, 2021
- Director for Potsdam Town and Country Club in St. Lawrence Golf Association, 2016, 2017, 2018, 2019, 2020, 2021
- Member of the Competition Committee Potsdam Town and Country Club, 2016, 2017, 2018
 - Chair 2018, Chair 2019, Chair 2020, Chair 2021
- Volunteer Hockey Coach, Potsdam Minor Hockey Association, 2015, 2016, 2017, 2018, 2019, 2020, 2021
- Coaching Coordinator, Potsdam Minor Hockey Association, 2016, 2017

PROFESSIONAL ACTIVITIES:

- Member – USA Hockey, 2007-present (Level 4)

REFERENCES:

Drikus Kriek, PhD
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