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## MONA ENGVIG, Ph.D.

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**I consult with corporations, academic institutions and non-profit organizations in the areas of eLearning, online communities, and the use of technology to reduce cost and promote organizational change. My client list includes Stanford Graduate School of Business, Harvard University, Saybrook Graduate School and Research Center, The University of Oslo, and Research and Educational Network in San Francisco (REN).**

### QUALIFICATIONS

- Fulbright recipient, received one Ph.D. and one Masters degree from Stanford in 4 years.
- Strong entrepreneurial background, excellent performance record and ability to work independently.
- Accomplished consultant, author and lecturer.
- Deal maker with effective cross-cultural negotiation skills; deep understanding of negotiation, production and delivery issues related to eLearning.
- Extensive experience in developing, transforming and managing educational organizations (multi-campus, adjunct faculty), intimate knowledge of challenges facing fast-growing entities.
- Excellent leader, motivator and team builder for a diverse client base.
- Star sales person, academic market: Exceeded 6-month quota by 100%, instrumental in building strong brand for leading eLearning company among various constituencies.
- Familiar with numerous different eLearning platforms.

### EXPERIENCE

2003-Present **University of California at Irvine**, Irvine, CA  
Manager of Instructional Services

- Planning and implementing training and support of online instructors
- Creating innovative online courses in all disciplines

2001- Present **Saybrook Graduate School**, San Francisco, CA  
Vice President for Educational Innovation

- Planned and implemented strategic eLearning plan.
- Built and implemented eLearning training programs for various constituencies.
- Evaluated the positioning of educational material in the market, with potential customers, and via various distribution channels.
- Created over seventy online courses.

2001-2002 **XanEdu**, Ann Arbor, MI  
Account Executive, Western Region

- Worked closely with campus bookstores and signed several major, prestigious accounts.
- Developed partnerships with and sold educational material to administration and faculty at various universities.

2000-2001 **Stanford Graduate School of Business**, Stanford, CA  
eLearning Expert, consultant for the **Stanford/Harvard eLearning Project**

- Interacted with prestigious professors and university administrators.
- Conducted assessments of and made recommendations for various eLearning programs.
- Created marketing plans, educated members of the administration about eLearning.

- 1999-2000      **Quisic**, an eLearning company, Los Angeles, CA  
 Manager of Academic Partnerships
- Secured close to one million dollars in revenue.
  - Developed and negotiated multi-faceted relationships with prestigious deans and professors.
  - Improved consultative sales skills to match online products with needs of academic clients.
- 1997-1999      **Golden Gate University**, San Francisco, CA  
 Academic Advisor, Core Adjunct Professor
- Advised students, presented the university at conventions, attracted numerous new applicants.
  - Taught leadership, diversity, group interaction and sociology.
- 1988-1993      **Small Business Owner**, Norway  
 Founder, recipient of the Most Successful Entrepreneur Award
- Started and built a successful sales firm.
  - Conducted sales of a variety of goods and services employing telemarketing and direct sales strategies.
- 1984-1993      **School Principal**, Norway  
 Founder
- Started and built two successful schools.
  - Extensive experience marketing and selling the school's program to students and supporters.

## **EDUCATION**

- 1993-1997      **School of Education, Stanford University**  
 Stanford, CA  
 Ph.D., Education, Administration and Policy Analysis  
 Emphasis: Innovation and change  
 Recipient of the **Fulbright Grant**; 4-years. Total of \$150,000.
- 1993-1996      **Department of Sociology, Stanford University**  
 Stanford, CA  
 Masters of Arts in Sociology  
 Emphasis: Organizational Studies
- 1991-1992      **Golden Gate University**  
 San Francisco, CA  
 Masters of Arts in Arts Administration  
 Curriculum: Public Relations, Marketing, Finance, Teams, Negotiation, and Organization  
 Development  
 Recipient of **The Arts Administration Award**, outstanding graduate, GPA: 4.0
- 1980-1984      **Oslo Music Conservatory**  
 Oslo, Norway  
 Bachelor of Arts  
 Curriculum: Leadership, Management, Pedagogy, Psychology, and Music

**I hold the equivalent of an MBA; the courses are spread over my three graduate degrees.**

## **OTHER AWARDS AND GRANTS**

- 1997 and 2001    Two \$15,000 **Grants** from the Norwegian Association for Nonfiction Writers.  
 1976 to 1991    Recipient of **merit-based grants** and awards from Norway and the U.S.