

MILLER COLLEGE OF BUSINESS
VITA – AACSB
September 1, 2019 – August 31, 2024

PROFESSIONAL BACKGROUND

Name: Dr. Allen D. Truell

Rank: Professor

Involvement: Participating

Qualification: Scholarly Academic

Brief Description for Basis of Qualification: SA because of at least 3 peer-reviewed journal publications in last 5 years.

Office Address: WB 247

Area of Academic Discipline Specialization: Computer Information Systems

Degrees

Ph.D. Degree:

Name of Degree: Ph.D.

Year Conferred: 1994

Degree-Granting Institution: Virginia Polytechnic Institute and State University

Principal Academic Units:

Major Fields of Study: Vocational and Technical Education

Minor Field of Study: Marketing and Management

Dissertation Title: Job Satisfaction Of The Occupational-Technical Faculty In The Virginia Community College System: An Analysis Based On Herzberg's Motivation-Hygiene Theory

M.Ed. Degree:

Name of Degree: M.Ed.

Year Conferred: 1991

Degree-Granting Institution: Bowling Green State University

Principal Academic Units:

Major Fields of Study: Business Education

Minor Field of Study: Marketing

Dissertation Title:

B.S. Degree:

Name of Degree: B.S.

Year Conferred: 1990

Degree-Granting Institution: New Hampshire College

Principal Academic Units:

Major Fields of Study: Marketing Education

Minor Field of Study:
Dissertation Title:

A.S. Degree:

Name of Degree: A.S.
Year Conferred: 1988
Degree-Granting Institution: Hawthorne College
Principal Academic Units:
Major Fields of Study: Business Administration
Minor Field of Study:
Dissertation Title:

SCHOLARLY ACTIVITIES

Non-Credit Instruction

Workshop

1. Early Start Workshop (August, 2023). Early Start Program. August 2023.

Refereed Journal Articles

1. Truell, A.D., Lazaros, E.J., Green, E., Davison, C.B. (2024). Classroom Management Strategies for Career Technical Education Teachers. *The CTE Journal, Tier 4, 12(1)*, 83-90.
https://www.thectejournal.com/uploads/1/0/6/8/10686931/volume_12_number_1_summer_2024-complete-issue.pdf **Tier 4/Teaching and Learning Scholarship, Not Sure**
2. Orlando, V., Lazaros, E.J., Truell, A.D., Green, E., Davison, C.B. (2024). Human Resources Career Path Explanation. *The CTE Journal, Tier 4, 12(1)*, 38-41.
https://www.thectejournal.com/uploads/1/0/6/8/10686931/volume_12_number_1_summer_2024-complete-issue.pdf **Tier 4/Teaching and Learning Scholarship, Not Sure**
3. Osburn, E., Lazaros, E.J., Davison, C.B., Truell, A.D. (2023). Post-secondary adjunct instructor career path exploration. *The CTE Journal, Tier 4, 11(1)*, 29-33.
<https://www.thectejournal.com/> **Tier 4/Teaching and Learning Scholarship, Not Sure**
4. Metzler, L., Lazaros, E.J., Davison, C.B., Truell, A.D. (2023). Social media challenges are causing disruptions in schools. *Issues in Information Systems, Tier 3, 24(1)*, 84-92. https://www.iacis.org/iis/2023/1_iis_2023_84-92.pdf **Tier 3/Teaching and Learning Scholarship, Not Sure**
5. Kahfiani, R., Davison, C.B., Lazaros, E.J., Truell, A.D. (2023). An empirical investigation of H-1B approvals in the United States: a causal-comparative study. *Public Policy and Administration Review, Tier 4*. <http://pparnet.com/> **Tier 4/Basic or Discovery Scholarship, Not Sure**

6. Anglin, T., Lazaros, E.J., Truell, A.D., Davison, C.B. (2022). Computer support specialist career path exploration. *The CTE Journal, Tier 4, 10(1)*, 2-7.
https://www.thectejournal.com/uploads/1/0/6/8/10686931/volume_10_number_1_summer_2022_complete_issue.pdf **Tier 4/Teaching and Learning Scholarship, Not Sure**
7. Ribadeneira, D., Lazaros, E.J., Davison, C.B., Truell, A.D. (2022). Market research analyst career path explanation. *The CTE Journal, Tier 4, 10(2)*, 31-35.
https://www.thectejournal.com/uploads/1/0/6/8/10686931/volume_10_number_2_fall_2022-complete-issue.pdf **Tier 4/Teaching and Learning Scholarship, Not Sure**
8. *Nicley, D., Lazaros, E.J., Truell, A.D., Davison, C.B. (2022). Salary compression and inversion at an AACSB accredited college of business. *The CTE Journal, Tier 4, 10(1)*, 65-82.
https://www.thectejournal.com/uploads/1/0/6/8/10686931/volume_10_number_1_summer_2022_complete_issue.pdf **Tier 4/Applied or Integration/Application Scholarship, Not Sure**
9. Davison, C.B., Hua, D., Lazaros, E.J., Truell, A.D., Bowles, B., Boomershine, E., Allen, C. (2022). EMMA - The Ethical Multimodal, Modeling and Adaptive AI System for Fairness in Building Tenant Comfort. *Issues in Information Systems, Tier 3, 23(3)*, 279-291. <http://www.iacis.org/iis/iis.php> **Tier 3/Basic or Discovery Scholarship, Not Sure**
10. Miller, S.P., Lazaros, E.J., Truell, A.D., Zhao, J.J., Davison, C.B. (2021). Management analyst career path exploration. *The CTE Journal, Tier 4, 9(1)*, 13-20.
https://www.thectejournal.com/uploads/1/0/6/8/10686931/volume_9_number_1_summer_2021_complete_issue.pdf **Tier 4/Applied or Integration/Application Scholarship, Not Sure**
11. Hoodlebrink, A., Truell, A.D., Zhao, J.J., Davison, C.B., Lazaros, E.J. (2021). Big data applications in accounting: Insights for higher education curriculum planning. *Issues in Information Systems, Tier 3, 22(2)*, 301-311. <http://www.iacis.org/iis/iis.php> **Tier 3/Teaching and Learning Scholarship, Not Sure**
12. Davison, C.B., Lazaros, E.J., Zhao, J.J., Truell, A.D., Bowles, B. (2021). Data privacy in the age of big data analytics. *Issues in Information Systems, Tier 3, 22(2)*, 185-195. <http://www.iacis.org/iis/iis.php> **Tier 3/Applied or Integration/Application Scholarship, Not Sure**
13. Zhao, J.J., Truell, A.D., Davison, C.B., Lazaros, E.J. (2020). How GPA, GMAT, work experience & age predict MBA students' readiness for the 4th industrial revolution. *Issues in Information Systems, Tier 3, 21(2)*, 9-18.
http://www.iacis.org/iis/iis_articles.php?volume=21&issue=2 **Tier 3/Teaching and Learning Scholarship, Not Sure**

14. Davison, C.B., Lazaros, E.J., Zhao, J.J., Truell, A.D., Bowles, B. (2020). Privacy & security considerations of the IoT: Approaching privacy by design. *Issues in Information Systems, Tier 3, 21(2)*, 43-48.
http://www.iacis.org/iis/iis_articles.php?volume=21&issue=2 **Tier 3**/Applied or Integration/Application Scholarship, Not Sure
15. Nicley, D., Lazaros, E.J., Truell, A.D., Zhao, J.J., Davison, C.B. (2020). The connected car: A glimpse into the future of transportation. *Issues in Information Systems, Tier 3, 21(2)*, 9-18.
http://www.iacis.org/iis/iis_articles.php?volume=21&issue=2 **Tier 3**/Applied or Integration/Application Scholarship, Not Sure
16. Weaver, C., Lazaros, E.J., Zhao, J.J., Davison, C.B., Truell, A.D. (2020). The Internet of Things: An overview of selected smart home technology. *Issues in Information Systems, Tier 3, 21(2)*, 43-48.
http://www.iacis.org/iis/iis_articles.php?volume=21&issue=2 **Tier 3**/Basic or Discovery Scholarship, Not Sure

Conference Proceedings in Scholarly Meetings

1. Truell, A.D., Davison, C.B., Lazaros, E.J., Green, E. (2023). *Adopting Open Educational Resources (OER) for use in a department of information systems and operations management course: Benefits galore*. Clearwater Beach, FL: 63rd IACIS Annual Conference. <https://iacis.org/conference/conference.php> /Teaching and Learning Scholarship, Not Sure
2. Truell, A.D., Davison, C.B., Lazaros, E.J., Green, E. (2023). *Strategies for teaching business analytics courses to both business and non-business undergraduate students*. Clearwater Beach, FL: 63rd IACIS Annual Conference. <https://iacis.org/conference/conference.php> /Teaching and Learning Scholarship, Not Sure
3. Zhao, J.J., Truell, A.D., Davison, C.B., Lazaros, E.J. (2021). *Does the supply of college graduate meet the current market demand for big data analytics professionals?* (2nd ed., vol. 22, pp. 301-311). 61st Annual Conference of the International Association of Computer Information Systems.
<http://www.iacis.org/iis/iis.php> **Tier 3**/Applied or Integration/Application Scholarship, Not Sure

Presentations at Conferences

1. Truell, A. D. (Author), Davison, C. B. (Author), Lazaros, E. (Author), Green, E. (Author), 63rd IACIS Annual Conference, "Adopting open educational resources (OER) for use in a department of information systems and operations management course: Benefits Galore," International Association for Computer Information

- Systems, Clearwater Fl. (October 4, 2023). Basic or Discovery Scholarship
2. Truell, A. D. (Author), Davison, C. B. (Author), Lazaros, E. (Author), Green, E. (Author), 63rd IACIS Annual Conference, "Strategies for teaching business analytics courses to both business and non-business undergraduate students," International Association for Computer Information Systems, Clearwater Fl. (October 4, 2023). Basic or Discovery Scholarship
 3. Metzler, L. (Author), Lazaros, E. J. (Author), Davison, C. B. (Author), Truell, A. D. (Author), 63rd IACIS Annual Conference, "Social media challenges are causing disruptions in schools," International Association for Computer Information Systems, Clearwater Fl. (October 4, 2023). Basic or Discovery Scholarship
 4. Lazaros, E. J., Truell, A. D., Smallwood, J. B., Kovach, W., Indiana Statewide CTE Professional Development Conference, "Workplace Specialist I Presentation," Indianapolis, Indiana. (October 7, 2022).
 5. Truell, A. (Author), Lazaros, E. (Author), Davison, C. B. (Author), 62nd IACIS Annual Conference, "STRATEGIES FOR FACILITATING UNIVERSITY STUDENT ENGAGEMENT IN ONLINE INFORMATION SYSTEMS COURSES," International Association for Computer Information Systems, Las Vegas, NV. (October 7, 2022). Teaching and Learning Scholarship
 6. Truell, A. (Author), Davison, C. B. (Author), Lazaros, E. (Author), 62nd IACIS Annual Conference, "STRATEGIES FOR STREAMLING STUDENT LEARNING OUTCOME ASSESSMENTS FOR BOTH EXTERNAL & INTERNAL AUDIENCES IN AN INFORMATION SYSTEMS & OPERATIONS MANAGEMENT DEPARTMENT," International Association for Computer Information Systems, Las Vegas, NV. (October 7, 2022). Teaching and Learning Scholarship
 7. Hoodlebrink, A. (Author), Truell, A. D., Zhao, J. J., Davison, C. B. (Author), Lazaros, E. J. (Author), IACIS 61th Annual International Conference, "Big data applications in accounting: Insights for higher education curriculum planning," International Association for Computer Information Systems, Virtual. (October 6, 2021).
 8. Davison, C. B., Lazaros, E. J., Zhao, J. J., Truell, A. D., Bowles, B., IACIS 61th Annual International Conference, "Data Privacy in the Age of Big Data Analytics," International Association for Computer Information Systems, Virtual. (October 6, 2021).
 9. Zhao, J. J., Truell, A. D., Davison, C. B. (Author), Lazaros, E. J. (Author), IACIS 61th Annual International Conference, "DOES THE SUPPLY OF COLLEGE GRADUATES MEET CURRENT MARKET DEMAND FOR BIG DATA ANALYTICS PROFESSIONALS?," International Association for Computer

- Information Systems, Virtual. (October 6, 2021).
10. Lazaros, E. J., Truell, A. D., Smallwood, J. B., Kovach, W., Indiana Statewide CTE Professional Development Conference, "Workplace Specialist I Presentation," Indianapolis, Indiana. (September 24, 2021).
 11. Zhao, J. J., Truell, A. D., Davison, C. B., Lazaros, E. J., Bowles, B., IACIS 60th Annual International Conference, "How GPA, GMAT, work experience & age predict MBA students' readiness for the 4th industrial revolution," International Association for Computer Information Systems, Virtual. (October 9, 2020).
 12. Davison, C. B., Lazaros, E. J., Zhao, J. J., Truell, A. D., Bowles, B., IACIS 60th Annual International Conference, "Privacy & security considerations of the IoT: Approaching privacy by design," International Association for Computer Information Systems, Virtual. (October 8, 2020).
 13. Nicley, D., Lazaros, E. J., Truell, A. D., Zhao, J. J., Davison, C. B., IACIS 60th Annual International Conference, "The connected car: A glimpse into the future of transportation," International Association for Computer Information Systems, Virtual. (October 8, 2020).
 14. Weaver, C., Lazaros, E. J., Zhao, J. J., Davison, C. B., Truell, A. D., IACIS 60th Annual International Conference, "The Internet of Things: An overview of selected smart home technology," International Association for Computer Information Systems, Virtual. (October 8, 2020).
 15. Lazaros, E. J., Truell, A. D., Smallwood, J. B., Kovach, W., Indiana Statewide CTE Professional Development Conference, "Workplace Specialist I Presentation," Indianapolis, Indiana. (September 19, 2020).
 16. Truell, A. D., Zhao, J. J., Lazaros, E. J., Davison, C. B., Nicley, D. L., IACIS 59th Annual International Conference, "Cyberbullying: Important Considerations," International Association for Computer Information Systems, Clearwater Beach, Florida. (October 4, 2019). Teaching and Learning Scholarship
 17. Zhao, J. J., Truell, A. D., Lazaros, E. J., Davison, C. B., IACIS 59th Annual International Conference, "Enhancing Organizational Cybersecurity: A hands-on Immersive Learning Project," International Association for Computer Information Systems, Clearwater Beach, Florida. (October 4, 2019). Applied or Integration/Application Scholarship
 18. Davison, C. B., Truell, A. D., Lazaros, E. J., Zhao, J. J., IACIS 59th Annual International Conference, "PriVacy: The missing "V" in big data analytics," International Association for Computer Information Systems, Clearwater Beach, Florida. (October 4, 2019). Applied or Integration/Application Scholarship

19. Lazaros, E. J., Truell, A. D., Smallwood, J. B., Kovach, W., Indiana Statewide CTE Professional Development Conference, "Workplace Specialist I Presentation," Indianapolis, Indiana. (September 20, 2019).
20. Lazaros, E. J. (Presenter), Truell, A. D. (Presenter), Cash, C. S. (Presenter), Kovatch, R. A. (Presenter), Smallwood, J. (Presenter), Buckwalter, J. (Presenter), 2019 Indiana ACTE State Professional Development Conference, "Workplace Specialist I Required Meeting," IACTE, Indianapolis, In. (September 20, 2019).
21. Nicley, D. L. (Presenter), Lazaros, E. J. (Presenter), Truell, A. D. (Presenter), 2019 Indiana ACTE State Professional Development Conference, "Flipping the Classroom: Does it Work in the 21st century Learning Environment," Ivy Tech, Indianapolis, In. (September 20, 2019). Basic or Discovery Scholarship
22. Truell, A. D. (Presenter), Lazaros, E. J. (Presenter), Nicley, D. L. (Presenter), 2019 Indiana ACTE State Professional Development Conference, "The Impacts of Cyberbullying in the High School Setting," Ivy Tech, Indianapolis, In. (September 20, 2019). Basic or Discovery Scholarship

Grants

1. Proposal Number: 25-0055
Title: Professional Development for Career and Technical Teachers with Workplace Specialist I Certification
Agency: Indiana Commission for Higher Education
Amount:
Date submitted: August, 2024
Status: Submitted to Sponsor
Starting and ending date: July 1, 2024 - June 30, 2025
Principal investigator:
Co-principal investigator(s):
Competitive vs. non-competitive:
Responded to:
2. Proposal Number: 25-0069
Title: Teacher Training Program & Professional Development for Beginning Career and Technical Teachers with Alternative Teacher Licensing in the State of Illinois
Agency: Career Preparation Network
Amount:
Date submitted: August, 2024
Status: Submitted to Sponsor
Starting and ending date: September 1, 2024 - May 15, 2025
Principal investigator:
Co-principal investigator(s):
Competitive vs. non-competitive:

Responded to:

3. Proposal Number: 22-0505
Title: Professional Development for Career and Technical Teachers with Workplace Specialist I Certification
Agency: Governor's Workforce Cabinet
Amount:
Date submitted: July, 2022
Status: Funded
Starting and ending date: July 1, 2022 - June 30, 2023
Principal investigator:
Co-principal investigator(s):
Competitive vs. non-competitive:
Responded to:

4. Proposal Number: 20-0002
Title: 2019 Indiana STEM Teacher Recruitment
Agency: Ball State University Foundation
Amount:
Date submitted: July, 2019
Status: Not funded
Starting and ending date: July 1, 2019 - June 30, 2021
Principal investigator:
Co-principal investigator(s):
Competitive vs. non-competitive:
Responded to:

5. Proposal Number: 20-0006
Title: Professional Development for Career and Technical Teachers with Workplace Specialist I Certification
Agency: Indiana Department of Education
Amount:
Date submitted: August, 2019
Status: Pending review
Starting and ending date: July 1, 2019 - June 30, 2021
Principal investigator:
Co-principal investigator(s):
Competitive vs. non-competitive:
Responded to:

External

6. Proposal Number: 23-0457
Title: Professional Development for Career and Technical Teachers with Workplace

Specialist I Certification

Agency: Indiana Commission for Higher Education

Amount: \$ 175,000.00

Date submitted: July, 2023

Status: Funded

Starting and ending date: July 1, 2023 - June 30, 2024

Principal investigator:

Co-principal investigator(s):

Competitive vs. non-competitive:

Responded to:

7. Proposal Number: 24-0262

Title: Teacher Training Program & Professional Development for Beginning Career and Technical Teachers with Alternative Teacher Licensing in the State of Illinois

Agency: Career Preparation Network

Amount: \$ 4,000.00

Date submitted: September, 2023

Status: Funded

Starting and ending date: September 1, 2023 - May 15, 2024

Principal investigator:

Co-principal investigator(s):

Competitive vs. non-competitive:

Responded to:

8. Proposal Number: 21-0509

Title: Professional Development for Career and Technical Teachers with Workplace Specialist I Certification

Agency: Governor's Workforce Cabinet

Amount: \$ 137,265.00

Date submitted: July, 2021

Status: Funded

Starting and ending date: July 1, 2021 - June 30, 2022

Principal investigator:

Co-principal investigator(s):

Competitive vs. non-competitive:

Responded to:

9. Proposal Number: 20-0002

Title: 2019 Indiana STEM Teacher Recruitment

Agency: Ball State University Foundation

Amount: \$ 0.00

Date submitted: July, 2019

Status: Not funded

Starting and ending date: July 1, 2019 - June 30, 2021

Principal investigator: Lazaros, Edward J.

Co-principal investigator(s): Truell, Allen D.
Competitive vs. non-competitive: Competitive
Responded to: Request for proposal

10. Proposal Number: 20-0006
Title: Professional Development for Career and Technical Teachers with Workplace Specialist I Certification
Agency: Indiana Department of Education
Amount: \$ 272,014.00
Date submitted: August, 2019
Status: Pending review
Starting and ending date: July 1, 2019 - June 30, 2021
Principal investigator: Lazaros, Edward J.
Co-principal investigator(s): Truell, Allen
Competitive vs. non-competitive: Competitive
Responded to: Request for proposal

Conferences and Meetings Attended

1. International Association for Computer Information Systems--62nd Annual Conference, International Association for Computer Information Systems. (October 2022 - October 2022). / Applied or Integration/Application Scholarship
2. International Association for Computer Information Systems--61st Annual Conference, International Association for Computer Information Systems. (October 2021 - October 2021). / Applied or Integration/Application Scholarship
3. 2021 Indiana Statewide CTE Professional Development Conference, Indiana Association for Career and Technical Education. (September 2021 - September 2021). / Teaching and Learning Scholarship
4. International Association for Computer Information Systems--60th Annual International Conference, International Association for Computer Information Systems. (October 2020 - October 2020).
5. 2020 Indiana Statewide CTE Professional Development Conference, Indiana Association for Career and Technical Education. (September 2020 - September 2020).
6. International Association for Computer Information Systems. (October 2019 - October 2019).
7. Indiana Association for Career and Technical Education Conference. (September 2019 - September 2019).

Business and Other Professional Experience

1. Professional, Editorial Board Member. (January 2023 - December 2024).
2. Professional, Editorial Board Member. (January 2023 - December 2024).
3. Professional, Editorial Board Member. (2020 - December 2024).
4. Professional, IACIS, Session Chair. (2019).

Professional Development and Participation

1. Training, Teaching. (2020)

SERVICE ACTIVITIES

Student Mentoring/Supervision

1. Michelle Grewe, Doctoral committee member, Educational Leadership. (2019).

University, College, Departmental Committees

1. University. (May 2024 - December 2024).
2. University, Faculty Success Champion. (June 2023 - December 2024).
3. College, Committee Chair. (January 2023 - December 2024).
4. College, Committee Member. (January 2023 - December 2024).
5. College, Committee Member. (January 2023 - December 2024).
6. Department/program. (January 2023 - December 2024).
7. Department/program. (January 2023 - December 2024).
8. Department/program, Academic Program Advisor/Coordinator. (January 2023 - December 2024).
9. Department/program, Committee Chair. (January 2023 - December 2024).
10. Department/program, Committee Chair. (January 2023 - December 2024).
11. Department/program, Preparation of UCC Report (ISOM 125). (January 2023 - December 2024).

12. University, Committee Member. (January 2023 - December 2024).
13. University, Academic Honors in Writing, Committee Member. (January 2023 - December 2024).
14. College, Committee Member. (September 2023 - May 2024).
15. University, Committee Member. (May 2023 - May 2024).
16. Department/program, Preparation of UCC Report (ISOM 249). (January 2023 - May 2024).
17. Department/program, Academic Program Advisor/Coordinator. (May 2022 - May 2024).
18. College, Assurance of Learning Committee, Committee Member. (August 2022 - December 2022).
19. Department/program, Business Education Program, Academic Program Advisor/Coordinator. (2014 - December 2022).
20. Department/program, Department Research Committee, Committee Chair. (May 2022).
21. College, Graduate Curriculum Committee, Committee Member. (May 2021).
22. University, Assessment Committee, Committee Member. (2015 - April 2020).
23. Department/program, Salary Committee, Committee Chair. (January 2019 - December 2019).
24. College, Committee Member. (2018 - 2019).
25. College, Undergraduate Curriculum Committee. (2015 - 2019).
26. College, Assurance of Learning Steering Committee. (2014 - 2019).
27. Department/program, ISOM 125 Course Coordinator. (2014 - December 2019).
28. College, Assurance of Learning Steering Committee, Committee Member. (2013 - 2019).
29. University, Academic Honors in Writing. (2013 - 2019).
30. Department/program, Business Education Program Faculty Advisor. (2011 - 2019).

International Experience

1. International Association for Computer Information Systems, Session Chair. (October 2020).

Other Professional and/or Academic Organization Activities

1. Public/community, Reach Ministries. (December 2022).
2. Issues in Information Systems, Editorial Board Member. (2013 - December 2022).
3. The Journal of Computer Information Systems, Editorial Board Member. (2010 - December 2022).
4. Other, Faculty Mentor. (May 2022).

Honors, Awards, and Recognitions

1. Best Paper Award - Pedagogy, International Association for Computer Information Systems (October 8, 2021)

Work History

1. Assistant/Associate/Professor. (August 2000 - Present).

Summary of Intellectual Contributions – AACSB Report

<u>Contribution Type</u>	<u>BDS</u>	<u>AIS</u>	<u>TLS</u>	<u>Total</u>
<i>Refereed Journal Articles (PRJ)</i>	3	5	8	16
<i>Books/Monographs (Mono)</i>	0	0	0	0
<i>Conference Proceedings in Scholarly Meetings (Proc)</i>	0	1	2	3
<i>Presentations at Conferences</i>	5	2	3	10
<i>Professional Presentations (Pres)</i>	0	0	0	0
<i>Grants</i>	0	0	0	0
<i>Textbooks</i>	0	0	0	0
<i>Conferences and</i>	0	2	1	3

<i>Meetings attended</i>				
<i>Professional Development and Participation</i>	0	0	0	0
<i>Consulting</i>	0	0	0	0