

Shepherd UNIVERSITY

Applied Business Lecture Series BADM 399A

Thursdays • 6:00 – 8:40 pm • White Hall • Room 113



Guest Lecturers: Emma Sopko & Fred White

October 12, 2017

Business is Coin Operated



Emma Sopko is the Founder and CEO of PotomacWave Consulting, and under her leadership, PotomacWave has been recognized in Washington Technology's Fast 50 list - top 20 (for three years in a row), in the Washington Business Journal's #6 slot for growth, a DHS Small Business Achievement award recipient, and numerous other client awards for superior performance. Emma has over 20 years of experience leading high-profile consulting engagements in the Technology and Government sectors, has been certified as an ITIL Expert, a practitioner in the Governance of Enterprise Information Technology (CGEIT), and a Project Management Professional (PMP). She holds a degree in Finance from Emory University's Goizueta Business School in Atlanta, Georgia. As a student at Emory University she was Senior Class Representative for the Business School and on the Business School Honor Council.

Fred White has been the Senior Director of Business Development with ABS Consulting since 1979, where he is responsible for conducting feasibility studies for renewable energy ventures; namely wind and solar. Over the past decade he has been involved in the creation of multiple off-shore wind facilities. Prior to this he served as the Vice President of Business Development with Unitech in Centerville, VA. Fred has a rare gift for implementing out-of-the-box solutions while maintaining a positive, team-building environment. He assisted South Carolina conduct a large portion of their comprehensive exercise program for at least three years under several contracts. From 1999 until 2003, Fred was the Commanding Officer with the Special Missions Training Center at Camp Lejeune, NC. He was Responsible for training all USCG PSU's and MSST's, USN NCW units and USMC Riverine Forces. Training portfolio Included Counter Terrorism & Counter Narcotics Trafficking, lethal and non-lethal use of force, expeditionary warfare and command and control. Mr. White received his Bachelor's degree in Business Management from the U.S. Coast Guard Academy and an M.S. in Instructional Systems Design from Florida State University.