

## *Irina S. Guthrie*

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### RESEARCH INTERESTS

Information Economy  
Electronic Business  
Electronic Government  
International Economics

### COURSES TAUGHT

Macroeconomics  
Microeconomics  
Electronic Business  
Business English

### EDUCATION

- 2005-present **Ph.D. program in Economics**, University of Connecticut, Storrs, CT.  
2001-2003 **Master of Science in Economics**, Lomonosov Moscow State University, Moscow, Russia. Specialization in International Economics, International Monetary and Financial Relations. Cumulative GPA: 5.0 (5.0 scale). Graduated Summa Cum Laude.  
1996-2001 **Bachelor of Science in Economics**, Rostov State University, Rostov-on-Don, Russia. Major: Economics; minor: English. GPA: 5.0 overall, (5.0 scale). Graduated Summa Cum Laude.  
1999-2000 Montana State University, Bozeman, MT. One-year non-degree exchange program. Major: Economics.  
1994-1996 Nikolski Mathematical Gymnasia, Rostov-on-Don, Russia. GPA: 5.0. Graduated Valedictorian.

### TEACHING EXPERIENCE

**Teaching Assistant.** University of Connecticut, Storrs, CT, USA. 8/2005-present.

- Courses: undergraduate Microeconomics.

**Adjunct Professor.** Bay Path College – Central Mass Center, Southbridge, MA, USA. 2/2004-8/2005.

- Courses: undergraduate Electronic Business, Macroeconomics.
- Developed and followed detailed syllabi and course plans.
- Supplemented the course with interesting topical and current materials.

**Business English Instructor.** Griboedov Institute of International Law and Economics, Moscow, Russia. 2/2002-4/2003.

- Taught college students majoring in Economics and Business.
- Introduced specialized terminology and resources for economics and business (résumé, business correspondence, interview skills, meetings, presentations, management).

**Private English Instructor.** Independent Tutor, Moscow, Russia. 1/2001-6/2001.

- Taught adult students at the intermediate and upper-intermediate levels. Prepared and followed detailed, individualized syllabi. Supplemented the course with interesting topical and seasonal materials. Focused on Classical English, but discussed specific dialects as well.

## RESEARCH EXPERIENCE

### Independent Research

- **Master's Thesis.** "Information Economy as an Aspect of Information Society". 2002-2003.
- **Bachelor's Thesis.** (Defended in English) "Methods and Instruments of Governmental Regulation of Electronic Commerce." 2000-2001.
- **Selected Annual and Term Papers**
  - Graduate Annual Paper at Moscow State University: "Electronic Government in the USA and Singapore." 2001-2002.
  - Undergraduate Term Paper at Montana State University – Bozeman. "Economic Development of Ecuador." (In English). 1/2000-5/2000.
  - Undergraduate Papers at Rostov State University:
    - Term Paper: "Foreign Direct Investments: Problems of Attraction and Ways of Governmental Regulation." (In English). 1/1999-6/1999.
    - Term Paper: "Comparative Analysis of Investment Attractiveness of Russian Regions for Potential Foreign Direct Investors." 1/1999-6/1999.
    - Annual Paper: "Attraction of Foreign Capital Investments into Different Types of Countries." 1998-1999.
    - Term Paper: "Investment Activity in the Agribusiness of the Rostov Region: Situation, Problems, and Perspectives." 09/1998-12/1998.
    - Term Paper: "Foreign Investment on Don: Problems and Solutions." 9/1998-12/1998.
    - Annual Paper: "International Movement of Capital: Essence, Forms, and Particularities in the Modern Conditions. Current State of Capital Migrations in Russia." 1997-1998.
    - Term Paper: "Application of the Theory of Emerging Capital Markets to Russia." 09/1997-12/1997.
    - Annual Paper: "Problems of Attracting Foreign Investments into the Russian Economy. Development of Investment Funds in Russia." 1996-1997.
    - Term Paper: "External Economic Relations of Russia." 09/1996-12/1996.
  - All papers were defended orally and/or presented at colloquia and/or conferences.

### Group Projects and Assignments

- **Graduate Group Research Project and Presentation.** Moscow State University. "Economic Development: the Factors of Growth." 1/2002-3/2002.
- **International Trade Research Analyst.** Trade Research Center, MSU, Bozeman, Montana, USA. Researched and analyzed key aspects of US/Canadian wheat markets and government policies. Compiled research on international policies to reduce greenhouse gas emissions by the countries involved in the Kyoto Protocol. Surveyed literature and Internet data on the topic of prices of carbon sequestration. 5/2000-7/2000.
- **Research Assistant.** Department of International and External Economic Relations of Rostov Regional Administration, Rostov-on-Don, Russia. Researched and analyzed economics trends in international relationships. Summarized and presented data. 6/1999.
- **Group Project Manager.** DONTELECOM, Rostov-on-Don, Russia. Created and executed a marketing research project for cellular company. Coordinated and facilitated group project to determine and analyze the target market. 10/1998-12/1998.

## BUSINESS EXPERIENCE

**Marketing Executive.** Melaleuca, Inc. Idaho Falls, Idaho. 5/2000-present.

- Directed marketing and conceptual selling of personal care and home-care consumable products.
- Developed and managed 47 active accounts in 9 states.

**English-Russian-English Translator.** 1/2001-4/2003.

- Extensive freelance written translation experience. Synchronous oral translation.

**International Trade Research Analyst.** Trade Research Center, MSU, Bozeman, Montana. 5/2000-7/2000.

- Researched and analyzed key aspects of US/Canadian wheat markets and government policies.
- Compiled research on international policies to reduce greenhouse gas emissions by Kyoto Protocol countries.
- Surveyed literature and Internet data on the topic of prices of carbon sequestration.

**Administrative Assistant.** Dept. of International and External Economic Relations of Rostov Regional Administration 6/1999.

- Researched and analyzed economics trends in international relationships.
- Summarized and presented data. Performed clerical duties and computerized data entry.

**Group Project Manager.** DONTELECOM, Rostov-on-Don, Russia. 10/1998-12/1998.

- Created and executed a marketing research project for cellular company.
- Coordinated and facilitated group project to determine and analyze the target market.

**Account Manager.** Ultrasound, Rostov-on-Don, Russia. 6/1997-9/1997.

- In charge of relations with distributors.
- Responsible for compiling documents, contracts, and agreements. Word-processed certificates of quality.

## SELECTED PUBLICATIONS

### Books

1. Irina Guthrie, Elena Tropinova. *New Entrepreneurship and Small Business*. (Chapters on “Electronic Business and its Influence on Small Entrepreneurship”.) Rostov State University. Forthcoming.
2. Stan A. Guthrie, Irina S. Guthrie, *Internet and Electronic Rights Issues*. Moscow: Griboedov Institute of International Law and Economics, 2002 (73 pages.)

### Book Chapters

1. Irina S. Yolshina, “Electronic Commerce in Russia: Essence, Problems, and Development Perspectives.” *Economic Theory on the Threshold of the XXI Century, Volume 5: Neoeconomics*, Moscow: Yurist, 2001, pp.365-373.

### Published Articles

1. Irina S. Guthrie, “The Underlying Strategies of Electronic Government Construction: Leaders’ Experience.” *Relevant Problems of Market Economy: The Collection of Papers by Doctorate Candidates of the Market Theory Department of Rostov State University* (ed. by Professor N.P. Ketova). Issue 3. Rostov-on-Don: Rostov State University, 2004, pp. 10-40.
2. Irina S. Guthrie, “The Underlying Strategies of Electronic Government Construction.” *Information Society Technologies-Internet and Modern Society: the 6<sup>th</sup> All-Russian United Conference proceedings (November 3-6, 2003)*. St. Petersburg: SPbGU (Saint Petersburg State University), 2003, pp. 118-120.
3. Irina S. Guthrie, “Comparative Analysis of the Theoretical Concepts of Information Economy.” *Relevant Problems of Market Economy: The Collection of Papers by Doctorate Candidates of the Market Theory Department of Rostov State University* (ed. by Professor N.P. Ketova). Issue 2. Rostov-on-Don: Rostov State University, 2003, pp. 26-51.
4. Irina S. Guthrie, “Western Model of Electronic Business Development.” *Anti-Crisis Management in Contemporary Russia: Materials of the V All-Russian Scientific Conference*. Moscow: MG TU im. Bauman (Moscow State Technical University), 2003, pp. 101-103.

5. Irina S. Guthrie, "Electronic Government in the Digital Society." *Materials of the Scientific Undergraduate and Postgraduate Students Conference on the Fundamental Sciences "Lomonosov-2003": Selected Theses*. Moscow State University. Moscow: TEIS, 2003, pp. 440-442.
6. Irina S. Guthrie, "Theories of Information Society." *Materials of the Scientific Undergraduate and Postgraduate Students Conference on the Fundamental Sciences "Lomonosov-2003": Selected Theses*. Moscow State University. Moscow: TEIS, 2003, pp.51-54.
7. Irina S. Guthrie, "Several Aspects of Information Economy: Transition from Electronic Commerce to Electronic Business." *Anti-Crisis Management in Contemporary Russia*. Moscow: 2002, pp.75-77.
8. Irina S. Guthrie, "Electronic Government: The US model." *Materials of the Scientific Undergraduate and Postgraduate Students Conference on the Fundamental Sciences "Lomonosov-2002": Moscow State University*. Moscow, 2002, pp. 238-250.
9. Irina S. Guthrie, "Electronic Government: Myth or Reality?" *International Scientific Undergraduate and Postgraduate Students Conference on the Fundamental Sciences "Lomonosov-2002": Selected Theses*. Moscow State University. Moscow: Max Press, 2002, pp. 30-31.
10. Irina S. Guthrie, "External Economic Relations and Integration Processes in the CIS." *Scientific Undergraduate, Postgraduate Students, and Young Scientists Conference Materials "CIS in the Globalization Conditions": Russian University of People's Friendship*. Moscow: Econ-Inform, 2002, pp.231-233.
11. Irina S. Yolshina, "Internet-commerce: World Experience and Positions of Russia." *Scientific Undergraduate and Postgraduate Students Conference on the Fundamental Sciences Materials "Lomonosov-2001": Moscow State University*. Moscow, 2001, pp. 143-153.
12. Irina S. Yolshina, "Electronic Commerce in Russia." *International Scientific Undergraduate and Postgraduate Students Conference "Lomonosov-2001": Selected Theses*. Moscow State University. Moscow: Max Press, 2001, pp. 168-170.
13. Irina S. Yolshina, "Investment Activity in the Agro-industrial Complex of Russia: Condition, Problems, Perspectives." *Problems in Theory and Application of Economic Development of the Agro-industrial Complex in Crisis Situations*. Rostov-on-Don: Korall-Micro, 1999, pp. 113-114.
14. Irina S. Yolshina, "Comparative Analysis of Investment Attractiveness of Russian Regions for Potential Foreign Direct Investors." *Scientific Conference Materials: Rostov State University*. Rostov-on-Don, 1999, pp. 281-298.
15. Irina S. Yolshina, "Active Strategies of Foreign Securities Portfolio Management in the Transition Economy of Russia." *Scientific Conference Materials: Rostov State Economic Academy*. Rostov-on-Don, 1999, pp. 123-124.
16. Irina S. Yolshina, "Application of the Theory of Emerging Capital Markets to Russia." *Scientific Conference Materials: Rostov State Economic Academy*. Rostov-on-Don, 1998, pp. 83-86.

### Articles Under Review

1. Irina S. Guthrie, "Predicting the Future: the Economic Goals of Government in Turbulent Times." *Relevant Problems of Market Economy: The Collection of Papers by Doctorate Candidates of the Market Theory Department of Rostov State University*. Issue 4. Rostov-on-Don: Rostov State University (accepted for publication).

## MAJOR SCHOLARSHIPS, FELLOWSHIPS, AND GRANTS

### International

- Full-ride scholarship from the United States Department of State, the United States Information Agency, and ACTR/ACCELS for one-year of studies at Montana State University under the non-degree exchange "Freedom Support Act Undergraduate Program." Covered: international and domestic airfare, participation in four pre-study orientation programs (Moscow, Russia, Washington, D.C., University of Minnesota – Minneapolis, MN, Montana State University – Bozeman, MT), tuition, room and board, books and supplies, medical insurance, monthly stipend for personal expenses, post-program conference in Washington, D.C. 1999-2000. Amount of award: \$20,000.
- Grant to cover all expenses for participation in the 9<sup>th</sup> World Business Dialogue (Topic: "Mastering Volatility: Success in a Changing World") and the 3<sup>rd</sup> World Students Summit (Circle of Excellence), organized by Organisationsforum Wirtschaftskongress e.V., University of Cologne, Cologne, Germany. April 2003. Amount of award: \$815.
- Grant to cover all expenses for participation in the conference: "Projecting Change: Making the Leadership Difference" held by ACTR/ACCELS in St. Petersburg, Russia, October 2001. Amount of award: \$780.

## National

- Graduate fellowship, teaching assistantship, and tuition remission grant for a Ph.D. degree in Economics, University of Connecticut, Storrs, CT. 2005-present.
- Full fellowship from Moscow State University to finance a two-year study program at the International Economics Department, Economics Faculty, Master's School, Moscow State University, Moscow, Russia. Covered: tuition, books, housing, medical insurance, scientific conference registration fees, and monthly stipend. 2001-2003.
- Full-ride scholarship from Rostov State University to finance a five-year study program at the Economic Theory Department, Economics Faculty, Rostov State University, Rostov, Russia. Covered: tuition, books, medical insurance, scientific conference registration fees, and monthly stipend. 1996-2001.

## Regional

- Stipend from the Children's Fund for Gifted Children of Rostov Region, Russia. 1995-1999.

## SELECTED HONORS AND ACHIEVEMENTS

### International

- Participation in the Sixth United International Conference "Information Society Technologies – Internet and Modern Society" (IST/IMS-2003), Sub-Conference "E-government in the Digital Society: Theory and Practice." Topic of the Report: "The Underlying Strategies of Electronic Government Construction: Leaders' Experience", November 2003.
- Certificate of Completion from the United States Department of State for successful completion of the "Freedom Support Act Undergraduate Program 1999-2000." July 2000.

### National

- National Science Foundation (NSF) Honorable Mention Recipient. April 2003.
- Certificate of Participation in the Fifth Anniversary All-Russian Student Scientific-Practical Conference "Anti-Crisis Management in Contemporary Russia." Section: Information Technologies. Topic of the Report: "Western Model of Electronic Business Development", November 2003.
- Certificate of Participation in the Fourth All-Russian Student Scientific-Practical Conference "Anti-Crisis Management in Contemporary Russia." Section: Information Technologies. Topic of the Report: "Several Aspects of Information Economy: Transition from Electronic Commerce to Electronic Business." November 2002.
- First place and a diploma for the best report at Moscow State University International Student Scientific Conference. Topic of the report: "Electronic Government: Myth or Reality?" April 2002.
- Certificate of Excellence from the Minister of Education of the Russian Federation for the best report at Moscow State University International Student Scientific Conference. April 2001.
- Certificate of Honor from Eurasian Student Association, Russian Students Union, and Student Center of Moscow State University for the best report at Moscow State University International Student Scientific Conference. April 2001.
- First place for a report at Moscow State University International Student Scientific Conference. Topic of the report: "Electronic Commerce in Russia: Essence, Problems, and Development Perspectives." April 2001.

### Regional

- Second place for a report at Rostov State University Student Scientific Conference. Topic of the report: "International Migration of Capital: Essence, Forms and Particularities in Modern Times, Using Russia as an Example." April 1998.
- First place and a certificate for the best report "Attraction of Foreign Investments in the Russian Economy: Development of Investment Funds in Russia" at Rostov State University Student Scientific Conference. April 1997.
- Certificate of Honor for Active Participation in the Science Olympiad of the Economics Faculty of Rostov State University. Topic of the report presented: "European Union: Development of the Unified Market." April 1996.

## Local

- Certificate of Participation in Training: “Financial Management” by Neidermans Finanz-Korporation, Moscow, Russia. April 2002.
- Certificate of Honorary Citizenship in the City of Bozeman, County of Gallatin, State of Montana, United States of America, presented by Marcia B. Youngman, Mayor, City of Bozeman, MT, USA, for furthering mutual cultural understanding between Russia and the USA while an International Student at Montana State University – Bozeman. April 2000.
- Certificate of Recognition presented by International Student and Scholar Services for participation in the University of Minnesota’s 1999 International Summer Programs. August 1999.
- Certificate of Excellence for “Marketing and Management of Services.” Taught in English. June 1999.
- Certificate for the best report “Comparative Analysis of Investment Attractiveness of Russian Regions for Potential Foreign Direct Investors” at Rostov State University Student Scientific Conference. Report presented in English. April 1999.
- Certificate of Excellence for the course “Marketing Research.” Taught in English. January 1999.
- Certificate of Excellence for the course “Business Plan Writing.” Taught in English. June 1998.

## PRACTICAL APPLICATION OF RESEARCH

- Certificate of Practical Application of the Achievements of Irina Guthrie’s scientific research (theoretical aspects and methodical recommendations elaborated in the Master’s Thesis on the theme: “Information Economy as an Aspect of Information Society”) in the special course “Information Society” taught to Bachelor’s program students at the Economics Department of Lomonosov Moscow State University, Russia. March 2003.
- Certificate of Application of the Achievements of Irina Guthrie’s scientific research results by the Corporation “Enerpred, LLC.” Research results applied: “Transformation of electronic commerce systems into integrated electronic business.” September 2002.
- Certificate of Application of the Achievements of Irina Yolshina’s scientific research results by the Ministry of Economy, International and External Economic Relations of Rostov Region, Russia. The topics of the research results applied: “Attraction of the Foreign Direct Investments into the Rostov Region’s Economy” and “Comparative Analysis of the Investment Attractiveness of Russian Regions for the Foreign Direct Investors.” July 1999.
- Certificate of Application of the Achievements of Irina Yolshina’s scientific research results by the Commercial Bank “Center-Invest.” The topic of the research results applied: “Investment Lending for Small Businesses.” June 1999.
- Certificate of Application of the Achievements of Irina Yolshina’s scientific research results by Ultrasound, LLC. The topic of the research results applied: “Credit Arrangements for Small Businesses.” January 1999.

## SELECTED CONFERENCE PARTICIPATION

### International Conferences

- Sixth United International Conference “Information Society Technologies – Internet and Modern Society” (IST/IMS-2003), Sub-Conference “E-government in the Digital Society: Theory and Practice.” Topic of the Report: “The Underlying Strategies of Electronic Government Construction: Leaders’ Experience”, Saint Petersburg, Russia, November 2003.
- 9<sup>th</sup> World Business Dialogue (Theme of the conference: “Mastering Volatility: Success in a Changing World”), organized by Organisationsforum Wirtschaftskongress e.V., University of Cologne, Cologne, Germany. Topic of my paper: “Predicting the Future: the Economic Goals of Government in Turbulent Times.” April 2003.
- The 3<sup>rd</sup> biannual “World Students Summit” (Circle of Excellence), organized by Organisationsforum Wirtschaftskongress e.V., University of Cologne, Cologne, Germany. April 2003.

- “Projecting Change: Making the Leadership Difference” held by ACTR/ACCELS in St. Petersburg, Russia, October 2001. Developed and presented group project on leadership.

### **National Conferences**

- Fifth Anniversary All-Russian Student Scientific-Practical Conference “Anti-Crisis Management in Contemporary Russia.” Section: Information Technologies. Topic of the Report: “Western Model of Electronic Business Development”, Moscow, Russia, November 2003.
- Fourth All-Russian Student Scientific-Practical Conference “Anti-Crisis Management in Contemporary Russia.” Section: Information Technologies. Topic of the Report: “Several Aspects of Information Economy: Transition from Electronic Commerce to Electronic Business.” Moscow, Russia, November 2002.
- Lomonosov Moscow State University International Student and Faculty Scientific Conference. Topic of the report: “Electronic Government: Myth or Reality?” Moscow, Russia, April 2002.
- Lomonosov Moscow State University International Student and Faculty Scientific Conference. Topic of the report: “Electronic Commerce in Russia: Essence, Problems, and Development Perspectives.” Moscow, Russia, April 2001.

### **Regional Conferences**

- Rostov State University Student Scientific Conference. Topic of the report: “International Migration of Capital: Essence, Forms and Particularities in Modern Times, Using Russia as an Example.” Rostov-on-Don, Russia, April 1998.
- Rostov State University Student Scientific Conference. Topic of the report “Attraction of Foreign Investments in the Russian Economy: Development of Investment Funds in Russia”. Rostov-on-Don, Russia, April 1997.
- Student and Faculty Scientific Conference at the Rostov State Customs Academy. Topic of the report: “Attraction of Foreign Direct Investments to the Rostov Region”. November 1996.
- Science Olympiad of the Economics Department of Rostov State University. Topic of the report presented: “European Union: Development of the Unified Market.” April 1996.

### **Local Conferences**

- “Financial Management” by Neidermans Finanz-Korporation, Moscow, Russia. April 2002.
- Rostov State University Student Scientific Conference. Topic of the report “Comparative Analysis of Investment Attractiveness of Russian Regions for Potential Foreign Direct Investors”. Report presented in English. Rostov-on-Don, Russia. April 1999.

### **LANGUAGES**

English (fluent), German (proficient), Russian (native), Ukrainian (proficient).