

Patrick S. Millsap

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Current Address:

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EDUCATION:**REGENT UNIVERSITY, Fall 2015 to present**

Matriculation in Ph.D. program – Organizational Leadership

(All classes completed August, 2019)

FULLER GRADUATE SCHOOLS, Fall 2010 to Fall 2014

Doctoral Candidate: Intercultural Studies (No Degree)

FULLER GRADUATE SCHOOLS, Graduated Spring 2008

Master of Arts in Global Leadership

UNIVERSITY OF CALIFORNIA SAN DIEGO, Graduated Fall 2003

Post Graduate Certificate in International Trade with an

emphasis in Financial Management

UNIVERSITY OF SAN DIEGO, Graduated Spring 1998

Post Graduate Certificate, International Business

SAN DIEGO STATE UNIVERSITY, Graduated Spring 1995

Major: History; Minor: Global Telecommunications

SAN DIEGO CITY COLLEGE, Graduated 1978

Major: Liberal Arts

Achievements:**Advisor for CAPSTONE Project in MOUNT SAINT MARY'S
UNIVERSITY MBA Program****Presentation of Poster Board at ACBSP – January, 2019****INSTITUTE OF MANAGEMENT SCIENCE, Graduated 1987**

Sales, Administration & Marketing, Peter Antoniou PhD

TEACHING: (All Classes taught at UCSD are to International Students and US Students; all classes at UCR are taught exclusively to international students) (International Students include students from China, Japan, Korea, Taiwan, India, South America, Europe & Africa)**University of California, San Diego - Extension: Teaching since 2005 – the following courses are all 3 units:
(Total Units: 249)**

Business Communications Skills (International students)

American Business: Entrepreneurship & Innovation (International students) (Local Students)

Presentation Techniques for Marketers (International students)

Successful Sales Skills

International Trade Operations (Import/Export)

Introduction to Business

Presentation Skills – Marketing

Winter – 2019 Teaching of presentation skills to engineers in corporation

**University of California, Riverside – Extension: Teaching since 2006 – the following courses are all 3 units:
Developed Entrepreneurship Certificate for UCR Extension: Begin Fall/ 2016 (Total 125 Units)**

Entrepreneurship – (International)

International Business Negotiations – (International)

Global Trade Operations

Introduction to International Business

Introduction to International Trade

Strategic Management

Leadership Development

Marketing Principles & Practices

Managing Differences & Resolving Conflict – Emergent Leadership

Understanding, Motivating and Managing Others

Corporate Training: Authentic Transformational Leadership – SuperForm: Understanding Your Role as Supervisor

Mount Saint Mary's College – Entrepreneurship Module Coordinator & Teaching since 2008 – the following courses: (Total Units: MBA Level: 85 Units: Undergraduate: 41 Units)

MBA Program: Selected Topics in Socially Responsible Entrepreneurship – 3 units – Section BUS 241

MBA Program: Socially Responsible Entrepreneurship- 2 units – Section BUS 243

MBA Program: Intrapreneurship – 1 Unit – Section BUS 227

Undergraduate: Successful Business Skills – 3 Units – Section BUS 225

Undergraduate: Sales course – 3 Units - Section BUS 175

Undergraduate: Death by Power Point – 3 Units - Section BUS 193

Globalization – online class – 3 units

Advisor for MBA Capstone Project

Point Loma Nazarene University – Teaching since Fall, 2015 – the following courses:

Undergraduate: Marketing 3034 – Sales & Sales Management

Vocational Experience:

June – 2015 (Contracted)	Lecturing Professor: IEDE Business School, Universidad Europea de Madrid, Santiago, Chile: Topic: Leadership - Entrepreneurship – Socially Responsible: The entrepreneurial model applied to socially responsible endeavors and non-profit concepts.
2005- Present	Professor/ teacher: Mount Saint Mary's University (Graduate MBA program & Undergraduate Studies); UCSD Extension Program & UCR Extension Program, upper division. Classes: Global Trade Operations; Successful Sales Skills; Introduction to Business; American Business: Entrepreneurship and Innovation; Socially Responsible Entrepreneurship; Presentation Techniques for Marketers; Business Communication Skills; International Business Negotiations; Introduction to International Business; Strategic Management; Presentation Skills – Marketing; Death by Power Point; Leadership Development; Marketing Principles & Practices
2006 – 2011	Consultant to Nikken and other International Businesses as a Public Speaker, Lecturer, Trainer at events including Master of Ceremonies (for main convention) 2010, 2009, 2008, 2007
2005-2006	Director of Sales-North America, NIKKEN Corporation, Irvine, CA (U.S./ Canada)
1999-2005	Vice-President of Marketing, Imagenetix, Inc., Rancho Bernardo, CA Public Speaking, Training, Lecturing; extensive international travel, Asia, EU, US & Canada
1993-1999	Director of Sales, Senior Account Manager, Account Manager: Natural Alternatives International, Inc., A manufacturer of nutritional supplements, extensive travel in the USA, EU, Asia & Canada. Business-to-Business marketing and sales
1990-1993	Executive Producer & Co-Host of the nationwide, live talk, Radio Show on health and nutrition called FAMILY AFFAIR airing on 350 radio stations.
1986-1990	On-air D-J and Producer of Programming, KPRZ, Christian Radio in San Diego, CA
1986-1989	Associate Pastor Young Marrieds', at San Diego First Assembly of God
1980-1986	Crane Operator (Union Local 12), National Steel & Shipbuilding Co, San Diego, CA
1979-1980	Crane Operator (Union Local 12), Cabrillo Crane and Rigging Co, San Diego, CA
1976-1979	Crane Operator (Union Local 12, National Steel & Shipbuilding Co., San Diego, CA
1974-1976	Crane Rigger, National Steel & Shipbuilding Co., San Diego, CA
1972-1973	Truck Driver and operator