



Nirmal Pal
Regional Director for India

Nirmal Pal rejoined the Smeal College of Business at Penn State in July, 2009, as the Regional Director for India, and is responsible for developing collaborative connections with leading business schools in India.

He volunteers for the SCORE organization of the US Small Business Administration and develops new higher-ed curriculum in services management in US universities. His fourth book, called "From Strategy to Execution: Turning Accelerated Global Change into Opportunity," was published by Springer in March, 2008.

From 2000- 2005, Pal held the role of Executive Director of the eBusiness Research Center (eBRC) at the Penn State. eBRC, funded by sponsorships and donations from industry and government organizations, thrived under his leadership. eBRC was considered a preeminent research center in this country and established a network of world-renowned scholars.

Before joining the University, he was Director of IBM Global Services Consulting Group in White Plains, NY. As one of the leaders of IBM's e-business consulting activities, he was responsible for business development as well as development of supporting analytics, methods, tools and other intellectual assets for this new area of consulting and services. He had been a member of IBM Consulting Group's management team since its inception and helped grow the business for this unit from zero to over one billion US dollars, and from zero to over 5000 consultants, in just seven years. He retired in January, 2000 after 39 years of service.