



BISNET INTERNATIONAL CASE COMPETITION

Workshop/Networking Session

Get Ready to Compete: Best Practices for Nailing Your Presentation - November 10th at 5pm

Having a great solution is only the starting point. Learn how to craft winning content and deliver it with impact.

After the workshop, teams competing in the case competition are encouraged to stay for a networking session to meet and connect with fellow participants.

Featured Speakers

Andrea Dolph

Andrea Dolph is the founder and former Director of the Wharton Undergraduate Communication Program at the University of Pennsylvania. The program's foundational course is Business Communication for Impact, a graduation requirement.

While at Wharton, she expanded the program to include an international version of the core course and an entrepreneurial communication course. In her role, Andrea also coached numerous case competition teams, participating nationally and internationally.

These teams benefited from her knowledge of effective communication techniques coupled with extensive professional presentation experience in highly competitive environments. Andrea's professional experience is diverse. She began her career at the Central Intelligence Agency in Langley VA. For

almost two decades she worked at GE and then Lockheed Martin, ultimately as a program manager and director of strategic planning. After working briefly as a strategy consultant to local Fortune 100 companies, Andrea co-founded a training/consulting company, Pragmaticus, Inc. with former colleague Ray Sarnacki.

Andrea developed a passion for coaching young professionals during a period of staff reductions at GE. Surprised by why people were either dismissed or retained, she and co-author Lynda Clemens captured their findings in *Hit the Job Running*. Their book was the topic of a WSJ radio interview, a feature Washington Post article and countless speaking engagements at corporations and universities.

Camille Vallinino

A marketer by trade, Camille Vallinino has managed enterprise clients in advertising agencies and led internal corporate marketing teams.

As a former VP of Account Services, she pitched new clients and managed existing accounts across multiple industries including financial services, technology, telecom and manufacturing. As B2C Americas Marketing Director for a global academic publisher, Camille led the digital consumer marketing team for North, South and Central America.

Notable among her work was a groundbreaking campaign using disruptive messaging and images to break through the clutter and reach new audiences. In addition to unprecedented engagement across the target audience, the campaign earned a Gold Winner Marcom Award.

Camille's passion for growing teams and developing people inspired her to share her knowledge in a third setting: the university classroom. She joined Wharton at the University of Pennsylvania as an Instructor in the Business Communication for Impact program in 2022. In 2024 she had the privilege of co-instructing Wharton's inaugural Global Business Communication for Impact course.

Throughout her career, Camille has most enjoyed those opportunities where people's ability to communicate and connect drive positive outcomes. She believes that is possible in marketing, in the classroom, and in life.