

## ENRIQUE C. ORLINA

### office address:

Northwestern University  
School of Education and Social Policy  
Annenberg Hall, Room 318  
2120 Campus Drive  
Evanston, Illinois 60208  
tel: (847) 467-3871  
e-mail: rick.orkina@u.northwestern.edu

### home address:

1548 West Sherwin Avenue, Apt. 3N  
Chicago, Illinois 60626  
tel: (312) 415-6183

### education

**NORTHWESTERN UNIVERSITY**, Evanston, IL 2003-present

**Doctoral Candidate**, Learning Sciences Program, School of Education and Social Policy

Dissertation proposal accepted: "An Evaluation of a Dramatic Writing Educational Outreach Program"

Coursework:

#### Learning Sciences

- Learning in Context
- Knowledge Representation
- Design of Learning Environments
- Constructionist Approach to the Design of Learning Environments

#### Organization Theory

- Individuals in Organizations
- Group Processes in Organizations
- Behavior in Organizational Systems
- Organizations in Their Environment

#### Methodology

- Qualitative Field Studies
- Hierarchical Linear Modeling
- Longitudinal Analysis
- Experimental and Quasi-Experimental Methods

#### Other related courses

- Theories of Program Evaluation
- Education Policy
- Teacher Knowledge and Learning
- The History of Educational Reform
- Culture and Cognition

**STANFORD UNIVERSITY GRADUATE SCHOOL OF BUSINESS**, Stanford, CA

**Master of Business Administration**, general management June 1997

**NORTHWESTERN UNIVERSITY**, Evanston, IL

**Bachelor of Arts with Distinction**, physics and Integrated Science Program June 1988

**fellowships and awards**

Multidisciplinary Program in Education Sciences Fellowship, 2005-2008, Northwestern University

Oliver Marcy Prize, 1987, Northwestern University

Phi Beta Kappa, 1987

Phi Eta Sigma, 1987

**teaching experience**

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|---|------|
| Co-Instructor, Learning and Organizational Change 351<br><i>Modeling Organizations</i><br>Instructors Spiro Maroulis and Enrique C. Orlina<br>Winter Quarter, School of Education and Social Policy, Northwestern University                                      | 2007 |
| Teaching Assistant, Learning and Organizational Change 306<br><i>Studies in Organizational Change</i><br>Professors Louis Gomez and James P. Spillane<br>Winter Quarter, School of Education and Social Policy, Northwestern University                           | 2006 |
| Teaching Assistant, Learning Sciences 403<br><i>Learning in Context: Cognitive Science Foundations of the Learning Sciences</i><br>Professors Andrew Ortony and Penelope Peterson<br>Fall Quarter, School of Education and Social Policy, Northwestern University | 2004 |

**publications**

- Spillane, J. P., & Orlina, E. C. (2005). Investigating leadership practice: Exploring the entailments of taking a distributed perspective. *Leadership and Policy in Schools, 4*(3), 157-176.

**presentations**

- Spillane, J. P., & Orlina, E. C. (2006). School leadership: Using social network analysis. Paper presented at the Research Exchange on Teacher Networks, Evanston, Illinois.
- Spillane, J. P., & Orlina, E. C. (2005). Investigating leadership practice: Exploring the entailments of taking a distributed perspective. Paper presented at the Annual Meeting of the American Educational Research Association, Montreal, Quebec.

**poster sessions**

- Orlina, E. C. (2006, June). Theoretical framework for investigating the relationship between creativity and learning. Poster session presented at the IES Research Conference, Washington DC.

**professional experience**

**SUN MICROSYSTEMS, INC.** 1999-2004

**Senior Product Manager**, Operating Systems and Availability Marketing Menlo Park, CA

Developed content, events and collateral to arm Sun sales force with customer-directed Platform Software information, and to drive adoption and sales of Sun products. Specialized in programs that leveraged the constrained resources of OSA Marketing to educate a global sales force.

**Alliance Manager**, Solaris Partners Office, Solaris Software Menlo Park, CA

Managed ongoing relationships with 4 key Solaris system partners (Fujitsu, Fujitsu Siemens, Toshiba, and NCR) with goal of balancing partners' objectives with Sun's strategic direction. Developed strategic plans and evaluated business opportunities to grow Solaris sales volume.

**SONY ELECTRONICS INC.** 1990-1999

**Business Development Manager**, Engineering Technology Development San Diego, CA

Identified and evaluated new display technologies. Assessed market opportunities according to feasibility, strategic fit, cost, and profit potential. Marketed new projects to senior management.

**Associate Marketing Manager**, Information Technologies of America San Jose, CA

Developed and conducted market analysis study to determine Sony's brand image in PC retail channel prior to launching VAIO computer, Sony's first Pentium-based PC, compiling and analyzing data from more than 20 retail locations in 5 major markets to identify opportunities for Sony to reinforce its positioning strategy.

**Project Engineer**, Sony Display Tube Company San Diego, CA and Tokyo, Japan

Designed and manufactured picture tubes for televisions and computer monitors. Supervised process engineering and customer support on daily output of over 8,000 tubes. Managed international team of over 15 engineers in Sony's first TV picture tube design project outside of Japan, successfully achieving design goal of 10% material cost reduction, saving over \$10 million in first year.

**additional**

- Studied improvisational theatre with Al Samuels at Chicago's ImprovOlympic.
- Studied improvisational theatre at San Francisco's Bay Area TheatreSports.
- Co-produced the sketch comedy show "What You Need!" which opened at Chicago's ImprovOlympic in September 2004 and ran for 4 months.
- Produced the 1997 Stanford Graduate School of Business student show "Got Blues?" a musical comedy revue written, directed, and performed by students.
- Stage managed the 1996 Stanford Graduate School of Business student show "YMBA?"
- Performed in multiple vocal ensembles, including Northwestern's University Chorus (2003-present), Stanford's University Singers (1995-1997), and the San Diego-based a cappella group Black Tie Optional (1997-1999).