

Jun-1995

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Recommended Citation

(1995). Faculty Profile: Saul Auslander. *Bridgewater Review*, 14(1), 20.
Available at: http://vc.bridgew.edu/br_rev/vol14/iss1/9

FACULTY PROFILE

Saul Auslander

“Experience is the best teacher.” How many times have you heard that famous phrase and wondered whether it really was true? In the case of Saul Auslander, the chairperson of the Department of Management Science and Aviation Science, the years of experience have helped him become one of Bridgewater’s more highly respected instructors.

As with many faculty in the Management Science and Aviation Science department, Saul did not start out as a classroom teacher fresh out of graduate school. A midshipman from the U.S. Naval Academy at Annapolis (and a friend to another young midshipman, James Earl Carter of Georgia), Saul spent ten years as a Marine with combat service in Korea. Upon leaving military service, Saul took over the family business in New York City, and later attended New York University to pursue a Master’s in Business Administration.

After obtaining his degree, Saul set his sights on Wall Street, first with Merrill Lynch and later with Dean Witter. Rising quickly to a managerial level, Saul eventually accepted a position in Boston as New England director of one of the old line brokerage

houses, Dominick and Dominick. While at Dominick and Dominick Saul transformed the regional office into one of the most profitable in the country.

In the mid-80s after Dominick and Dominick became one of the casualties of the “go-go” Reagan years, Saul decided to leave the Wall Street world behind and enter academia. Saul read an ad about a position at Bridgewater and after some early teaching experience at Bentley, he joined the faculty here in 1984. Saul calls his decision to come to Bridgewater, “one of the best moves he has made.”

Like many faculty who come here from other academic or non-academic positions, Saul feels that Bridgewater is a “sleeping giant” that towers over many institutions with more recognizable names. Saul says without hesitation that the management program at the college is equal to that of the so-called three “Bs” — Babson, Bentley, and Bryant. He is impressed with the quality of the student body and their determination to prepare themselves for the business world. Because many of the students in the program come from working class backgrounds and have to juggle work with school, Saul feels that they are more focused and more serious about their careers.

The pride with which Saul talks about the students at Bridgewater carries over into the department that he heads. Saul is an unabashed proponent of the faculty in management science and aviation science and the diverse programs that are offered to the students. He is convinced that Bridgewater’s management science program is evolving into one of the premier programs in the region with a wide range of offerings, a growing fac-

ulty and over 800 enrolled students. The prospect of the college developing a School of Management along a university model before the year 2000 would be a natural outgrowth of a department on the move.

When Saul talks about his job as chairperson of the department he gets most animated as he reflects on the scores of graduates who have gone on to successful careers in the business world. Saul recalls Joanne Walker, an African-American woman with two children who worked her way through the program and is now a regional manager for IDS, a leading financial management corporation. Like many of the graduates in management science and aviation science, Joanne Walker is why Saul remains committed to public education and Bridgewater.

To see the excitement that Saul brings to his job and his love of the students, the only conclusion that can be reached is that the Department of Management Science and Aviation Science is in good hands. At 72, Saul has no interest in retiring. In fact, he is looking forward to seeing the department add new faculty and new programs, and work with the next generation of corporate managers. Additionally, Saul is working on a book which is a recollection of his days on Wall Street. Saul is a storyteller, and through humorous anecdotes and personal experiences, he plans to use the book as a way of showing how Wall Street works.

The love of his job and an appreciation of his students form a powerful union in Saul Auslander. But what makes Saul a special faculty member is that he brings a wealth of experience into the classroom. It is this experience that has helped countless graduates enter the world of business better prepared, and has helped Bridgewater’s management science program move closer to becoming the fourth “B” in business school excellence.



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