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EVIDENCE OF TEACHING EFFECTIVENESS

UNDERGRADUATE & GRADUATE COURSES

I have taught (and/or am currently teaching) five courses at RPI which include Advanced Financial Statement Analysis (Graduate), Financial Trading and Investing (QFRA Graduate), Student Managed Fund (Undergraduate and QFRA), Investments I (Undergraduate), and Managerial Finance (Undergraduate). My Advanced Financial Statement Analysis course is case-based and, to help students see how practitioners are analyzing stocks ex ante, incorporates actual sell-side analyst reports. In Financial Trading and Investing, I have integrated social media into student exercises and offer students experiential learning through the Interactive Brokers student trading laboratory. The Student Managed Fund has returned nearly 50% since it was launched with real capital in May of 2016.

Summary of (Median, Instructor Overall. 5.0 Maximum) Teaching Evaluations

	Spring 2020	Fall 2020	Spring 2021	Fall 2021	Spring 2022
Advanced Financial Statement Analysis (MGMT 6430)	<i>Parental Leave</i>				4.89
Financial Trading and Investing (MGMT 6240)		4.43		4.34	
Investments I (MGMT 4310)		4.11		4.00	

	Fall 2017	Spring 2018	Fall 2018	Spring 2019	Fall 2019
Financial Trading and Investing (MGMT 6240)	4.94		4.79		4.82
Student Managed Fund (MGMT 4960/6961)	4.88	4.90	4.67	4.18	4.31

Managerial Finance (MGMT 2320)		4.04			
		4.75			

Sample Feedback from Students

Financial Statement Analysis (MGMT 6430)
<ul style="list-style-type: none"> • Both the professor and the TA went above and beyond to ensure that everyone got the most out of this class. I thought this class was extremely valuable in the real-world sense. • I found this course quite enjoyable. The amount of work was fair and it greatly helped me learn the material. Prof. Shohfi took great care in helping his students learn and understand the concepts in the course. • Perfect. Thank you for all the guidance.
Financial Trading and Investing (MGMT 6240)
<ul style="list-style-type: none"> • This was the best class I've had over the last semester. Professor Shohfi helped us improve our knowledge base and overall understanding of financial trading. • Great Professor. Legitimately eager to help out students and was a great help especially for someone like me who came from a different background. • The most useful course that I have taken so far. The lectures were fast-paced and engaging. Interaction through twitter was interesting. RPI has great professors and Dr. Shohfi is one of the best!
Managerial Finance (MGMT 2320)
<ul style="list-style-type: none"> • One of the best classes I've taken here at RPI. I may only get a B, but I truly learned a lot from this course. • Great professor with a lot of passion and makes the course intriguing, especially compared to other courses. • Professor Shohfi was a great professor and he helped increase my interest in finance by frequently doing real world examples or using actual company info for problems.
Student Managed Fund (4960/6961)
<ul style="list-style-type: none"> • Easily one of my favorite professors at RPI. He actually cares about how students do in his class and is deeply invested in the process of their learning. • By far the best course I've taken at RPI. Prof. Shohfi is very knowledgeable and is able to share that knowledge with his students. He obviously cares about his students and takes time to make sure we understand what is going on in the class and throughout the world and how that pertains to the coursework. Best class I've taken, best professor I've had • Prof. Shohfi is one of the best professors at Lally. He gives accurate and constructive feedback for everyone, and improves the ability to learn the material. He takes an interest in the success of his students.

Via Social Media

Received (20)

Given (15)



Jeffrey Sherman

Investment Officer at NYS
Teachers Retirement System

July 13, 2017, Jeffrey reported
directly to Tom

Dr. Shohfi is an excellent professor. The classes that he taught, Financial Trading and Investing, and the Student Managed Fund, were two of the most enjoyable courses that I have ever taken. Dr. Shohfi is an extremely knowledgeable and engaging professor. He also takes a sincere interest in the success of each of his students. Dr. Shohfi is an incredible asset to Rensselaer Polytechnic Institute.



Brian O'Sullivan

Portfolio Management
Associate at Ellington
Management Group

June 10, 2016, Brian reported
directly to Tom

Dr. Shohfi is a great asset to the students of Rensselaer Polytechnic Institute. During my junior year his guidance and breadth of knowledge of the finance industry was invaluable in both my internship search and interview processes. He was very willing to support me throughout the spring semester by briefing me on several financial instruments and directing me to opportunities where I could network for my future, even though I was never enrolled in his classes. By the end of the semester I secured an internship largely due to his help.



Riccardo Aimone

Fixed Income ETF trader at
Susquehanna International
Group

December 30, 2015, Riccardo was
a client of Tom's

Tom was the professor for my Financial Trading and Investing class at RPI. I have been impressed from his full comprehension of different approaches to investments and valuation. Moreover, he has been able to tailor the course to the heterogeneous level of the class. Although his research commitment, Tom was always available for helping students not just with homework and lectures but for personal concerns too. Personally, we had a talk before I had a job interview and Tom helped me to stay calm and focused. Professor Shohfi is an excellent teacher and Tom a great person.



Conner Van Pevenage

Credit Portfolio Trading
Associate at Morgan Stanley

April 24, 2015, Conner was a client
of Tom's

Professor Shohfi was an outstanding professor for my Investment Management class. Not only was he extremely knowledgeable and able to leverage his experience and research in his teaching, but he also took time to help students learn. He was always more than willing to hold review sessions and help students like me. He was an outstanding professor.



Clayton Pfannenstiel, CFA

Research Analyst at Fidelity
Investments, focusing on
high yield debt and levered
equities investments.

March 19, 2010, Clayton reported
directly to Tom

Tom was a great adviser in our Applied Investment Management class. Especially valuable was his candid feedback to our investment ideas and his ability to help us generate new ideas. His mentoring has helped immensely in my current career.



Xueqi (Cheryl) Wang

Ayco, a Goldman Sachs
Company | Quantitative
Investment Analyst | CFA
Level III Pass | MATLAB |
Python | R | VBA | SQL

December 20, 2016, Xueqi
(Cheryl) reported directly to Tom

It is rare that you come across a professor like Dr. Shohfi. Under his guidance, Student Managed Fund and Financial Trading & Investing have been the most resourceful and enjoyable classes I have ever taken. He has built a reputation as someone who owns a broad vision as well as practical attitude. Being one of the greatest motivators I have met, he is the “go to person” when questions arise. His patience and willingness inspired me to do the best job as I can. Meanwhile, his strictness and prudence have clearly helped me grow as a financial professional. All his conscientiousness for teaching, preciseness in knowledge and innovative thinking has made him a respected advisor. I feel very fortunate and grateful for studying in his class and working with him in the James Fund.

DOCTORAL STUDENTS & INDEPENDENT STUDIES

My time has also been devoted to independent studies with both undergraduate and graduate students. I have chaired two dissertation committees at RPI and served on two others. In my first chair opportunity, finance doctoral student Daqi Xin and have collaborated on a manuscript entitled “Gender and Earnings Conference Calls” which is R&R at the *Journal of Accounting Research*. My second student, Wenyao Hu, has developed several projects analyzing conference call transcripts that I believe have top accounting journal publication potential. Accounting student Amy Hu (advisor Qiang Wu) and I have examined the influence of sell-side analyst reports on hedge fund activism in a paper that is R&R at *Contemporary Accounting Research*. I have served on one other dissertation committee (James Donato, with Brian Clark as his advisor) and we successfully collaborated on a project published at *the Journal of Banking and Finance*. I hope to continue to work with doctoral students in the future. I value the opportunity for both mentoring and collaboration.

I frequently participated in RPI’s Undergraduate Research Program (URP). For example, I advised undergraduate Hilary Fryd in studying the relationship between cyber security and audit fees. I also worked with a visiting Chinese doctoral student Qiuyue Zhang on a study examining the IPO approval process in China. In the spring 2018 semester, I worked with two undergraduates at RPI to produce studies related to robo-advisors and other current topics in investment management. Recently, I have also advised undergraduate computer science student Gabe Orlanski in his efforts to analyze financial content using natural language processing. Finally, I raised money from family and friends to sponsor a business-field doctoral student best paper award at the Lally School of Management in honor of my deceased father, Donald Shohfi. This effort also funded the purchase of a research server that facilitates large data set analysis and has been an essential tool of many RPI researchers.

CASE COMPETITIONS AND PROFESSIONAL ORGANIZATIONS

Through relationships with various organizations, I have also encouraged students to participate and advised competitors in various case competitions. These include the CFA Institute Investment Research Challenge, Southeastern Hedge Fund Competition, and the Bloomberg Trading Challenge. Further, I typically spend two to three hours per week mentoring students for career planning and interview preparation. I have helped students secure jobs at firms like Ellington Management, Susquehanna International Group, the New York State Teachers Retirement System, and many others.

My mentorship of students extends to the pursuit of professional certifications. Since arriving at RPI, I have enrolled Lally in the Chartered Financial Analyst (CFA) Institute University Affiliation Program, Chartered Alternative Investment Analyst (CAIA) Association, and Global Association of Risk Professionals (GARP) Academic Partners Program. Through these programs, I am able to award valuable exam scholarships to our students. I also advise students on preparatory materials and help them find discounts. I believe professional certifications are extremely valuable for our students and I am, as a result, pursuing additional designations on my own time (i.e. CISA, CFE, etc.). I have integrated material from these exams into my teaching and find that I am more effective in the classroom by keeping up to date on important topics in financial analysis, alternative investing, and risk management through the continuing education programs of these associations.