

Peter J. Lane, Ph.D.

Peter T. Paul College of Business & Economics
University of New Hampshire
Durham, NH 03824

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EDUCATION

University of Connecticut, Doctor of Philosophy in Business Administration (1996)

University of Massachusetts Amherst, Master of Business Administration (1992)

University of New Hampshire, Bachelor of Arts, History (1981)

FACULTY EXPERIENCE

- | | |
|-------------|--|
| 2011 - | Professor of Strategy & Technology, Paul College of Business & Economics.
University of New Hampshire, Durham, NH |
| 2003 - 2011 | <i>Associate Professor of Strategy & Technology</i> , Whittemore School of Business & Economics, University of New Hampshire, Durham, NH |
| 2002 - 2003 | <i>Associate Professor of Management</i> , WP Carey School of Business
Arizona State University, Tempe, AZ |
| 1998 - 2002 | <i>Assistant Professor of Management</i> , College of Business
Arizona State University, Tempe, AZ |
| 1996 - 1998 | <i>Assistant Professor of Management</i> , Kelley School of Business,
Indiana University, Indianapolis, IN |

ACADEMIC LEADERSHIP ROLES

Business School Leadership Roles

- | | |
|-------------|---|
| 2021 – 2022 | Chair, Paul College Dean Search Committee , Paul College of Business & Economics, University of New Hampshire, Durham, NH |
| | <ul style="list-style-type: none">• Appointed by Provost• Lead successful search process with high levels of engagement by faculty, staff, and Dean's Advisory Board |

2021 – **Faculty Director, NH Physicians Leadership Development Program**, Paul College of Business & Economics, University of New Hampshire, Durham, NH

- Appointed by Dean's Office
- Assist the Associate Dean and NH Medical Society former President in planning and executing overlapping two-year cohorts.
- Teach in the program and support other instructors as needed

2020 – **Chair, Management Department**, Paul College of Business & Economics, University of New Hampshire, Durham, NH

- Elected by Management Department faculty & approved by the Dean
- Led the development of department strategic priorities covering AY 2020-21 and 2021-22. The priorities focused on three areas: (a) Improving Department Climate, (B) Strengthening research commitment, and (C) Improving Teaching.
- Lead total redesign of Management Option within BS Business Administration including creation of two new tracks. Oversaw the process of gaining course and option approvals and introducing the new option to prospective students.
- Redefined the Management Department teaching role in PHIL 431 Business Ethics, an interdisciplinary course team taught with the Philosophy Department. Hired two lecturers to fill those redesigned roles.
- Successfully nominated department faculty for major university college awards: UNH Outstanding Assistant Professor, Paul College Research Excellence, Paul College Tenure-Track Teaching Excellence.
- Successfully supported a department faculty member for a Fulbright Fellowship.
- Represented department interests on college Executive Committed and assisted the Dean and Associate Deans in the leadership of the college.

2019 – 2020 **Chair, Hospitality Management Department**, Paul College of Business & Economics, University of New Hampshire, Durham, NH

- Asked by dean & department faculty to lead turn-around of department with 4 tenure track and 2 full-time non-tenure track faculty
- Led approval process for and rapid roll out of new BS Hospitality Management curriculum
- Analyzed enrollment losses and problems with major retention and initiated responses
- Launched a graduate certificate in Hotel Management & Analytics
- Re-engaged hospitality industry advisory board
- Represented department interests on college Executive Committed and assisted the Dean and Associate Deans in the leadership of the college.

2012 – 2017 **Associate Dean of Faculty & Graduate Programs**, Paul College of Business & Economics, University of New Hampshire, Durham, NH

- Led faculty development efforts (2012 - 2017)
- Led faculty administration for college (2012 - 2017)
- Oversaw revamp of MA in Economics Program (2016 - 2017)
- Led redesign & new recruitment strategy of MBA programs (2014 - 2017)
- Assisted with corporate relationship development & stewardship (2012 - 2017)
- Member of university team that successfully negotiated the first contract with the AAUP Lecturers Union - full-time, non-tenure track teaching faculty (2013-2015)
- Oversaw marketing of college (2012 – 2014)
 - Oversaw first integrated marketing plan & calendar for college
- Financial standards team member for NEASC accreditation renewal (2013 – 2014)

2008 - 2011 **Chair, Marketing Department**, Paul College of Business & Economics, University of New Hampshire

- Asked by dean & department faculty to lead turn-around of department with 6 tenure track and 3 full-time non-tenure track faculty
- Hired and mentored new tenure-track faculty
- Led rewriting of bylaws and policies
- Led creation of first research statement & tiered journal list
- Hired respected full professor of Marketing to take over as chair

2005 - 2008 **Co-Director, MS in Management of Technology Degree Programs** (NH & S. Korea), Paul College of Business & Economics, University of New Hampshire

- Led redesign and implementation of two versions of an innovative graduate program for engineers and other in technical/scientific roles
 - A 2-year customized version for rising stars at BAE Systems
 - A 1-year open enrollment version taught evenings in Seoul, S. Korea
 - A 1-year open enrollment version taught evenings in Manchester, NH

1998 - 2003 **Co-Director, Full-time MBA Program Core Curriculum Coordinating Committee**, W.P. Carey School of Business, Arizona State University

- Ensured core courses were aligned with program goals & collectively created the desired learning experience for students
- Helped to lead the redesign and implementation of the Full-time MBA program

International Professional Association Leadership Roles

- 2009 - 2011 Executive Board, Knowledge & Innovation Interest Group, Strategic Management Society
- 2005 - 2007 Executive Board, Strategy Process Interest Group, Strategic Management Society
- 1999 - 2001 Executive Committee, Business Policy & Strategy Division, Academy of Management
- 1996 - 1999 Treasurer, Business Policy & Strategy Division, Academy of Management

HONORS AND AWARDS

- Outstanding Fraternity Adviser 2022, UNH Fraternity & Sorority Life Office
- Outstanding Professor Award, BAE MS-MOT Class of 2008
- Class of 1941 Professor (for research, teaching & service), University of New Hampshire, 2005 - 2007
- Full-time MBA Teaching Award, WSBE Full-Time MBA Class of 2005
- Research Excellence Award, UNH Whittemore School of Business & Economics, 2004-2005
- Best Paper Proceedings, BPS Division, Academy of Management meetings, 1998, 2002
- Eli Lilly Alumni Teaching Award (Greatest Contribution to Evening MBA Program), Indiana U. 1997
- Teaching Excellence Award, Evening MBA Program, Indiana U., 1997 & 1998
- Beta Gamma Sigma Honor Society
- Phi Kappa Phi Honor Society

REFERRED JOURNAL PUBLICATIONS

[Publications & Citations in Google Scholar](#)

- Makri, M., Hitt, M. and Lane, P.J. (2010) Complementary technologies, knowledge relatedness and invention outcomes in high technology mergers and acquisitions. *Strategic Management Journal*, 31(6): 602-628.
- Makri, M. and Lane, P.J. (2007) A search theoretic model of productivity, science, and innovation, *R&D Management*, 37(4): 303-317.
- Makri, M. and Lane, P.J. (2007) Responding to technological maturity: A socio-cognitive model of science and innovation in technological communities, *Journal of High Technology Management Research*, 18(1): 1-14.
- Lubatkin, M., Lane, P.J., Collin, S. and Very, P. (2007) An embeddedness framing of governance and opportunism: Towards a cross-nationally accommodating theory of agency. *Journal of Organizational Behavior*, 28(1): 43-58.

- Makri, M., Lane, P.J. and Gomez-Mejia, L.R. (2006) CEO incentives, innovation, and performance in technology-intensive firms: A reconciliation of outcome and behavior-based incentive schemes. *Strategic Management Journal*, 27(11): 1057-1080.
- Lane, P.J., Koka, B., & Pathak, S. (2006) The reification of absorptive capacity: A critical review and reconceptualization. *Academy of Management Review*, 31(4): 833-863.
- Lubatkin, M., Lane, P.J., Collin, S., and Very, P. (2005) The origins of a nationally-bounded governance heritage: A historical institutional analysis of principal-agent relations in the U.S., Sweden and France. *Organization Studies*, 26(6): 867-888.
- Lane, P.J. and Klavans, R. (2005) Science intelligence capability and innovation performance: An absorptive capacity perspective. *International Journal Technology Intelligence and Planning*, 1(2): 185-204.
- Sirmon, D. and Lane, P.J. (2004) A model of cultural differences and international R&D alliance performance. *Journal of International Business Studies*, 35(4): 306-319.
- Dess, G., Ireland, D., Zahra, S., Floyd, S. Janney, J., and Lane, P.J. (2003) Emerging issues in corporate entrepreneurship. *Journal of Management*, 29(3): 351-378.
- Lane, P.J., Salk, J.E., and Lyles, M.A. (2001) Absorptive capacity, learning, and performance in international joint ventures. *Strategic Management Journal*, 22(12): 1139-1161.
- Lubatkin, M.H, Florin, J, and Lane P.J. (2001) Learning together and learning apart: A process model of reciprocal interorganizational learning. *Human Relations*, 54(10): 1353-1378.
- Floyd, S.W. and Lane, P.J. (2000) Strategizing throughout the organization: Managing strategic renewal and strategic role conflict. *Academy of Management Review*, 25(1): 154-177.
- Lane, P.J., Cannella, A.A., and Lubatkin, M.H. (1999) Ownership structure and corporate strategy: One question viewed from two different worlds. *Strategic Management Journal*, 20(11): 1077-1086.
- Lane, P.J., Cannella, A.A., and Lubatkin, M.H. (1998) Agency problems as antecedents to unrelated diversification: Amihud and Lev reconsidered. *Strategic Management Journal*, 19(6): 455-578.
- Lane, P.J. and Lubatkin, M.H. (1998) Relative absorptive capacity and interorganizational learning. *Strategic Management Journal*, 19(5): 461-477.
- Lubatkin, M.H and Lane, P.J. (1996) Psst...The merger mavens still have it wrong! *Academy of Management Executive*, 10(1): 21-37.

BOOK CHAPTERS

- Floyd, S.W. and Lane, P.J. (2010) Facilitating Strategic Renewal by Managing Strategic Role Conflict. In F. Bournois, J. Duval-Hamel, S. Roussillon and J.L. Scaringella (Eds.), *Handbook of Top Management Teams*, Palgrave Macmillan, 449-459.
- Lane, P.J. (2005) Homesteading on the Endless Frontier: Mapping Science to Cultivate Innovation. In S.W. Floyd, J. Roos, C. Jacobs, and F. Kellermanns (Eds.), *Innovating Strategy Processes*, New York: Blackwell Publishing, 17-22.
- Lubatkin, M., Lane, P.J., and Schulze, W.S. (2001) A Strategic Management Model of Agency Relationships in Firm Governance. In J. Harrison and M.A. Hitt (Eds.), *The Handbook of Strategic Management*, New York: Blackwell Publishing, (229-258).
- Lane, P.J., Lyles, M.A., and Salk, J.E. (1998) Relative Absorptive Capacity, Trust, and Learning in International Joint Ventures, In M.A. Hitt, J.E. Ricart, and R.D. Nixon (Eds.), *Managing Strategically in an Interconnected World*. New York: John Wiley & Sons: 373-397.

CONFERENCE PRESENTATIONS

- Lane, P.J. Learning to Learn with Big Brother: Towards a Research Agenda for Absorptive Capacity & AI. Presentation for panel "Absorptive Capacity in the Digital Era," Academy of Management Conference, August 2023, Boston MA.
- Lane, P.J. Family Business Identities, Upper Echelons, and Governance in Family Firms. Accepted for Strategic Management Society Conference "Rethinking Corporate Strategy in the Age of Paradox," Hyderabad, India: December 2018.
- Bstieler, L. and Lane, P.J. Resource Needs, Relational Advantages and New Product Development Project Outcomes: A Study of Austrian Manufacturers. 2006 Strategic Management Society Conference.
- Makri, M. & Lane. A Knowledge-based Approach to Predicting Innovation Outcomes of High-technology Mergers and Acquisitions, 2004 Strategic Management Society Conference, San Juan (Best Paper Finalist)
- Makri, M. & Lane. Science Relatedness, Technology Relatedness and Collaborative Innovation. 2004 Academy of Management meeting, New Orleans.
- Lane, P.J. and Sirmon, D. Meso-logic: reconciling a firm's macro and micro strategic mental models to improve performance. 2003 Academy of Management meeting, Seattle. BPS Best Paper Proceedings
- Lane, P. Pathak, S, and Koka, B., A Thematic Analysis and Critical Assessment of Absorptive Capacity Research. 2002 Academy of Management meeting, Denver. BPS Best Paper Proceedings
- Lane, P. & Sirmon, D. Function Logics: Coordinating Routines and Influencing Alliance Performance. 2002 Academy of Management meeting, Denver.
- Lane, P. & Klavans, R. Science Strategy: Theory, Practice & Measurement. 2001 Strategic Management Society meeting, San Francisco.
- Lane, P. & Klavans, R. Exploring Science Strategies in Three Industries. 2001 R&D Management Conference, National Institute of Technology Management, University College Dublin, Ireland

- Lane, P.J., Makri, M., and El-Hakim, S. Science Quality, Patent Quality, and Firm Performance. 2000 Strategic Management Society Conference, Vancouver.
- Lane, P.J. Science Strategies: Managing Science, Technology, Product Market Positions Over Time. 2000 Academy of Management meeting, Toronto.
- Lane, P.J. Exploring the Iberoamerican Research Agenda. 1999 Iberoamerican Academy of Management Conference, Madrid.
- Lane, P.J. Science Platforms and Science Strategies: Managing Portfolios of Technology Platforms and Product Market Positions Over Time. 1999 Strategic Management Society meeting, Berlin. Nominated for Best Paper Award.
- Makri, M., Lane, P.J., and Gomez-Mejia, L.R. Science, Innovation, and CEO Pay in High Technology Firms. 1999 Strategic Management Society meeting, Berlin.
- Lane, P.J. and Makri, M. Science-based Strategies: Using Science to Adapt to Hypercompetition. 1999 Academy of Management meeting.
- Makri, M., Lane, P.J., and Gomez-Mejia, L.R. Science, Innovation, and CEO Pay in High Technology Firms. 1999 Strategic Management Society meeting, Berlin.
- Lane, P.J. and Steensma, K. Science Platforms and Technology Sourcing: Rethinking the 'Make or Buy' Trade-off. 1999 Academy of Management meeting.
- Lubatkin, M., Lane, P.J., Collin, S., and Very, P., National Institutions, Opportunism, and Governance: An Institutional Model of Corporate Governance. 1999 Academy of Management meeting.
- Lane, P.J., Science & Strategic Management, Presented in the symposium "Scientometrics: Recent Advances in Measurement and Application in Industry," 1999 American Association for the Advancement of Science, Anaheim, CA.
- Lubatkin, M.H, Florin, J., and Lane P.J. Reciprocal Learning Alliances. 1998 Strategic Management Society Conference, Orlando.
- Klavans, R. and Lane, P.J. Analyzing a Competitor's Science and Technology Platforms, 1998 Society of Competitive Intelligence Professionals International Conference, Chicago.
- Lane, P.J., Lyles, M.A., and Salk, J.E. Knowledge Acquisition and Performance in Transitional Economy Joint Ventures. 1998 Academy of Management meeting, San Diego. Best Paper Proceedings.
- Florin, J, Lubatkin, M.H, and Lane P.J. Learning Together and learning Apart: A model of Reciprocal Interfirm Learning. 1998 Academy of Management meeting, San Diego.
- Lane, P.J. Knowledge Management Strategies: The Link Between a Firm's Scientific Knowledge and Applied Technology, 1998 INFORMS Mid-Winter Conference, Keystone, Colorado.
- Lane, P.J., Salk, J.E., and Lyles, M.A. A Relative Absorptive Capacity Model of Learning and Performance in Transitional Economy International Joint Ventures, 1997 Strategic Management Society Conference, Barcelona.
- Lane, P.J., Deeds, D.L., and Klavans, R. Firm Knowledge, Knowledge Management, and Technology Sourcing Alliances, 1997 Strategic Management Society Conference, Barcelona.
- Lane, P.J. and Lubatkin, M.H. Relative Absorptive Capacity and Interorganizational Learning. 1997 Academy of Management meeting, Boston.

- Lane, P.J., Floyd, S.W., and Wooldridge, B. Discretion, Middle Managers, and the Strategic Process. 1997 Academy of Management meeting, Boston.
- Florin, J, Lubatkin, M.H, and Lane P.J. Cooperate to Learn and Compete: An Integrative Framework of Learning, Trust, and Value. 1997 Academy of Management meeting, Boston.
- Lane, P.J. and Lubatkin, M.H. Relative Absorptive Capacity and Interorganizational Learning. 1997 European Group for Organizational Studies Conference, Budapest.
- Florin, J, Lubatkin, M.H, and Lane P.J. Cooperate to Learn and Compete: An Integrative Framework of Learning, Trust, and Value. 1997 Eastern Academy of Management, 1997. Best Conceptual Paper Award Winner.
- Lane, P.J., Lubatkin, M.H., and Collin, S. Testing the Limits of Agency Theory. 1996 Strategic Management Society Conference, Phoenix.
- Floyd, S.W. and Lane, P.J. Strategizing Throughout the Organization: A Contingency Model of Managerial Roles. 1996 Strategic Management Society Conference, Phoenix.
- Florin, J, Lubatkin, M.H, and Lane P.J. Cooperate to Learn and Compete: An Integrative Framework of Learning, Trust, and Value. 1997 Eastern Academy of Management.
- Ribbens, B.A. and Lane, P.J. Blinded by the Light? CEO Prestige and Investor perceptions of Managerial Competence. 1996 Academy of Management meeting, Cincinnati.
- Lane, P.J. and D'Aveni, R.A. Limiting Opportunism or Limiting Opportunities? Board Vigilance, Managerial Discretion, and Shareholder Returns. 1995 Strategic Management Society Conference, Mexico City.
- Lane, P.J. Agency Problems in Mergers and Diversification: Reconsidering Large Shareholder Monitoring of Corporate Strategy. 1995 Academy of Management meeting, Vancouver.
- Lane, P.J. Balancing the Books or Closing the School? Transaction Costs, Organizational Capabilities, and Information Technology Outsourcing. 1995 Eastern Academy of Management, Ithaca, NY
- Lane, P.J., Cannella, A.A., and Lubatkin, M.H. Agency Problems as Antecedents to Unrelated Diversification: Amihud and Lev Reconsidered. Workshop on Schools of Thought in Strategic Management, Erasmus University Rotterdam, December 1994.
- Lane, P. J. and Mangaliso, M.P. Toward a Model of Environment, Innovation, and Performance. 1994 Meeting of the Decision Sciences Institute, Honolulu.
- Lane, P.J. Internal Advantage from External Knowledge: Interorganizational Learning and Organizational Culture in the Capabilities Development Process. 1994, Academy of Management meeting, Dallas, TX, August 1994.
- Lane, P.J., Cannella, A.A., and Lubatkin, M.H. Agency Problems as a Precursor of Diversification Decisions. 1994 Academy of Management meeting, Dallas.
- Lane, P.J. and Ribbens, B.A. Social Influence Model of Top Management - Investor Communications. 1994 Eastern Academy of Management meeting, Albany, NY.
- Lane, P.J. Internal Advantage from External Knowledge. 1st Organizational Studies Doctoral Student Conference, Albany, NY, October 1993.

Floyd, S.W. and Lane, P.J. Core Capability and the Strategy Process: A Conceptual Integration. 1993 Academy of Management meeting, Atlanta.

Lane, P.J. Taking the Long View: Refocusing First-Mover Advantage Analysis in Strategic Management Research. 1993 Eastern Academy of Management meeting, Providence, RI.

Lane, P.J. Managerial Motives in Conglomerate Mergers: Opportunistic Agents or Good Stewards? 1993 Eastern Academy of Management meeting, Providence, RI.

Mangaliso, M.P. and Lane, P.J. The Role of Turbulence in Strategic Management Theory. 1992 Eastern Academy of Management meeting, Baltimore, MD.

NON-ACADEMIC PUBLICATIONS

"Part of Society, Not Just Living Off It," an op-ed opinion piece in *The Boston Globe*, July 29, 1997; with Bruce Freed, President, Integrated Strategies, Washington, DC.

"The CEO as an Effective External Leader - A Checklist," *Directorship* (February 1997, pg. 6-7); with Bruce Freed, President, Integrated Strategies, Washington, DC.

"Investors Hold Key to CEO Leadership," an op-ed opinion piece in *The Boston Globe*, May 7, 1996, with Bruce Freed, President, Integrated Strategies, Washington, DC.

"CEOs Must Solve Society's Problems," an op-ed opinion piece in *The Boston Globe*, Nov. 28, 1995, with Bruce Freed, President, Integrated Strategies, Washington, DC.

PC Reports, Contributing writer; Reviews of software including introduction of MS Windows 3.0.

The Quarterly Review of Wines, Contributing writer; Articles on wines and single malt Scotches

EXECUTIVE EDUCATION & CONSULTING

NH Physicians Leadership Development Program

Next Level Leadership Consortium

New England Wire Technology (Lisbon, NH)

Velcro USA (Manchester, NH)

Teleflex, Inc. (Limerick, PA)

G.E. Capital Corp. (Stamford, CT)

Albany Engineered Composites (NH)

Northern Elastomeric, Inc. (Brentwood, NH)

Lonza Biologics (Portsmouth, NH)

UNH Paul College Center for Family Business

UNH Paul College Leadership Certificate Program

UNH Corporate Sustainability Institute

SK Group (Seoul South Korea)

National Association of Manufacturers

R.R. Donnelly (Chicago, IL)

TEACHING EXPERIENCE

Ph.D. Courses

Strategic Management Content (ASU 1999)

Strategic Management Process (ASU 2000)

Socio-cognitive Models of Strategic Management & Innovation (ASU 2001)

MBA & MS-Management of Technology Courses

Strategic Management – Online MBA (2022)

Managing Growth & Innovation – Online MBA (2022)

International Business – Online MBA (UNH 2018 - 2021)

MBA Consulting Project (elective: ASU 2001-2003; required: UNH 2003-2006, 2019 - 2021)

China Residency Program – 10 days (UNH 2009, 2010, 2011, 2018)

International Management (Indiana U. 1996-1997; UNH 2011)

Strategic Management (UConn 1995-1996; Indiana U. 1996-1997; ASU 1999-2003; UNH 2004-2012)

Strategic Management of Technology (UConn 1995-1996; Indiana U. 1996-1998; UNH 2004, 2006, 2009)

Managing Emerging Technologies (UNH 2006 - 2012)

Managing Organizational Change (Indiana U. 1996 -1998, ASU 2002-2003, UNH 2006-2009)

Entrepreneurship (Indiana U. 1996-1997, UNH 2005)

Knowledge Management (Indiana U., 1997, Ecole Management Lyon 2000)

Introduction to Competitive Intelligence (Indiana U. 1998)

Undergraduate Courses

Strategic Management (UConn 1992-1995, Indiana U. 1997)

Entrepreneurship (UConn 1995-1996)

Dissertations

Committee Member: Steven Gove, "The Effect of Social Identification on Director Involvement in Governance Roles," WP Carey School of Business, Arizona State University, May 2004.

Committee Chair: Marianna Makri, "A Knowledge-Based Approach to Predicting Innovation Outcomes of High-Technology Mergers and Acquisitions," WP Carey School of Business, Arizona State University, May 2003.

PROFESSIONAL SERVICE

Editorial Boards: *Journal of Management*, *Organization Science*, *Journal of International Business Studies*

Ad-hoc reviewer for *Strategic Management Journal*, *Academy of Management Journal*, *Academy of Management Review*, *Journal of Management Studies*, *IEEE Transactions on Engineering Management*, *Manufacturing & Service Operations Management*, *Research Policy*

ACADEMIC SERVICE

University of New Hampshire (2003 – present)

Intellectual Property Working Group, 2013 - 2014

NEASC Reaccreditation Committee (Financial Resources Sub-Committee), 2012 -2014

Research Development Working Group, 2011 - 2012

University Central Budget Committee, 2010 – 2014

University Graduate School, Grad TA Summer Grants Committee, 2008 – present

Faculty Senate, 2007-2008

University Athletic Advisory Committee, 2004-2005

Paul College / Whittemore School of Business & Economics Service (2003 – present)

Member, UNH CEO & Family Enterprise Center Advisory Board, 2017 -

Graduate Curriculum & Assessment Committee, 2018 - 2020

Holloway Entrepreneurship & Venture Creation Award Committee, 2004 – present

Building Committee for Peter T. Paul College of Business & Economics, 2008 – 2012

Intellectual Contributions Continuous Improvement Committee, 2008 – 2012

Strategic Management Search Committee, 2010 – 2011

Marketing Dept. Chair Search Committee, 2008 – 2009, 2009 – 2010, 2010 – 2011

Executive Development Programs Director Search Committee, 2010

Holloway Business Plan Competition, 2004-2010

WSBE Promotion & Tenure Committee, 2005-2007

WSBE Policy & Procedures Committee, 2005-2007

Full-time & Part-time MBA Redesign Teams, 2004-2006

Technological Entrepreneurship Focus of Excellence Project, 2003-2004

MS Management of Technology Redesign Committee, 2003-2004

Hamel Center for Technology & Innovation Management Re-launch Proposal, Spring 2004

Arizona State University (1998-2003)

MBA Day Program - 2nd Year Curriculum Review Committee, 2001

Advisor to Master's Consulting Group (MBA consulting service), 2001-2002
Master Consulting Group Fall Case Competition & AZ Case Competition, 2001-2002
Management Dept. - Faculty Search Committee, 1998-1999, 2000-2001
Management Dept. - Ph.D. Policy Committee, 1998-2002
Management Dept. - Comprehensive Exam Committee, 1999-2001
Management Dept. - Ph.D. Personnel Committee, 2000-2001, 2002-2004
Exploratory Committee, Formation of McIntyre Center for Corporate Governance, 2001-2002
University Library Liaison Committee (journal list downsizing project), 2000-2002
Technology Roadmap Workshops, ASU Manufacturing Institute, 1999
Technology Transfer Workshops, Office of Technology Collaborations & Licensing, 2003-2004

Indiana University (1996-1998)

Undergraduate Scholarship & Awards Committee, 1998
Developed proposal for a High Technology concentration for Evening MBA, 1997
Major restructuring of strategic management curriculum for IU Evening MBA, 1996

TECHNOLOGY TRANSFER PROJECTS

University of New Hampshire (2003-Present)

Ozone Sensor Commercialization Project (Prof. Robert Talbot, Earth, Ocean & Space Institute):
Market assessment and business plan. Spinout business subsequently launched.

Analytical Ultra-centrifuge Commercialization Project (Prof. Thomas Laue, Center to Advance
Molecular Interaction Science): Market assessment and assistance developing business
plan. (Spinout business subsequently launched.)

Biomolecular Interaction Technology Center: National Science Foundation Program Evaluator for an
industry/university collaborative research center 2005 - 2007.

Arizona State University (1998-2003)

Technology Transfer Strategic Vision Workshop, Office of Technology Collaborations & Licensing

INTERNATIONAL EXPERIENCE

2021 Developed and mentored remote MBA consulting projects with South American companies
2009, 2010, 2011, 2018 Faculty Leader, MBA & EMBA International Residency in China
2006 Special Lecturer, Strategic R&D Management, SK Group, Seoul, South Korea.
2005-08 Co-Director & Instructor, UNH MS Management of Technology Program, Seoul, South Korea

2000 Visiting Professor, Knowledge Management MBA elective, Ecole Management Lyon (EM Lyon)

1983-85 Founding partner of a company that imported wines from France, Italy, Germany, and Portugal

Born in Fulda, Germany (father serving in U.S. Army – US citizen)

NOT-FOR-PROFIT LEADERSHIP ROLES

2009 – 2022 *Board Member & Chapter Advisor*, Sigma Beta Alumni Association

- As Board Member Helped direct \$1.6 million renovation of a historic UNH fraternity house and re-launch of the active chapter.
- As Chapter Adviser worked with members to comply with UNH policies, develop leadership skills, and improve their GPAs
- By Fall 2021 the Chapter's GPA had improved from below average for fraternities on campus to the second highest of 12 recognized fraternities.

2000 – 2002 *Co-founder & Co-Director*, Scottsdale Supporters of the Gifted

- Worked with the Scottsdale Unified School District to develop and implement enhanced curriculum and support services for academically gifted children.

NON-ACADEMIC WORK EXPERIENCE

1991 *Market Analyst*, TAL Financial Corporation, Framingham, MA (part-time)

1986 - 1990 *General Manager*, Indian Meadows Restaurant, Westborough, MA

1986 *Sales*, Scandinavian Design, Natick MA

1985 - 1986 *New England Sales Manager*, Grapevine Imports, Inc., Medford, MA

1983 - 1985 *Partner and Sales Manager*, Alexander Wines, Ltd., Duxbury, MA

1982 - 1983 *Wine and Spirits Broker*, Lawrence Wolfe Associates, Braintree, MA

1980 - 1982 *Retail Manager*, Merchants Wine & Spirits, Boston MA