

## CURRICULUM VITA

March 2013

**NAME:** Michael W. Pustay

**TELEPHONE:** (979) 845-4254 (Office)  
(979) 845-9641 (FAX)

**E-MAIL:** [pustay@tamu.edu](mailto:pustay@tamu.edu)

**TITLE:** Professor of Management  
and Anderson Clayton Professor of Business Administration  
Mays Business School  
Texas A&M University  
College Station, Texas 77843-4221

**EDUCATION:** B.A., summa cum laude  
Washington and Lee University, 1969

M.Phil., Economics  
Yale University, 1971

Ph.D., Economics  
Yale University, 1973

**FELLOWSHIP  
AND AWARDS:**

Mays Service Excellence Award, 2012  
 CBA Service Achievement Award, 1985  
 CBA Research Achievement Award, 1984  
 Yale University Fellowship: 1969-1970, 1972-1973  
 NDEA Title IV Fellowship: 1970-1972  
 Woodrow Wilson Fellow: 1969  
 Omicron Delta Epsilon: 1969  
 Phi Beta Kappa: 1968  
 Phi Eta Sigma: 1966

**DISSERTATION  
TITLE:**

"Effect of Regulation on Resource Allocation in the  
 Domestic Trunk Airline Industry"

**ACADEMIC  
EXPERIENCE:**

Assistant, Associate, Full Professor of Management  
 Texas A&M University  
 September, 1980 to present

Assistant, Associate Professor of Economics  
 Bowling Green State University  
 September, 1978 to August, 1980

Assistant Professor of Economics  
 Purdue University  
 August, 1973 to August, 1978

Acting Instructor  
 Yale University  
 September, 1972 to June, 1973

Teaching Fellow  
 Yale University  
 September, 1971 to June, 1972

**GRADUATE  
COURSES TAUGHT:**

International Business Policy; Markets and Public  
 Policy; Price Theory; Industrial Organization; International  
 Management; Transportation Economics

**UNDERGRADUATE COURSES TAUGHT:**

International Environment of Business; Business and Government; Legal and Social Environment of Business; Industrial Organization; Transportation Economics; Man and Transportation; Contemporary Economic Problems; Principles of Economics; Intermediate Microeconomics

**PROFESSIONAL MEMBERSHIPS:**

Academy of Management; Academy of International Business; International Trade and Finance Association; American Economic Association; Southern Economic Association; Western Economic Association; Association for Canadian Studies in the United States; Transportation Research Forum

**GRANTS RECEIVED:**

“New Funding for the TAMU Center for International Business Education,” (principal author), U.S. Department of Education. Proposal was funded for three years, October 1, 1996 to September 30, 1999, with first year funding of \$310,000 and similar amounts for the second and third years.

“Creation of a Center for the Study of Western Hemispheric Trade,” (co-author), U.S. Department of the Treasury. Submitted January 1995. Funding received in the amount of \$10,000,000, of which the College of Business Administration will receive approximately \$2,250,000 from 1995-98.

“Creation of a Center for International Business Education,” (principal author), U.S. Department of Education. Submitted February 1993. Proposal was funded for three years, October 1, 1993 to September 30, 1996, with first year funding of \$310,000; renewed, October 1, 1994 to September 30, 1995, \$320,000; renewed, October 1, 1995 to September 30, 1996, \$320,000.

"Establishment of an Eisenhower Leadership Grant Program at Texas A&M University," (co-author), U.S. Department of Education. Submitted July 1993. Proposal was funded for two years, November 1, 1993 to October 31, 1995, with first year funding of \$129,000.

“Creation of a Center for International Business Education,” (co-principal investigator and principal author), U.S. Department of Education, October 1990 to September 1991, \$210,000; renewed, October 1991 to September 1992, \$250,000; October 1992 to September 1993, \$320,000.

**GRANTS RECEIVED (continued):**

"The Texas Intrastate Telecommunications Market: A Follow-up Study," (co-principal investigator, with M. Richards, W. Pride, P. Varadarajan, A. Zardkoochi), ATT Communications, Inc., November 1987 to June 1988, \$195,000.

"The Texas Intrastate Telecommunications Market," (co-principal investigator, with M. Richards, W. Pride, P. Varadarajan, A. Zardkoochi), ATT Communications, Inc., May 1, 1986 to September 30, 1987, \$150,000.

"Economic Impact of Modifying the Texas Homestead Law," (with G. Keim and A. Ringleb), Sears Roebuck, Inc., April 15, 1986 to August 15, 1986, \$34,500.

"A Methodology for Valuing Natural Gas Purchase Contracts Subject to Price Redetermination," (with Al Ringleb), Center for Energy and Mineral Resources, September 1, 1984 to August 31, 1988, \$36,261.

"Economic Impact of the Texatron Project on the State of Texas," (with Al Ringleb), Office of the Governor, September 1, 1984 to January 15, 1985, \$29,081.

"Perryton Facts Book," Perryton Industrial Foundation, July 1, 1984 to December 31, 1984, \$10,875.

"Strategic Marketing Plan for Breckenridge," Breckenridge Chamber of Commerce, June 15, 1984 to December 31, 1984, \$21,019.

"Distribution Study," Jacksonville Industrial Foundation, January 1, 1984 to April 30, 1984, \$4,500.

"An Economic Impact Analysis of the Texatron Project," (with A. Ringleb and G. Lucas), Texas A&M University, July 15, 1983 to January 31, 1984, \$39,921.

"Evaluation of the Impact of the Motor Carrier Act of 1980 and of Recent Administrative Regulatory Changes on the Performance of the Motor Carrier Industry," U.S. Department of Transportation, September 30, 1981 to November 30, 1983, \$77,587.

**GRANTS RECEIVED (continued):**

"Intrastate Motor Carriage and Federal Policy Towards Small Community Service," U.S. Department of Transportation, August 1, 1980 to December 31, 1982, \$63,500.

"Small Business and Motor Carrier Regulatory Reform," U.S. Small Business Administration, September 20, 1979 to September 1, 1981, \$64,000.

"Utilization of ICC Operating Rights Prices to Evaluate the Impact of ICC Regulation--Supplement," U.S. Department of Transportation, April 1, 1980 to June 30, 1980, \$4,766.

"Utilization of ICC Operating Rights Prices to Evaluate the Impact of ICC Regulation," U.S. Department of Transportation, September 15, 1978 to September 30, 1980, \$52,622.

"Price Discrimination in the Interstate Trucking Industry," (with J. Frew), U.S. Federal Trade Commission, September 1, 1978 to August 31, 1979, \$13,000.

"The Impact of Federal Trucking Regulation on Service to Small Communities," (with J. W. Drake), U.S. Department of Transportation, September 1, 1977 to September 30, 1978, \$40,000.

"The Impact of Federal Trucking Regulation on Service to Small Communities," Purdue Research Foundation XL Grant, Summer 1977, \$2,700.

"The Effects of Labor Strikes on Bus Transit Use," (with K. C. Sinha), U.S. Department of Transportation, September 1, 1975 to August 31, 1976, \$29,938.

"Deregulation and Monopoly Power," Purdue Research Foundation XL Grant, Summer 1974, \$2,000.

**REFEREED JOURNAL ARTICLES AND BOOK CHAPTERS:**

"Trade and Transportation: The Impact of the 1995 Transborder Air Services Accord," (with Gordon Baldwin), *Transportation Journal*, Spring, 2004 (Volume 43, No. 2).

**REFEREED JOURNAL ARTICLES AND BOOK CHAPTERS (continued):**

“Competitive Cross-Coupons: A Comparison of U.S. and French Law,” (with Asghar Zardkoohi, Christophe Collard, and Christophe Roquilly), *Journal of Public Policy and Marketing*, Spring, 2001 (Volume 20, No. 1).

“De l’efficience economique a la validite juridique d’une technique d’attraction de la clientele,” with Christophe Collard, Christophe Roquilly, and Asghar Zardkoohi, *Droit and Patrimoine*, 2001.

“Strategic Alliances in the International Airline Industry: Where Has Antitrust Policy Gone?” in Fatemi, Khosrow, *The New World Order: Internationalism, Regionalism, and the Multinational Corporation*, New York: Pergamon, 2000.

“Competition and Concentration in Canadian-U.S. Transborder Aviation Markets,” *Transportation Journal*, Summer 1999 (Vol. 38 No. 4), pp. 5-17.

“The Long Journey to Free Trade in Transborder Airline Markets,” *Canadian-American Public Policy*, Number 29, April 1997.

“Using Balance of Payments Statistics to Assess the International Competitiveness of U.S. Airlines,” *Journal of the Transportation Research Forum*, Vol. 36, No. 1 (1996), pp. 74-85.

“The Globalizing Airline Industry: The Need for a New International Policy Regime,” in M. Kreinin, editor, *Contemporary Issues in Commercial Policy* (Oxford, U.K.: Pergamon Press, 1995).

"Denmark and the Maastricht Treaty: A Market Analysis" (with Leonard Bierman and Jim Kolari), *Duke Journal of Comparative and International Law*, Fall 1992.

"Six Myths of the Contemporary Airline Industry," *Journal of the Transportation Research Forum*, Vol. 32, No. 2 (1992), pp. 286-292.

**REFEREED JOURNAL ARTICLES AND BOOK CHAPTERS (continued):**

"Toward a Global Airline Industry: Prospects and Impediments," *Logistics and Transportation Review*, Vol. 28, No. 1 (March 1992), pp. 103-128.

"Progress in the GATT: The Role of the United States and the New Regional Trading Blocs," (with Gerry. Keim), *Revista de Estudios Agro-Sociales*, Vol. 29, No. 1 (January-March, 1992), pp. 69-78.

"Deregulation and the U.S. Trucking Industry," in *The Age of Regulatory Reform*, K. J. Button and D. Swann, editors. Oxford: Oxford University Press, 1989.

"Does Transferability Affect the Social Costs of Licensing?" (with Asghar Zardkoohi), *Public Choice*, Vol. 62 (1989), pp. 187-190.

"Natural Gas Contract Periodic Price Redeterminations: A Statistical Methodology with Preliminary Results," (with Al Ringleb and Francie Edwards), *Energy Law Journal*, Vol. 10, No. 1 (1989), pp. 81-98.

"Liberalization of U.S. International Aviation Policy: A Preliminary Assessment," *Quarterly Review of Economics and Business*, Vol. 29, No. 2, (Summer 1989), pp. 15-26.

"Explaining the Level and Form of Interorganizational Coordination: A Transaction Costs Approach," (with Gareth Jones), *Journal of Management*, Vol. 19, No. 4 (1988), pp. 529-546.

"An Economic Analysis of Liquor Price Affirmation Laws: Do They Burden Interstate Commerce?" (with Asghar Zardkoohi), *Louisiana Law Review*, Vol. 48, No. 3 (January 1988), pp. 649-676.

"Shifting the Burden of Proof," *Logistics and Transportation Review*, Vol. 23, No. 9 (December 1987), pp. 411-426.

"Regulatory Reform of Interstate Trucking Brings Improved Service to Rural Communities," *Rural Development Perspectives*, 1986.

**REFEREED JOURNAL ARTICLES AND BOOK CHAPTERS (continued):**

"Pre-Reform Entry into the Motor Carrier Industry: An Appraisal," *Journal of Transport Economics and Policy*, (January 1986), pp. 69-80.

"Reform of Entry into Motor Carrier Markets: Was the Motor Carrier Act of 1980 Necessary?", *Transportation Journal*, Vol. 25, No. 1 (Fall 1985), pp. 11-29.

"A Comparison of Pre- and Post-Reform Motor Carrier Service to Small Communities," *Growth and Change*, Vol. 16, No. 1 (January 1985), pp 47-54.

"Intrastate Motor Carrier Regulatory Reform in South Dakota," *Transportation Practitioners' Journal*, Vol. 52, No. 1 (Fall 1984), pp. 93-107.

"Deregulating Air Transportation: The U.S. Experience," in *Reassessing the Role of Government in the Mixed Economy*, Herbert Giersch, editor. Tübingen: Mohr, 1983.

"Intrastate Motor Carrier Regulation in Texas," *Logistics and Transportation Review*, Vol. 19, No. 2, (Fall 1983), pp. 141-162.

"Regulatory Reform of Motor Freight Carriage in the United States." *International Journal of Transport Economics*, Vol. 10, No. 1-2 (April-August 1983), pp. 259-280.

"Regulation of the Intrastate Motor Carrier Industry in Ohio," *ICC Practitioners' Journal*, Vol. 50, No. 4 (May/June 1983), pp. 415-532.

"Regulatory Reform and the Allocation of Wealth: An Empirical Analysis," *Quarterly Review of Economics and Business*, Vol. 23, No. 1 (Spring 1983).

"The ICC and Transportation Regulation," in *The Legal Environment of Business*, Roger Meiners and Al Ringleb, editors. St. Paul: West Publishing Co., 1982.

"Transportation Regulation and Service to Small Business: The Case of Contract Carriage," *Transportation Journal*, Vol. 22, No. 1 (Fall 1982), pp. 11-17.

**REFEREED JOURNAL ARTICLES AND BOOK CHAPTERS (continued):**



"Motor Carrier Regulation and Service to Small Communities," (with J. Frew), *Growth and Change*, Vol. 13, No. 3 (July 1982), pp. 2-10.

"Airline Competition and Network Effects," *Transportation Journal*, Vol. 19, No. 4 (Summer 1980), pp. 63-72.

"Trucking Deregulation and the Small Business Community," in *The Regional Environment for Small Business and Entrepreneurship*, Region V, Arnold Cooper and William Dunkelberg, editors. Milwaukee: The Center for Venture Management, 1979.

"Airline Regulation and Service to Small Communities," *Land Economics*, Vol. 55, No. 2 (May 1979), pp. 253-268.

"The Transatlantic Airline Market: Exploring the Myths of Predatory, Excessive, and Unfair Competition," *Quarterly Review of Economics and Business*, Vol. 19, No. 2 (Summer 1979), pp. 47-63.

"The Social Costs of Monopoly and Regulation: An Empirical Evaluation," *Southern Economic Journal*, Vol. 345, No. 2 (October 1978), pp. 583-591.

"Industry Inefficiency Under Regulatory Surveillance," *Journal of Industrial Economics*, Vol. 27, No. 1 (September 1978), pp. 49-68.

"Effects of the Aviation Act of 1975 on Service to Small Communities," in *Regulatory Reform and the Federal Aviation Act of 1975*. Washington, D.C.: U.S. Department of Transportation, 1976.

"The Northeast Rail Problem and the Regional Rail Reorganization Act of 1973," *The Logistics and Transportation Review*, Vol. 11, No. 3 (1975), pp. 213-228; awarded first prize in that journal's competition for the best paper on public policy towards transportation.

**RESEARCH IN  
PROGRESS:**

“A Field Study of Prospect Theory: Risk-Taking in Major League Baseball, 1985-1992,” (with Asghar Zardkoohi, Bert Cannella, and Michael Holmes), manuscript under revision.

“The Mode of Entry Decision: Does the Existing Literature Undervalue the Role of Countries?,” manuscript under revision.

“China, Mexico, and the WTO: The Impact on Mexico of China’s Joining the WTO,” (with Ricky Griffin), manuscript under revision.

“Economic Stakeholder Theory,” (with Chris Cassidy), manuscript under revision.

“Mintzbergian ‘Ploy’: Viable Use and Problems with Deceptive Strategies,” (with Chris Cassidy and Asghar Zardkoohi), manuscript under revision.

“Asset Specificity and Firm Performance: The Case of Professional Sports Stadia,” (with Asghar Zardkoohi and Michael Holmes), manuscript in preparation.

**MONOGRAPHS:**

Potential Economic Impacts of Modifying Texas Homestead Law to Permit Borrowing Against Home Equity (with G. Keim and A. Ringleb). College Station, 1987.

A Survey of Residential and Commercial Long Distance Telephone Customers in Texas (with M. Richards, A. Zardkoohi, P. Varadarajan, and W. Pride). College Station: College of Business Administration, 1986.

Evaluation of The Impact of the Motor Carrier Act of 1980 and Recent Administrative Regulatory Changes in the Performance of the Motor Carrier Industry. College Station: Department of Management, 1984.

Intrastate Motor Carriage and Federal Policy Towards Small Communities. College Station: Department of Management, 1983.

Evaluating the Profitability of Major Oil Companies: A Primer (with G. Keim and B. Baysinger). Washington, D.C.: Washington Legal Foundation, 1982.

Utilization of ICC Operating Rights Prices to Evaluate the Impact of ICC Regulation. Washington, D.C.: Department of Transportation, 1982.

Small Business and Motor Carrier Regulatory Reform. Washington, D.C.: National Technician Information Service, 1982.

The Impact of Federal Trucking Regulation on Service Small Communities (with J. W. Drake and J. R. Frew). Washington, D.C.: U.S. Department of Transportation, 1980.

The Effects of Labor Strikes on Bus Transit Use (with Mitchell E. Brachman and Kumares C. Sinha). West Lafayette: Purdue University, 1976.

**BOOKS:**

International Business (with Ricky Griffin). Addison-Wesley Publishing Company, First edition, 1996; Second edition, 1999; Third edition, 2002; Fourth edition, 2005; Fifth edition, 2007; Sixth edition, 2010; Seventh Edition, 2013; Asia-Pacific edition, 1998 (with Ricky Griffin, Darrel Mahoney, and Marie Twigg); Second edition, 2001.

The Legal Environment of Business (third edition) (with L. Bierman, D. Glasgow, P. Rodriguez, and K. Swim), Dubuque, Iowa: Eddie Bower Publishing, 2000. (Second edition, 1999).

Computer Facilities Directory of Texas (with K. B. Jones and J. Shafai). Office of Research, 1985.

Directory of Industrial Parks in Texas (with K. B. Jones, J. P. Fraidrich, and C. S. Madden). Office of Research, 1984.

Computer Facilities Directory of Texas (with C. S. Madden, K. B. Jones, J. Shafai). Office of Research, 1983.

**CONFERENCE PAPERS:** Presented paper entitled “The Internationalization Process and Firm Political Behavior,” (with Leonard Bierman, Jonathan

Brookfield, and Asghar Zardkoohi), Academy of International Business Annual Meetings, July 2006.

Presented paper entitled “Globalization and the Political Participation of Firms: A Life Cycle View of Lobbying and Firm Internationalization,” (with Leonard Bierman, Jonathan Brookfield, and Asghar Zardkoohi), at the Academy of Management Annual Meetings, August 2005.

Presented paper entitled “A Field Study of Prospect Theory: Risk-Taking in Major League Baseball, 1985-1992,” (with Asghar Zardkoohi, Bert Cannella, and Michael Holmes), at the Academy of Management Annual Meetings, August 2005.

Presented paper entitled “A Comprehensive Perspective of U.S. Services Trade: Incorporating Cross-Border Trade and MOFA Sales,” at the Academy of International Business Annual Meetings, July 2005.

Presented paper entitled “Mintzbergian ‘Ploy’: Viable Use and Problems with Deceptive Strategies,” (with Christopher Cassidy and Asghar Zardkoohi), at the Annual Meetings of the Academy of Management, August 2003.

Presented paper entitled “Economic Stakeholder Theory,” (with Christopher Cassidy), at the Annual Meetings of the International Association for Business and Society, June 2003.

Presented paper entitled “The Transborder Travel and Tourism Market During the 1990s,” at the annual meetings of the Canadian Transportation Research Forum, May 2002.

**CONFERENCE PAPERS (continued):**

Presented paper entitled “Analyzing Globalization: The ‘Three Seattles’ Framework,” at an All-Academy Symposium, Academy of Management annual meetings, Washington, D.C., August 2001.

Presented paper entitled “Trade and Transportation: The Impact of the 1995 Transborder Air Services Accord,” (with Gordon Baldwin), annual meetings of the Canadian Transportation Research Forum, Vancouver, Canada, May 2001.

Presented paper entitled “Impact of State Aid on the EU’s Single Market in Aviation Services,” Annual meetings of the Air Transport Research Group, Amsterdam, Netherlands, July 2000.

Presented paper entitled “Aeropolitics, Global Alliances, and the Battle for Air Canada,” (with Raymon Kaduck), Annual meetings of the Canadian Transportation Research Forum, Charlottetown, PEI, Canada, June 2000.

Presented paper entitled “An Overview of the State Aid Problem,” Annual meetings of the Transportation Research Forum, Washington, D.C., October 1999.

Presented paper entitled “Open Skies, Strategic Alliances, and Globalization: Will Competition Be Improved?,” Annual Meetings of the Transportation Research Forum, Philadelphia, PA, October 1998.

Presented paper entitled “A Preliminary Assessment of the 1995 Canada-U.S. Transborder Air Services Agreement,” 8<sup>th</sup> World Conference on Transport Research, Antwerp, Belgium, July 1998.

Presented paper entitled “Competition and Concentration in the Transborder Market,” at the Association for Canadian Studies in the United States Annual Meetings in Minneapolis, Minnesota, November 1997.

Presented paper entitled “Strategic Alliances in the International Airline Industry: Where Has Antitrust Policy Gone?” at the International Trade and Finance Association’s Annual Meetings in Porto, Portugal, May 1997.

**CONFERENCE PAPERS (continued):**

Presented paper entitled "The Long Journey to Free Trade in Transborder Airline Services," at the International Studies Association Annual Meetings in Toronto, Ontario in March 1997.

Presented paper entitled "The Role of the International Environment of Business Course," at the Internationalizing Business Education Symposium, in Lafayette, Louisiana in February 1997.

Presented paper entitled "NAFTA and Hemispheric Trade in Airline Services," at annual meetings of the Southern Economic Association, November 1996.

Presented paper entitled "Free Trade in Transborder Airline Services: The First Two Years," at Canadian Transportation Research Forum annual meetings, Winnipeg, Manitoba, May 1996.

Presented paper entitled "Internationalizing the Management Curriculum," at the Conference on Internationalizing the Business School Curriculum, sponsored by U.S. Department of Education and the CIBERs at the University of Texas at Austin and Texas A&M University, Laredo, Texas, February 1996.

Presented paper entitled "Free Trade in Transborder Airline Services: A Long Journey, Not Yet Ended" at Association for Canadian Studies Annual Meetings, Seattle, Washington, in November, 1995.

Presented paper entitled "Completion of the Internal Market in Airline Services" at Transportation Research Forum Annual Meetings, Chicago, Illinois in October, 1995.

Presented invited paper entitled "Construction of a New International Policy Regime in Aviation Services" at the International Studies Association Annual Meetings in Chicago, Illinois in February, 1995.

Presented paper entitled "The Need for a New International Airline Policy Regime," International Trade and Finance Association Annual Meetings, University of Reading (U.K.), July 13-16, 1994.

**CONFERENCE PAPERS (continued):**

Presented paper entitled "The Future of the Airline Industry: The International Perspective," Annual Meetings of the Southern Economic Association, New Orleans, Louisiana, November 21-23, 1993.

Presented paper entitled "Assessing the International Competitiveness of the U.S. Airline Industry," at the Annual Meetings of the Transportation Research Forum, New York City, New York, October 14-16, 1993.

Presented paper entitled "Poison Pills and Executive Risk Taking," (with Asghar Zardkoohi, Bob Hoskisson, Thomas Turk, and Rick Johnson), Strategic Management Society, October 1993.

Presented paper entitled "Competition in the Globalizing Airline Industry: Lessons from the U.S. Experience," Transportation Research Forum Annual Meetings, October, 1992. This paper received the British Airways Aviation Research Award for best paper on an aviation topic.

Presented paper entitled "The Effect of Globalization on Service Quality in the International Airline Industry," International Forum on Airline Quality, March, 1992.

Presented paper entitled "Six Myths of the Contemporary Airline Industry," Transportation Research Forum Annual Meetings, November 1991.

Presented paper entitled "Internationalizing the Management Curriculum," Workshop on Internationalizing the Business Curriculum: Moving from Why? to How?, Aquinas College, Grand Rapids, Michigan, October 1991.

Presented paper entitled "Internationalizing the Business Curriculum," UT-TAMU Conference on Internationalizing Business Education, May 1991.

Presented paper entitled "The Carter 'Open Skies' Policy: An Assessment After a Decade," Transportation Research Forum Annual Meetings, October 1989.

**CONFERENCE PAPERS (continued):**

Presented paper entitled "Liberalization of U.S. Aviation Policy," Transportation Research Forum Annual Meetings, November 1988.

Presented paper entitled "A Longitudinal Study of Formation and Change in Strategic Groups," (with Gareth Jones and Bruce Lamont), Academy of Management Annual Meetings, August 1988.

Presented paper entitled "Price Affirmation Laws: What is Their Effect on Interstate Commerce?," (with Asghar Zardkoohi), Western Economic Association Meetings, July 1988.

Presented paper entitled "Explaining the Level and Form of Interorganizational Coordination," (with Gareth Jones), Western Academy of Management Annual Meetings, March 1988.

Presented paper entitled "On the Issue of Contract Comparability in Natural Gas Contract Periodic Price Redeterminations," (with Al Ringleb), International Atlantic Economic Conference, April 1987.

Presented paper entitled "Analysis of Transportation Reform to Date," Transportation Research Forum Annual Meetings, November 1987.

Presented paper entitled "An Assessment of U.S. International Civil Aviation Policy," Transportation Research Forum Annual Meeting, September 1986.

Presented paper entitled "Renegotiation of Natural Gas Contracts," (with Al Ringleb), American Business Law Association Annual Meetings, August 1986.

Presented paper entitled "Shifting the Burden of Proof," Western Economic Association Annual Meetings, July 1986.

Presented paper entitled "Impact of State and Federal Regulation on Service to Small Communities," in Transportation Research Forum Proceedings--Twenty-Sixth Annual Meeting. Phillipsburg: Harmony Press, 1985.



**CONFERENCE PAPERS (continued):**

Presented paper entitled "Impact of State and Federal Regulation on Service to Small Communities," Transportation Research Forum Annual Meeting, November 1985.

Presented paper entitled "Explaining the Level of Interorganizational Coordination: A Transactions Cost Approach," (with Gareth Jones), National Academy of Management Annual Meeting, August 1985.

Presented paper entitled "Reform of Entry into Motor Carrier Markets," Western Economic Association Meetings, July 1985.

Presented paper entitled "Airline Deregulation: The Experience to Date," Western Economic Association Meetings, June 1984.

Presented paper entitled "State Regulation and Motor Carrier Services to Small Communities." Alice E. Kidder, editor, Conference on Regulatory Reform in Surface Transportation. Washington, D.C.: U.S. Department of Transportation, 1983.

Presented paper entitled "The Impact of Motor Carrier Regulatory Reform," Western Economic Association Meetings, July 1983.

Presented paper entitled "State Regulation and Motor Carrier Service to Small Communities," invited paper, Syracuse University --DOT Conference on Regulatory Reform in Surface Transportation, March 1983.

Presented paper entitled "The Impact of Regulation on Orphan Drug Markets," (with R. Meiners). Proceedings of the American Business Law Association--52nd Annual Meeting, Jan W. Henkel, editor. Sarasota: American Business Law Association, 1982.

Presented paper entitled "Motor Carrier Regulatory Reform: The Experience To Date," invited paper, National Association of Business Economists Meeting, September 1982.

Presented paper entitled "Intrastate Motor Carrier Regulatory Reform in South Dakota," Western Economic Association Meetings, July 1982.

**CONFERENCE PAPERS (continued):**

Presented paper entitled "The Impact of Regulation on the Sale of Orphan Drugs," (with Roger Meiners), American Business Law Association Meetings, August 1981.

Presented paper entitled "Corporate Democracy," (with Roger Meiners), National Academy of Management Meetings, August, 1981.

Presented paper entitled "Intrastate Motor Carriage and Federal Policy Towards Small Community Service," Western Economic Association Meetings, July 1981.

Presented paper entitled "Small Business and Motor Carrier Regulatory Reform," Southern Economic Association Meetings, November 1980.

Presented paper entitled "Federal Motor Carrier Regulation and Service to Small Communities," Testimony before U.S. Senate Committee on Commerce, Science, and Transportation and U.S. House Committee on Public Works and Transportation, November 17, 1979.

Presented paper entitled "Evaluation of ICC Regulation of the Motor Carrier Industry: The Case of Price Discrimination," (with J. Frew), Southern Economic Association Meetings, November 1979.

Presented paper entitled "Federal Trucking Regulation and Service to Small Communities," U.S. Department of Transportation Conference on Freight Transportation Regulation and Service to Small Communities, October 1979.

Presented paper entitled "Utilization of ICC Operating Rights to Evaluate the Impact of ICC Regulation," (with J. Frew), Western Economic Association Meetings, June 1979.

Presented paper entitled "Measuring Productivity Differences Across Airlines," Conference on Productivity, the Airlines, and the Canadian Economy sponsored by the Centre for Transportation Studies, University of British Columbia, March 1979.

**CONFERENCE PAPERS (continued):**

Presented paper entitled "The Impact of Federal Trucking Regulation on Service to Small Communities," (with J. Frew), Southern Economic Association Meetings, November 1978.

Presented paper entitled "Industry Inefficiency Under Regulatory Surveillance," AT&T Conference on Regulation held at U.C.L.A., August 1974.

**CONSULTING  
EXPERIENCE:**

Attorney General's Office, State of Oregon

Texas Financial Services Association

Baker and Botts/Houston Light and Power Company

Office of Economic Analysis, U.S. Civic Aeronautics Board

Office of Regulatory Analysis, U.S. Department of Transportation

Governor's Rail Task Force, State of Indiana

Office of Policy Review, Office of the Secretary, U.S. Department of Transportation

**PROFESSIONAL  
SERVICES:**

Lecturer, Faculty Development in International Business Program, University of Memphis:

Summer 1998

Summer 1999

Summer 2000

Summer 2001

Summer 2002

Summer 2003

Summer 2004

Summer 2005

Summer 2006

Summer 2007

Summer 2009

Summer 2010

Summer 2011

Summer 2012

Member, Committee on Aviation, Economics and

Forecasting, Transportation Research Board (a division of  
National Academy of Sciences), 1996-2005

**PROFESSIONAL SERVICES (continued):**

Transportation Research Forum

Vice President, International Programs, 1993-1995

Vice President, Aviation Chapter, 1990-1993

USA Co-Editor, *Transport Reviews*, 1991-2004

Member, Editorial Advisory Board, *Global Economy Journal*, 2004-

Lecturer, Internationalizing Doctoral Education in Business Program, Ohio State University, August 2002 and August 2001

External Reviewer, Title VIB Business and International Economics grant program, U.S. Department of Education

Ad hoc reviewer for:

*Southern Economic Journal*

*Logistics and Transportation Review*

*Growth and Change*

*Journal of Management*

*Journal of the Transportation Research Forum*

*Academy of Management Journal*

*Journal of Geography*

*International Trade Journal*

*Research Grants Council of Hong Kong*

*Social Science and Humanities Research Council of Canada*

**UNIVERSITY SERVICES:**

Assistant Department Head, Department of Management, 1993-

Lecturer, Academy for Future International Leaders, 1997-

Lecturer, Center for Executive Development, Mays Business School in Halliburton Business Leadership Development—II Program, 2005-

Associate Director, Center for the Study of Western Hemispheric Trade, 1995-

Member, Mays Honors Advisory Committee, 2005-

Member, University Core Curriculum Committee, 2002-2008

**UNIVERSITY SERVICES (continued):**

Chair, Subject Pool Task Force, 2005

Member, Graduate Merit/AFS Fellowship Evaluation Committee, 2005

Member, College Classroom Committee, 1993-

Member, Task Force on Revising Undergraduate Curriculum, 2002-2003

Member, Task Force on Evaluating the MBA Program, 2001-2003

Chair, Task Force on Revising Department of Management Undergraduate Curriculum, 1999

Chair, Department CBK Review Committee, 1997-1998

Member, College CBK Review Committee, 1997-1998

Member of International Research Travel Assistance Grant Review Committee, 1992-1996

CIBS Faculty Advisory Committee, 1992-

Associate Director, Center for International Business Education Program, 1990-

International Business Advisory Committee, 1990-

Member, Center for Human Resource Management Program Committee, 1990-1995

CBA International Exchange Committee, 1989-

Associate Director, Center for International Business Studies, 1988-

Session Coordinator and Leader, Second MBA Intersession Program, February 2003

Chair, CIBS Faculty Advisory Research Committee, 1988-1997

Management Department Head Search Committee, 1988-1989

**UNIVERSITY SERVICES (continued):**

Member, CBA Faculty Advisory Committee for Strategic Planning, 1988-1990

Coordinator, MGMT 211, 1987-1988; 1989-1990

Area Leader, Business and Public Policy Group, 1986-1987

WINDOWS Advisory Board, 1986-1989

Member, Industrial Engineering Department Head Search Committee, 1985-1986

Member, University Human Resources Advisory Committee, 1981-1985

Head, Business and Technology Research Division of the Texas Engineering Experiment Station, 1981-1985

Coordinator of Research, College of Business Administration, 1981-1985

Member, University Research Council, 1981-1985

TEES Executive Committee, 1981-1985

Chairman, College Research Committee, 1981-1985

Member, IBM Grant Task Force, 1984-1985

Member, Management Department Head Search Committee, 1983-1984

Member, College Computer Resources Planning Committee, 1983-1984

Member, College Long Range Planning Committee, 1983-1984

Member, University Task Force on Centers and Institutes, 1983

Member, College Task Force on Centers and Institutes, 1983

Member, College Task Force on Publications, 1983

**UNIVERSITY SERVICES (continued):**

Member Standard XI Self-Study Committee, 1981-1983

Chairman, Task Force on J.D.'s/Ph.D.'s, 1981-1982

**REFERENCES:**           Furnished on request