

LARRY C. GIUNIPERO

Professor- Marketing & Supply Chain Management
Florida State University -College of Business- Marketing Department
Tallahassee, Florida 32306-1110
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EDUCATION

Michigan State University, Ph.D.--Business Administration.
Major emphasis on Purchasing and Supply Management with related fields of
Marketing and International Business, and Management.

Ball State University, M.A. – Accounting.
Course work in the areas of Advanced Accounting, Cost Accounting, Managerial
Finance, and Marketing.

Purdue University, B.S. --Industrial Management and Engineering.
Course work in the areas of Industrial Engineering, Operations Research,
Operations Management, Marketing, Computer Programming, Calculus

ACADEMIC EXPERIENCE

Florida State University

7-03 to present	Professor of Marketing & Supply Chain Management
7-97 to 7-03	Institute for Supply Management Professor of Purchasing & Supply Chain Management.
7-94 to 7-97	Chairman, Marketing Department Administrative and managerial responsibility for 13 faculty, Ph.D. students, 2 staff personnel and over 300 majors
9-91 To 7-94	Professor, Marketing
9-85 to 9-91	Associate Professor, Management
9-80 to 9-85	Assistant Professor, Management

Courses Taught-Florida State University: Doctoral- Supply Chain Management Seminar
Masters- Purchasing & Supply Chain Management, Multinational Business Operations,
Marketing Strategy, Operations Management, Business to Business Marketing
Undergraduate- Purchasing/ Supply Management, Logistics & Supply Chain Management,
Seminar in Purchasing/Materials Management, Multinational Business Operations, Sales
Management, Professional Selling, Basic Marketing Concepts, Operations Management,
Concepts of Management, Strategic Management.

Michigan State University

10-76 to 9-80 Visiting Assistant Professor, Instructor, and Graduate Assistant.

University of Michigan- Flint

6-79 to 8-79 Instructor, Marketing Management

Lansing Community College

2-77 to 6-79 Instructor, Production Management and Managerial Accounting

Business Experience

1971 to 1976 Westinghouse Electric Corporation Muncie, Indiana
Purchasing Supervisor, (9 months) Responsible for managing eight people and division purchases of \$36 million. Senior Buyer (2 years) Responsible for the purchase of major items steel, copper, and capital equipment. Buyer (3 years) purchased electrical and mechanical parts, plastics, metal alloys and fabrications. Trainee exposed to various assignments in manufacturing, industrial engineering, and purchasing.

PROFESSIONAL ORGANIZATIONS AND ACTIVITIES

Institute for Supply Management

American Marketing Association

Certified Professional in Supplier Diversity CPSD

Certified Professional in Supply Management CPSM

Certified Purchasing Manager C.P.M.

Academic Resources Committee 1998 to 2002 and 1984-88.

Doctoral Grant Program 1997 to 2000 & 1985, 1986

Business Survey Committee 1998 to 2001

Director- FSU/NAPM Purchasing Executive Training Program 1994-2002

C.P.M. Test Writing Committee 1983 to present

Speaker's Bureau 1990 to present

Professional Development Chair, N.A.P.M.- Florida, 1981 to 1985.

Vice Chair Professional Development, District VII, 1983 to 1986

Professional Development Chair, Central Michigan Association, 1977 to 1980.

Vice Chair Professional Development, District IV, 1979 to 1980.

Secretary, N.A.P.M. Eastern Indiana, 1976.

N.A.P.M. Doctoral Fellowship Recipient 1979.

Sigma Iota Epsilon Honorary Fraternity, V. P. MSU Chapter, 1979.

Beta Sigma Gamma

New York Times College Advisory Board 1997-1999

PUBLICATIONS

JOURNALS-REFEREED

"Purchasing and Supply Management Sustainability: Drivers and Barriers"
Journal of Purchasing and Supply Management, (with Hooker and Denslow)
forthcoming.

"The Antecedents and Consequences of E-Purchasing Tools Usage", *Journal of Marketing Theory and Practice*, (with Rameriz and Swilley) forthcoming 2012.

"The Importance of the Human Aspect in the Supply Function: Strategies for Developing PSM Proficiency", *Journal of Purchasing & Supply Management*, 17:1, 2011, pp. 54-67 (with Fiesel, E. & Hartmann, E.).

"A Strategic Skill Based Model of Supplier Integration and its Effect on Supply Management Performance" *Industrial Marketing Management*, 38, 2009, pp. 925-936 (with Eltantawy and Fox).

"Supply Management Ethical Responsibility: Reputation and Performance Impacts", *Supply Chain Management: An International Journal*, 14:2, 2009, pp. 99-108 (with El Tantawy and Fox).

"A Decade of SCM Literature: Past, Present, and Future Implications", *Journal of Supply Chain Management*, 44:4, October, 2008, pp.68-88 (with Hooker, Joseph, Yoon, and Brudvig).

"Risk Propensity, Risk Perception and Business Plan Formalization: A Conceptual Investigation", *International Journal of Entrepreneurship and Innovation Management*. 8:4, 2008, pp.397-416 (with Denslow and Melton).

"Antecedents and Outcomes of Supply Chain Effectiveness: An Exploratory Investigation", *Journal of Managerial Issues*, 20:2, Summer 2008, pp.161-177 (with Crook, Reus, Handfield and Williams).

"Using Electronic Procurement to Facilitate Supply Chain Integration: An Exploratory Study of US-based Firms", *American Journal of Business*, 23:1, Spring 2008, pp.23-35 (with Percy and Parker).

"Using E-procurement Applications to Achieve Integration: What Role does Firm Size Play?" *Supply Chain Management: An International Journal* 13:1, 2008, pp.26-34 (with Percy).

"A Model of Relational Governance in Reverse Auctions", *Journal of Supply Chain Management*, 43:1, Winter 2007, pp. 4-15 (with Percy and Wilson).

"The Impact of Electronic Reverse Auctions on Purchase Price Reduction and Governance Structure: An Empirical Investigation", *International Journal of Services Technology and Management*, 7(3), pp. 215-236, 2006. (with Percy).

"Supply Management's Evolution: Key Skill Sets for the Supply Manager of the Future", *International Journal of Operations and Production Management*, 26:7 pp.822-844, 2006. (with Handfield and El Tantawy).

"Clusters and Supply Chain Management: The Amish Experience", *International Journal of Physical Distribution and Logistics Management*, 36:4, pp.289-308, 2006. (with DeWitt and Melton).

"A Longitudinal Examination of JIT Purchasing Practices" *International Journal of Logistics Management* 16:1 pp. 51-70, 2005. (with Kishore, Chapman and Clark).

Giunipero, L., Denslow, D. and El Tantawy, R. (2005) "Purchasing/Supply Chain Management Flexibility: Moving to an Entrepreneurial Skill Set" *Industrial Marketing Management*, (34), pp.602-613.

Giunipero, L. & El Tantawy, R. (2004) "Securing the Upstream Supply Chain: A Risk Management Approach" *International Journal of Physical Distribution and Logistics Management*, 34:9 pp.698-713.

Ketchen, D. & Giunipero, L. (2004) "The Intersection of Strategic Management and Supply Chain Management" *Industrial Marketing Management*, Vol.33, pp.51-56.

Dandeo, L., Fiorito, S. & Giunipero, L. (2004) "Determining Retail Buyer's Negotiation Willingness for Automatic Replenishment Programs" *Journal of Fashion Marketing and Management*, Vol.6, No.1. pp. 27-40.

Sharland, A. ,El Tantawy, R. & Giunipero, L. (2003). The Impact of Cycle Time on Supplier Selection & Subsequent Performance Outcomes. *The Journal of Supply Chain Management*, 39:3, pp. 4-12.

Giunipero, L. & Flint, D., (2001). Purchasing Practices in Saudi Arabia-An Exploratory Analysis. *International Journal of Physical Distribution and Logistics Management*, 31:9, pp. 674-692.

Fiorito, S, Giunipero, L, Percy, D & Dandeo, L (2001). The Impact of Vendor Incentives on Quick Response, *The International Review of Retail Distribution & Consumer Research*, 11:4, pp.359-376.

Hult, T. Hurley, R. Giunipero, L. and Nichols, E. (2000). Examining Global Organizational Learning in Multiple Chains of Users, Buyers, and Suppliers: A Low versus High Learning Style", *Journal of International Marketing*, 8:3, pp.61-83.

Giunipero, L. & Percy D. (2000). World Class Purchasing Skills: An Empirical Investigation, *Journal of Supply Chain Management*, 36:4, pp. 4-13.

Hult, T., Hurley,R., Giunipero, L. and Nichols, E. (2000). Organizational Learning in Global Purchasing: A Model and Test of Internal Users and Corporate Buyers, *Decision Sciences*, 31:2, pp. 293-325.

Hult, T. Giunipero, L, Farrell, O.,& Hurley, R. (1999). Leadership and Relationship Commitment: A Focus on the Supplier-Buyer-User Linkage", *Industrial Marketing Management*, 29, (2), pp. 111-120.

Harris, A, Giunipero, L & Hult, T.(1999). Impact of Organizational & Contract Flexibility on Outsourcing Contracts, *Industrial Marketing Management*, 27:5, pp. 373-384.

Giunipero, L., Dawley, D. & Anthony, W. (1999). Impact of Tacit Knowledge on Purchasing Decisions, *The Journal of Supply Chain Management*, 35:1,pp. 42-49.

Fiorito, S., Giunipero, L. & Yan, H. (1998). Retail Buyers Perceptions of Quick Response Systems, *International Journal of Retail and Distribution Management*, 26:6, pp.237-246.

Giunipero, L. & Monczka, R.(1997). Organizational Approaches to Managing International Sourcing, *International Journal of Physical Distribution and Logistics Management*, 27: 5/6 pp. 321-336 Selected for republication in 30th anniversary issue.

Giunipero, L (1997). Organizational Change & Survival Skills in Hospital Materiel Management, *Hospital Materiel Management Quarterly*, 18:3, pp.36-44.

Giunipero, L. & Vogt, J. (1997). Empowering the Purchasing Function: Moving to Team Decisions, *International Journal of Purchasing & Materials Management*, 33:1, pp. pp. 8-15.

Giunipero, L. & Brand, R. (1996). Purchasing's Role in Supply Chain Management, *International Journal of Logistics Management*, 7:1, pp. 29-38.

Giunipero, L.(1995). Reengineering Hospital Materials Management, *Hospital Materiel Management Quarterly*, 17:1,pp. 33-41.

Williams, A., Giunipero, L., Henthorne, T. (1994). The Cross-Functional Imperative: The Case of Marketing & Purchasing, *International Journal of Purchasing and Materials Management*, 30:3, pp. 28-32.

Giunipero, L. & Brewer, D. (1993). Performance Based Evaluation Systems Under Total Quality Management, *International Journal of Purchasing & Materials Management*, 29:1, pp. 35-41.

Giunipero, L. & Monczka, R. (1990). Organisational Approaches to Managing International Sourcing, *International Journal of Physical Distribution and Logistics Management*, 20:4, pp. 3-12.

Giunipero, L. & Law, W. (1990). Organizational Support for Just-in-Time Implementation, *International Journal of Logistics Management*, 1: 2, pp.35-40.

Giunipero, L. (1990). Motivating & Monitoring Supplier Performance Under JIT Systems, *Journal of Purchasing & Materials Management*, pp.19-24.

Giunipero, L. & Law, W. (1990). Organizational Changes and JIT Implementation, *Production and Inventory Management Journal*, pp. 71-73.

Giunipero, L. Crittenden, W. & Crittenden, V. (1990). Industrial Marketing and Non-Profit Organizations, *Industrial Marketing Management*, pp. 279-285.

Giunipero, L., Crittenden, W. & Crittenden, V. (1990). Organizational Buying Behavior in the Third Sector, *Public Budgeting & Financial Management*, 2:3, pp. 575-592.

Giunipero, L. & Law, W. (1989). Inventory Productivity Practices of Hospital Material Managers, *Hospital Materiel Management Quarterly*, 10: 3, pp.15-22.

Giunipero, L. & O' Neal, C. (1988). Obstacles to JIT Procurement, *Industrial Marketing Management*, 17:1, pp. 35-41.

Giunipero, L. & Stepina, L. (1987). Job Status and Satisfaction of Hospital Material's Managers, *Hospital Materiel Management Quarterly*, 8:3, pp.66-75.

De Lisle, J., Giunipero, L. & Hilson, W. (1987). Micros in Small Businesses: The Lease vs Buy Decision, *Journal of Systems Management*, 38:5, pp.12-17.

Giunipero, L. & Keiser, E. (1987). JIT Purchasing in a Non-Manufacturing Environment: A Case Study", *Journal of Purchasing and Materials Management*, pp.19-25.

Crittenden, W., Giunipero, L. & Crittenden, V. (1986). Effectively Controlling Purchases in Third Sector Organizations, *Akron Business and Economic Review*, pp. 6-11.

Steen, J., Newgren, K. & Giunipero, L. (1985). A Profile of Management Faculty: Teaching, Research & Career Satisfaction, *Journal of Business Education*, 60:8, pp. 347-352.

Giunipero, L., Augustine, R. & Henderson, R. (1985). Purchasing's Role in EDP Acquisitions, *Journal of Systems Management*, pp.30-35.

Monczka R. & Giunipero, L. (1985). International Purchasing and Its Implementation, *Journal of Purchasing and Materials Management*, 27:1, pp.2-9.

Giunipero, L. (1984). Purchasing's Role in Computer Buying--A Comparative Study", *Industrial Marketing Management*, October 1984, Vol. 13, pp. 241-248.

Giunipero L. & Zenz, G. (1983). Impact of Purchasing Trends on Industrial Marketers, *Journal of Marketing*, 43:1, pp.134-135, (abstract reprinted).

Giunipero, L. (1982). Entry Level Purchasing--Demand and Requirements, *Journal of Purchasing and Materials Management*, pp.10-16.

Giunipero, L. & Zenz, G. (1982). Impact of Purchasing Trends on Industrial Marketers, *Industrial Marketing Management*, pp.17-23.

Monczka, R., Giunipero, L. & Reck, R. (1981). Perceived Importance of Supplier Information, *Journal of Purchasing and Materials Management*, pp.21-29.

"Giunipero, L. (1981). Developing Effective Minority Purchasing Programs", *Sloan Management Review*, pp.33-42.

Giunipero, L. (1980). Problem Difference Between Minority and Non-Minority Suppliers, *Journal of Purchasing and Materials Management*, pp. 2-8.

CONFERENCE PUBLICATIONS—REFEREED

"Becoming a Better Customer: Results & Implications for Supply Managers", 96th *International Supply Management Conference Proceedings*, May 2011, (with C. Silva)

"Evolution of Supply Chain Technology," *European Institute Of Retailing And Services Studies (EIRASS) 18th International Conference Proceedings*, Istanbul, Turkey, July 2010. (Narayan, G., and Fiorito, S.)

"Managing Supply Base Risk", *95th International Supply Management Conference Proceedings*, May, 2010. (with P. Carter)

"Implementing Bid Optimization Software for Cost and Process Improvements", *93rd International Supply Management Conference Proceedings*, May, 2008. (with P. Carter and A. Laslow)

"Examining the effectiveness of purchasing trainings – Implications for the education of purchasing professionals" *International Marketing and Purchasing(IMP) Proceedings* September, 2008 (with Feisel, Hartmann, & Schober)

"Nurturing Supplier Diversity in the Fastest Growing Sectors of Small Business" *93rd International Supply Management Conference Proceedings*, May, 2008. (with D. Denslow)

"An Empirical Investigation of the Impact of Corporate Strategy and Existing Buyer-Supplier Relationships on the Use of Electronic Procurement Applications in US-based Firms, *2007 International Conference on E-Business*, Barcelona, Spain, pp. 243-249. (with D. Pearcy)

"e-Optimizing your Strategic Sourcing Process", *92nd International Supply Management Conference Proceedings*, May, 2007. (with P. Carter)

"The Nature of Supply Management Ethical Responsibility and Its Impact on Supply Management Capabilities and Performance", *International Purchasing and Supply Education & Research Conference Proceedings*, Bath, England, March, 2007.

"The Incredible Journey from Fat to Lean", *91st International Supply Management Conference Proceedings*, May, 2006. (with Nelson and Kemp)

"The Business Plan: A Key to M/WBE Supplier Development", *91st International Supply Management Conference Proceedings*, May 2006. (with Denslow)

"Towards Creating Network Value Proposition: Supply Chain Management and Extended Enterprise Perspectives" *15th Annual IPSERA Conference Proceedings*, April, 2006. (with El Tantawy and El Ansary)

"Supply Management Beyond 2010: What We Must Know", *90th International Supply Management Conference Proceedings*, May, 2005. (with Nelson and Kemp)

"E-Sourcing: What's Hot and What's Not" *90th International Supply Management Conference Proceedings*, May, 2005. (with Loup)

"Non-adopters of Reverse Auctions: An Exploratory Examination of the Relationship between Centralization and Innovativeness in Electronic Procurement", *ISM, 16th*

Annual North American Research Symposium on Purchasing and Supply Management Proceedings, March, 2005. (with Percy).

"Managing Knowledge Across Organizational Boundaries: Tapping the Supply Chain", *National Academy of Management Proceedings* August, 2004, New Orleans (with Crook and Reus)

"Using Business Process Outsourcing in Supply Management", *89th International Supply Management Conference Proceedings* April, 2004, (with Gododia & Denslow).

"Achieving the Lowest Supply Chain Costs Through Decision Guidance Systems", *89th International Supply Management Conference Proceedings* April, 2004, (with Concordia).

"Key Skill Sets for the Supply Manager of the Future", *89th International Supply Management Conference Proceedings*, April, 2004, (with Handfield).

"Retail Buyer Behavior, Decision Making Strategies, and Product Characteristics: An Empirical Examination of Automatic Replenishment Programs," *ISM, 15th Annual North American Research Symposium on Purchasing and Supply Management Proceedings*, March, 2004, pp.43-66, (with Dandeo and Percy).

"An Analysis of E-procurement Strategy: What Role does Corporate Strategy Play?" *IPSERA Proceedings 2004*, Catania, Italy, April, 2004, (with Percy and Dandeo) pp. 216-227.

"Purchasing Success Through Entrepreneurial Behavior", *88th International Supply Management Conference Proceedings*, May, 2003 (with Denslow)

"Transforming Supply Management through E-Purchasing Technology", *88th International Supply Management Conference Proceedings*, May, 2003.

"E Sourcing for the Services Industry" *88th International Supply Management Conference Proceedings*, May, 2003, (with Gododia)

The Impact of Purchase Type on the Reverse Auction Process: A Conceptual Model, *13th Annual North American Research Symposium on Purchasing and Supply Management Proceedings*, March, 2002, Dallas, TX, pp. 327-346. (with Percy & Dandeo)

Developing a World Class Skill Set, *86th Annual International Purchasing Conference Proceedings*, May, 2001, pp. 56-58. (with Alvin Williams)

Building Skill Development Models: An Analysis of Current Practices in the Purchasing/Supply Management Profession, *Third Worldwide Research*

Symposium on Purchasing and Supply Management Proceedings, University of Western Ontario, May, 2000 pp.323-333.

The Effects of Organizational Learning on Purchasing's Innovativeness and Value", *NAPM Research Symposium on Purchasing & Supply Management Proceedings*, pp 30-41, 1999, (with Hult)

Purchasing Training & Trends in Saudi Arabia- An Exploratory Analysis, *NAPM Research Symposium on Purchasing & Supply Management Proceedings 1998*, pp. 161-180. (with Kolchin)

Using the Internet to Improve Purchasing Productivity, *NAPM 82nd International Conference Proceedings*, May 1997, pp. 447-449. (with Hofacker).

"Purchasing Education & Training", *Production Operation Management Society Proceedings*, October, 1995.

Students Perceptions of the Importance of Purchasing and the Desirability of a Career in the Field, *NAPM 80th International Purchasing Conference Proceedings*, May 1995, (pp. 302-306). (with Williams and Henthorne)

Impact of Supply Chain Management on Purchasing, *NAPM 80th International Purchasing Conference Proceedings*, May 1995, pp. 147-149. (With Brand)

International Outsourcing: A Current Analysis, *NAPM 79th International Purchasing Conference Proceedings*, May, 1994, pp. 169-173. (with Sharland)

PET 2000: Purchasing Training & Education for the Next Decade, *NAPM 78th International Purchasing Conference Proceedings*, May 1993, pp. 202-207. (with Kolchin)

Sales Training for Purchasing Professionals--A Performance Enhancement Technique, *NAPM 77th International Purchasing Conference Proceedings*, May 1992, pp. 315--319. (with Williams)

Modeling/Purchasing Effectiveness, *Purchasing & Materials Management, Research Symposium Proceedings*, University of California, Fresno, March 1992. (with Kolchin)

A Conceptual Model of Purchasing Effectiveness, *NAPM 76th International Purchasing Conference Proceedings*, May 1991, pp. 43-47. (with Kolchin).

Moving Towards Performance Based Rating Systems, *Purchasing & Materials Management Research Symposium*, October 1990, Lehigh University, pp.1-14.

JIT Implementation and Contractual Practices, *National Decision Sciences Conference Proceedings*, November 1989. (with Law) (abstract only).

JIT Implementation Practices Across Productive Systems, *National Academy of Management Proceedings*, August 1989. (abstract only).

Locating International Suppliers within MNC Firms, *Research in Marketing: An International Perspective*, Proceedings of IMP Conference, International Marketing & Purchasing Conference, Penn State University, September 1988, pp. 196-212. (with Monczka)

Organizational Approaches to International Purchasing, *American Marketing Association National Educator's Conference*, August 1988, p. 443. (with Monczka)

Implications of Computerization to Hospital Material Managers, *Decision Sciences Institute Decision Proceeding - 1988*.(with Law) (abstract)

Comparative Purchasing: Industrial, Retail, Institutional and Governmental, *National Association of Purchasing Management 73rd International Conference Proceedings*, May 1988, pp. 83-98. (with Kolchin and Cook)

Merchandise and Industrial Buying--A Comparison, *Michigan State University Purchasing/Materials Management Conference Proceedings*, October 1987, pp. 184-193.(with Kolchin)

JIT-Purchasing: Practices, Problems and Objectives, *National Decision Sciences Institute Proceedings*, November 1986, pp. 311--314.

Organizational Buying Behavior in the Third Sector, *National Academy of Management Proceedings*, August 1986, p. 405. (with W. and V. Crittenden)

Third Sector Purchasing Practices and the Influence of Organizational Characteristics, *National Academy of Management Proceedings*, August, 1985. (with W. and V. Crittenden)

Purchasing Policies in the Third Sector, *American Institute for Decision Sciences, Southeast Proceedings*, February 1984. (with W. and V. Crittenden) (abstract)

Purchasing's Role in EDP Acquisition--Public and Private Sector Differences. *National Academy of Management Proceedings*, August 1983, p. 463. (abstract)

The Impact of Strategic Responsiveness and Social Philosophy on Minority Purchasing Programs, *Contribution of Theory and Research to the Practice of Management*, Editor, Dennis F. Ray, November 1982, pp. 356-360. (with Newgren)

A Three-Factor Model of Corporate Social Responsiveness with Application to Minority Purchasing Programs, *National Academy of Management Proceedings*, August 1982.(with Newgren)

MRP and Interunit Buying, *National Academy of Management Proceedings*, August 1981. (with Goodman)

Affirmative Action Purchasing Requires Top Management Support, *American Institute for Decision Sciences, Southeast Proceedings*, February 1981, pp. 200-201.

The Impact of Goal Setting on Minority Purchasing Programs, *National Academy of Management Proceedings*, August 1980, pp. 351-355.

The Need to Develop an Effective Minority Vendor Purchasing Program, *American Institute for Decision Sciences, National Proceedings*, November, 1979.

TEXTBOOKS

Purchasing & Supply Chain Management, R. Monczka, R. Handfield, L. Giunipero, and J. Patterson, Thomson Southwestern Publishing, Fourth Edition, 2009. 810 pp.

e-Purchasing Plus-Changing the way Coporations Buy, G. Antonette, L. Giunipero and C. Sawchuk, Bookcrafters Publishing Co., 2002 (2nd edition), 573 pp.

Purchasing: Principles and Applications (8th edition), S. Heinritz, P. Farrell, L. Giunipero & M. Kolchin, Prentice Hall Publishing Co., 1991, 580 pp.

Purchasing Internationally: Concepts and Principles, R. M. Monczka & L. Giunipero, Bookcrafters Publishing Co., 1990, 178 pp.

The CPSD Study Guide, Contributing author, Institute for Supply Management, Tempe, AZ 2011.

The CPSM Study Guide, Contributing author, Institute for Supply Management, Tempe, AZ, 2008.

Encyclopedia of Production and Manufacturing Management, Contributing author Future of Purchasing Section, Paul Swamidass, Auburn University editor, Kluwer Academic Publishing, pp. 609-614.

The Purchasing Handbook, Contributing author, Identification & Evaluation of Sources, Chapter 11, pp. 235-275, Joseph Cavinato, & Ralph Kauffman, editors, McGraw Hill, 2000.

Requirements Planning Systems, for 1989/90 Yearbook of Science & Technology, McGraw Hill, June 1989. (Update of prior version, 1982/1983, pp. 304-307.)

The CPM Study Guide, Contributing author, National Association of Purchasing Management, Tempe, AZ, 1984, revised 1987, 1991, 1994, 1997, 2000, 2007.

PUBLICATIONS-NON-REFEREED

"Beyond Buying" *Wall Street Journal* March 10, 2008, p.R8, (with Handfield, R. and Johansen, D)

Other Non Refereed Publications have appeared in the following journals.

- Supplier Selection and Management Report
- Inside Supply Management
- Logistics Management
- NAPM Insights
- Non Profit World
- Purchasing World
- Chemical Purchasing
- Cool Tools for Purchasing www.purchasingautomation.com

Electronic Buyers News

- Editorial Review Board, *Purchasing Issues*, 1988 to 1993
- Author of periodic column entitled "Speaking of Buying." 1982-1987.
- Author of over 15 book reviews, 1987-1998
- Authored a special series entitled "Purchasing Portfolio" which were 15-20 page monographs describing current purchasing practices, 1982-1987.
- Electronic Buyers News* is a weekly trade publication with a circulation of over 50,000 managers and purchasers. It switched to a more new oriented approach in 1994.

PUBLISHED RESEARCH FROM GRANTS

"The Role of Optimization in Strategic Sourcing", Center for Advanced Purchasing Studies, 2009, Tempe, AZ, 98 pp., (with P. Carter)

"Purchasing Education & Training II" Center for Advanced Purchasing Studies, 2004, Tempe, AZ, 125pp. (with R. Handfield)

"A Skills Based Analysis of the World Class Purchaser", Center for Advanced Purchasing Studies, 2000, Tempe, AZ, 55pp.

“Feasibility of the Formation and Operation of a Child Nutrition Purchasing Network in Florida Public School Districts”, Florida Department of Education, 1998, 180 pp. (with Voich, Celec, & Nosari)

“Total Quality Management in Small Business”, Florida Economic Development Center, 1994, 137 pp.

“Purchasing Education & Training – 2000”, Center for Advanced Purchasing Studies, 1993, Tempe, AZ, 108 pp. (with M. Kolchin)

“Analyzing Purchasing as a Profit Center”, National Association of Purchasing Management Program Assisted Learning Guide, 1990, 1983. (with Steve Howler).

“Just-in-Time Purchasing” Association for Manufacturing Excellence Research Report, Wheeling, IL, 1989, 100 pp. (published research report).

“Current Research in Purchasing and Materials Management Proceedings”, Florida State University, March 1989. (co-editor with G. Zenz).

“Inventory Control Guide for Small Businesses”, Florida Economic Development Center, 1987, 107 pp.

“JIT Purchasing: A Powerful Purchasing Tool to Boost Quality & Productivity”, (Guide to Purchasing), National Association of Purchasing Management, Feb. 1986.

“Purchasing Internationally”, Michigan State University, unpublished research report, 1984, 154 pp. (with R. Monczka).

“Purchasing Guide for Small Businesses”, Florida Economic Development Center, 1984, 154 pp.

“Purchasing and Productivity”, National Association of Purchasing, Management Independent Study Program Test Manual, September 1984.

“Purchasing--EDP Task Force Report”, Final Report of Joint-Select Committee on EDP, July 1983, pp. 46-103. This report resulted in Legislation CH 83-99, "An Act Relating to State Purchasing," signed by the Governor of Florida, June 8, 1983 and Effective July 1, 1983.

“Analyzing Purchasing As A Profit Center”, National Association of Purchasing Management Independent Study Program, June, 1983.

"Developing and Maintaining Effective Minority Supplier Programs, National Association of Purchasing Management's Guide to Purchasing, E. J. Bierman, Editor, National Association of Purchasing Management, Oradell, NJ, 1981.

PAPERS PRESENTED

The refereed proceedings listed above have been presented at Conferences listed below and include:

National Academy of Management Annual Conference
Institute for Supply Management International Supply Management Conference
North American Research Symposium on Purchasing and Supply Management
International Purchasing & Supply Education & Research Association IPSERA
Third Worldwide Research Symposium on Purchasing and Supply Management
American Marketing Association National Educator's Conference
Decision Sciences Institute National Conference
Production Operations Management Society (POMS)
Pharmaceutical Supply Chain Management Conference
The Conference Board
Northeast Supply Chain Conference
Florida Government Conference
Institute for Supply Management Services Conference
National Administrative Services Purchasing Council
Purchasing Management Association of Boston
Various Regional Purchasing Management Associations

SERVICE

PROFESSIONAL

Associate Editor, *Journal of Supply Chain Management*, 2007 to present.
Editorial Review Board, *Journal of Supply Chain Management*, 2002 to 2007.
Editorial Review Board *Journal of Business Logistics*, 2010-present.
Editorial Review Board, *International Journal of Logistics Management*, 1994 to 2010
Editorial Reviewer, *Decision Sciences*, *Journal of Operations Management*, *Journal of Business & International Marketing*, *Operations Management*. *IEEE Transactions on Engineering Management*
Associate Editor, *Journal of Cost Analysis*, 1986 to 1989.
Editorial Review Board, *Purchasing Management*, CMP Publications, Manhasset, NY 1988 to 1993
Reviewer, Institute for Supply Management (ISM) International Research Colloquium 1989 to present

Reviewer. *National American Marketing Association Strategic Marketing Track, National Academy of Management, and P/OM Division National Decision Sciences Institute, P/OM Division*

Reviewer, ISM Doctoral Grants Program, 1997 to 2001 and 1987 to 1989.

FUNDED RESEARCH

Role of Social Networking in Supply Management, Center for Advanced Purchasing Studies, 2010-present.

Risk Management in the Supply Chain, Center for Advanced Purchasing Studies, 2009-2010.

Role of Optimization in Strategic Sourcing, Center for Advanced Purchasing Studies, 2007-2009.

Purchasing Education and Training II, Center for Advanced Purchasing Studies, 2002-2004.

A Skills Based Analysis of the World Class Purchaser, Center for Advanced Purchasing Studies, 1999-2000

Child Nutrition Purchasing Network Grant, Department of Education, 1998.

FEDC Small Business Grant Total Quality Management, Summer 1993.

Purchasing Education and Training - 2000, Center for Advanced Purchasing Studies, 1991-1993.

JIT Purchasing in American Industry, Association for Manufacturing Excellence, 1987 to 1989.

FEDC Small Business Grant, Inventory Control in Small Business, Summer, 1987.

FEDC Small Business Grant Purchasing Management for Business, Summer 1985.

DOCTORAL DISSERTATIONS-Completed

Recent Doctoral Committees (member): Mark Gleim (marketing), Chris Penny (Management), Steve Lanivich (Management)

"Why Do Firms Exercise Foothold Options? : Explanations from Multipoint Competition and Real Options Theory" John Upson, Management, Completed, March 2008. (member)

"Resource-Based and Relational Antecedents of Firms' Propensity to Franchise and Their Effects on Firm Performance" William Gillis, Management, May 2007. (member)

"A Customer Equity-Based Segmentation of Service Customers: An Application of Multicriterion Clusterwise Regression for Joint Segmentation Settings" Clay Voorhees, Marketing, May, 2006. (member)

"The Effect of Internet Technology on the Exporter-Distributor Relationship", David Kuhlmeier, Marketing, October, 2005. (member)

"An Investigation of the Life Cycle Stage of Private Label Apparel Brands and the Use of Automatic Replenishment Programs", Katie Copeland, College of Human Sciences, August, 2005. (member)

"The Impact of Strategic Skills on Supply Management Performance: A Resource Based View " Reham Eltantawy, Marketing, August 2005. (chair)

"A New Examination of Service Loyalty: Identification of the Antecedents and Outcomes of an Attitudinal Loyalty Framework." Brian Bourdeau, Marketing, August, 2005. (member)

"Transaction Attributes and Governance Choice: A Meta-Analytic Examination of Key Transaction Cost Theory Predictions", Thomas Russell Crook, Management, June, 2005. (member)

"Emotional Intelligence as a Facilitator of the Emotional Labor Process", Melita Prati, Management, September, 2004. (member)

"Leadership Style and Perceived Benefits of Electronic Data Interchange for the Retail Industry", Todd McAllister, College of Human Sciences, May 2004. (member).

"Essays on the Role of Education and the Income Distribution in Emerging Economies" Wisit Chaisrisawatsuk, Department of Economics January, 2004. (member)

"Supply Chain Optimization of Carton Manufacturing and Procurement Process", Abhinay Thute, Industrial Engineering, November, 2003.(co-chair)

"A Model of the Reverse Auction Implementation in Electronic Procurement", Dawn Percy, Marketing, August 2002. (chair)

"Quick Response Systems and Retail Categorization" Lisa Dandeo, College of Human Sciences, August, 2001. (member)

"Price Sensitivity for Groceries: Scale Evaluation and Model Development", Palmer McDonald, Marketing, June 1998.(member)

"Re-Conceptualizing Perceived Service Quality: A Hierarchical Model", Michael Brady, Marketing, July, 1997 (member).

"Market Orientation as a Dual Component Process of Customer & Competitor Orientations," L. Jean Walker, Marketing, December, 1997. (member)

"Organizational Flexibility, Outsourcing Contracts, and Contractual Outcomes in the Public Sector," Audley Harris, Management, October 1996. (member)

"Virtual Organizations: An Examination of Structure and Performance In Air Force Acquisition Teams, Caisson M. Vickery, Information & Management Sciences, December 1994. (member)

"The Governance of International Outsourcing: Transaction Costs and Competitive Advantage as Mediating Variables," Alex Sharland, Marketing, June 1993.(member)

"The Effects of Electronic Data Interchange on Corporate Organizations," Brenda Massetti, Information and Management Sciences, December 1991. (member)

"A Management Analysis and Systems Model of Department of Defense Acquisition Structure and Policy," Information and Management Sciences, Gregory Burgess, August 1988. (member)

STUDENT ACTIVITIES

Founder/Advisor for the Purchasing/Supply Management Club, 1983 to 1998
American Marketing Association Student Chapter Advisor 1996
Advisor Phi Beta Lambda Business Fraternity 1997-1998.
Advisor FSU All Girls Cheerleading Club 1997 to 2001.
Academic Advisor Phi Mu Sorority, 1996 –1998.
Academic Advisor to Delta Gamma Sorority, 1983 to 1988.
Advisor to upperclassmen, Business majors, 1983 to present.
Contacted/solicit Corporations to interview Purchasing/Supply Management majors.
Obtained annual scholarship from National Institute for Government Purchasers, 1986 to present.
Obtained annual scholarship from NAPM Gulf Coast, 1988 to 1994
Obtained annual scholarship from the NAPM- Florida 1982-1989.

MAJOR COMMITTEES

University Admissions Committee (2005-present)
Graduate Appeals Committee (2005-present)
MBA Committee (1993-1994, 2004- 2010)
University Graduate Policy Committee (2000-2001)
University Faculty Senate (1999-2002)
Promotion and Tenure Committee Department & College (1998-2002,2004,2005,2010,2011)
Recruiting Committee Chairman Marketing Department (1995-2000)
Doctoral Committee Marketing Department (1995- present)
Patty Hill Smith Eminent Scholar Chair Search Committee (1997)
Administrative Staff Review Committee (1996)

University Minority Affairs Committee (1993-1995)
University Committee on Student Conduct (1990 to 1996)
College Promotion and Tenure Committee and Member University Committee
(2003,1998,1997, 1992-Chair)
Undergraduate Policy Committee (1982-85, 1987-89)
Faculty Advisor Purchasing Majors (1984 to present)
Scholarship Committee--College of Business (1982-1986, 1997 to 2001)
Peer Evaluation Committee--Management Department (1983-1987)
Promotion and Tenure Committee--Management Department (1982, 1983, 1985).
Curriculum Review Committee--Management Department (1983-1985)

PROFESSIONAL ASSOCIATION INVOLVEMENT

ISM Connecticut
ISM Carolinas Virginia
PMA Boston
Various regional and local ISM groups, Tampa, Jacksonville, Miami, Fort Lauderdale,
Salt Lake City, Atlanta, Dallas, Dothan,
National Institute for Government Purchasers (NIGP)
National Association of Educational Procurement (NAEP)
National Association of Educational Buyers (NAEB)
Director-One week long executive program Developing Excellence in Supply
Management- 1993-2002.(co-sponsored with ISM)
CARILEC (Caribbean Association of Electric Utilities)
Banyan Trading Company Philippines
State of Florida Annual Expo Tampa & Tallahassee
Uniform & Textile Service Association
SABIC- Saudi Arabia