Curriculum Vitae (Short-Version) of ERIC H. KESSLER, Ph.D.

Lubin School of Business Pace University One Pace Plaza, W-481 New York, New York 10038 (212) 618-6577 ekessler@pace.edu http://amazon.com/author/erickessler

An authority on organization management and global leadership, Dr. Eric Kessler is the Henry George Professor of Management and founding Director of the Business Honors Program at the Lubin School of Business at Pace University. As a management scholar he has published five critically acclaimed books that have been sold in 70+ countries and over 100 combined academic papers and presentations with his research appearing in many of the field's top outlets. As a management *educator* he is a Kenan Teaching Excellence Award winner who has pioneered innovative curriculum development as well as led many international field studies and mentored many advanced theses and service projects while receiving the highest levels of user satisfaction in undergraduate, masters, doctoral, executive, and corporate education programs. As a management leader he has sat on several editorial and advisory boards (including the prestigious Academy of Management Review), was named a Fellow and served as a President of the Eastern Academy of Management, has received numerous domestic and international society honors, and has been appointed to several prominent panels including with the United States National Security Education Program and the National Screening Committee of the United States Fulbright Program. As a management professional he is a Jefferson Foundation Medal for Public Service winner and Fulbright Specialist who has consulted with private and public organizations large and small across a broad range of industries (from local businesses to Fortune 500 companies), worked with government agencies (including the US Department of Defense and the US Department of State), participated in academic programs spanning six continents, and been quoted in popular publications such as Newsweek and Bloomberg BusinessWeek.

ACADEMIC BOOKS

- 1. Kessler, E.H. (in process). Wise Leadership. Routledge Publishers
- 2. Kessler, E.H. 2016. Being a True VIP: Managing Importance in Yourself and Others. *Palgrave MacMillan Publishers*.
- Kessler, E.H. 2013. The Encyclopedia of Management Theory. Sage Publications.
 < Named to Choice Magazine's list of Outstanding Academic Titles >
- 4. Kessler, E.H. 2010. Management Theory in Action: Real-World Lessons for Walking the Talk. *Palgrave MacMillan Publishers*.
- 5. Kessler, E.H. & WongJi, D.M. 2009 (Paperback 2010). Cultural Mythology and Global Leadership. *Edward Elgar Publishers*.
- 6. Kessler, E.H. & Bailey, J.R. 2007. Handbook of Organizational and Managerial Wisdom. Sage *Publications*.

JOURNAL AND SERIES PUBLICATIONS

- 1. Kessler, E.H. In Press. A Wisdom-Based Approach for Developing Global Talented Leaders. To appear in *Routledge Companion to Talent Management*.
- 2. Harmon, J., Dennis J. Scotti, D.J. & Eric H. Kessler, E.H. 2018. A Multi-Theory Approach to Managing Knowledge Assets: The Case of Complex Professional Human Service Organizations. *Organization*

Management Journal, 15 (1): 17-34.

- 3. Kessler, E.H. 2017. Why Do Management Theories Say What They Do? Toward a Management M-Theory. *Group and Organization Management*, 42 (5): 598-629.
- 4. Kessler, E.H. 2017. The Triumphant Triumvirate: Synergistically Realizing The Purposes of a University Through a Core Management Course. *Journal Of Management Education*, 41 (6): 794-816.
- Wong-MingJi, D., Kessler, E. H., Gopalakrishnan, S., & Khilji, S. 2014. Cross Country Perspective: Using Cultural Mythologies to Explore Leadership Patterns in India, Indonesia, Pakistan and the USA. South Asian Journal of Global Business Research, 3 (1): 79-101.
- 6. Kessler, E. H. & Bartunek, J.M. 2014. Designing Management Maps and Apps: Insights for Discovering and Creating Our Management Realities. *Academy Of Management Review*, 39 (2): 234-243.
- 7. WongJi, D.M. & Kessler, E.H., 2012. Motivations of Global Leaders. In E. Christopher (Ed) *Managing Communication Across Cultures: Different Voices*, 10-19.
- 8. Gopalakrishnan, S., Kessler, E. H., & Scillitoe, J. 2010. Navigating The Innovation Landscape: Past Research, Present Practice, And Future Trends. *Organization Management Journal*, 7: 262-277.
- 9. Bierly, P.E., Stark, E.M. & Kessler, E.H. 2009. The Moderating Effects of Virtuality on the Antecedents and Outcome of NPD Team Trust. *Journal of Product Innovation Management*, 26 (5): 551-565.
- Kessler, E. H. 2007. Making a Difference: A Professional, Scholarly, and Engaged EAM. Organizational Management Journal, 4 (1): 111-115.
- 11. Kessler, E. H. 2007. High Risk Technologies and Organizations. *International Encyclopedia of Organizational Studies*, London: Sage Publications: 593-597.
- 12. Kessler, E.H. & Charles, M. 2007. Strategic Implications of Nanotechnology. *Handbook of Business Strategy*, 15 (1): 1-21.
- 13. Kessler, E.H. 2006. Applying Theory to Practice: The Eastern Academy of Management White Paper Series. *Organizational Management Journal*, 160-163.
- 14. Allocca, M.A. & Kessler, E. H. 2006. Innovation Speed in the Small and Medium Sized Enterprise (SME). *Creativity and Innovation Management*, 15 (3): 279-295.
- 15. Kessler, E. H. 2006. Organizational Wisdom: Human, Managerial, and Strategic Implications. *Group and Organization Management*, 31 (3) 296-299.
- 16. Kessler, E. H. 2004. Organizational Innovation: A Multi-Level Decision-Theoretic Perspective. *International Journal of Innovation Management*, 8 (3): 275-295.
- 17. Hwang, A., Kessler, E. H., & Francesco, A.M. 2004. Student Networking Behavior, Culture, and Grade Performance: An Empirical Study and Pedagogical Recommendations. *Academy of Management Learning and Education*, 3 (2): 139-150.
- Kessler, E.H., Bierly, P.E., & Gopalakrishnan, S. 2003. Vasa-Syndrome: Insights from a 17th Century New Product Disaster. In R. Katz (ed) The Human Side of Managing Technological Innovation, 2nd Edition, *Oxford University Press*. Chapter 43.
- 19. Kessler, E.H. 2003. Leveraging e-R&D Processes: A Knowledge-Based View. *Technovation*, 23 (12): 905-915.
- Hwang, A., Francesco, A.M., & Kessler, E. H. 2003. The impact of individualism/collectivism, face and Kiasu on student learning/feedback processes: A cross-cultural comparison of HK, Singapore, and the US. *Journal of Culture and Change Processes*, 34 (1): 72-91.
- 21. Kessler, E.H. & Bierly, P.E. 2002. Is faster really better?: An empirical test of the implications of innovation speed. *IEEE Transactions on Engineering Management*, 49 (1): 1-11.
- 22. Kessler, E.H. 2001. The idols of organizational theory: From Francis Bacon to the Dilbert Principle. *Journal of Management Inquiry*, 10 (4): 285-297.
- 23. Kessler, E.H., Bierly, P.E., & Gopalakrishnan, S. 2001. Vasa-Syndrome: Insights from a 17th Century New Product Disaster. *Academy of Management Executive*, 15 (3): 80-91.
- 24. Christensen, E.W., Anakwe, U.P. & Kessler, E.H. 2001. Receptivity to distance learning: The impact of technology, reputation, constraints and learning preferences *Journal of Research on Computing in Education*, 33 (3): 263-279.
- 25. Bierly, P.E., Kessler, E.H., & Christensen, E.W. 2000. Organizational learning, knowledge, and wisdom.

Journal of Organization Change Management, 13 (6): 596-618. < WINNER, Highly Commended Author Award, 2001, Literati Club, MCB Press >

- 26. Kessler, E.H. 2000. Tightening the belt: Methods for reducing the cost of new product development projects. *Journal of Engineering and Technology Management*, 17: 59-92.
- 27. Kessler, E.H., Bierly, P.E., & Gopalakrishnan, S. 2000. Internal vs. external learning in new product development: Effects on speed, costs, and competitive advantage. *R & D Management*, 30 (3): 213-223.
- 28. Christensen, E.W., Bierly, P.E., & Kessler, E.H. 2000. Organizational wisdom as a strategic weapon. *Studies in the Strategies and Tactics of Competitive Advantage: Management in the New Millenium*, Mellen: 13-37.
- 29. Kessler, E.H. & Chakrabarti. A.K. 1999. Speeding up the pace of new product innovations. *Journal of Product Innovation Management*, 16: 231-247.
- Gopalakrishnan, S., Bierly, P.E., & Kessler, E.H. 1999. A re-examination of product and process innovation using a knowledge-based view. *Journal of High Technology Management Research*, 10 (1): 147-166.
- 31. Anakwe, U., Kessler, E.H., & Christensen, E.W. 1999. Distance learning and cultural diversity: Potential users' perspective. *International Journal of Organizational Analysis*,7 (3): 224-243.
- 32. Kessler, E.H. & Chakrabarti, A.K. 1999. An examination of the effects of concurrent development on new product innovations. In Hauschildt, Brockhoff, & Chakrabarti (eds.) *The Dynamics Of Innovation: Strategic And Managerial Implications*. Heidelberg / New York: Springer Berlin: 281-299
- 33. Bierly, P.E. & Kessler, E.H.1999. The timing of strategic technology partnering. *Tailoring Strategy: One Size Does Not Fit All*, New York: Wiley: 299-322.
- 34. Kessler, E.H. & Chakrabarti, A.K. 1998. Methods for improving the quality of new product innovations. *International Journal of Quality Science*, 3 (4): 302-319.
- 35. Bierly, P.E. & Kessler, E.H. 1998. Governance of interorganizational partnerships: A comparison of U.S., European, and Japanese alliances in the pharmaceutical industry. *Managing Strategically in an Interconnected World*, 187-205. New York: Wiley.
- 36. Kessler, E.H. & Chakrabarti. A.K.1996. Innovation speed: A conceptual model of context, antecedents and outcomes. *Academy of Management Review*, 21 (4): 1143-1191.
- 37. Kessler, E.H., Ford, C.M., & Bailey, J.R. 1996. Object valence as a moderator of the framing effect on risk preference. *Journal of Economic Behavior and Organization*, 30 (2): 241-256.
- Christensen, E.W. & Kessler, E.H. 1995. A toolbox metaphor for navigating the strategic discourse. In L.W. Foster (ed.) Advances in Applied Business Strategy, 4: 171-202. Greenwich, CT: JAI Press.
- 39. Spender, J.-C. & Kessler, E.H. 1995. Managing the uncertainties of innovation: Extending Thompson (1967). *Human Relations*, 48 (1): 35-56.

PROCEEDINGS PUBLICATIONS & CONFERENCE PRESENTATIONS

- 1. Kessler, E. H., 2018 (scheduled). Human Capital Meta/Mega-Competency And Global Leadership. *Eastern Academy of Management*, Providence, RI.
- 2. Kessler, E. H., 2017. Decision Making Across the Life Course. *Eastern Academy of Management*, Baltimore, MD.
- 3. Kessler, E.H. 2017. Leadership Strategies For Enhancing Self-Subjective Significant Value. *Interdisciplinary Perspectives on Leadership Symposium*, Mykonos, Greece.
- 4. Kessler, E. H., 2016. The Triumphant Triumvirate: Collaboratively Realizing the Purposes of a University. *Eastern Academy of Management*, New Haven, CT.
- 5. Kessler, E. H., 2015. Doing Well AND Doing Good: Balancing Economic and Social Concerns in Management Education. *EAM-International*, Lima, Peru.
- 6. Kessler, E. H., 2015. New Methods and Techniques to Enhance the Classroom Experience Of Old Courses. *EAM-International*, Lima, Peru.
- 7. Kessler, E. H., 2015. Toward an Integrative Meta Map of the Management Field. *Eastern Academy of Management*, Philadelphia, PA.

< WINNER: Best Conceptual Paper >

- 8. Kessler, E. H., 2015. Innovative Processes to Teach Innovation Principles. *Eastern Academy of Management*, Philadelphia, PA.
- 9. Gopalakrishnan, S. & Kessler, E. H., 2014. The Research Process and Linking Theory to Practice. *Academy of Management*, Philadelphia, PA.
- 10. Kessler, E. H., 2013. Management M-Theory. Academy of Management, Lake Buena Vista, FL.
- 11. Kessler, E. H., 2013. Institutional Knowledge Development and Diffusion. *Eastern Academy of Management*, Baltimore, MD.
- 12. Abbona, S., Kessler, E. H. 2012. Sustainability in Practice: Exploring the Triple Bottom Line of the Slow Food Movement. *Eastern Academy of Management*, Philadelphia, PA.
- 13. Kessler, E. H. 2012. Technology as a Catalyst for our Changing Organizations. *Eastern Academy of Management*, Philadelphia, PA.
- 14. Young, E. & Kessler, E.H. 2011. Re-conceptualizing the Value of a Firm. *Eastern Academy of Management*, Boston, MA.
- 15. Kessler, E.H., et.al. 2010. Best Practices for a Business Honors Program. *Academy of Management*, Montreal, Canada.
- 16. Kessler, E.H. 2010. Minds for a Globalized World. Eastern Academy of Management, Portland, ME.
- 17. Kessler, E.H. 2010. The Art and Science of Book Publishing. *Eastern Academy of Management*, Portland, ME.
- 18. Kessler, E.H. & Wong-MingJi, D.2009. Cultural Mythology and Global Leadership: Present Morphing of the Past to Move Into the Future. *Academy of Management*, Chicago, IL.
- 19. Kessler, E.H., et.al. 2009. Windows on the World: Cultural Perspectives of Leadership Past-Present-Future. *Academy of Management*, Chicago, IL.
 - < Designated Showcase Symposia >
 - < Finalist, Best International Symposia >
- 20. Parisi, M. & Kessler, E.H. 2009. Toward a Theory of Organizational Immune Systems. *Eastern Academy* of Management, Hartford, CT.
- 21. Deal, E. & Kessler, E.H. 2008. Leadership through Power and Influence: Lessons from Cinematic Heroes and Villains. *Eastern Academy of Management*, Washington, DC.
- 22. Kessler, E.H., Christensen, E.W., & Gopalakrishnan, S. 2007. Bridging Academic and Management Audiences. *Eastern Academy of Management*, New Brunswick, NJ.
- Jordan, J., Kessler, E.H., & Hooijberg, R. 2007. Wisdom in Organizations and Management: A Conversation for Theory and Practice. *Society of Industrial and Organizational Psychology*, New York NY.
- 24. Bierly, P.E., Stark, E.M. & Kessler, E.H. 2006. The Moderating Effects of Virtuality on the Drivers and Functionality of NPD Team Trust. *Academy of Management*, Atlanta GA.
- 25. Kessler, E.H., et.al. 2006. Organizational and Managerial Wisdom. *Academy of Management*, Atlanta GA. **Compared All-Academy Symposia** >
- 26. Kessler, E.H. & Bailey, J.R. (Presented by R. Chia) 2006. Handbook of Organizational and Managerial Wisdom. *European Academy of Management*, Oslo Norway.
- 27. Weston, E. & Kessler, E.H. 2006. Positive Thinking: Toward a Conceptual Model and Organizational Implications. *Eastern Academy of Management*, Saratoga Springs, NY.
- 28. Lau, A. & Kessler, E.H. 2006. The Emergence and Development Of Guanxi in Enhancing Relationship Management. *Eastern Academy of Management*, Saratoga Springs, NY.
- 29. Kessler, E.H., et.al. 2005. Mythology and Leadership: A Multicultural Exploration of Models and Styles. *EAM International*, XI Cape Town, South Africa.
- 30. Kessler, E.H. 2005. Developing Management Scholars' Ability in Shaping the Vision of the 21st Century. *Academy of Management*, Honolulu, HI.
- 31. La Masa, F. & Kessler, E.H. 2005. Global Outsourcing of Information Technology: Strategic, Leadership, and Ethical Implications. *Eastern Academy of Management*, Springfield, MA.
- 32. Charles, M. & Kessler, E.H. 2005. Nanotechnology: A Scientific Revolution with Critical Strategic,

Managerial, and Ethical Considerations. Eastern Academy of Management, Springfield, MA.

- 33. Allocca, M.A. & Kessler, E.H. 2004. An Empirical Investigation of Innovation Speed in the Small and Medium Sized Enterprise (SME). *Academy of Management*, New Orleans LA.
- 34. Schneider, M. & Kessler, E.H. 2004. Thinking Strategically and Critically about Strategic Management. *Academy of Management*, New Orleans LA.
- 35. Gopalakrishnan, S. & Kessler, E.H. 2004. Decision Making and Firm Innovativeness: A Multi-Level Analysis of the Drug Delivery Industry. *EIASM International Product Development*, Dublin Ireland.
- Hwang, A., Kessler, E. H. & Francesco, A.M. 2004. Student Networking Behavior, Culture, and Grade Performance: An Empirical Study and Pedagogical Recommendations. *Eastern Academy of Management*, Providence RI.
- 37. Kessler, E.H., et.al. 2004. From Knowledge to Wisdom: Applying Management Theory to Better Understand and Manage in the War on Terrorism. *Eastern Academy of Management*, Providence RI.
- 38. Kessler, E.H. 2003. Organizational Innovation: A Multi-Level Decision-Theoretic Perspective. *Eastern* Academy of Management, Baltimore, MD.
- 39. Allocca, M.A. & Kessler, E.H. 2003. Innovation Speed in the Small and Medium Sized Enterprise. *Eastern Academy of Management*, Baltimore, MD.
- 40. Kessler, E.H. 2003. Superhero Organization: Lessons for Extraordinary Management. *Eastern Academy of Management*, Baltimore, MD.
- 41. Schneider, M. & Kessler, E.H. 2003. Synthesizing Strategic Management with a Critical Management Studies Approach: Toward Pluralism and Paradox in Teaching. *Mid-Atlantic Organizational Behavior Teaching Conference*, Philadelphia, PA.
- 42. Kessler, E.H. & Peridis, T. 2003. International E-R&D: A Conceptual Model And Research Agenda. *EAM–International*, Porto, Portugal.
- 43. Kessler, E.H., & Bierly, P.E. 2002. Leveraging the Internet in Innovation Processes: A Knowledge-Based View. *International Conference on Management of Innovation and Technology*, Hangzhou City, China
- 44. Kessler, E.H. & Bierly, P.E. 2002. Networked Innovation Team Processes, Business Strategy, and Performance. *Strategic Management Society*, Paris, France.
- 45. Hwang, A., Kessler, E. H., & Francesco, A.M. 2002. Student Learning Networks: Functionality, Antecedents, and Pedagogical Recommendations. *Academy of Management*, Denver, CO.
- 46. Kessler, E. H. 2002. e-R&D: A conceptual Model and Research Agenda. *Eastern Academy of Management*, New Haven, CT.

< WINNER: Best Conceptual Paper >

- 47. Kessler, E. H., et.al. 2002. On Being a Professor After 9/11. Proceedings, Eastern Academy of Management, 39. Eastern Academy of Management, New Haven, CT.
- 48. Ng, A., Francesco, A.M., & Kessler, E. H. 2001. Cross-cultural Differences in Learning Processes: Hong Kong, Singapore, and US. *Academy of Management*, Washington, DC.
- 49. Christensen, E.W. & Kessler, E.H. 2001. Cyber-Scholarship: Usage, Efficiency, and Effectiveness of the Internet in Management Research. *Eastern Academy of Management*, New York, NY.
- 50. Christensen, E.W., Kessler, E.H., & Anakwe, U. 2001. Creating A Distance Learning Technology Strategy: Guideposts From A Survey Of Potential Students. Society for the Advancement of Management Conference, Las Vegas, NV.
- 51. Kessler, E.H. & Bierly, P.E. 2000. Is faster really better?: An empirical test of the implications of innovation speed. *Academy of Management*, Toronto, Canada.
- 52. Kessler, E.H., Bierly, P.E., & Gopalakrishnan, S. 2000. Vasa Syndrome: Lessons For Product Development And Innovation Management. *Eastern Academy of Management*, Danvers, MA.
- 53. Kessler, E.H., et.al., 2000. Knowledge And The Management Of Innovation And Technology. *Proceedings, Eastern Academy of Management*, 37. *Eastern Academy of Management*, Danvers, MA.
- 54. Kessler, E.H., Bierly, P.E., & Gopalakrishnan, S. 1999. Internal vs. external learning in new product development: Effects on speed, costs, and competitive advantage. *Academy of Management*, Chicago, IL.
- 55. Christensen, E.W., Kessler, E.H., & Anakwe, U. 1999. Factors influencing students' preferences for distance learning. *Academy of Management*, Chicago, IL.
- 56. Anakwe, U., Kessler, E.H., & Christensen, E.W. 1999. Distance learning and cultural diversity: Potential

users perspective. International Society for Organizational Analysis, Prague, Czech Republic.

- 57. Kessler, E.H., Christensen, E.W., & Anakwe, U. 1999. The who, what, and why of distance learning: An analysis of student preferences. *Eastern Academy of Management*, Philadelphia, PA.
- 58. Bierly, P.E. & Kessler, E.H. 1998. The timing of strategic technology partnering: Influences and implications. *Strategic Management Society*, Orlando, FL. **Nominated for Best Paper >**
- 59. Bierly, P.E., Kessler, E.H., & Christensen, E.W. 1998. Organizational learning, knowledge, and wisdom: Simplification of increasingly complex information. *Strategic Management Society*, Orlando, FL.
- 60. Gopalakrishnan, S., Bierly, P.E., & Kessler, E.H., 1998. A re-examination of product and process innovation using a knowledge-based view. *Academy of Management*, San Diego, CA.
- 61. Kessler, E.H. & Chakrabarti, A.K. 1998. An examination of the effects of concurrent development on the speed, costs, and quality of new product innovations. *Dynamics of Innovation*, Hamburg, Germany.
- 62. Kessler, E.H., Bierly, P.E., & Gopalakrishnan, S. 1998. Technology sourcing, innovation speed, and competitive advantage. *EIASM International Product Development*, Como, Italy.
- 63. Kessler, E.H. 1998. Tightening the belt: Methods for reducing the cost of new product development projects. *Eastern Academy of Management*, Springfield, MA.

< Nominated for Best Empirical Paper >

64. Kessler, E.H. 1998. The idols of organizational theory: From Francis Bacon to the Dilbert Principle. *Proceedings, Eastern Academy of Management*, 35: 116-119. *Eastern Academy of Management*, Springfield, MA.

<WINNER: Best Conceptual Paper >

- 65. Kessler, E.H. 1998. Is faster really better?: A test of the strategic implications of innovation speed. *Eastern Academy of Management*, Springfield, MA.
- 66. Bierly, P.E., Kessler, E.H., & Christensen, E.W. 1998. Organizational wisdom: Extending knowledge management to include spirituality and passion. *Organization Science*, Keystone, CO.
- 67. Bierly, P.E. & Kessler, E.H. 1997. Governance of interorganizational partnerships: A comparison of U.S., European, and Japanese alliances in the pharmaceutical industry. *Strategic Management Society*, Barcelona, Spain.
- 68. Kessler, E.H. & Chakrabarti. A.K. 1997. Methods for improving the quality of new product innovations. *Portland International Conference on Management of Engineering and Technology*, Portland, OR.
- 69. Kessler, E.H. & Chakrabarti, A.K. 1997. Speeding up innovation: An empirical study of methods that increase the pace of new product innovation. *EIASM International Product Development*, Stockholm, Sweden.
- 70. Kessler, E.H. & Chakrabarti, A.K. 1997. Is concurrent development panacea?: Trade-offs between speed, costs, and quality. *EIASM International Product Development,* Stockholm, Sweden
- 71. Christensen, E.W., Hooijberg, R., Bailey, J.R., & Kessler, E.H. 1996. An experiment in cognitive style heterogeneity and group performance. *Eastern Academy of Management*, Crystal City, VA.
- 72. Kessler, E.H. 1995. Innovation and risk: Applying Sitkin and Pablo's (1991) model to innovation decisions. *Academy of Management*, Vancouver, BC.
- 73. Kessler, E.H. & Chakrabarti. A.K. 1995. Innovation speed: A conceptual model of facilitators and barriers. *Academy of Management*, Vancouver, BC.
- 74. Kessler, E.H. 1995. What is an open systems theory of organizations?: A construct validation. *Eastern Academy of Management*, Ithaca, NY.
- 75. Kessler, E.H. 1994. What are the organizational prospects for prospect theory? *Eastern Academy of Management*, Albany, NY.

< Nominated for Best Conceptual Paper >

- 76. Kessler, E.H., Ford, C.M., & Bailey, J. 1993. Value-based versus frame-based explanations of risk-preferences. *Academy of Management*, Atlanta, GA.
- 77. Kessler, E.H. & Christensen, E.W. 1993. The strategist's toolbox: Choosing the right tool for the right job. *Organizational Studies*, Albany, NY.
- 78. Spender, J.-C. & Kessler, E.H. 1993. Extending Thompson (1967): A two-domain model of the organizational innovation process. *Eastern Academy of Management*, Providence, RI.

- 79. Kessler, E.H. & Christensen, E.W. 1993. The what, where, and how of business policy and strategy: Reconciling design, positioning, and planning. *Institute for Behavioral and Applied Management* Denver, CO.
- 80. Kessler, E.H. & Ford, C.M. 1992. Three-dimensional prospect theory. *Eastern Academy of Management*, , Baltimore, MD.

< Nominated for Best Empirical Paper >

OTHER PUBLICATIONS

- 1. Hirsch, A.C. & Kessler, E.H. 2017. Country Club: A Murder Mystery.
- 2. Kessler, E.H. & Chakrabarti, A.K. (summarized by Hawley Roddick) 2000. Seven keys to high-quality products. *Lubin Working Research*, Spring 2000: 2.
- 3. Hooijberg, R., Christensen, E.W., Bailey, J.R., & Kessler, E.H. 1994. The relationship between psychological type, learning style, and teaching in the Graduate School of Management. *Final Report: Rutgers University Teaching Excellence Center*, Newark NJ.
- 4. Kessler, E.H. & Witt, D. 1988. Protection act would be a dark chapter for air passengers. Houston Post.

RESEARCH AWARDS

- WINNER, Best Conceptual Paper, 2015 Eastern Academy of Management Conference
- WINNER, Choice Magazine's list of 2013-2014 Outstanding Academic Titles
- Nominated for Best International Symposium, 2009 Academy of Management Conference
- WINNER, Best Conceptual Paper, 2002 Eastern Academy of Management Conference
- WINNER, Highly Commended Author Award, 2001, Literati Club, MCB Press
- WINNER, Best Conceptual Paper, 1998 Eastern Academy of Management Conference
- Nominated for Best Empirical Paper, 1998 Eastern Academy of Management Conference
- Nominated for Best Paper, 1998 Strategic Management Society Conference
- Nominated for Best Conceptual Paper, 1994 Eastern Academy of Management Conference
- Nominated for Best Empirical Paper, 1992 Eastern Academy of Management Conference

RELATED MEDIA

- Cited in *Bloomberg Business Week* Article: Goldman Model Championed by Blankfein Planted Seeds of Distress. July 21, 2011.
- Cited in *Newsweek* Article: I Can't Think! How the Deluge of Information Paralyzes our Ability to Make Good Decisions. February 27, 2011.

TEACHING RECORD

2012- present	Henry George Professor. Lubin School of Business, Pace University. New York, NY.	
2005 - 2012	Professor. Lubin School of Business, Pace University. New York, NY.	
2001 - 2005	Associate Professor. Lubin School of Business, Pace University. New York, NY.	
1996 - 2001	Assistant Professor. Lubin School of Business, Pace University. New York, NY.	
	Doctoral: Thesis Committee Chair – Michael Allocca	
	< Winner: Best Doctoral Dissertation >	

Thesis Committee Chair – Laurie Rosner

	Thes	sis Committee Chair (projected) – Derek Offer
	The	sis Committee Member – Kathleen McCarthy
	<i>Executive:</i> EMI	BA 718 - Organizational Behavior and Leadership
	Graduate: MG	Γ 674 - Globalization, The New Economy And Ethics
		A 670 - Organizational Behavior and Leadership
		A 670 (Online) - Organizational Behavior and Leadership
		Γ 627 - Organization Theory and Design
		A 602 - Managerial Theory and Skills, Part II
		A 601 - Managerial Theory and Skills, Part I
		erage Student Evaluation: > 4.75 / 5.00)
		T 495 - Senior Thesis in Management (mentored 25+ theses)
		N 499 – Senior Seminar in Research Methods
		T 366H - Leadership Principles and Practice (AOK1/CE)
		T 366 - Leadership Principles and Practice
		T 340 - International Management
		T 322 / 222 - Organizational Behavior
		S 150 - Introduction to Business
		verage Student Evaluation: > 4.75 / 5.00)
	International Field S	8
		<u>na (2)</u> : Beijing, Shanghai – 2018
		<u>el</u> : Tel Aviv, Jerusalem, Herzliya, Tefen, Ashkelon - 2012
		<u>na (1)</u> : Beijing, Shanghai, Hong Kong - 2011
		sia and Finland: Helsinki, St. Petersburg, Moscow - 2009
		zil: Rio de Janeiro, Curitiba, Paraty - 2008
		<u>a</u> : Mumbai, Bangalore - 2007
		and and Germany: Krakow, Warsaw, Berlin, Stralsund - 2005
		an: Tokyo, Kyoto, Osaka - 2004
	Eur	ope: London, Berlin, Dresden, Prague - 1999
2000 2001	Lustration Calification Management	mant LaCalla Linicarita Dhiladalahia DA
2000-2001		ment, LaSalle University. Philadelphia, PA.
	<i>Executive:</i> EMI	3A 970 – Management of Emerging Technology
1995-2009	Instructor School of Manage	mont Novy Ionory Institute of Technology Nevronic NI
1993-2009	-	ment, New Jersey Institute of Technology. Newark, NJ.
		A 601 - Organizational Behavior and Leadership
		Γ 620 - Innovation & Technology Management
		A 601 - Organizational Behavior
		Γ 480 - Management of Technology and Innovation
	MG	Γ 190 - Introduction to Business
1002 1005	Lustration Descrites of Monor	ment Determ Heisensite Nessen I NI
1993-1995	• •	ement, Rutgers University. Newark NJ.
		T 585 - Organizational Behavior
		T 490 - Advanced Organizational Behavior
		T 418 - Business Policy and Strategy (Team-Taught)
		T 325 - Organizational Behavior
		T 301 - Human Resources / Personnel Management
	MG	T 220 - Management Information Systems
1007 1000	Transferra Assistant Of I	Luissenite Center NV
1986-1989	-	ence University. Canton, NY.
	•	ciples, Problems, and Issues (Department of Economics)
	Intr	oduction to Logic (Department of Philosophy)

EDUCATION

Ph.D.	Graduate School-Newark, Rutgers University: October 1996. Major/Minor: Organizational Management and International Business.
	Thesis: Innovation Speed: An Empirical Analysis of Context, Antecedents, and Outcomes
	Committee: Drs. Alok Chakrabarti (Chair), George Farris, Cameron Ford, Paul Lawrence
M.B.A.	Graduate School of Management, Rutgers University: January 1993. Major: General Management (Honors)
B.A.	St. Lawrence University: May 1989. Graduated Phi Beta Kappa and Summa Cum Laude. Double Major: Economics (Honors) and Psychology (Honors).

PROFESSIONAL SERVICE AND MEMBERSHIP

Pace	Founding Director, Business Honors Program
University	Former Advisor, Beta Gamma Sigma National Business Honor Society
	Representative, Coaching-Mentoring Task Force
	Member, Numerous University / School / Department Committees
Professional	Winner - Jefferson Medal for Public Service
Leadership	Roster Appointee - Fulbright Specialist
	National Screening Committee Panelist (3 years) - U.S. Fulbright Program Appointee – DoD Joint Civilian Orientation Conference
	National Review Panelist (3 years) - U.S. National Security Education Program
	Regional Review Panelist (3 years) - U.S. National Security Education Program Fellow and Past President - Eastern Academy of Management
	Faculty Fellow - Helene and Grant Wilson Center for Social Entrepreneurship Vice President, Program Chair - Eastern Academy of Management
	Vice President, Local Arrangements - Eastern Academy of Management
	Facilitator, Doctoral Student Colloquium - Eastern Academy of Management
	Facilitator, Junior Faculty Colloquium - Eastern Academy of Management
Board	Editorial Board, Academy of Management Review
Membership	Editorial Board, Academy of Management Learning and Education
	Editorial Board, Group and Organization Management
	Editorial Board, IEEE Transactions on Engineering Management
	Advisory Board, Organization Management Journal
Honor Societies	General Academic: Phi Beta Kappa
	Business: Beta Gamma Sigma
	Economics: Omicron Delta Epsilon
	Psychology: Psi Chi
	Forensics: Delta Sigma Rho - Tau Kappa Alpha
Editorial	Founding Co-Editor, Lubin Business Review
Positions	Guest Editor, Special Issue of Group and Organization Management
	Guest Editor, Special Issue of Organization Management Journal

Scholarly Review Ad-Hoc Reviewer for the following professional journals: American Economist Asia-Pacific Management Journal IEEE Transactions on Engineering Management International Journal of Quality Management International Journal of Technology Management Journal of Engineering and Technology Management Organization Management Journal Organization Studies R&D Management Strategic Management Journal

Reviewer for the following professional conferences:

Academy of Management

- Technology and Innovation Division
- Managerial and Organizational Cognition Division
- Organizational Behavior Division
- Organizational and Management Theory Division

Eastern Academy of Management

- Technology and Innovation Division
- Management Learning Division
- Organizational Behavior and Theory Division

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