Bio for Dr. Len Jessup

Len Jessup joined the highly ranked Eller College of Management at the University of Arizona as Dean and Halle Chair in Leadership in May 2011 and is well known as an innovative, visionary, and transformational leader in higher education.

Under Dr. Jessup's leadership, the Eller College has embarked on an ambitious strategic plan aimed at a) improving its quality, impact, rankings, and reach, b) being a completely self-sustaining business school, and c) helping the UA get to the same destination. Under his leadership, Eller has accomplished all of that and more. In addition to rising in rankings (e.g., full-time MBA program jumped 19 spots in 2012/13, and evening MBA program jumped 21 spots in 2014 in U.S. News, largest of any program in the top 50) and being a completely self-sustaining business school, other accomplishments include: the successful launch of Eller Executive Education as a 501.c.3 spin-out; the successful launch of the externally funded Eller Economic Development serving minority-owned business owners in South Tucson; the launch of a successful online Masters in MIS, an online MBA, and online certificates being translated into multiple languages to be delivered to emerging markets globally; helping other colleges on campus to expand their online offerings including Education, Engineering, Law, and Nursing; an expanded undergraduate Eller Professional Development and Placement function with new external career coaches. These and a number of other exciting, new, successful initiatives have all enhanced the Eller Brand, increased Eller rankings and enrollments, and enabled Eller to be a self-sustaining entity.

Dr. Jessup also serves in a variety of other leadership roles at the UA including: fiduciary board member for the University of Arizona Health Network (the UA's academic medical center); one of the key architects of the UA's Tech Launch Arizona (UA's new tech transfer and commercialization function); chair of the internal and external advisory boards for UA Tech Launch Arizona; board member for the new Prosperity Dashboard (a Web-based economic development indicator for southern Arizona, built by Eller's Center for Economic Business Research); and a key contributor to the university's (and the university academic medical center's) strategic and financial planning efforts. More recent examples of the latter would include his work in helping the UA to implement innovative new forms of performance-based funding as well as creative new ways of funding new buildings.

Prior to his transformational leadership at the University of Arizona, Dr. Jessup served for more than a decade as a successful change agent at Washington State University. While at WSU he served in a variety of leadership roles, including Chair of the Management Information Systems department, Director of the Center for Entrepreneurial Studies, Dean of the College of Business, Vice President of University Development, and President of the WSU Foundation. Among his many accomplishments at WSU include: his role leading the business school through a very difficult reaccreditation bid; leading the build and launch of very successful and lucrative online programs; and leading the interdisciplinary, university-wide entrepreneurship and innovation

effort, which lead to a highly ranked, interdisciplinary entrepreneurship program. In his role leading the WSU foundation he helped WSU to double fundraising (from $45M to $90M+ annually), secure commitments for the largest gifts in WSU's history (2 at approx. $25M), and prepare for and launch its largest ever comprehensive campaign ($1B).

Prior to his leadership at WSU, Dr. Jessup was a successful, tenured faculty member in the Kelley School of Business at Indiana University, where in addition to being an award-winning professor, he led Kelley in the use of technology to support teaching and learning.

He continues to be a very active scholar with: a prolific body of work in the top refereed journals in his field; several very successful books; hundreds of formal presentations across a number of settings, including the best research conferences in his discipline; and has co-chaired and co-hosted the top academic research conferences in his discipline. He has received several awards for teaching excellence and innovation. He has recently delivered invited addresses at regional, national, and international conferences held by the AACSB International (the Association to Advance Collegiate Schools of Business), where he has been asked to speak on the state of higher education and the changing business model underlying higher education in general and business schools in particular. He holds and/or has held tenure at the University of Arizona, Indiana University, and Washington State University. His research is aimed at helping people better understand, commercialize, and manage emerging technologies and other innovations.

He completed his doctoral studies at the University of Arizona in management and organizational behavior as well as in Management Information Systems. A former athlete, having played baseball in the highly competitive California junior-college system, he now enjoys outdoor activities such as hiking, mountain-biking, golf, tennis, and skiing.

Len Jessup, Ph.D.

Dean and Halle Chair in Leadership
Eller College of Management
The University of Arizona

Friday, June 27, 2014

Jerry, I write to express my sincere desire to be considered for the presidency of the University of Nevada, Las Vegas. Below I describe why I feel that I am uniquely suited for this opportunity. First, let me explain why I feel this is such a great opportunity.

Who would have thought that an oasis in the desert would prosper because of water? Senator William Clark of Montana purchased an 1,800 acre ranch from pioneer Helen Stewart in 1902 and his intent was that it would be a water stop for the rail line he was building. On a hot, 100-degree-plus day in May of 1905, the Las Vegas Land and Water Company auctioned off the land, with the most prestigious lots on Fremont Street selling for up to $750. Even from its humble beginnings, this was a city of hope, opportunity, innovation, and excitement.[1]

Even today Las Vegas is still a relatively young city and has created and defined (and is continually redefining) a unique industry around entertainment. Internationally known as a resort city destination and certainly one of the top tourist destinations in the world, branded locally as The Entertainment Capital of the World, Las Vegas still has within its DNA an ethos of development and opportunity.

Formally incorporated in 1911, Las Vegas is reported to be the most populous American city founded in the 20th century (Chicago held that distinction in the 19th century), and is clearly a fresh and innovative metropolis of the 21st century.[2] With long-term population forecasts for the U.S. saying that growth will happen in the southern states, and in particular in the southwest, Las Vegas is perfectly poised for future growth.

It is, perhaps, fitting for a young, large, promising city of the southwest to have a relatively young university in UNLV, founded in 1957 and today a premier metropolitan research university yearning to achieve "tier one" status.

It is amazing that Las Vegas is now one of the largest cities in the U.S. without a tier one university and a medical school nearby, and in that regard the city and the university now need each other as partners more than ever. In order to truly see how they need each other, one needs only to think about cities such as Boston and Palo Alto and the role that universities played in their economic development. More recently one might think of economic development in Austin, Houston, La Jolla, Salt Lake City, Phoenix, Tucson, or the area along the Embarcadero in downtown San Francisco, to see the role that modern research universities are now playing in the development of those ecosystems.

[1] Drawn from Las Vegas: 1905-1965, Zook, Sandquist, and Burke, 2009, Arcadia Publishing, and from Remembering Las Vegas, Burbank, 2010, Turner Publishing Company.
[2] En.m.wikipedia.org/wiki/Las_Vegas

This is clearly a great moment in time for both Las Vegas and for the University of Nevada, Las Vegas, as they come together to take the city, the region, and the state to new heights and impact locally, regionally, nationally, and globally. The university goals of tier one status, a new medical school, and a new stadium complex are critical to achieving that new future.

While I am humbled and honored to be nominated for this outstanding opportunity, I also believe that I am uniquely suited for it. I am not a typical dean in that I have a variety of other relevant experiences both inside of and external to academe, which I'll share below as they relate to the key goals for UNLV.

As an alum rejoining the highly ranked Eller College of Management at the University of Arizona as Dean and Halle Chair in Leadership in May 2011, then-President Shelton made it clear to me that we needed to continue Eller's upward trajectory in quality, impact, rankings, and reach, we needed to become a completely self-sustaining business school, and we needed to help the UA get to the same destination. We have accomplished all of that and more.

Tier One: I have spent the better part of my career in higher education attaining higher levels of excellence within tier one universities. I have experienced first-hand the culture of excellence and the work ethic at Indiana University, as well as the culture around big ideas and collaboration at the University of Arizona. In addition, I served for over a decade helping Washington State University to work toward achieving tier one status.

Eller has been ranked as the number one business school in the nation in grant funded research, and our top-ranked MIS program is the epicenter on campus for funded research on cyber security and for health analytics. In addition to driving funded research on campus, we continually seek to get better in all ways. For example, in addition to rising within the top 25 for our undergraduate business program, our full-time MBA program jumped 19 spots in 2012/13, and our evening MBA program jumped 21 spots in 2014 in U.S. News, largest of any program in the top 50. We have also become a completely self-sustaining business school by not only growing our programs but also with other accomplishments that include: the successful launch of Eller Executive Education as a 501.c.3 spin-out; the successful launch of the externally funded Eller Economic Development serving minority-owned business owners in South Tucson; the launch of a successful online Masters in MIS, an online MBA, and online certificates being translated into multiple languages to be delivered to emerging markets globally; helping other colleges on campus to expand their online offerings including Education, Engineering, Law, and Nursing; an expanded undergraduate Eller Professional Development and Placement function with new external career coaches. These and a number of other exciting, new, successful initiatives have all enhanced the Eller Brand, increased Eller rankings and enrollments, and enabled Eller to be a self-sustaining entity.

I have also served the UA in a variety of other leadership roles aimed at helping the UA to advance as a leading tier one university. I serve with our VPR and other deans in a task force aimed at figuring out how to achieve the Arizona Board of Regents 2020 goal of doubling research funding from $600M+ to over $1.2B, and in addition I've contributed directly toward that and other university-level research goals. Perhaps most critical is that I was one of the key architects of the UA's Tech Launch Arizona, the UA's new tech transfer and commercialization function. I served on a small task force that helped the UA to restructure around tech transfer, I helped to implement and oversee the restructuring, I then chaired the national search for the new V.P. to run the new entity, and then I helped the new V.P. to build and I now chair the internal and external advisory boards for UA Tech Launch Arizona. Tech Launch is now paying off for the university, with increases in all key metrics including faculty invention disclosures, patents, licenses, start-ups, and revenues. I would also add that the development of Tech Launch Arizona at the UA was aimed just as much at economic development for Tucson and for Arizona's "Sun Corridor" as it was aimed at helping the UA find a sustainable business model. We've modeled ourselves after entrepreneurial ecosystems such as Austin, Texas and La Jolla, California, and our efforts have been fashioned after these benchmark cities.

I also serve as a board member for the new Southern Arizona Prosperity Dashboard, a Web-based economic development indicator for southern Arizona, built by Eller's Center for Economic Business Research in partnership with the Southern Arizona Leadership Council (about 100 CEO's from southern Arizona) and the Community Foundation of Southern Arizona. I have also been a key contributor to the university's strategic and financial planning efforts, having led a strategic planning and visioning process for the UA president and for the UA academic medical center, I served on the UA strategic planning task force, and on the UA financial planning committee. More recent examples include my work in helping the UA to implement innovative new forms of performance-based funding (RCM) as well as creative new ways of funding new facilities on campus.

Medical School: When I returned to the UA three years ago it was determined that the academic medical center was flagging and that this was caused by a number of factors including fragmentation within the center, competitive dynamics within the state in health care and health education, and a change in the business model nationally. With the help of Witt-Kiefer we underwent a restructuring of the medical enterprise at the UA to better bring together our two medical schools, two hospitals, a physicians group, a health plan, and many other elements, into the new, combined University of Arizona Health Network (UAHN), and a new UAHN fiduciary board was created by Witt-Kiefer bringing together experts nationally to serve on that board. I was chosen as a member of this new board and have served on it since its inception for well over two years. As a part of my duties for that board, I also serve on the UAHN Finance and Investment Committee, the UAHN Strategic Planning Committee, and the UAHN Alliance and Partnership Advisory Task Force (tasked to find and join with a major clinical partner, which we just accomplished),

and over that time we've hired a new CEO, hired a new VP of Health Sciences, made a number of personnel, process, and structural changes to the UAHN, and have recently signed an historic partnership for the UAHN with Banner Health, creating the largest, state-wide health organization and what will be one of the largest in the country as well. I have learned a great deal through this process about what it takes to be a premiere academic medical center nationally and to do so in a way that serves the state well.

Recognizing the opportunity created by the changing business model underlying health care, we in Eller have also signed an agreement with our UA health sciences group and will move our entire Scottsdale-based Eller MBA program offerings to downtown Phoenix to be offered on our downtown Phoenix UA biomedical campus beginning with our August cohorts. To have a top ranked business school offering MBA programs located physically from within a top ranked, new medical school complex is rare, and we believe we can capitalize on that advantage. In collaboration with our medical school in Tucson we already have an MBA concentration in health care management, our Center for Management Innovations in Healthcare, and our health analytics research efforts, and with the new partnership with our medical school in Phoenix we feel we can build even more in this area.

Stadium Project: Prior to being a transformational leader at the University of Arizona, I served for more than a decade as a successful change agent at Washington State University. While at WSU I served in a variety of leadership roles, including Chair of the Management Information Systems department, Director of the Center for Entrepreneurial Studies, Dean of the College of Business, Vice President of University Development, and President of the WSU Foundation. Among many accomplishments at WSU include: leading the business school through a very difficult reaccreditation bid; leading the build and launch of very successful and lucrative online programs; and leading the interdisciplinary, university-wide entrepreneurship and innovation effort, which lead to a highly ranked, interdisciplinary entrepreneurship program.

More to the point, in my role as V.P. of University Development and President of the WSU foundation I helped WSU to double fundraising (from $45M to $90M+ annually), secure commitments for the largest gifts in WSU's history (2 at approx. $25M), prepare for and launch its largest ever comprehensive campaign ($1B), fund and launch the building of a world class golf course complex, and secure leadership gifts for a renovation of the football stadium complex. Here at the UA amidst an environment of shrinking state support for capital projects, and dwindling UA bonding capacity and slack resources for building projects, I have helped to UA determine how to build facilities outside the university by building them through the UA Foundation, and led the effort to secure by vote permission from the UA Foundation Board of Trustees to begin building facilities this way.

I also fundamentally understand the importance of athletics to a university. I am a former athlete, having played baseball in the highly competitive California junior-college system, and I have been involved in athletics all my life. I got to experience first-hand what it meant to compete at a very high level athletically in college while also maintaining excellent grades. Afterward in my professional career I also developed fruitful relationships with both the WSU Athletic Director, Jim Sterk (now at SDSU), as well as the WSU Alumni Association Director, Tim Pavish, and his team in the alumni association. Based on the culture at WSU much of our fundraising and external relations was built around athletics and that included holding events jointly at the home and away athletics events, with an incredibly passionate alumni following for WSU athletics that fuels the desire to continue to wave the Cougar flag behind every set of ESPN's College Gameday no matter where the location.

Here at the UA I also have a very close relationship with our athletics department and the 450 world-class scholar athletes, many of whom are also Eller students. I actively help to recruit scholar athletes to the UA and I am also active in helping to guide their success once they're here. I have an especially close relationship with UA Athletic Director Greg Byrne and UA basketball coach Sean Miller and am actively involved in the recruiting of top basketball recruits who want to play at the UA and also want to be in Eller, which is a testament to the character of our basketball team and to the quality of our business college. I have recently also formed an especially close relationship with our men's golf coach, Jim Anderson, as nearly 80 percent of his recruits are aiming to attend Eller while competing at the UA in golf. We in Eller are also actively driving an a pioneering effort on campus called "LEAP" aimed at helping UA scholar athletes to be successful in careers and in life after the UA, whether or not they enter professional sports.

These successful experiences and productive relationships within two very successful Pac-12 athletic programs have taught me well how effective college athletics can and should be managed and integrated with the rest of campus. I also learned great lessons directly from President Lane Rawlins back at WSU not only about how to achieve a successful business model for athletics but also that athletics must be successful on the field and off, and must be managed cleanly with no bending of the rules. I appreciated very much Lane's analogy that athletics is the window through which many people see the university, and it needs to be kept "clean" so as not to cloud the view of the university.

Finally, I would add that my orientation is fundamentally entrepreneurial and I believe that is fitting for UNLV at this time, particularly given the entrepreneurial efforts of Tony Hsieh and others with the Downtown Project. I descend from Italian immigrants on both my mother's and my father's side of the family. As was the case for many immigrant families, our family name was changed along the way. Like many immigrants, my family came to America in search of prosperity and a better life. My family is comprised of a long line of small business owners (men and women) dating all the way to our origins back in "the old country," and as I grew up in the San Francisco Bay Area the conversations and stories around our dinner table

constantly revolved around starting or growing businesses. I was the first in my family to graduate from college, and my family's entrepreneurial tradition continues in me. I have a great deal of practical experience launching and growing companies, advising a venture fund, building and advising a business accelerator and start-up investment firm, actively participating in two angel investment networks, advising many start-ups, consulting to large organizations on visioning, strategic planning, and innovation, and so on. Although I chose a career of service in higher education, I have continually innovated in the classroom, focused my research on technology, entrepreneurship, and innovation, built innovative facilities like the Boeing Classroom of the Future as well as the Muzzy Classroom of the Future, earned awards for innovation, excelled in entrepreneurial new ventures outside the university, and worked hard to be an entrepreneurial leader in the higher education setting. I have always had a lot of energy, and my passion is driven to a great extent from the feeling that I must work hard to honor the entrepreneurial spirit and supreme risks and sacrifices that my family took to come to America and thrive in order to provide me the opportunities I now have. That perhaps more than anything has shaped my approach to leading.

My intention with this letter is to summarize some of my experiences within the context of the three, key goals stated for UNLV, and I hope this shows you not only why I feel that I am uniquely suited for the job but also that I am passionate about this opportunity. The University of Nevada, Las Vegas, and the city of Las Vegas, have an incredible opportunity at this juncture to work together to become one of the great cities and universities not only of the nation but of the world, and I would be honored and humbled to be a part of that. I hope that you give me the opportunity to come and share with you in person my enthusiasm to be a part of the UNLV team as you pursue this endeavor.

Sincerely,

Len

Len Jessup, Ph.D.

Dean and Halle Chair in Leadership
Eller College of Management
The University of Arizona

Curriculum Vitae - **Dr. Leonard M. Jessup**

Leadership Experience

Dean and Halle Chair in Leadership, Professor in Entrepreneurship and Innovation, 2011 to Present
Eller College of Management, University of Arizona

Accomplishments at UA include:

- Leading the top ranked, fully AACSB accredited Eller College of Management, founded in 1913, with approx. 6,000 undergrads and nearly 1,000 grad students, nearly 300 employees, endowment in excess of $50M, approx. 55k active alum, raised approx. $7M in 2012/13, and generates approx. $6M per year in grant funded research expenditures
- Significant rise in ranking for both undergrad and grad programs (e.g., full-time MBA Program jumped 19 spots in 2012/13 and evening MBA jumped 21 spots in 2014 in U.S. News, largest of any program in the top 50; undergraduate program jumped 2 spots in 2013 in U.S. News from 24 to 22 overall, and from 14 to 12 among publics)
- Eller has become a completely self-sustaining business school; generated approx. $110M in 2012/13 and doesn't have to rely on state funding
- Launched Eller Executive Education as a non-profit, 501.c.3, affiliated corporate spin-out; serving dozens of client organizations and will generate approximately $1.5M in revenue in second year
- Launched Eller Economic Development in partnership with J.P. Morgan Chase serving minority-owned business owners in South Tucson; served dozens of small businesses in its first year
- Launched online Masters in MIS (approx. 80 in first year) and online MBA (approx. 60 in first year) with accompanying online non-credit certificates being translated into multiple languages to be delivered to emerging markets globally
- Expanded Eller Professional Development and Placement function with new external career coaches, now serving 6,000 Eller undergraduate students annually
- Launched Eller branding initiative, which resulted in a variety of strategic marketing spends aimed at strengthening and leveraging the Eller brand nationally and globally
- Fiduciary board member for the University of Arizona Health Network (the UA's academic medical center), and member of the UAHN board's Strategic Planning Committee, member of the UAHN Finance and Investment Committee, and member of the UAHN Alliance and Partnership Advisory Task Force
- Key architect of the university-wide, UA Tech Launch Arizona (UA's new tech transfer and commercialization function), led the search for the V.P. (Cabinet Level) of Tech Launch Arizona, and now chair of the internal and external advisory boards for UA Tech Launch Arizona
- Board member for the new Prosperity Dashboard (a Web-based economic development indicator for southern Arizona, built by Eller's Center for Economic Business Research in conjunction with Southern Arizona Leadership Council and Community Foundation of Southern Arizona),
- Member of the UA Financial Planning Committee (responsible for integrating the UA budget with the UA academic plan and capital projects plan) as well as the UA Strategic Planning Task Force (led the visioning exercise for the UA that kicked off the strategic planning process for the university), and as a result a key contributor to the university's (and the university academic medical center's) strategic and financial planning efforts…helping the UA to implement innovative new forms of performance-based funding as well as creative ways of funding new buildings

Leadership Roles at Washington State University
Director of the Center for Entrepreneurial Studies, Chair of the Department of Entrepreneurship and Information Systems, and Markin Endowed Chair in Business Leadership, 2007-2011
Vice President, University Development, and President, WSU Foundation, 2005-2007
Dean and Philip L. Kays Distinguished Professor in MIS, College of Business, 2002-2005
Assistant Director, School of Accounting, IS, and Bus Law, Area Head of the MIS Program, Philip L. Kays Distinguished Professor in MIS, 2000-2002

Accomplishments across all roles at WSU include:

- Led the business school successfully through a very difficult reaccreditation bid
- Led the build and launch of very successful and lucrative online undergraduate programs, laying the groundwork for their online MBA (now ranked #7 in the nation by U.S. News)
- Led the interdisciplinary, university-wide entrepreneurship and innovation effort, which lead to a Top 25 ranking by *Entrepreneur Magazine* and *The Princeton Review*, as well as the entrepreneurship program being selected as a model program for EntrepreneurEDU.org
- Led the build-out of a program in Management Information Systems, which was ranked within the discipline as being among the top 10 in the country in research
- As head of foundation helped WSU to double fundraising (from $45M to $90M+ annually), secure commitments for the largest gifts in WSU's history (2 at approx. $25M each), and prepare for and launch its largest ever comprehensive campaign ($1B)
- Awarded as an "Adopted Cougar" by the WSU Alumni Association

Leadership Roles at Indiana University, Kelley School of Business
Associate Professor of Information Systems, Chair of the Technology Committee, Co-Director of the Digital Communications Academy for the MBA Program, Captain of the MBA Integrated Core Teaching Team, 1995-2000

Accomplishments at IU include:

- Award-winning, tenured professor
- Built and led innovative new academic offerings
- Leader within highly ranked MBA program
- Led the Kelley School in the use of technology to support teaching and learning and helped lay the groundwork for Kelley Direct (their online MBA now ranked #1 in the nation by U.S. News)

Visiting Professor, 1997-1999
Helsinki School of Economics and Business Administration, Finland

Associate Professor of Information Systems, Co-Director of the Teams, Technology, and Performance Research Center, 1994-1995
College of Business and Economics, University of Idaho

Associate Professor of Information Systems, Director of the Center for High Technology Management, Research Director of the Center for Decision Making, 1990-1994
College of Business Administration, California State University, San Marcos

Assistant Professor of Information Systems, 1989-1990
School of Business Administration, California State University, Long Beach

Education

PhD   University of Arizona, Tucson, August 1989
            Major: Management and Organizational Behavior
            Minor: Management Information Systems

MBA   California State University, Chico, May 1985
            Major: Business Administration
            Emphasis: Management

BA   California State University, Chico, May 1983
            Major: Information and Communication Studies
            Minor: Business Administration

AA   College of the Siskiyous, Weed, CA, May 1981
            General Education Completion
            Varsity Baseball Team for Two Years

Selected Achievements and Awards as a Faculty Member and Student

Best Theoretical/Empirical Research Paper Award, Wilson, J. L., Griffin, T., Jessup, L. "Effects of GSS anonymity and group member status on productivity and satisfaction." Presented at the Western Decision Sciences Institute (WDSI) Conference, March 2008.

Article previously published with Foroughi, A., and Perkins, B., in 2005, A Comparison of Audio-Conferencing and Computer Conferencing in a Dispersed Negotiation Setting: Efficiency Matters!, in the *Journal of Organizational and End User Computing*, 17(3), was selected for reprint in a research monograph titled, *Contemporary Issues in End User Computing*, by M. Adam Mahmood, IGI Global Publishing, July 27, 2006.

Outstanding Ph.D. Alumnus Award, Department of Management and Policy, Eller College of Management, University of Arizona, August 2004.

Judged "Excellent" and given the "Highest Quality Rating" from ANBAR Electronic Intelligence (guide to management journal literature) for jointly authored 1998 article in *Business Horizons* titled, "A Manager's Primer in Electronic Commerce," Vol 41, No 5, Sep-Oct 1999.

Nominated for an Innovative Teaching Award, Kelley School of Business, Indiana University, 1998.

Received Teaching Excellence Recognition Award, Kelley School of Business, Indiana University, 1997.

Nominated by IS doctoral students for Doctoral Student Association Teaching Award, Kelley School of Business, Indiana University, 1997.

Nominated for the First Interstate Bank Excellence in Teaching Award, College of Business and Economics, University of Idaho, 1995.

Received Outstanding Faculty Member Award, College of Business Administration, California State University, San Marcos, 1994.

Received the Zenith Data System's Masters of Innovation in Education Award along with collaborator Joy Egbert. Award included a $10,000.00 equipment donation from Zenith to university, 1991.

Selected as participant for Organizational Behavior Doctoral Consortium, Academy of Management Annual Meeting in Anaheim, CA, 1988.

Received Graduate Academic Scholarship, University of Arizona, 1987/88.

Received Lt. Robert Merton Rawlins Merit Award, California State University, Chico, School of Business, 1985.

Received Outstanding MBA Student Award, California State University, Chico, 1985.

Elected President, MBA Student Association, California State University, Chico, 1985.

Received Berry Holding Scholarship for Academic Achievement, College of the Siskiyous, 1980.

Journal Publications

Wang, A., and Jessup, L. 2014. A Review and Synthesis of Entrepreneurship Research: Towards an Integrative Model of Dependent Variables. Conditionally accepted in the *Journal of Entrepreneurship*.

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Datta, A. and Jessup, L. 2013. Looking Beyond the Focal Industry and Existing Technologies for Radical Innovations. *Technovation: The International Journal of Technological Innovation, Entrepreneurship and Technology Management.*

Datta, A., Reed, R., and Jessup, L. 2013. Commercialization of Innovations: An overarching framework and research agenda. *American Journal of Business.*

Datta, A., Reed, R., and Jessup, L. 2013.   Factors Affecting the Governance of Innovation Commercialization: A theoretical model. *Journal of Business and Management*. 17(2): 31-60.

Reed, R., Storrud-Barnes, S.F., and Jessup, L. 2012. How Open Innovation affects the Drivers of Competitive Advantage: Trading the benefits of IP creation and ownership for free invention. *Management Decision*, 50: 58-73.

Datta, A., Jessup, L., and Reed, R. 2011. Corporate Reputation and the Commercialization of Innovation: Does reputation match reality, and does innovation matter? *Technology and Investment*, 2: 256-272

Storrud-Barnes, S.F., Reed, R., and Jessup, L. 2010. Uncertainty, Risk Preference, and New-venture Strategies. *Journal of Strategy and Management*, 3 273-284.

McCarver, D. and Jessup, L. 2010. Building Entrepreneurship across the University: Cross-campus collaboration between business and engineering at WSU. *Journal of Small Business and Entrepreneurship*. 23:1:761-768

Wilson, J., Griffin, T., and Jessup, L. 2010. GSS Anonymity Affects Small Group Behavior. *Academy of Information and Management Sciences Journal 13:2: 41-57*

McCarver, D. and Jessup, L. 2010. Khmer Krafts: A case study of integrating social entrepreneurship in Cambodia with entrepreneurship education in America. *Journal of Small Business and Entrepreneurship*, 23:2:225-236.

Datta, A. and Jessup, L. 2009. Expanding Opportunities in a Shrinking World: A theoretical model explicating the role of social networks and Internet-based virtual environments in social entrepreneurship. *Journal of Virtual Communities and Social Networks,* 1(4), October-December.

Umesh, U. N., Jessup, L., and Huynh, M. 2007. Getting Ideas to Market: Common problems and solutions for the flexible technological entrepreneurs. Communications of ACM.

Huynh, M., Jessup, L., and Umesh, U. N. 2005. Creating Successful Entrepreneurial Ventures in the Computing and Information Technology Industries. Communications of the ACM, 48(6), 82-87.

Foroughi, A., Perkins, B., and Jessup, L. 2005. A Comparison of Audio-Conferencing and Computer Conferencing in a Dispersed Negotiation Setting: Efficiency Matters! *Journal of Organizational and End User Computing*, 17(3).

Looney, C. A., Jessup, L., and Valacich, J. S. 2004. Emerging Business Models for Mobile Brokerage Services. Communications of the ACM, *47*(6), 71-77.

Freeman, L. and Jessup, L. 2004. The Power and Benefits of Concept Mapping: Measuring Use, Usefulness, Ease of Use and Satisfaction. *International Journal of Science Education*, 26(2), 151-169.

Cumberland, C., Jessup, L., and Valacich, J. S. January 2004. Understanding Meteor Burst Communication Technologies; Impact and Implications. Communications of the ACM, 47(1), 89-92.

Jessup, L., Urbaczewski, A., and Valacich, J. S. December 2003. m-Commerce Issues and Theories. Communications of the ACM, 46(12), 30-32.

Jessup, L. and Urbaczewski, A. September-October 2003. Web Browser, What's that Secret You're Keeping?: Laws, Ethics, and Guidelines for Employer Electronic Monitoring of Employee Internet Usage. *Business Horizons*, 46(5), 25-32.

Ives, B., Jessup, L., et al. 2002. What Every Business Student Needs to Know About Information Systems. Communications of the Association for Information Systems. 9(1).

Cumberland, C., Jessup, L., and Valacich, J. S. July 2002. Examining an Information System to Support Maritime Traffic and Commerce: Research Opportunities for the IS Discipline. Communications of AIS, 9(2).

Jessup, L. and Robey, D. 2002. Issues and Challenges in Ubiquitous Computing. Communications of the ACM, 45(12), 88-91.

Jessup, L., Urbaczewski, A., and Wheeler, B. December 2002. Electronic Commerce Research: A Taxonomy and Synthesis. *Journal of Organizational Computing & Electronic Commerce*, 12(4), 263-305.

Ives, B., Jessup, L., Okoli, C., and Valacich, J. 2002. The Mobile Conference in Information System: Unwiring Academic Conferences with Wireless Mobile Computing. Communications of the AIS, 9, 180-206.

Jessup, L. and Urbaczewski, A. January 2002. Does Electronic Monitoring of Employee Internet Usage Work? At What Cost? Communications of the ACM, 45(1), 80-83.

Chatterjee, D. and Jessup, L. 2001. SAFECO: Leveraging the web in a knowledge-based service industry. Annals of Cases on Information Technology, 3, 226 – 243.

Jessup, L. and Wheeler, B. C. 2000. Using Technology as an Opportunity for Pedagogical Innovation: Experiences and lessons from launching the Indiana AMBA. Information Technology and Management Special Issue on Technology in Business Education, 1(4), 259-281.

Jessup, L. and Trauth, E. M. 2000. Understanding Computer-mediated Discussions: Positivist and interpretive analyses of Group Support System use. *MIS Quarterly*, Special Issue on Intensive Research Methods, 24(1), 43-79.

Freeman, L. A., Jessup, L., and Kettner-Polley, R. B. 1999. Failing for the Wrong Reasons: A case study of electronic commerce at Neural Music. The E-Commerce Special Issue of Failures and Lessons Learned in Information Technology Management, 3, 121-125.

Jessup, L., Urbaczewski, A., and Wheeler, B. 1998. A Manager's Primer in Electronic Commerce. *Business Horizons*, 41(5), 5-16.

George, J. F. and Jessup, L. 1997. Groups Over Time: What are we really studying? *International Journal of Human-Computer Studies*, 47(3), 497-511.

George, J. F. and Jessup, L. 1997. Theoretical and Methodological Issues in Group Support Systems Research: Learning from groups gone awry. *Small Group Research*, 28(3), 394-413.

Jessup, L. and Van Over, D. July/August 1996. When a System Must Be All Things to All People: The functions, components, and costs of a multi-purpose Group Support Facility. *Journal of Systems Management*, 14-23.

Connolly, T., Egbert, J. L., and Jessup, L. Winter 1996. Understanding Computer-supported Group Work: The effects of interaction frequency on group process and outcome. *Journal of Research on Computing in Education*. 28(2), 190-208.

Egbert, J. L. and Jessup, L. September 1996. Analytic and Systemic Analyses of Computer-supported Learning Environments [Electronic version]. *Teaching English as a Second Language*, 2(2).

Egbert, J. L. and Jessup, L. 1995. Active Learning in Business Education With, Through, and About Technology. *The Journal of Information Systems Education*, 7(3), 108-112.

Jessup, L. 1995. The Senior Experience: An applied, team problem-solving approach to business education. *The Journal of Education for Business*, 71(2), 82-86.

Jessup, L. and Valacich, J. S. Spring 1995. Group Support Systems: Implications for multidisciplinary theory building. Chinese DSS.

Jessup, L. and Valacich, J. S. 1993. Introduction to the Special Issue on Group Support Systems. *Small Group Research*, 24(4), 427-429.

Dennis, A., Jessup, L., Nunamaker, J. F., Jr., and Valacich, J. S. 1992. A conceptual framework of anonymity in Group Support Systems. *Group Decision and Negotiation*, 1, 219-241.

Godfrey, R. M., and Jessup, L. June 1992. A reflective strategy for information systems planning in downsizing organizations. *International Journal of Management*, 9(2), 149-157.

Egbert, J. L. and Jessup, L. 1992. Making Difficult Decisions: Can the Michigan Test help? *Educational Resources Information Center*.

Egbert, J. L. and Jessup, L. 1991. Group Support Systems: Theory and practice in the L2 classroom. *Computer Assisted English Language Learning Journal*, 2(4), 21-26.

Jessup, L. and Khan, M. B. 1991. Computer Literacy of Incoming Undergraduate Business Majors. *Journal of Computer Information Systems*, 31(4), 13-17.

Jessup, L. and Tansik, D. A. 1991. Group Decision Making in an Automated Environment: The effects of anonymity and proximity with a group decision support system. *Decision Sciences*, 22(2), 266-279.

Egbert, J. L., Jessup, L. and Valacich, J. S. 1991. Interactive CALL [Computer Assisted Language Learning] for Groups: New technologies for ESL. *Computer Assisted English Language Learning Journal*, 2(1), 18-24.

Connolly, T., Galegher, J., and Jessup, L. 1990. The Effects of Anonymity on GDSS Group Process with an Idea-generating Task. *MIS Quarterly*, 14(3), 312-321.

Jessup, L. and Kukalis, S. 1990. Better Planning using Group Support Systems. *Long Range Planning,* 23(3), 100-105.

Connolly, T., Jessup, L. and Tansik, D. A. 1990. Toward a Theory of Automated Group Work: The deindividuating effects of anonymity. *Small Group Research*, 21(3), 333-348.

Connolly, T., Jessup, L. and Valacich, J.S. 1990. Effects of Anonymity and Evaluative Tone on Idea Generation in Computer-mediated Groups. *Management Science*, 36(6), 689-703.

Dennis, A. R., George, J. F., Jessup, L., Nunamaker, J. F., Jr., and Vogel, D. R. 1988. Information Technology to Support Electronic Meetings. *MIS Quarterly*, 12(4), 591-624.

Jessup, L. 1987. Group Decision Support Systems: A need for behavioral research. *International Journal of Small Group Research*, 3(2), 139-158.

Invited Publications

Featured in Bisoux, T. 2013. Feature article in that issue, Cornering the Market: Amid a host of disruptive forces affecting higher education, business schools must fundamentally change the way they operate if they're to shape their own future. And, many believe, they'd better do it fast. A*ACSB Magazine*, BizEd. July/August.

Jessup, L. 2012. On the future of the MIS discipline: MIS as a critical strategic driver. *Database*, Journal of the ACM. May, 43:2:11-14.

Jessup, L. 2008. Current Challenges in Managing Business Schools. *AACSB Magazine*, BizEd. May.

Jessup, L. 2004. Up to the Challenge: Views from a new dean. *AACSB Magazine*, BizEd. November/December, Pages 50-51.

Jessup, L. 2000. Review of the book *Mastering Virtual Teams: Strategies, Tools, and Techniques that Succeed*. *Small Group Research*, 31(2), 245-248.

Jessup, L. 1997. Enterprise-wide Brainstorming on the Web: The case of experts exchange [Electronic version]. Profiles of Innovative Groupware Uses, Groupware Central.

Jessup, L. and George, J. F. 1997. Theoretical and Methodological Issues in Group Support Systems research: Learning from groups gone awry [Electronic version]. *The International Journal of Action Methods*, 50(2), 71-86.

Jessup, L. 1996. Pushing the GSS envelope: Distributed collaboration for virtual teams on the World Wide Web. Profiles of Innovative Groupware Uses, Groupware Central.

Jessup, L. 1995. Mobile GSS: From same time, same place to any time, any place electronic support for groups. Profiles of Innovative Groupware Uses, Groupware Central.

Books and Book Chapters

Jessup, L. and Valacich, J. S. 2007. *Information Systems Today* (3rd ed.). Prentice Hall, Inc.

Jessup, L. and Valacich, J. S. 2005. *Information Systems Today* (2nd ed.). Prentice Hall, Inc.

Jessup, L. and Valacich, J. S. 2003. *Information Systems Today*. Prentice Hall, Inc.

Egbert, J. L. and Jessup, L. 2001. Systems Analysis and Design Projects: Integrating communities and skills through the Web. In *Weaving a Virtual Web: Practical Approaches to New Information Technologies*.

Jessup, L. and Urbaczewski, A. 2000. E-Commerce Issues for External Websites. In *2000 Handbook of IS Management*.

Freeman, L. A. and Jessup, L. 2000. Implementing the First Website. In *2000 Handbook of IS Management.*

Jessup, L. 1999. Collaboration Technologies and Business Strategy: How to move from a "make and sell" to a "sense and respond" organization. In *1999 Handbook of Business Strategy*. Faulkner & Gray, New York.

Jessup, L. and Valacich, J. S. 1999. Information Systems Foundations. *QUE Education and Training,* Macmillan Publishing.

Jessup, L. 1996. Problems, Exercises, Field Questions, Instructor's Guide Answers, and Part Openers. In *Modern Systems Analysis and Design*. Benjamin Cummings Publishing Company.

Jessup, L. and Valacich, J. S. (Eds). 1993. *Group Support Systems: New Perspectives*. Macmillan Publishing Company.

Jessup, L. and Valacich, J. S. 1993. On the Study of Group Support Systems: A review of current research and development. In Jessup, L. and Valacich, J. S. (Eds), *Group Support Systems: New Perspectives*. Macmillan Publishing Company.

Huber, G. P., Jessup, L., and Valacich, J. S. 1993. A Theory of the Effects of Group Support Systems on Organizational Design, Intelligence and Decision-making. In Jessup, L. and Valacich, J. S. (Eds), *Group Support Systems: New Perspectives*. Macmillan Publishing Company.

Jessup, L. and Valacich, J. S. 1993. Future Directions and Obstacles in the Evolution of Group Support Systems. In Jessup, L. and Valacich, J. S. (Eds), *Group Support Systems: New Perspectives.* Macmillan Publishing Company.

Conference Leadership

Conference Co-chair along with Joe Valacich for the Americas Conference on Information Systems in Seattle, Washington, August 2012.

Co-organizer of the Americas Venture Capital Conference in Miami, Florida, at Florida International University, October 2010.

Co-organizer together with the WSU Frank Institute, and the National Collegiate Inventors and Innovators Alliance, of the Invention to Venture (I2V) Workshop, in Pullman, Washington, April 2010.

Conference Co-chair along with Joe Valacich of the International Conference on Information Systems in Seattle, Washington, December 2003.

Co-organizer of the Mini-Track on Wireless Mobile Collaboration at the Hawaii International Conference on System Sciences, January 2003.

Co-leader of a Tutorial on the Virtual Wireless Classroom: Learning without Limits at the Hawaii International Conference on System Sciences, January 2002.

Co-organizer of the Mini-Track on Wireless Mobile Collaboration at the Hawaii International Conference on System Sciences, January 2002.

Chair of the work group on research methods and multi-disciplinary research. Explorations within the Next Wave: The Design and Exploitation of Ubiquitous Computing Environments, research conference by invitation only, sponsored by the Weatherhead School of Management, Case Western Reserve University, Cleveland, Ohio, October 2001.

Co-organizer of the Doctoral Consortium at the Sixth Annual Americas Conference on Information Systems, Association for Information Systems, Long Beach, California, August 2000.

Co-organizer of the Mini-Track on Collaboration Technologies at the Fifth Annual Americas Conference on Information Systems, Association for Information Systems, Milwaukee, Wisconsin, August 1999.

Planning Committee member for the AACSB Learning Technology Workshop, University of Wisconsin, Milwaukee, May 1999.

Co-organizer of the Mini-Track on Collaboration Technologies at the Fourth Annual Americas Conference on Information Systems, Association for Information Systems, Baltimore, Maryland, August 1998.

Program Committee member for the International Conference on Information Systems, Atlanta, Georgia, December 1997.

Program Co-chair for the Third Annual Americas Conference on Information Systems, Association for Information Systems, Indianapolis, Indiana, August 1997.

Co-organizer of the Mini-Track on Collaboration Technologies at the Second Annual Americas Conference on Information Systems, Association for Information Systems, Phoenix, Arizona, August 1996.

Program Committee member for the International Federation for Information Processing Conference, The International Office of the Future: Design Options and Solution Strategies, Tucson, Arizona, April 1996.

Co-organizer of the Northwest Group Support Systems Conference, Moscow, Idaho, April 1995.

Coordinator of the Special Theme Mini-track on Group Support Systems Applications and User Experiences. Organized and chaired, Hawaii International Conference on System Sciences, Maui, January 1995.

Co-coordinator of the Special Theme Mini-track on Applications of Group Support Systems, Hawaii International Conference on System Sciences, Maui, January 1994.

Co-organizer of the Group Support Systems: New Perspectives, I.U. '92, A Conference for Researchers and Practitioners, Indiana University, May 1992.

Conference Proceedings, Paper Presentations, and other Presentations

Jessup, L. New financial models for b-schools. Presentation at the AACSB Annual European Conference, Copenhagen, Denmark, October 2013.

Jessup, L. Changing models for business education. Presentation at the AACSB Western Deans meeting, Santa Clara, CA, October 2013.

Jessup, L. Deans' perspectives on the future of IS. Panel presentation at the Americas Conference on Information Systems, Chicago, Illinois, August 2013.

Jessup, L. The new financial models of the sustainable business school. Presentation at the AACSB International Conference and Annual Meeting, Chicago, Illinois, April 2013.

Jessup L. Building coalitions and connections to advance innovation. Panel presentation at the   University of Arizona Academic Leadership Institute, Tucson, Arizona, February 2013.

Jessup, L. Start-ups, spin-outs, and joint ventures: The ins and outs of university tech transfer and commercialization. Panel presentation at the Hawaii International Conference on System Sciences, Wailea, Hawaii, January 2013.

Jessup, L. New financial strategies for business schools. Presentation at the AACSB Western Deans meeting, Coeur d' Alene, Idaho, October 2012.

Jessup, L. Technology transfer and commercialization and the role of business schools. Presentation at the AACSB Western Deans meeting, Coeur d' Alene, Idaho, October 2012.

Jessup, L. Reflect and redefine: Deans' perspectives on the positioning of IS within the business school. Panel presentation at the Americas Conference on Information Systems, Seattle, Washington, August 2012.

Jessup, L. Energize your enterprise for value and growth. Panel presentation at a conference organized by BeachFleischman, Tucson, Arizona, April 2012.

Jessup, L. Meeting the unique challenge of working with academics in corporate/foundation relations work; Articulating clear priorities to allow for advancement success. Invited presentations for Fundraising Strategies for Academic Leaders and Advancement Professionals, organized by Academic Impressions, Houston, Texas, March 2012.

Datta, A., Umesh, U.N., and Jessup, L. Predicting a patent's lifetime value using Patent Rank. Marketing Science Conference, Boston, Massachusetts, 2012.

Jessup, L. Funding for Commercialization: Valley of Death Or Knowing Where to Drill For Water. Panel presentation at the 30th Annual International Strategic Management Society Conference, panel titled, Commercializing University and Publicly-Funded Research-Institution Innovations, Rome, 2010.

Jessup, L. Universities and national labs as innovation engines. Panel presentation at the Americas Venture Capital Conference, Miami, Florida, 2010.

Jessup, L. The role of business schools in promoting sustainability: The triple bottom line, now more than ever. Panel presentation at the Western Association of Collegiate Schools of Business Annual Meeting, Kauai, Hawaii, 2010.

Sarker, Suprateek, Sarker, Saonee, and Jessup, L. "Interpreting a case of IT offshore in-sourcing: A work-life balance perspective." Paper presented at the Academy of Management Annual Conference, 2010.

Jessup, L. Panelist for the "Shark Tank", Pino Global Entrepreneurship Center, Florida International University, Miami, Florida, 2010.

Jessup, L. The Perfect Business Plan, Slide Show & Elevator Speech. Presentation at the Invention to Venture (I2V) Workshop co-hosted by WSU Center for Entrepreneurial Studies, the WSU Frank Institute, and the National Collegiate Inventors and Innovators Alliance, Pullman, Washington, 2010.

Reed, R., Storrud-Barnes, S.F., and Jessup, L. 2009. Uncertainty and risk as determinants of new-venture strategies. Annual meeting of the Strategic Management Society, Washington, D.C., 2009.

Jessup, L. Pre-recorded interview on entrepreneurship aired on the Small Business Innovators radio show for 1150 AM Radio in Seattle, Washington, December 2009.

Jessup, L. Innovative ways to generate more revenue and how to do more with the money you have. Presentation at the 2009 Global Consortium of Entrepreneurship Centers Annual Conference, Houston, 2009

Jessup, L. Entrepreneurship in the current economic environment. Invited presentation given at the Spokane Lions' Club monthly meeting, fall 2009.

Reed, R., Storrud-Barnes, S., and Jessup, L. "Uncertainty and risk as determinants of new-venture strategies." Paper presented at the Strategic Management Society Annual Meeting, Washington D.C., 2009.

Datta, A. and Jessup, L. "The role of social networks and Internet-based virtual environments in social entrepreneurship: A conceptual model." Paper presented at and included in the proceedings of the 15th Americas Conference on Information Systems, San Francisco, California, 2009.

Jessup, L. Member of a panel discussion on technology transfer and commercialization within university environments, organized by the University of Idaho, Office of Technology Transfer, and held on the U of I campus, July 2009.

Datta, A., Jessup, L., and Reed, R. "Ability to commercialize innovations: An integrative model." Paper presented at and included in the proceedings of the Southern Management Association Annual Conference, Tampa, Florida, 2008.

Datta, A., Jessup, L. and Reed, R. 2008. Ability to commercialize innovations: An integrative model. Annual Meeting of the Southern Management Association, St. Pete Beach, Florida, 2008.

Ladd, D.A., Reed, R., and Jessup, L. The innovation commercialization continuum: Assumptions, realities and models of technology transfer. Annual meeting of the Academy of Management, Anaheim, California, 2008.

Jessup, L. Funding: The most critical success factor. Annual Meeting of the Global Consortium of Entrepreneurship Centers, Tucson, Arizona, October 2008.

Ladd, D., Reed, R., and Jessup, L. "The innovation-commercialization continuum: Assumptions, realities and models of technology transfer." Paper presented at the Academy of Management Annual Meeting, 8-13 August, Anaheim, California, 2008.

Jessup, L. Entrepreneurial leadership versus the Big Idea versus good planning…which wins? Invited presentation and workshop at Colorado Technical University, Colorado Springs, Colorado, July 2008.

Jessup, L. Entrepreneurial leadership throughout your career. Invited keynote presentation for mid-year graduation ceremony at Colorado Technical University, Colorado Springs, Colorado, July 2008.

Jessup, L. Transforming a business school through organizational change. Academic Impressions Conference on Building a Fundraising Partnership Between Academic Leadership and Development, Austin, Texas, 2008.

Jessup, L. Understanding the goals for a successful work relationship. Academic Impressions Conference on Building a Fundraising Partnership Between Academic Leadership and Development, Austin, Texas, 2008.

Jessup, L. Maintaining continuity and success through a leadership transition. Academic Impressions Conference on Building a Fundraising Partnership Between Academic Leadership and Development, Austin, Texas, 2008.

Wilson, J. L., Griffin, T., and Jessup, L. "Effects of GSS anonymity and group member status on productivity and satisfaction." Paper presented at the Western Decision Sciences Institute (WDSI) Conference, 2008.

Jessup, L. What's your value chain: Creating strong linkages between your vision, actions, outcomes and your fundraising. AACSB International Deans Conference, San Antonio, Texas, 2008.

Jessup, L. Entrepreneurship, innovation, and the role of technology. Invited presentation and workshop at Colorado Technical University, Colorado Springs, Colorado, 2007.

Jessup, L. Connecting curriculum and outreach. National Consortium of Entrepreneurship Centers Conference, Syracuse, New York, 2007.

Jessup, L. Entrepreneurship and biotech: Some building blocks and case examples. Invited presentation to the biotechnology doctoral seminar at Washington State University, Pullman, Washington, 2007.

Jessup, L. Nobody told me I had to raise money: A case study of the transformation of a business school into a model fundraising program. 2007 AACSB International Building Business Schools Conference Boston, Massachusetts, 2007.

Jessup, L. Managing in Cougar Country: Discovering the leader within. Annual Conference for Managers and Supervisors, Washington State University, 2006.

Jessup, L. and Scourey, R. Illustrating a successful partnership: A case study of the transformation of a business school through organizational change. Academic Impressions Development for Academic Leadership Conference, Westminster, Colorado, 2006.

Jessup, L. and Scourey, R. Partnering with central development to enable unit and university success. Academic Impressions Development for Academic Leadership Conference, Westminster, Colorado, 2006.

Jessup, L. Entrepreneurship in Education Today. AACSB International Annual Meeting, San Francisco, California, 2005.

Jessup, L. WSU Distance Degree Programs. AACSB International Annual Meeting, Montreal, Canada, 2004.

Jessup, L. Using IT to drive innovation in teaching and learning: Why IT still matters. SIGED/IAIM Conference held in conjunction with the International Conference on Information Systems, Seattle, Washington, 2003.

Ives, B., Jessup, L., Okoli, C., and Valacich, J. "The Mobile Conference Information System: Unleashing academic conferences with wireless mobile computing" (Best Paper Nomination). Proceedings of the Hawaii International Conference on System Sciences, January 2002

Valacich, J., and Jessup, L. Proposal for WSU to host the 2003/05 ICIS Conference in Seattle, Washington. International Conference on Information Systems, 2001.

Jessup, L. The role of technology in the future of the WSU College of Business and Economics. Washington State University, CBE Dean's Advisory Council, Seattle, Washington, 2001.

Jessup, L., Valacich, J., and Cumberland, C. Report on the wireless research program in MIS at WSU. MIS Faculty Research Seminar, Washington State University, November 2001

Jessup, L. The research program on wireless mobile collaboration in MIS at WSU. Explorations within the next wave: The design and exploitation of ubiquitous computing environments, Weatherhead School of Management, Case Western Reserve University, Cleveland, Ohio, October 2001.

Jessup, L. The benefits of research streams: A sample research program on the uses and effects of collaboration technologies. MIS Faculty Research Seminar, Washington State University, October 2001.

Jessup, L. On-air Interview, Northwest Cable News, September 2001.

Jessup, L. E-certification and e-learning in the new millennium. E-Commerce Conference, Lewis-Clark State College, Lewiston, Idaho, June 2001.

Jessup, L. What is special about WSU, and what do faculty expect from incoming freshmen at WSU? ALIVE! Program at Washington State University, summer 2001.

Jessup, L. The MIS Program at WSU: Power Tools for Teams. Honors College, Washington State University, summer 2001.

Jessup, L. MIS Program Success at WSU. Rotary Club, Pullman, Washington, summer 2001.

Valacich, J. and Jessup, L. Technology and the Future. Technology and the Future, Job Market Forum, Washington State University, March 2001.

Valacich, J., Ives, B., Jessup, L., and Okoli, C. What is MIS? Microsoft Research, November 2000.

Valacich, J., Ives, B., Jessup, L., and Okoli, C. Reengineering professional meetings: The mobile conference information system. Microsoft Research, November 2000.

Jessup, L. Proposed cross-functional Electronic Commerce major: Enabling CBE students to lead in the Information Age. CBE Advisory Board, Washington State University. November 2000.

Valacich, J., and Jessup, L. MIS program success and the role of the MIS e-Classroom. MIS e-Classroom Room Dedication, Washington State University, November 2000.

Fuller, M., and Jessup, L. MIS Teaching Effectiveness. MIS Research Seminar, MIS Program, Washington State University, September 2000.

Valacich, J. and Jessup, L. MIS Program Mission, Goals, and Success. WSU Publisher's Roundtable, Washington State University, September 2000.

Jessup, L. Impersonal interpersonal computing: A research program on the uses and effects of collaboration technologies. Information Systems Faculty Research Seminar, Kelley School of Business, Indiana University, October 1999.

Jessup, L. Doctoral student and faculty mentor relationships. Kelley School of Business, Indiana University, 1999.

Jessup, L. On the role of technology supported learning in management education: Notebook computers and groupware as enablers of change. Invited presentation at the University of Jyvaskyla, Finland, 1999.

Jessup, L. Technology supported learning in management education: Recent developments and their implications. Invited presentation at the AACSB Learning Technology Workshop, Milwaukee, Wisconsin, 1999.

Jessup, L. Distance learning and its role in higher education. Invited presentation at the Kelley School of Business, Accounting Advisory Group Annual Meeting, Bloomington, Indiana, 1999.

Jessup, L. A window into what is being done with technology supported learning: Using Lotus Notes and LearningSpace at Indiana University. Invited presentation at IBM ThinkPad University Seminar, Indianapolis, Indiana, 1999.

Jessup, L. Creating the Indiana ABMA Program: Enabling students (and faculty) to thrive in a wired world. Invited presentation at the AACSB Annual Meeting, Atlanta, Georgia, 1999.

Jessup, L. The Internet as enabler of electronic commerce. Alliance: A Forum of Company Leaders, Indiana University, 1999.

Jessup, L. Creating the Indiana AMBA program: Enabling students to thrive in a wired world. College of Business and Economics, Washington State University, 1999.

Jessup, L. New Approaches to Education: Technology-enabled distributed, collaborative learning. College of Business and Public Administration, University of Arizona, 1999.

Jessup, L. and Wheeler, B. Launching the Indiana AMBA: Learning with, through, and about technology. Proceedings of the Hawaii International Conference on System Sciences, 1999.

Jessup, L. Wiring the Indiana Accounting MBA Program: Enabling students to thrive in a wired world. Center for Research on Learning and Technology Colloquium Series, School of Education, Indiana University, 1998.

Jessup, L. New approaches to education: Technology-enabled distributed, collaborative learning. College of Business Administration, Oregon State University, 1998.

Jessup, L. Videoconferencing, white-boarding, and shared applications to support teaching and learning. Tour of Technology for the joint Doctoral Teaching Seminar and Faculty Teaching Seminar, Kelley School of Business, Indiana University, 1998.

Jessup, L. The future of the Internet, World Wide Web, and electronic commerce. Indiana University International Business Forum, Bloomington, Indiana, 1998.

Jessup, L. A comprehensive model of anonymity in computer-supported group decision making. 18th Annual International Conference on Information Systems, Atlanta, Georgia, December 1997.

Jessup, L. Distance learning alternatives across space and time. Indiana University, School of Business, Doctoral Teaching Seminar, 1997.

Jessup, L. Thriving in a wired world. CIS Annual Banquet, School of Business, Indiana University. 1997.

Jessup, L. and Wheeler, B. Strategies for exploring and pursuing electronic commerce. The Indiana University 51st Annual Business Conference, 1997.

Jessup, L. A meta-analysis of effectiveness, efficiency, and participant satisfaction in Group Support System research. 17th Annual International Conference on Information Systems, Cleveland, Ohio, 1996.

Jessup, L. Internet and the executive: Possibilities, realities, and issues. Boatmen's Trust Client Conference, St. Louis, Missouri, 1996.

Jessup, L. Second Annual Americas Conference on Information Systems, Association for Information Systems, Phoenix, Arizona, 1996.

Jessup, L., Valacich, J. S., Dennis, A. R., and Wheeler, B. Real-time collaboration on the World Wide Web: Supporting virtual teams across space and time. Second Annual Americas Conference on Information Systems, Association for Information Systems, Phoenix, Arizona, 1996.

Jessup, L. Valacich, J. S., and Urbaczewski, A. Electronic commerce: Preparing for business in the 21st Century. Information Management Affiliates, Institute for Research on the Management of Information Systems, Indiana University, April 1996.

Jessup, L. Electronic commerce: Foundations and research opportunities. Information Systems Seminar, Indiana University, 1996.

Jessup, L. Key issues and business opportunities in electronic commerce. Business Honors Program, Indiana University, 1996.

Jessup, L. The role of the international office worker of the future: Organizational, social, and cultural issues. Proceedings of the IFIP International Conference, The International Office of the Future: Design Options and Solution Strategies, Tucson, Arizona, 1996.

Jessup, L. and Valacich, J. S. Using the information superhighway to support organizational learning: Content, context, and infrastructure. Proceedings of the IFIP International Conference, The International Office of the Future: Design Options and Solution Strategies, Tucson, Arizona,1996.

Valacich, J. S and Jessup, L. Surfing the information highway: How businesses are using the Internet. The Indiana University 50th Annual Business Conference, March 1996.

Jessup, L., Valacich, J. S., and Dennis, A. Integrating research methods, theories, literatures, and technologies: Research opportunities in GSS. Association for Information Systems Inaugural Americas Conference on Information Systems, 1995.

Jessup, L. and Van Over, D. What to build and how to build it: The functions, components, and costs of a GSS facility. Proceedings of the Northwest Group Support Systems Conference, Moscow, Idaho, 1995.

Van Over, D. and Jessup, L. Teams, technology, and performance: A demonstration of the TEAMS GSS software. Proceedings of the Northwest Group Support Systems Conference, Moscow, Idaho, 1995.

Takle-Quinn, K., Jessup, L., and Anson, R. GSS Stepping Stones: An annotated reading list of basic sources of GSS knowledge. Proceedings of the Northwest Group Support Systems Conference, Moscow, Idaho, 1995.

Jessup, L. Active learning in business education with, through, and about technology. Research Seminar Series, College of Business and Economics, University of Idaho, 1995.

Wilson, J. and Jessup, L. A field experiment of GSS anonymity and group member status. Special Theme Mini-track on Group Support System Applications and User Experiences, Proceedings of the Hawaii International Conference on System Sciences, Maui, Hawaii, 1995.

Jessup, L. and Van Over, D. Integrating teams and technology: The best offense for the 21st Century. University of Idaho, College of Business and Economics Alumni Dinners, Moscow, Idaho, and Boise, Idaho, 1994.

Van Over, D. and Jessup, L.   Group Support Systems: Power tools for group problem solving. University of Idaho Roundtable, 1994.

Jessup, L. and Polley, R. B. Group Support Systems: Extending practical theory. Symposium on Field Theory, Decision Making, and Group Support Systems, Society for the Advancement of Field Theory and Research; Social Science in a Troubled World, Ann Arbor, Michigan, 1994.

Jessup, L. Impersonal interpersonal computing: A research program on the uses and effects of Group Support Systems. CSC/MIS seminar series, California State University, San Marcos, California, 1994.

Jessup, L. Harnessing computer-based technologies for collaborative work. College of Business Administration Colloquium Series, California State University, San Marcos, California. 1994.

Jessup, L. The right research task: A critical look at the tradeoffs of experimental task diversity in information systems research. Session Chair, Annual International Conference on Information Systems, Orlando, Florida, 1993.

Jessup, L. From deliberation to collaboration: Using technology to support individual and group problem solving. CSC/MIS seminar series, California State University, San Marcos, California, 1993.

Jessup, L. Using computer data as camouflage to hide and skew relevant data. Association of Government Accountants, Government and Industry Symposium, San Diego, California, 1993.

Jessup, L. The senior experience at California State University, San Marcos: An applied team problem-solving approach. Senior Year Experience Conference, Arlington, Virginia, 1993.

Jessup, L. and Connolly, T. The effects of interaction frequency on the productivity and satisfaction of automated problem-solving groups. Proceedings of the Hawaii International Conference on System Sciences, Maui, Hawaii, 1993.

Polley, R. B. and Jessup, L. Expert systems for process consultation: Technical and ethical issues. Academy of Management Annual National Meeting, Las Vegas, Nevada, 1992.

Jessup, L. and Valacich, J. S. On the study of Group Support Systems: A review of current research and development. Group Support Systems: New Perspectives, I.U. '92, Bloomington, Indiana, 1992.

Jessup, L. and Valacich, J. S. Future directions and obstacles in the evolution of Group Support Systems. Group Support Systems: New Perspectives, I.U. '92, Bloomington, Indiana. 1992.

Jessup, L. How to succeed as a new assistant professor in the GSS field. Doctoral Consortium, Group Support Systems: New Perspectives, I.U. '92, Bloomington, Indiana, 1992.

Connolly, T., Valacich, J. S., Dennis, A., and Jessup, L. Computer support for group idea generation. Proceedings of the Fifth Annual Conference on Behavioral Decision Research in Management, Berkeley, California, 1992.

Egbert, J. L. and Jessup, L. Computer-assisted learning for at-risk learners. Annual Conference of California Teachers of English as a Second/Other Language (CATESOL), Sacramento, California, 1992.

Valacich, J. S., Jessup, L., Dennis, A., and Nunamaker, J. F., Jr. A conceptual framework of anonymity in Group Support Systems. Proceedings of the Hawaii International Conference on System Sciences, 1992.

Egbert, J. L. and Jessup, L. Creating new learning environments with Group Support Systems. Computer Using Educators Conference, 1991.

Egbert, J. L., and Jessup, L. Assignment One: City Guide using Toolbook to create hyper-text applications for language learning. Educational Computing (EDUCOM), 1991.

Jessup, L. and Valacich, J. Group Support Systems: Implications for multi-disciplinary theory building. ORSA/TIMS Joint National Meeting, Anaheim, California, 1991.

Tansik, D. A. and Jessup, L. Group Support Systems: Implications for manufacturing and service environments. ORSA/TIMS Joint National Meeting, Anaheim, California, 1991.

Jessup, L. Group Support Systems: Current research and some suggestions for future use and development. College of Business Administration, Anglia Polytechnic University, Danbury Park, England, 1991.

Jessup, L. and Polley, R. B. Should our work group use a Group Support System?: Some suggestions for thoughtful GSS use. Western Academy of Management Annual Meeting, Santa Barbara, California, 1991.

Jessup, L. An Introduction to Management Information Systems: Using Group Support Systems and other technologies to organize our thinking. American Language Institute, California State University, Long Beach, California, 1990.

Jessup, L. and Connolly, T. The deindividuating effects of anonymity on automated group idea generation. Academy of Management Annual Meeting, Organizational Communication Division, San Francisco, California, 1990.

Godfrey, R. M. and Jessup, L. Strategic management of the information systems function during organizational retrenchment. TIMS/ORSA, Joint National Meeting, Las Vegas, Nevada, 1990.

Jessup, L. and Polley, R. B. Groupware: Beyond the electronic flipchart. West Coast Conference for *Small Group Research*, Annual Meeting, Portland, California, 1990.

Jessup, L. Decision support facilities in schools and colleges of business administration. Deans of the 20 Schools and Colleges of Business Administration, California State University System, Long Beach, California, 1990.

Jessup, L., Connolly, T., and Tansik, D. A. Toward a theory of automated group work: The deindividuating effects of anonymity. Academy of Management, Organizational Communication Division, Annual Meeting, Washington, DC, 1989.

Jessup, L. Computer-aided idea generation in groups. West Coast Conference for *Small Group Research*, Annual Meeting, Los Angeles, California, 1989.

Jessup, L., Tansik, D. A., and Laase, T. D. Group problem solving in an automated environment: The effects of anonymity and proximity on group process and outcome with a group decision support system. Proceedings of the Academy of Management, Organizational Communication Division, Annual Meeting, Anaheim, California, 1988.

Polley, R. B. and Jessup, L. Assessing group effectiveness: Beyond cohesiveness. Academy of Management, Organizational Behavior Division, Annual Meeting, Anaheim, California, 1988.

Jessup, L. Group effectiveness and the tension between cohesiveness and diversity. West Coast Conference for *Small Group Research*, Annual Meeting, San Francisco, California, 1988.

Jessup, L. Group decision support systems: A need for behavioral research. Academy of Management, Organizational Behavior and R&D/Technology/Innovation Interest Group, Annual Meeting, New Orleans, Louisiana, 1987.

Bissell, B. L., Jessup, L., and Green, S. A. Power and dominance in work groups: Predicting the emergence of leaders. Academy of Management, Annual Meeting, New Orleans, Louisiana, 1987.

Jessup, L., Green, S. A., and Bissell, B. L. A method for the explanation and management of intra-organizational power struggles. Western Academy of Management, Organizational Behavior Division, Annual Meeting, Hollywood, California, 1987.

Jessup, L. The theoretical base of teambuilding: SYMLOG as an alternative explanation. Academy of Management, Organizational Development Division, Annual Meeting, Chicago, Illinois, 1986.

Plus numerous presentations, workshops, and facilitations for professional associations and organizations including the Southern Arizona Leadership Council, the Arizona Board of Regents (for tech transfer and for online learning), the University of Arizona Strategic Planning and Budgeting Advisory Committee, the University of Arizona President's leadership team (for strategic planning), the Desert Angels, Social Venture Partners, the Foothills Forum, Tucson Regional Economic Opportunities, Tucson Metro Chamber of Commerce, Kiwanis, and Rotary, and the Arizona Technology Investor Forum; and for business organizations such as IBM, Intel, Raytheon, Roche/Ventana-Medical-Systems, Insight, Wells Fargo, Apollo Group, Salt River Project, the Brown Foundation, and Avnet.

Selected Software Development

Urbaczewski, A. and Jessup, L.   Wheel of Misfortune - Graphical tool based in Microsoft Visual Basic for randomly selecting students to call on in class; co-designer.

Jessup, L. AMCIS '97 Manuscript Database – A database developed in Microsoft Access and used to manage over 400 submissions and other events for the 1997 Americas Conference on Information Systems; sole designer.

Jessup, L. and Valacich, J. S. InterAction - An Internet-based application for real-time collaboration developed in PERL and HTML; co-designer.

Van Over, D. and Jessup, L. The Electronically Assisted Meeting System (TEAMS) - PC LAN-based Group Support System software developed in Microsoft Visual Basic; co-designer.

Egbert, J. L. and Jessup, L. CityGuide - a hypertext-based simulation for at risk learners developed in Asymetrix Toolbook for Microsoft Windows; co-designer and sole developer.

Jessup, L. Brainstorm – a brainstorming tool for nominal groups written in Basic; sole designer and developer.

Selected Executive Education and Consulting

Topic: Strategic Innovation
Program: Audacious Goals, Disruptive Innovation, and Creative Visualization
Participants: Intel Southwest Finance Conference

Topic: Strategic Innovation
Program: Leadership through Innovation
Participants: Roche/Ventana-Medical-Systems

Topic: Competitive Benchmarking for Electronic Commerce
Program: Ashland Chemical Marketing Program
Participants: Ashland Chemical

Topic: Technology Leadership
Program: Indiana Executive Program
Participants: Arvin Industries, AT&T, Avco Financial Services, Conseco Companies, GM Corporation, Hill-Rom, Hughes Defense Communications, Kimball International, Inc., Lincoln National Corp., Lucent Technologies, Nipsco, Old National Bancorp, State Farm Insurance Co., Xerox Corporation.

Topic: Electronic Commerce and Innovation
Program: Indiana Service Partnership
Participants: Executives from Ameritech, Anthem, BAA, Cinergy, FedEx, and First Chicago NBD Bank.

Topic: Electronic Commerce and Competitive Positioning
Program: Indiana Partnership for Management Development
Participants: Executives from Amoco, Dow, DowElanco, EDS, Lucent, Phillips, and Sara Lee.

Plus a variety of consulting and advising roles for various universities including Indiana University, University of California Berkeley, Florida State University, Florida International University, University of Nevada - Las Vegas, University of Arizona, Washington State University, University of North Texas, and Colorado Technical University.

Selected Gifts and Grants Secured as a Faculty Member

2008 - 2010 Together with team in Center for Entrepreneurial Studies and College of Business development team, secured over $100,000 annually in prize money and underwriting for Annual WSU Business Plan Competition for three years in a row (total of approximately $330k).

2008 Together with team in Dean's Office, solicited and received $1,000,000 gift to Entrepreneurship program to fund Distinguished Professorship and related scholarships.

2002 Along with development team, $99,000 in funding from Connexion and other partners to build the "Connexion by Boeing" Wireless Classroom of the Future.

2001 Along with Joe Valacich, $50,000 NWACC grant to build a virtual wireless classroom.

2000 $45,000 in software from Lotus Development Corporation.

1997 Along with Mike Tiller and others, $300,000 in equipment funding from Ernst & Young to equip a technology classroom.

1997 Along with Mike Tiller and others, $300,000 in equipment funding from Price-Waterhouse to equip a technology classroom.

1995 Along with David Van Over, $60,000 in equipment funding from GTE Corporation to equip a Group Support System facility.

1995 Along with David Van Over, $184,000 in infrastructure funding from University of Idaho, Finance and Administration, to build a Group Support System facility.

1991 Along with Bernie Hinton, a competitive equipment grant from the Hewlett-Packard Company for $150,000 to develop a decision support facility for the College of Business Administration, California State University, San Marcos.

Courses Taught

Business Enterprises
Business Planning for New Ventures
Business Policies
Collaborative Computing
Data Base
Decision Support Systems
Dissertation Proposal Review and Creation
Entrepreneurial Management
Group Support Systems
Group Process Methods in Management
Issues in Computer Science
Introduction to Management
Introduction to Management Information Systems
IS Project Team Management
IT and Corporate Transformation
Leadership
Managing Information Technology
Management of Information Systems
Organizational Behavior
Organizational Communication
Seminar on Entrp and Innovation
Seminar on IS Research
Special Topics in Digital Communication
Strategic Management
Strategic Technology Management
Systems Analysis and Design
Technology Entrepreneurship
The Senior Experience: Problem Assessment and Critical Thinking
The Senior Experience: Problem Analysis and Implementation
Wireless Mobile Collaboration

Sample Teaching Evaluation Summaries

Semester	Course	Rating of Instr/Course Overall
Fall 1992	MIS	4.82 on 5-point scale
Fall 1992	MIS	4.87 on 5-point scale
Fall 1992	DSS	5.00 on 5-point scale
Spring 1993	DSS	4.81 on 5-point scale
Spring 1993	GSS	4.91 on 5-point scale
Spring 1995	Strat Mgmt	3.69 on 4-point scale
Spring 1995	Mng Info Tech	3.55 on 4-point scale
Fall 1995	MIS	6.06 on 7-point scale
Fall 1995	SA/D	6.04 on 7-point scale
Spring 1996	MIS (MBA Core)	5.92 on 7-point scale
Fall 1996	SA/D	6.41 on 7-point scale
Fall 1996	MIS	6.50 on 7-point scale
Spring 1997	Digital Comm	6.38 on 7-point scale
Sum 1997	Strat Tech Mgmt	9.17 on 10-point scale
Fall 1997	Collab. Computing	6.68 on 7-point scale
Spring 1998	IT & Corp Transf.	6.37 on 7-point scale
Spring 2001	IS Proj Team Mgmt	3.21 on 4-point scale
Fall 2008	Entr Management	3.91 on 4-point scale
Spring 2008	New Vent Devlpmnt	3.28 on 4-point scale
Fall 2009	Entr Management	3.67 on 4-point scale
Spring 2009	New Vent Devlpmnt	3.46 on 4-point scale
Fall 2010	EMBA NewVentDev	3.61 on 4-point scale
Fall 2010	Sem EntrpandInnov	3.71 on 4-point scale

Sample Curriculum Development as a Faculty Member

• Significant revision to the Entrepreneurial Management course to include not only extensive leadership inventories and diagnostics for the students, but also approximately 20 high-level business leaders as guest speakers each year.

• Creator of new capstone course titled, Business Planning for New Ventures, to prepare MBA students for the WSU Business Plan Competition.

• Leader of team that created a new biotechnology entrepreneurship certificate within the MBA program for not only MBA students but graduate students from throughout the university.

• Leader of a number of changes and improvements to the undergraduate and graduate entrepreneurship curricula and build-out of the online undergraduate minor and major.

• Creator of MIS Program Fellowships at Washington State University, an internal, competitive internship program to involve undergraduate MIS students in cutting-edge MIS faculty research and enable them to earn valuable practical experience.

• Leader of the implementation of target GPA ranges within MIS courses at Washington State University.

- Member of team that conducted detailed, objective benchmarking analysis of the WSU MIS program versus those at other colleges and universities in the northwest region and the western region.

- Member of team that developed an interdisciplinary, undergraduate degree program in Electronic Commerce at Washington State University.

- Leader of the implementation of a complete online MIS undergraduate degree program at Washington State University.

- Member of team that worked with GTE to experiment with the use of state-of-the-art wireless LAN technologies and notebook computers across the MBA program and curriculum at Indiana University.

- Leader of benchmarking analysis that compared the use of technology to support teaching and learning within the Kelley School of Business at Indiana University versus similar activities at Big-Ten and other top-ranked business schools.

- Member of team that designed MS in IS degree to be delivered jointly online by the business schools at Indiana University, University of Texas at Austin, University of California at Berkeley, New York University, and University of North Carolina.

- Member of team that designed interdisciplinary e-Business major within the MBA Program at Indiana University.

- Member of team that designed interdisciplinary e-Business track within the Accounting MBA program at Indiana University.

- Developer of online course titled "Information Technology Management" for new online MBA program at Jones International University, the first completely online, accredited cyber-university.

- Leader of design proposal for "high-tech, high-touch" computer-supported classroom facilities for IS majors at Indiana University.

- Member of task force that designed and implemented new Accounting MBA program and Masters in Professional Accountancy program at Indiana University to meet the state of Indiana's new 150 credit hour requirement.

- Member of task force that revised MBA foundation core courses at Indiana University.

- Co-developer and implementer of newly revised IS core course for MBA program, involving current IS issues, competency-based assessment, hands-on learning, and the case method, Indiana University.

- Member of small task force of IS faculty members who completely revised Undergraduate CIS Major and MBA IS Major at Indiana University.

- Co-developer and implementer of the Digital Communications Academy, a two year-long, intensive academic program on the digital communications industry for MBA students at Indiana University.

- Leader of development and implementation of a new undergraduate Group Support System (GSS) course in which students participated directly in the development, use, management, and marketing of a real GSS facility at California State University, San Marcos.

- Leader of development and implementation of the Senior Experience, a required, one-year "co-op" program in which business students worked in small teams to solve real problems for local organizations, California State University, San Marcos.

- Co-developer and implementer of entirely new, interdisciplinary business curriculum and courses at California State University, San Marcos.

- Member of group that revised the IS curriculum at University of Idaho.

- Leader of group that revised the IS curriculum at California State University, San Marcos.

- Leader of group that revised the IS curriculum at California State University, Long Beach.

Doctoral Dissertation, Masters Thesis, and Honors Thesis Committees

- Datta, Avi (Dissertation Chair). Essays on technological innovations: Commercialization and radicalness. Department of Entrepreneurship and Information Systems, Washington State University. 2011.

- Wang, Alex (Dissertation Committee). Validity evidence for formative constructs and a review of related entrepreneurship literature. Department of Entrepreneurship and Information Systems, Washington State University. 2011.

- Monte Shafer (Dissertation Committee). Backward and forward citations in patent filings as a measurement of radical innovation. Department of Marketing, Washington State University. 2011.

- Ladd, Darrin (Dissertation Committee). High-velocity decision-making and the results of task-technology misfit. Department of Information Systems, Washington State University. 2010.

- Lin, Fangxin (Cynthia) (Masters Thesis Committee). Use of information systems for decision making in agricultural and rural development. Department of Agricultural Economics and Rural Sociology, University of Idaho. 2008.

- Soo, Keng-Soon (Dissertation Co-Chair). Knowledge Management: A study of why workers share knowledge. Instructional Systems and Technology, School of Education, Indiana University. 2006.

- Looney, Clay (Dissertation Committee). Irrational Exuberance and Pessimism in Online Investing: An empirical assessment of the impact of Web-based technologies on investor psychology and behavior. Washington State University. May 2003.

- Sarker, Saonee (Dissertation Co-Chair). A study of emergent leadership in computer-supported virtual teams. MIS Program, Washington State University. August 2002.

- Sidorova, Anna (Dissertation Co-Chair). A study of cultural differences in computer-supported virtual teams. MIS Program, Washington State University. December 2002.

- Evans, Jayson (Supervisor of Honors Project). The creation of a website for the wireless research project in the MIS Program at Washington State University. 2001.

- Durr, Dylan (Supervisor of Honors Project). The creation of a website for HyperSpuds Sport, Moscow, Idaho. 2001.

- Freeman, Lee (Dissertation Chair). A study of the effects of the use of cognitive models on shared understanding during the requirements analysis phase of information systems development. Accounting and Information Systems Department, Kelley School of Business, Indiana University. 2000.

- Urbaczewski, Andrew (Dissertation Chair). An examination of the effects of electronic monitoring on computer Internet usage. Accounting and Information Systems Department, Kelley School of Business, Indiana University. 2000.

- Adair, Lyn (Dissertation Committee Member). The influence of budget pressure, deadline pressure, and message equivocality on the media choice behavior of audit seniors. Accounting and Information Systems Department, Kelley School of Business, Indiana University. 1998.

- Morris, Mike (Dissertation Committee Member). A longitudinal examination of information technology acceptance: The influence of system experience on user perceptions and action. Accounting and Information Systems Department, Kelley School of Business, Indiana University. 1996.

- Hibbler, Fritz (Dissertation Co-chair). A study on the influences of Group Support Systems, information framing, and group discussion on decision-making. College of Education, University of Idaho. 1995.

- Wilson, John (Dissertation Chair). A field experimental study of the interaction of status and the anonymity component of a Group Support System. College of Business, Nova Southeastern University. 1994.

Professional Associations Past and Present

- Association for Information Systems
- Alpha Iota Delta
- Academy of Management
- The Institute of Management Sciences
- Advisory Council for the San Diego High Technology Foundation

Past Editorial and Reviewer Responsibilities

- *MIS Quarterly* (Associate Editor)
- *Small Group Research* (Reviewer, Member of Editorial Board, and Co-Editor of Special Issue)
- Groupware Central (Section Editor)
- Communications of the ACM (Co-Editor of Special Issue)

- Reviewer for over a dozen other journals, conferences, and book publishers.

Selected Service Commitments at the University of Arizona

- University of Arizona Health Network Board member
- Financial Planning Committee member
- Strategic Planning Task Force member
- Tech Launch Arizona co-architect
- Tech Launch Arizona V.P. (Cabinet Level) Search Chair
- Tech Launch Arizona Internal and External Advisory Board Chair(s)
- UA Prosperity Dashboard, Board Member

Past Service Commitments

- Member, Conflict of Interest Committee
- Member of Online MBA launch team
- Leader of Online MIS Undergrad Degree launch team
- Steering Committee Member, Center for Integrated Biotechnology
- External Reviewer, Faculty Member Promotion to Full Professor, two or three per year
- External Reviewer, for multiple business school reaccreditations, typically one per year
- Leader of the launch team for a Bio-Technology Certificate for the MBA Program
- Member of launch team for Executive MBA
- Leader of technology enabled learning for business school
- Member of university-wide technology committee

Selected Outside Service

- Co-founder and advisor, Xecutive Advisory Partners, LLC
- Co-founder, PatentRank, LLC
- Member, Tucson Desert Angels
- Member, Southern Arizona Leadership Council
- Member, *Seattle Business* Magazine, Top 25 Innovators & Entrepreneurs Board of Advisors
- Co-Founder and Board member, The University Funds, LLC
- Member, Spokane Angel Alliance

References Available upon request

**Summary of Accomplishments for Dean Jessup and the Eller College of Management
Team Eller - 2013/2014 Academic Year**

Teaching – The Eller Experience
- Launched Online MBA, Online Masters in MIS, began building online non-credit certificates, and helping Law and Engineering to build online courses
- Signed agreement for move of Eller MBA from Scottsdale to Phoenix UA Biomed Campus
- Launch of Entrepreneurship & Innovation capstone course – we are now the only AACSB-accredited school to require an entrepreneurship course of all grads
- Hired 6 undergrad career coaches and launched freshman and sophomore-level courses aimed at career exploration as part of improving professional development and placement funded by a new pre-business program fee
- Strong upward momentum in both undergraduate and MBA rankings in US News (evening MBA program jumped 21 spots into the top 25)
- Eller undergrad and grad teams won national competitions sponsored by firms such as AT&T and PWC
- Redesigned a new graduate commercialization course where students from all around the UA worked in teams to develop plans for technologies from the UA, ASU, and Mayo
- Eller Business Research as expanded their twice-per-year Arizona economic forecast events, added mobile apps, and is also partnering with the Southern Arizona Leadership Council and the Southern Arizona Community Foundation on the Southern Arizona Prosperity Dashboard
- Thousands of Eller undergrad and grad students volunteered this past year for local non-profits doing market analyses, audits, tax prep, systems analysis, process redesigns, etc., including the new Eller Economic Development program, in which students help small business owners in south Tucson to grow their businesses (all outlined in a recent Eller press release)

Research - Eller Discovery and Innovation
- Implemented retention program aimed at top performing faculty
- Professor Chen secured several million dollars in NSF grant funding for cyber security, and was appointed as Director of NSF Health Informatics Program
- Professor Hirano elected as fellow for Econometric Society
- Professor Valacich ranked as top prolific scholar by MISQ, awarded Distinguished Educator in Information Systems by AITP, and selected as Editor of AIS Transactions on Human-Computer Interaction
- Professor Lusch awarded AMA Distinguished Marketing Educator
- Hired an embedded business development officer for Eller in conjunction with Tech Launch Arizona and have two key technologies being spun out in to new start-up companies
- McGuire Center for Entrepreneurship named Innovator of the Year by Arizona Governor
- Served as Chair for Tech Launch Arizona's internal and external advisory boards

Service - Entrepreneurial Eller Partnerships

- Dean Jessup personally went on 51 Eller trips this past year spanning 20 cities and 3 countries and included 145 donor visits
- Held 8 Alumni Events for 2013-14 across the country
- Tripled membership in our MBA Alumni Club
- Added nearly 1,000 new members to Eller Alumni LinkedIn Group
- Drew hundreds more this year to our Homecoming Tailgate Party
- Added primary and alternate emails to 1,836 alumni records based upon information gleaned from LinkedIn and convocation surveys
- Doubled size of development team (3 to 6 employees) to better support development efforts and to ensure appropriate staffing during the campaign
- Developed three year strategic plans for development and for alumni relations and developed a college-wide corporate relations strategy
- Added a monthly dean's e-newsletter to National Board of Advisors
- Developed Eller College campaign goals and priorities and shared with alumni and donors via newly created Eller College campaign website (MakeEllerGreater.com), campaign videos, and campaign launch announcement direct mail piece
- Achieved record-setting Executive of the Year attendance (525) and event fundraising (40K)
- Added two more telephonic meetings in addition to two regular meetings (Tucson and Phoenix) for the Eller College National Board of Advisors
- New advisory boards formed for MBA Program and for Center for Leadership Ethics
- Targeted key cities such San Francisco and New York and began placement pipeline into targeted companies such as IBM and Goldman Sachs
- Produced annual PROGRESS magazine (circulation 38,000) and monthly ELLER BUZZ newsletter (circulation 20,000)
- Brought in approximately 200 outside speakers for classes and for special events such as the new Distinguished Executive in Residence
- Raised more than $4.7M in private giving to date this fiscal year as of May, 2014
- Eller Executive Ed provided outstanding service for about a dozen clients and will earn approximately $1.5M in its second year and will return approximately $150,000 to Eller for faculty retention
- Built a relationship with San Miguel High School in south Tucson and we are developing a pipeline of Hispanic students into Eller

Eller Synergies

- Dean Jessup has become a noted international expert on the changing business model underlying higher education and gave related, invited keynotes at regional, national, and international AACSB conferences, and was also featured in the lead article of an issue of the AACSB magazine, BizEd
- Served as member of UAHN fiduciary board, UAHN Strategic Planning committee, UAHN Finance and Investments Committee, and UAHN Task Force on "Special Alliances"

- Achieved another year of being a self-sustaining business school, meaning that we generated much more this past year (approx. $107M) in tuition revenue, exec ed bookings, grant funding, private giving, and endowment payout, than we spent this past year (approx. $54M)