

CURRICULUM VITA

SHERWOOD C. FREY, JR.

The Ethyl Corporation Professor of Business Administration
The Darden Graduate School of Business Administration, University of Virginia
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ACADEMIC BACKGROUND

The Johns Hopkins University Advisor: G.L. Nemhauser Thesis: "Optimal Dynamic Investment in Transportation Networks"	PhD, Operations Research, 1969 Minor Economics
University of California, Berkeley	M.S., Engineering Science, 1965
University of California, Berkeley	A.B., Mathematics, 1964
Phi Beta Kappa A.B. with Distinction in General Scholarship Sloan Foundation Scholarship Whitehead Fellowship	1965-1968 1965-1969

PROFESSIONAL EXPERIENCE

University of Virginia, Darden Graduate School of Business Administration
Charlottesville, Virginia
Professor, 1979 - present (since 1984, The Ethyl Corporation Professor)
Associate Dean, 1980-1983

Teaching Assignments

Preregistration Program
MBA-I: Quantitative Analysis, Introduction to Microcomputing, Finance
MBA-II: Management Operations Research, Bargaining and Negotiating, GBE-Bahrain,
Cross Border Negotiation Seminar, Cross Cultural Internship, GBE-India
MBAE: Bargaining and Negotiating, Leadership Residency: Creating Your Future
Executive Development: Young Managers Program, Appraising Capital Projects,
Hercules Program, Advanced Commercial Lending, Decision Analysis, Naval
Acquisition/Contracting Program, Decision Analysis, Developing Managerial
Excellence, Mergers and Acquisition, Negotiations for the Operating Manager,
Strategic Negotiations, Fundamentals of Pricing Strategy, Gulf Executive
Development Program, Emerging Leaders Program (UTC), Degussa Executive
Program, MEA Entrepreneurship Workshop, MEA Supply-Chain Workshop,

EDGE (Timken), Titan America, Partnership for Leadership in Education, Emerging Leaders Program (AES), Leadership Development Program (AES), Air Force Leadership Seminar, Leadership Development Program (Saudi-Bahrain)

Committee Chairmanships: Admissions/Scholarships (1985-1988), MBA Curriculum (1989-1993), Curriculum Redesign (1998-1991), Faculty Senate Program Planning (1991-1993), Required Curriculum (1995-1998)

Faculty Advisor: Black Business Student Forum (1993-present), Darden Outreach Community Service Group (1990-2010), JD-MBA Society (1997-2005), Faculty Honor Advisory Committee (1999-present)

Mentor, University Teaching Fellows Program: 1997-1998, 2002-2003, 2003-2004

Co-founder and Co-director, Excellence in Diversity Fellow: 2003-present

Honors: 1992 Raven Society, BBSF Award in 1993, 2001 and 2003, 1995 Outstanding Faculty Award, 1997 University Day Honoree, 1998 Fred Morton Leadership Award, 2000 Friend of the Student Award, 2002 All-University Teaching Award, 2005 Henry St. George Tucker Award, 2007 University Award for Faculty Mentoring (inaugural recipient), Elected Faculty Class Marshall by Classes of 1982, 1987, 1989, and 2001.

Harvard University, Graduate School of Business Administration
Cambridge, Massachusetts

Associate Professor, 1974-1979

Assistant Professor, 1970-1974

Teaching Assignments

MBA-I: Managerial Economics

MBA-II: Application and Implementation of Management Science, Manager's Management Science, Field Studies in Managerial Economics

Executive: Program for Management Development, Advanced Management Program

Doctoral: Linear Programming and Extensions, Mathematical Analysis, Pedagogy Seminar

International Teachers Program - Member of the Core Faculty:

INSEAD, France (1974);

London Business School, England (1975);

HEC, France (1977, 1985, 1986, 1987);

SDA-Bocconi, Italy (1988, 1989)

IAE-Aix, France (1990, 1991, 1992)

Richard Ivey School of Business
London, Ontario
Visiting Scholar, 1998-1999

The John D. Kettelle Corporation
Rosslyn, Virginia
Member, Research Staff, 1968-1970
Technical assistance to the Department of the Navy in mathematical model development and program evaluation

Private Consultancy, 1970 to present

Project Assignments:

Various private companies and government agencies including AGA-Linde, General Dynamics, Corning Glass Works, Armtex, Ralston Purina, Boston Bruins Hockey Club, Control Data, Classified Financial, Naval Underwater Systems Center, Defense Systems Management College, U.S. Maritime Administration, Internal Revenue Service, Securities Exchange Commission.

Management Development Programs:

IBM, Phillips Petroleum, Xerox, General Electric, Lufthansa, Celanese, Alcoa, Bahrain Bankers Training Center, Chase Manhattan Bank, Marine Midland Bank, Darden Foundation, Perdue, Lakeland Tours, Oklahoma Gas & Electric, INALDE-Colombia, Swedish Institute of Management (Sweden, Brazil, Japan, China), IPADE-Mexico, Ralston Purina, Hercules, Maryland National Bank, Hoechst Celanese, Tennessee Valley Authority, University of Cape Town, ABB, The CIT Group, AGA, Keebler Products, Norfolk & Southern, United Technologies, Bahrain Institute for Banking and Finance, AGA-Linde, AAA Club of the South, European School of Management and Technology, Alloy Polymers, ThyssenKrupp, Cargill, Danaher

PUBLICATIONS

"Temporal Expansion of a Transportation Network--I", with G. L. Nemhauser, Transportation Science, Volume 6, Number 2, August 1972, pp. 306-323

"Temporal Expansion of a Transportation Network--II", with G. L. Nemhauser, Transportation Science, Volume 6, Number 4, November 1972, pp. 395-406

"Fractional Programming with Homogeneous Functions", with S.P. Bradley, Operations Research, Volume 22, Number 2, March-April 1974, pp. 350-357

"Bounds for Preference Function Assessment", with S.P. Bradley, Management Science, Volume 21, Number 11, July 1975, pp. 1308-1319

"Determining the Appropriate Discount Rate in Pure Capital Rationing", with S.P. Bradley and R. S. Frank, Decision Sciences, Volume 9, Number 3, July 1978, pp. 391-401

"Equivalent Mathematical Programming Models of Pure Capital Rationing", with S.P. Bradley, Journal of Finance and Quantitative Analysis, Volume XIII, Number 2, July 1978, pp. 345-361

"Capital Rationing and Discounting in Public Sector Investment Decision", with S. P. Bradley, Omega, Volume 7, Number 1, 1979, pp. 77-79

Quantitative Methods in Management--Text, Cases and Teacher's Manual, with P.A. Vatter, S.P. Bradley, and B.B. Jackson, Irwin, 1978.

Contributions to Education in Systems Science, NATO Advanced Research Institute, Taylor and Francis Ltd., 1979.

"Mapping Case Pedagogy", with J.G. Clawson, Organizational Behavior Teaching Review, Volume XI, Issue I, 1986-1987.

Included in Mastering Management Education, edited by Charles M. Vance, Sage Publications, 1993.

"Pearson-Tukey Approximations vs. Monte Carlo Simulation," with S.E. Bodily and P.E. Pfeifer, Decision Sciences, Volume 22, Number 1, 1991, pp 74-90.

"ABB and Ford: Creating Value Through Cooperation," with M.M. Schlosser, Sloan Management Review, Volume 35, Number 1, 1993, pp 65-72.

Quantitative Business Analysis Casebook and Instructor's Manual, with S.E. Bodily, R.L. Carraway, and P.E. Pfeifer, Irwin, 1996.

Quantitative Business Analysis: Text and Cases, with S.E. Bodily, R.L. Carraway, and P.E. Pfeifer, Irwin, 1997.

"Preparing Our Students to be Newsvenders," with P.E. Pfeifer, S.E. Bodily, R.L. Carraway, and Dana R. Clyman, Interfaces, Vol. 31, No. 6, November-December 2001

"Promoting Intellectual Community and Professional Growth for a Diverse Faculty," with Dorothe J. Bach, Marva A. Barnett, and José D. Fuentes, To Improve the Academy, Vol. 24, Chapter 12, 2005, pp 166-182.

CASE WRITING

Expository notes:

Cash Flow and the Time Value of Money
Simulation as a Decision Aid
Value of Additional Information
Assessment and Use of Probability Distributions
Introduction to Analytical Probability
Probability Assessment with the Aid of Historical Data
PLANNER: Financial Forecasting for COGOTATE
Proactive Decision Making
Evaluating Multiperiod Performance
What if . . . ?
Probability: The Language of Uncertainty
Competitor Analyses

Case studies:

Novon Cement Company
New Mexico Health Insurance Institute
Shasta Timber Incorporated
Boston Weather Bureau
Crocker Coupler Corporation (A), (B)
Virginia Mutual Trust, Inc.
Massachusetts No-Fault Insurance
The Avocado
Power Electronics Corporation
Optimex at Citibank, N.A.
Southern Railway System
Green Giant Company--Harvest Simulation Model
Harvest Simulation Model Videotape I, II
CONOCO Chemicals--Surfactant Distribution Study
Guardian Life Insurance Company of America
General Mills, Inc., Sperry Division (A), (B), (C)
General Mills, Inc., Sperry Division Videotape
CONOCO Chemicals--Alcohols
Playco, Inc.
Dhahran Roads (A), (B)
The Commerce Tavern
T. Rowe Price Associates
Compressor Corporation (A), (B)
Florida Glass Company
Basey Associates, Mark Foley; Windburn Associates, John Bowen
Myerson Industries; Centralia Construction Corporation
Jade Shampoo (A), (B)

George's T-shirts
Galaxy Micro Systems (A), Supplement
Francis & Mayo, Inc. - Richard Mayo; and Alex Smith
RMC: Hydra Division; Akron Foundry
Postal Automation - ZIP+4
The Waldorf Property
The Gatefield Project
Acton Manufacturing: The Dinner Meeting
Athens Glass Works
Integrated Siting Systems, Inc.
Harimann International
Trump Shuttle: Northwest Airlines; and Citicorp
Glendell Inc.: Lee Taylor; and Merrill Patterson
Voyager Inn; TourAmerica
Hunter Values
The CIT Group; AmBank International
Monitor Technology: Chris Kerns; and Shannon Allen
Men in Blue (with video disk)
Rob Archer: Soft Serve or School?
Merck & Company: Product KL-798
The Beach House (Red), (Green), (Yellow)
Orion Controls (A), (B); Artemis Controls (A), (B)
Clean Pools, Inc. – Beth West; and Jennifer Smith
Becca Brothers: Da Click; and Jandie Griffin
Maple Brook Country Club: Josh Smith; and Pat Locke
Mountain Lakes Theatre Festival (A), (B)
Precision Controls
The North Star Concert
Rocky Shore Golf Links: Donald Andrews; and Douglas Peterson
Engine Services, Inc.
Reines Jewelers: Peter Reines, Ashley Gibson; Fifth Street Jewelers, Miller Moran, Dana Frasier
Cougars Cub Club: Charlotte Cougars; and Burger Bell
Becca Brothers: Jandie Griffin; and Da Click
Bid Week Shirts: Alpha Sigma Eta; and Tees R Us
Microsoft X-Box Division
Unity Airways: Melissa White (A), (B); and Chris Watson (A), (B)
Golf for Value: David Deluna; and Robert Johnston
Kicks, Inc. Background Information; Adriana Martinez (Mother); Billy Cash (Quick Sign Agent); Jack Watson (ITF Representative); Jason Priddy (Kicks Brand Manager); Luis Martinez (Father); and Sebastian Martinez (Athlete)
The Coronet: Cameron Baker; and Leslie Forsyte
Marietta Industries; and LoMar Adhesives

OUTSIDE INTERESTS

the outdoors: hiking, scuba diving
the kitchen: cooking, brewing;
the workshop: woodworking, mechanics;
the community: volunteer service

PERSONAL

Date of Birth	November 7, 1942
Married	Marietta Kirkup
Children	Christopher (October 17, 1970); Matthew (May 31, 1978)

September 2011