

LYNN A. ISABELLA

Office: Darden School of Business
University of Virginia
P.O. Box 6550
Charlottesville, VA 22906
(434) 924-4818

Home: 200 Anderson Ct
Charlottesville, VA 22911
(434) 977-1935

EDUCATION

1984 D.B.A., Organizational Behavior, Boston University, Graduate School of Management, Boston, MA.

1983 M.B.A., Boston University, Graduate School of Management, Boston, MA.

1977 Ed.M., Harvard University, Graduate School of Education, Cambridge, MA.,

1970 B.S., Tufts University, Medford, MA.

ACADEMIC EXPERIENCE

1990-
present Associate Professor of Business Administration, Darden Graduate
School of Business Administration, University of Virginia, Charlottesville, Virginia.

Associate Professor of Medical Education, University of Virginia Medical School, University of
Virginia, joint appointment since 2004

2018 – present Graduate Faculty Scholar, University of Central Florida, College of Graduate Studies (Security
Studies Program)

1997-present Adjunct Faculty, IEDC-Bled School of Management, Bled Slovenia.

1984-
1990 Assistant Professor of Organizational Behavior and Administration,
Edwin L. Cox School of Business, Southern Methodist University, Dallas, Texas.

1983-
1984 Instructor, Lesley College, Programs in Management for Business and
Industry, Cambridge, MA.

1980-
1983 Research Assistant, Organizational Behavior, Boston University,
Graduate School of Management, Boston, MA.

1977-
1979 Research/Teaching Assistant, Organizational Behavior, Harvard Business School,
Boston, MA.

PROFESSIONAL EXPERIENCE

1976-
Present Management/Organizational Consultant and Certified Executive Coach (as of 2013).
Significant and frequent engagements with US and international companies in diverse industry
sectors. Many projects involved highly customized, single company executive development

processes including pre-assessments, program design, implementation and follow-up. These engagements have focused broadly on issues relevant to personal leadership development, change, teambuilding, effective alliances and partnerships.

RESEARCH INTERESTS

- ◆ Leading Change from the Middle
- ◆ Partnering for organizational change and transformation.
- ◆ Managerial mindsets and change.
- ◆ Interpretation processes of managers.

DARDEN COURSES

Leading Organizations (GEMBA, MBAE, ExecMBA) (2006 – present)
 Global Leadership Experiences (GLE – US, Brazil and Europe) (2011 – present)
 Leadership Residencies 1,2, 3, 4 (MBAE) (2006 – present)
 FY Organizational Behavior, Course head (1991-1998)/Teaching Team member (1990-2005)
 Establishing Yourself at Work (2nd year elective), 2005-2007
 Managing Teams (2nd Year elective), 1995-2010
 Global Business Experience, Slovenia and Croatia; 2000-2002; Romania in 2006, 2007; Prague 2008
 Conversations and Debates in Globalization (2nd year elective), 2003-2005
 Career Management (2nd Year elective), 1990, 1999
 International Field Projects and Directed Studies Advisor

EXECUTIVE EDUCATION (DARDEN)

Faculty Leader

Managing the Corporate Aviation Function
 Aligning Teams for Growth and Change
 Leading Teams for Growth and Change
 Constellation Energy
 Creating High Performance Teams
 Implementing Change from the Middle
 Building Alliance Competence
 Leadership Development Program, Capital One Financial
 Change from the Middle, Capital One Financial

Customized modules (Leadership, Change, Teambuilding)

MAS (Sri Lanka)
 Bahrain Institute of Banking and Finance
 Human Capital Management (formerly Temasek Management Services)
 United Technologies Corporation
 Insurance Institute
 Navy Federal Credit Union
 Clarkston Consulting

FEMA
 Cigna
 Pitney Bowes
 Harris Corporation
 AES Leadership Development Program and AES Emerging Leaders Program
 Norfolk Southern
 State Farm Insurance
 Broward County Schools and West Palm Beach County Schools
 Management Development Program (Darden)
 Timken
 Leadership in Academic Medicine (UVA)
 USAA
 Bacardi
 Power and Leadership
 The Executive Program

EXECUTIVE EDUCATION (INTERNATIONAL)

Abbott Pharmaceutical, Moscow, Russia
 Generali, Italy
 Mercator, Ljubljana, Slovenia
 Austrian Post, Ljubljana, Slovenia
 SID Bank, Ljubljana, Slovenia
 EFES, Almaty, Kazakhstan
 AstraZeneca Russia
 Temasek, Singapore
 Erste Bank, Croatia
 Krka Pharmaceuticals
 AES Ethics Champions rollout
 General Management Program (GMP), IEDC Bled School of Management
 High Performing Teams, IEDC Bled School of Management
 Continental AG
 Croatian Telecom
 Nek
 Kaptol Group
 Slovenian Police Ministry
 Petroles de Venezuela, South America (PDVSA) (strategic alliances and partnerships)
 Bacardi
 Lufthansa

WORK IN PROGRESS

Isabella, L.A. "Leading from the Middle: Untapped Opportunities," Proposal (revising with new focus on fire grounds and fire house), draft

Managerial Mindsets 2.0 (tentative title), preparing for Academy of Management Discoveries

BOOKS & MONGRAPHS

Eades, K., Isabella, L., Laseter, T., Rodriguez, P., Simko, P. and Skurnik, I. **The Portable MBA, 5th edition. NY: Wiley, 2010**

Purg, D., Casse, P., Isabella, L., Caudel, P. and A. Walraven. 2003. **Leaders and Teams: The Winning Partnership.** Ljubljana, Slovenia: Gospodarski vestnik publishing, 2003.

Spekman, R. and Isabella, L. (with Tom MacAvoy). **Alliance Competence: Maximizing the Value of Your Partnerships.** NY: Wiley, 2000.

Spekman, R., Isabella, L., & MacAvoy, T. Forbes. 1997. **Alliance and Partnership Strategies: Managing in the 21st Century - A monograph**, , Lexington, MA: International Consortium of Executive Development Research, 1997.

PUBLICATIONS

Gerstrøm, A., Isabella, L. A. (2015). Understanding Bankruptcy: How Organizational Members Narrate Their Bank Going Bankrupt. *Illness, Crisis, and Loss*, 23(2), 129-174.

Isabella, L. A., "For Middle Managers, the Power is in the Translation," *Washington Post*, January 12, 2014

Isabella, L.A. "Leading from the Middle: Untapped Opportunities," *Executive Education Thought On*, September 2011

Isabella, L.A., "Shenzhen Filtroil: Case in Point", *Washington Post*, June 2011

Isabella, L.A. "Managing People." In Eades, Isabella, Laseter, Rodriguez, Simko and Skurnik, *Portable MBA, 5th Edition*. NY: Wiley, 2010.

Isabella, L.A. "Managing Teams." In Eades, Isabella, Laseter, Rodriguez, Simko and Skurnik, *Portable MBA, 5th Edition*. NY: Wiley, 2010.

Isabella, L.A. "Leading Change from the Middle." In Eades, Isabella, Laseter, Rodriguez, Simko and Skurnik, *Portable MBA, 5th Edition*. NY: Wiley, 2010.

Mills, AE, Chen, DT, Rorty, MV and Isabella, LA. "Viewing Trading Zones Developed to Advance Health as Complex Adaptive Systems." **In Trading Zones and Interactional Expertise**, Michael E. Gorman (editor), 2010

Naficy, K. and Isabella, L.A. "How Executive Coaching Can Fuel Professional—and Personal—Growth," *OD Practitioner*, December 2007

Isabella, L.A., "Action Learning." In James G. Clawson and Mark E. Haskins. Teaching Management: A Field Guide for Professors, Corporate Trainers, and Consultants, Cambridge University Press, 2006

Isabella, L.A. "Using existing teams to teach about teams: How an MBA course in Managing Teams helps students and the program". Journal of Management Education, 2005

Isabella, L. "Managing an Alliance is Nothing Like Business as Usual," Organizational Dynamics, 2002

Isabella, L. and Spekman, R.. "Alliance Leadership: Template for the Future." In Advances in Global Leadership, Volume II, JAI/Elsevier Press, 2001.

Spekman, R., Forbes, T., Isabella, L., & MacAvoy, T. "Alliance Management: A View from the Past and A Look to the Future," Journal of Management Studies., 1998.

Spekman, R., Isabella, L., & MacAvoy, T. Forbes. "Creating Strategic Alliances that Endure," Long Range Planning, 1996

Spekman, R. and Isabella, L. "Building Alliance Competence," International Consortium of Executive Development Research, 1999

Forbes, T., & Isabella, L. "One More Time: The Art of Revising Case Studies." Management Communications Quarterly, January 1998.

Spekman, R., Isabella, L., & MacAvoy, T. Forbes. Alliance and Partnership Strategies: Managing in the 21st Century - A Strategic Alliance Handbook, International Consortium of Executive Development Research, Lexington, MA., 1995.

Spekman, R., Isabella, L., & MacAvoy. "Strategic Alliances." In Ready, D. (Ed.), In Charge of Change: Insights into Next-Generation Organizations, International Consortium of Executive Development Research, Lexington, MA., 1995.

Spekman, R., Forbes, T., Isabella, L., & MacAvoy, T. "Alliance Management: A View from the Past and A Look to the Future," Marketing Science Institute, 1995.

Spekman, R., Isabella, L., Forbes, T. & MacAvoy, T. "Strategic Alliances: A Normative Model of Fit," Research Report, International Consortium of Executive Development Research, Lexington, MA., 1994.

Isabella, L.A. & Waddock, S.A., "Top Management Certainty: Environmental Assessments, Teamwork, and Performance Implications," Journal of Management, 1994

Ornstein, S., & Isabella, L.A., "Making Sense of Careers: A Review 1989-1993," Journal of Management, 1993.

Isabella, L.A., "Managing the Challenges of Trigger Events: The Mindsets Governing Adaptation to Change," Business Horizons, September, 1992

Isabella, L.A., "Evolving Interpretations as a change Unfolds: A Study of How Managers Construe Key Organizational Events," Academy of Management Journal, 1990.

Ornstein, S. and L. Isabella, "Age vs. Stage Models of Career Attitudes in Women: A Partial Replication and Extension," Journal of Vocational Behavior, 1990.

Waddock, S. A. and L. A. Isabella, "Strategy, Beliefs About the Environment and Performance in a Banking Simulation," Journal of Management, 1989.

Isabella, L. A. "Survivors Downsizing Assessments, Business Horizons, 1989.

Isabella, L. A., "The Effect of Career Stage on the Interpretation of Key Organizational Events," Journal of Organizational Behavior, 1988.

Isabella, L. A., and S. Ornstein, "Hidden Messages of Corporate Relocation, Personnel, 1988.

Isabella, L. A., "Culture, Key Events and Corporate Social Responsibility." In Post, J. E. (ed.) Research in Corporate Social Responsibility and Performance, Greenwich, CT: JAI Press, 1986.

Hall, D. T. and L. A. Isabella, "Downward Movement & Career Growth," Organizational Dynamics, 1985.

Kram, K. E. and L. A. Isabella, "Mentoring Alternatives: The Role of Peer Relationships in Career Development," Academy of Management Journal, 1985.

Isabella, L. A. and D. T. Hall, "Demotion and Career Growth, " Training and Development Journal, 1984.

BOOK REVIEWS

The Hero's Farewell: What Happens When CEOs Retire, Administrative Science Quarterly, 1990.

VIDEO/ONLINE

"Three Things: Work Smarter," Darden Ideas to Action, August 2016

" Activity as a Surrogate for Results," Webinar, Human Capital Management, January 2018

MANAGEMENT BRIEFINGS/Media Mentions

"The Art of Translation: Why Middle Managers are Key to Building a Strong Culture," with Susan Kearney, Carrier Management, December 18, 2017

Media mentions, <http://www.bbc.com/capital/story/20170227-this-is-why-the-boss-will-crush-all-your-good-ideas>

"In a changing world, it is due or die," Washington Post Case in Point,

"All the World's a Stage," CLO Magazine, July 2013

<http://clomedia.com/articles/view/all-the-world-s-a-stage-for-learning/5>

"What's it like being a middle manager today, Wall Street Journal, August 5, 2013

<http://online.wsj.com/news/articles/SB10001424127887323420604578650074170664066>

"Measuring the Middle," Talent Magazine, November 26, 2013

<http://talentmgt.com/articles/view/measuring-the-middle>

"Making Strategic Alliances Succeed" Harvard Business Review, July-August, 1996.

"Learning Mindset: Who has it? Who Doesn't?" Harvard Business Review, March/April, 1994.

ARTICLE/CASE REPRINTS

Making the Tough Team Call. Reprinted in J. Clawson. Practical Problems in Organizations: Cases in Leadership, Organizational Behavior and Human Resources. Prentice Hall, 2002.

Battalion Chief James Scott and the Lynchburg Fire Department. Reprinted in J. Clawson. Practical Problems in Organizations: Cases in Leadership, Organizational Behavior and Human Resources. Prentice Hall, 2002.

US West: The Case of the Dinka Letters. Reprinted in J. Clawson. Practical Problems in Organizations: Cases in Leadership, Organizational Behavior and Human Resources. Prentice Hall, 2002.

GE Fanuc North America. Reprinted in J. Clawson. Practical Problems in Organizations: Cases in Leadership, Organizational Behavior and Human Resources. Prentice Hall, 2002.

Astral Records, LTD, North America. Reprinted in J. Clawson. Practical Problems in Organizations: Cases in Leadership, Organizational Behavior and Human Resources. Prentice Hall, 2002.

Astral Records, North America. Reprinted in strategic textbook (Bourgeois, Ed.), 1995

Isabella, L. A., "Survivors Downsizing Assessments" Reprinted in 1990/91 Annual Editions (Dushkin Publishing)

Isabella, L.A., "Managing the Challenges of Trigger Events: The Mindsets Governing Adaptation to Change," Reprinted in Jick, T. (1993 and later editions), Managing Change: Cases and Concept. Homewood, IL: Irwin.

CASES AND NOTES

1. A Phantom Man(n) at Witchsy: Casting a Spell via Email?
2. Uber: #WhatDoYouDo?

3. Rock Star or Shooting Star (A and B) with TN
4. Jim Flannigan with TN
5. Argamassa TN
6. Mahila Griha Udyog Lijjat Papad: It's a Women-Only Business
7. We Create Chemistry: How Collaboration and Teams Changed BASF North America
8. That Little Voice Inside (A,B and C) with TN
9. The Cassandra Dilemma
10. Wonderful World of Disney Human Resources
11. Wonderful World of Disney Human Resources TN
12. So Long to SingleStop (A) and (B)
13. So Long to SingleStop TN
14. Global Protection Corporation: Message from the Middle
15. Global Protection Corporation: Message from the Middle TN (draft)
16. Filtroil Shenzhen: Finding Balance (A) with video
17. Filtroil Shenzhen: Finding Balance TN
18. Cisco Switches in China: The Year of the Manager
19. Cisco Switches in China: The Year of the Manager TN
20. Cisco Switches in China: The Year of Assurance
21. Cisco Switches in China: The Year of Assurance TN
22. Fiduciary Consulting: Bickering in Bean Town
23. Fiduciary Consulting: Bickering in Bean Town TN
24. Coastal Power Corpus Christi: Ramping Down (A), (B), and (C)
25. Joe Willis: Taking the Heat in Thailand (A) (B) (C)
26. Joe Willis: Taking the Heat in Thailand (A) (B) (C) TN
27. Melissa Daylon
28. Melissa Daylon TN
29. Team Turmoil
30. Team Turmoil TN
31. A Learning Team Drama in One Act
32. Gorenje: Evolution or Revolution
33. Team Dynamics at Initech
34. Executive Coaching: Building the Path for Personal Growth
35. Kalasknikov: What's in a Name (A) and (B) with TN and video
36. Maintaining Identity after Acquisition: What's next for Lek
37. Juggling @ Ljubljanske Mlekane
38. Growth for Lasko (A)
39. Growth for Lasko (B)
40. Slovenian National Orchestra TN
41. The Xtrican Co-Promotion Team: Everyday Decision making in a Strategic Alliance
42. The Xtrican Co-Promotion Team: Everyday Decision making in a Strategic Alliance TN
43. What to look for in Groups: Tools of Process Observation
44. Learning Team check-in: overview and instructions
45. Learning Team Check-in: Worksheets
46. Learning Team Check-in: Worksheet Solutions
47. Learning Team Tip Sheet
48. Walmart through an Associates Eyes: Ria Kumar's MBA Summer Internship

49. Walmart through an Associates Eyes: Ria Kumar's In-store Experience
50. Walmart through an Associates Eyes TN
51. Harry and LT #28
52. Harry and LT #28 TN
53. The Vidsoft Triangle (A) and (B)
54. The Vidsoft Triangle (B)
55. The Vidsoft Triangle (A) and (B) TN
56. Thinking outside the Cube: The Furniture Initiative Team at Capital One (A)
57. Thinking outside the Cube: The Furniture Initiative Team at Capital One (B)
58. Thinking outside the Cube: The Furniture Initiative Team at Capital One (C)
59. Thinking outside the Cube: The Furniture Initiative Team at Capital One (A), (B), (C) TN
60. Teamwork: Key to Partnership Success
61. State Farm Michigan Region (video case)
62. State Farm Michigan Region TN
63. Learning Teams at Darden
64. Knowlton Roberts (A)
65. Knowlton Roberts (B)
66. Making the Tough Team Call (A)
67. Making the Tough Team Call (B)
68. Making the Tough Team Call (A) and (B) TN
69. Honeywell-Intevop: Getting it Right the First Time
70. Honeywell-Intevop: Getting it Right the First Time TN
71. Christie-Reid and the Pharma Brasil Alliance
72. The Alliance Doctor
73. Management Team Roles: A Self-Perception Instrument
74. Management Team Roles: An Interpretation
75. James Scott and the Lynchburg Fire Department
76. James Scott and the Lynchburg Fire Department TN
77. Shell Italia (A)
78. Shell Italia (B)
79. Shell Italia (A) and (B) TN
80. British Airways-USAir (A)
81. British Airways-USAir (B)
82. British Airways-USAir (A) and (B) TN
83. GE Fanuc, North America (A)
84. GE Fanuc, North America (B)
85. GE Fanuc, North America (C)
86. GE Fanuc, North America TN
87. The Thirteen Meeting of the Project Planning Group
88. Note on the Use of Dialogue
89. Grupo Mexico de Bacardi
90. Grupo Mexico de Bacardi TN
91. Power and Politics in Organizations
92. Riding the Waves of Change: The Evolution of Management Thought
93. Two Companies, Four Days, and Eight People
94. Wilderness Medical Associates

95. Wilderness Medical Associates TN
96. Astral Records Ltd., North America
97. Astral Records Ltd., North America TN
98. U.S. West: The Case of the Dinka Letters (A)
99. U.S. West: The Case of the Dinka Letters (B)
100. U.S. West: The Case of the Dinka Letters TN

ACADEMIC PRESENTATIONS/CONFERENCE PARTICIPATION

Invited Scholar, "Cognition in the Rough XV," Academy of Management Annual Meetings, Vancouver, British Columbia, 2015

Invited Scholar, "Cognition in the Rough XIV, Academy of Management Annual Meetings, Philadelphia, PA, August 2014 - unable to attend at last minute

Invited Participant, International Research and Teaching Collaborations, Academy of Management Annual Meetings, Philadelphia, PA, August 2014 - unable to attend at last minute

Invited Scholar, "Cognition in the Rough XIV, Academy of Management Annual Meetings, Orlando, FL August 2013

Invited Scholar, "Cognition in the Rough XIV, Academy of Management Annual Meetings, Boston, MA, August 2012

Invited Scholar, "Cognition in the Rough XIII, Academy of Management Annual Meetings, San Antonio, TX, 2011

Invited Scholar, "Cognition in the Rough XIII, Academy of Management Annual Meetings, Montreal, Canada, 2010

Invited Scholar, "Cognition in the Rough XII," Academy of Management Annual Meetings, Chicago, IL, 2009.

Invited Scholar, "Cognition in the Rough XI," Academy of Management Annual Meetings, Anaheim, CA, 2008.

Invited Scholar, "Cognition in the Rough X," Academy of Management Annual Meetings, Philadelphia, PA, 2007.

Invited Scholar, "Cognition in the Rough IX," Academy of Management Annual Meetings, Atlanta, GA, 2006.

Invited Scholar, "Cognition in the Rough VIII," Academy of Management Annual Meetings, Honolulu, HI, 2005.

Invited Scholar, "Cognition in the Rough VII," Academy of Management Annual Meetings, New Orleans, LA, 2004.

Invited Scholar, "Cognition in the Rough VI," Academy of Management Annual Meetings, Seattle, WA, 2003.

Invited Scholar, "Cognition in the Rough V," Academy of Management Annual Meetings, Denver, CO, 2002.

Invited Scholar, "Cognition in the Rough IV," Academy of Management Annual Meetings, Washington, DC, 2001.

"Kairos in Management Education: An Opportunity to Reassess the Ideology of Consequentialist Justifications of Learning," panelist. Showcase Symposium, Academy of Management National Meetings, Toronto, 2000.

Invited Scholar, "Cognition in the Rough III," Academy of Management Annual Meetings, Toronto, 2000

Invited Scholar, "Cognition in the Rough II," Academy of Management Annual Meetings, Chicago, 1999

Chair, "New Trends in Cognition," Academy of Management Annual Meetings, San Diego, 1998

Invited Scholar, "Cognition in the Rough," Academy of Management Annual Meetings, San Diego, 1998

Chairperson, "New Perspectives in Management Cognition," Academy of Management Annual Meetings, Boston, 1997

Chairperson, "Moving up and out: New Perspectives on Career Mobility." Academy of Management Annual Meetings, Cincinnati, 1996

Isabella, L., & Forbes, T. "Toward the Evolution of Strategic Alliances: Successfully Intertwining Business and Personal Relationships." Paper presented in the Organization and Management Theory Division, Academy of Management Annual Meetings, Vancouver, British Columbia, 1995.

"A Town Meeting: Can People adapt to Work and Organizations in the 21st Century," panelist, Careers Division, Academy of Management Annual Meetings, Vancouver, British Columbia, 1995.

Division Chair, Careers Division, Academy of Management, 1994-1995.

"The Interpretation of Careers: How Key Events Shape Executive Careers." Paper presented in the Careers Division, Academy of Management Annual Meetings, Dallas, Texas, 1994.

Discussant, "Issues in Cognition," Academy of Management Annual Meetings, Dallas, Texas, 1994.

Program Chair, Careers Division, Academy of Management Annual Meetings, Atlanta, Georgia, August

1993

Chairperson, "New Trends in Career Development," Academy of Management Annual Meetings, Las Vegas, 1992

"Top Management Team Certainty: Environmental Assessments, Teamwork, and Performance Implications," presented, Cognition Interest Group, Academy of Management Annual Meetings, 1991, with S. Waddock.

Co-coordinator, Careers Division Pre-Conference Workshop, Academic of Management Annual Meetings, Miami, 1991 (with S. Ornstein).

"De-Mystifying the Research Process: Personal Reflections," presentation given at the Careers Division, New Faculty/Doctoral Student Consortium, Academy of Management Meetings, Miami, Florida, August 1991.

"Career Transitions, Job Change and Career Change," Academy of Management Annual Meeting, San Francisco, CA, Careers Division, 1990.

"Age vs. Stage Models of Career Attitudes in Women: A Partial Replication and Extension," presented, Careers Division 48th Annual Academy of Management Meetings, 1989, with S. Ornstein.

"A Preliminary Test of the Draft and Weick Topology of Organizations as Interpretive Systems," presented, OMT Division, 47th Annual Academy of Management Meetings, 1988, with S. A. Waddock.

"Career Pathologies; An Exploratory Investigation of the Structural Dysfunction of Occupations," symposium and paper presented, Career Division, 47th Annual Academy of Management Meetings, 1988, with S. Ornstein.

"Diversity in Research Methods," Academy of Management Annual Meetings, Anaheim, CA, Research Methods Division, 1988.

"Stages in the Evolution of Managerial Interpretation: A Study of the Interpretation of Key Organizational Events," presented at the 46th Academy of Management Meetings, OMT Division, 1987.

"The Symbolic Nature of Change: A Study of Corporate Relocation," presented at the 46th Academy of Management Meetings, OD Division, 1987, with Suzun Ornstein.

"Career Mobility Within the Organizational Context," Academy of Management Annual Meeting, New Orleans, LA., 1987.

"Contemporary Topics in Careers," Academy of Management Annual Meetings, Chicago, Il., 1986.

"Cross-Cultural Perspectives in Career Transitions," Paper presented at the Decision Science Institute, 1986.

"The Key Event Method: Using an Interpretive Paradigm to Study Organizational Key Events." Paper presented at the 45th Annual Academy of Management Meetings, Chicago, 1986, Research Methods Interest Group.

"The Effect of Career Stage and Shared Values on the Interpretation of Organizational. Events." Paper presented at the Southwestern Academy Meetings 1986.

"Freda Kirchway: A Case Study of Meaning and the Chief Executive Officer." Presented at the 44th Annual Academy of Management Meetings, Boston, MA., 1984, Management History Division, with Sara Alpern, Texas A&M.

"Alternatives to Mentoring: The Role of Peer Relationships in Career Development." Paper presented at the 43rd Annual Academy of Management Meetings, Dallas, 1983, Career Interest group, with Kathy E. Kram, Boston University.

"Evaluating Qualitative Methodology: Five Criteria." Paper presented at the 43rd Annual Academy of Management Meetings, Dallas, 1983, Organization and Management Theory Division.

"Core Constellations in Career Development." Paper presented at the 42nd Annual Academy of Management Meetings, New York City, 1982, Career Interest Group.

PROFESSIONAL PRESENTATIONS (Selected):

"Activity as a Surrogate for Results, for Human Capital Management," Darden Executive Education. Webinar. 2018

Tribute to Love," IEDC, Slovenia. Panel Moderator, Invited. 2018

"Change and Transformation in the Digital Age," Vienna Insurance Group, Bled, Slovenia. 1.5 Workshop Presenter, Invited. 2018

"Leadership Accountability," Abbott, Moscow, Russia. 2 Day Seminar Presenter, Invited. 2018

"Getting to High Performance," Defense Intelligence Agency, Charlottesville, VA, 2017

"High Performing Teams," National Ground Intelligence, Charlottesville, VA, 2016

"Leading People," closing module in program for CEO's of state owned enterprises, Kiev, Ukraine, 2016

"Bringing out the best in self and others," keynote presenter, EFES Kazakhstan, Emerging Leadership Seminar, Almaty, KZ, 2015

“Getting to High Performance,” keynote speaker, Krka Pharmaceuticals, Annual International Marketing Meeting, Portoroz, Slovenia, 2015.

“The Director’s Cut,” Executive MBA Council, UCLA, 2014

“Leading High Performance Teams,” 2 day workshop presentation, AstraZeneca Russia, 2013

“Working Collaborative in Teams,” presentation to UVa Medical School class of 2017

“High Performing Teams” guest speaker, Adecco, Ljubljana, Slovenia, 2012

“Leading in Difficult Situations,” case presentation, IEDC Bled School of Management, 2009

“Women and Leadership in Emerging Countries,” facilitator and session chair, ISBEE, Cape Town, 2008

“Implementing Change from the Middle,” workshop presentation, Ethics Conference, Johannesburg, South Africa, 2007

“Building effective boards,” workshop presentation, The Wayne Theater, Waynesboro, VA 2006

“Change from the Middle,” invited presentation, sponsored by the Human Resource Society of Atlanta, 2003.

“Creating Successful Alliances,” invited seminar, Petroles de Venezuela, Caracas, 2002

“Leading from the Middle,” Lead Article, International Executive Development Center Alumni Magazine, 2002.

“Building Alliance Competence,” Featured speaker, Zachry Construction, 2001.

“Strategic Alliances and Partnerships,” guest lecturer, Lufthansa School of Business, (1998-2000).

“Partnering for Excellence,” invited presentation, Executive Council Girl Scouts of America, 2000

“Managing Strategic Alliances,” invited presentation, ContiTech Forum, Hannover, Germany, 1999

Preliminary presentations of alliance results at International Consortium for Executive Development Research forums. Boston (1994), Stuttgart, Germany (1994), Lausanne, Switzerland (1995), Hong Kong (1995), Charlottesville (1996), Pasadena (1999)

“Leadership in Action,” invited seminar, Institute for Executive Development, Slovenia, 1997

“Creating Learning Organizations,” distinguished lecturer, Jansseen Cilag, Sao Paulo, Brasil, 1996

“Fostering Internal Alliances and Change,” invited address, Banamex, Mexico City, 1994.

Keynote Speaker, Conference on Women in the Professions, UVA, 1993

Invited Address, Australian Women in Management, Sydney, Australia, 1992

Keynote Speaker, FOCUS Women's Week, 1991

"The Impossible Dream: Managing Your Career as well as your life" Women's Professional Association, UVA, 1991.

"Career Development & Personal Leadership," Lynchburg Professional Women's Group, 1990.

"Making it to the Top: Encouragers and Detractors for Women," SMU Women's Symposium, 1989.

"Changing Demographics: Implications for Small Businesses," Community Association Institute, 1989.

"Career Self Management," Southwestern Bell, 1988.

"Career Management in a Downsized Company," Southwestern Bell, 1987.

"Are Organizations Personalities in Disguise?" Dallas County Mental Health Association, 1987.

"Managing Your Career," Dallas Association of Women CPAs, 1986.

"Mentoring," Women's Center of Dallas, 1986.

"Corporate Culture," Women Center of Dallas, 1986.

"Motivating Professionals Under Stress," Peat Marwick, 1986.

"Fundamentals of Leadership," Leadership Dallas, 1985.

"Leadership," Women's Center of Dallas, 1985.

AWARD AND RECOGNITIONS

2015, Recognized for 15 years service to Cognition in the Rough, Management and Organization Cognition Division

2013 Nominated, Outstanding Faculty Award, MBA for Executives

2009 Recognition for superior contribution, case competition, NACRA

2008 Wachovia Award for Teaching Excellence

2006 Special commendation for leadership in Academic Medicine

2003 Recognized for participation in TEP (The Executive Program)

2000 Wachovia Award for Research Excellence

1992 First Wachovia Award for Excellence in Research.

1991 Best Paper Award, Academy of Management Journal.

1985 Excellence in Teaching Award, Southern Methodist University

PROFESSIONAL AFFILIATIONS AND ACTIVITIES

Founding Editorial Board Member, Academy of Management Discoveries (2013-present)

Editorial Review Board Member, NACRA Case Research Journal (2014 – present)

Associate Editor, Journal of Business Education (2003 – present)

2000 Member, Division Review Committee, Academy of Management

1999 Member, Neuman Awards Committee, Academy of Management

1999 Coordinator, MOCIG, 5 year review and petition to Division status, Academy of Management

1999 Chair, Management and Organization Cognition Interest Group

1998 Incoming Division Chair, Management and Organization Cognition Interest Group

1998 Pre-Conference Chair, Management and Organization Cognition Interest Group, Academy of Mgmt

1997 Program Chair, Management and Organization Cognition Interest Group, Academy of Management

1995 Division Chair, Careers Division, Academy of Management

1993 Program Chair, Careers Division, Academy of Management

1992 Preconference Chair, Careers Division, Academy of Management

Adhoc Reviewer, Academy of Management Journal, Administrative Science Quarterly, Organizational Science, Academy of Management Review, Management Commuications Quarterly.

Associate Editor, Management Communications Quarterly, 1994-2014

Associate Editor, Case Research Journal, 1992-1996

Adhoc Reviewer, Academy of Management Annual Meetings, Careers Division, Research Methods, and Organization Cognition Interest Group (1984 - 2006).

Member, Academy of Management (1980 - present).

Elected Member, Steering Committee, Careers Division (1990 -1996).

Associate Editor, Careers Division Newsletter (1989 - 1993).

COMMUNITY INVOLVEMENT

Member, Board of Directors, Paramount Theater (1999-2003)

Elected Board Member and Secretary, Rivanna Rowing Club (1997 – 1999)

Chairperson, Governance and Nominating Committee, Paramount Theater Restoration, 2001-2003

Member, Governance Task Force, Paramount Theater (1998-2001)