

DENNIS M. GARVIS
Assistant Professor of Management
Williams School of Commerce, Economics, and Politics
Washington and Lee University
Lexington, Virginia 24450

EDUCATION

Georgia State University, Robinson College of Business.
Doctor of Philosophy in Business Administration, May, 2000.
Dissertation topic: Characteristics and Outcomes of Entrepreneurial Collaborations -- The Moderating Effects of Interfirm Trust on Partnership Success, Partner Satisfaction, and Firm Financial Performance.

The University of Iowa, College of Law.
Juris Doctor, With Distinction, December 1985.

The University of Iowa, College of Business.
Bachelor of Business Administration, May 1982.

TEACHING EXPERIENCE

Assistant Professor of Management, Williams School of Commerce, Economics, and Politics,
Washington and Lee University, Lexington, Virginia.
Undergraduate sections of Strategic Management, E-Commerce Management, Operations Management,
Corporate Strategy, Elementary Applied Statistics, and Quantitative Models.

Robinson College of Business, Georgia State University, Atlanta, Georgia.
Instructor, undergraduate sections of Management Theory, Concepts, and Practice and Strategy and
Policy; graduate section of Computing Skills for Empirical Research.

Robinson College of Business, Georgia State University, Atlanta, Georgia.
Graduate Teaching Assistant, Executive MBA Program, Strategy and Policy.

Instructor, Bloch School of Business and Public Administration, University Of Missouri -- Kansas City,
Kansas City, Missouri.
Undergraduate section of The Legal, Ethical, and Regulatory Environment of Business.

OTHER PROFESSIONAL EXPERIENCE

Attorney, Morrison & Hecker, Kansas City, Missouri.
January 1986 to June 1989; September 1991 to July 1993.

Judicial Clerk, Judge Arthur B. Federman, U.S. Bankruptcy Court, Kansas City, Missouri.
June, 1989 to August, 1991.

PUBLICATIONS

Refereed Publications

- 2003 (forthcoming) Characteristics of Entrepreneurial Collaborations: The Effects of Innovativeness and Risk, Management Research.
- 2003 Internal and External Influences on New Product Development Partnerships. Proceedings of the American Society of Business and Behavioral Sciences.
- 2001 Garvis, D.M. Characteristics of Entrepreneurial Collaborations: The Effects of Innovativeness and Risk on Partnership Success and Partner Satisfaction. Proceedings of the Eastern Academy of Management.
- 2000 Zahra, S.A. and Garvis, D.M. International Corporate Entrepreneurship and Firm Performance: The Moderating Effect of International Environmental Hostility. Journal of Business Venturing.
- 1998 Zahra, S.A. and Garvis, D.M. International Corporate Entrepreneurship and Firm Performance: The Moderating Effect of International Environmental Hostility. Proceedings of the Annual Meeting of the Academy of Management.
- 1998 Garvis, D. M. and Bogner, W.C. Structure Decisions and the Multinational Enterprise: A Dynamic Competence Perspective. Proceedings of the Annual Meeting of the Strategic Management Society.
- 1992 Garvis, D.M. Gagging the Creditors: Improper Restrictions Upon Communications Between Creditors in Chapter 11 Reorganizations. Proceedings of the Annual Meeting of the Academy of Legal Studies in Business.
- 1992 Garvis, D.M. and Koger, F. If at First You Don't Succeed, . . . : An Alternative Remedy after United States v. Nordic Village. American Bankruptcy Law Journal.

Invited Book Chapters

- 1999 Zahra, S.A., George, G., and Garvis, D.M. Networks and Entrepreneurship in Southeast Asia: The Role of Social Capital and Membership Commitment. in *Business Networks in Asia: Promises, Doubts, and Perspectives*, Richter, F-J., ed. Quorum Books, Westport, CT.
- 1997 Zahra, S.A., Zay, T.C., and Garvis, D.M. Downsizing and Shareholder Value Creation, in *Significant Issues Facing Directors: 1997*, Directorship, Inc., Greenwich, CT.

Non-Refereed Publications

- 2000 Garvis, D.M. Guidelines for Internet Start-ups, W&L Alumni Magazine, Lexington, VA.

PAPER PRESENTATIONS

- 2003 (forthcoming, October, 2003) Antecedents to Ineffective Governance; The Effects of CEO and Director Compensation on Financial Restatements in U.S. Companies. 6th International Conference on Corporate Governance and Board Leadership, Henley Management College, Henley-on-Thames, England.
- 2003 Effects of the NYSE Corporate Governance Proposal; A Multi-Disciplinary Approach. Annual Meeting of the American Society of Business and Behavioral Sciences.

PAPER PRESENTATIONS (continued)

- 2003 Internal and External Influences on New Product Development Partnerships. Annual Meeting of the American Society of Business and Behavioral Sciences.
- 2002 Levels of Entrepreneurship: The Role of Inter-firm Entrepreneurial Collaboration (with Dr. R. Duane Ireland). Babson-Kauffman Entrepreneurship Research Conference.
- 2001 Characteristics of Entrepreneurial Collaborations: The Effects of Innovativeness and Risk on Partnership Success and Partner Satisfaction. Annual Meeting of the Eastern Academy of Management.
- 1998 International Corporate Entrepreneurship and Firm Performance: The Moderating Effect of International Environmental Hostility (with Dr. Shaker A. Zahra). Annual Meeting of the Academy of Management.
- 1996 Structure Decisions and the Multinational Enterprise: A Dynamic Competence Perspective (with Dr. William C. Bogner). Annual Meeting of the Strategic Management Society, Phoenix, Arizona.
- 1995 An Empirical Test of the Hypercompetition Concept in the Wireless Communications Industry (with Dr. William C. Bogner). Annual Meeting of the Strategic Management Society, Mexico City, Mexico.
- 1995 Why Do Firms File Chapter 11? An Integration of Law and Strategic Management. Annual Meeting of the Academy of Legal Studies in Business, Milwaukee, Wisconsin.
- 1995 Alternative Discounted Cash Flow Analysis in Bankruptcy. Annual Meeting of the Midwest Business Law Association, Chicago, Illinois.
- 1994 Proper Application of Economic Present Value Calculation of Secured Claims in Contested Chapter 11 Proceedings. Annual Meeting of the Academy of Legal Studies in Business, Dallas, Texas.
- 1992 Gaggling the Creditors: Improper Restrictions Upon Communications Between Creditors in Chapter 11 Reorganizations. Annual Meeting of the Academy of Legal Studies in Business, Toronto, Canada.
- 1992 Ignorance is Bliss: The Failure of the Courts to Recognize Constitutional Principles in the Interpretation of the Bankruptcy Code. Annual Meeting of the Midwest Business Law Association, Chicago, Illinois.
- 1991 Earning a Pension Exemption in Bankruptcy: A Proposed Application of the Exemption Provisions of the Consumer Credit Protection Act for Individuals in Bankruptcy. Annual Meeting of the Academy of Legal Studies in Business, Portland, Maine.
- 1991 The Effects of Bankruptcy on Marriage Dissolution Proceedings. Annual Meeting of the Missouri Bar, Kansas City, Missouri.

CO-AUTHORED PAPERS PRESENTED BY OTHERS

- 1998 Characteristics and Outcomes of Entrepreneurial Collaborations -- The Moderating Effects of Interfirm Trust (presented by Dr. R. Duane Ireland). Annual Meeting of the Strategic Management Society, Orlando, Florida.
- 1991 Trends in the Bankruptcy Decisions of the 1990-91 Term of the Supreme Court (presented by Judge Frank W. Koger). Annual Meeting of the National Conference of Bankruptcy Judges.
- 1990 Discharge and Dischargeability (presented by Judge Frank W. Koger). Annual Meeting of the Commercial Law League.
- 1989 The Seventh Amendment and Bankruptcy Court Jurisdiction (presented by Judge Frank W. Koger). Annual Meeting of the Commercial Law League.
- 1989 Right to Jury Trial in Bankruptcy Proceedings (presented by Judge Karen See). Midwest Bankruptcy Institute.

PANELS

- 1995 Chair and Panel Organizer, Nontraditional Legal Research: An Integration of Legal and Social Science Research Methods. Annual Meeting of the Academy of Legal Studies in Business, Milwaukee, Wisconsin.

REVIEWING

- 1999 to present Review Staff, Journal of Legal Studies in Business.
- 2001 to 2003 Entrepreneurship Track, Annual Meeting, Academy of Management.
- 2002 Entrepreneurship Track, Annual Meeting, Southern Management Academy.
- 2001 Strategy and Entrepreneurship Track, Annual Meeting, Eastern Academy of Management.
- 2001 General Management, International Business, and Strategy Track, Annual Meeting, Southeast Decision Sciences Institute Conference.
- 1999 Special Issue, *Change and Development Journeys in a Pluralistic World*, Academy of Management Review.
- 1999 Special Issue, *Beyond Products: New Strategic Imperatives for Developing Competencies*, Journal of Engineering and Technology Management.
- 1999 to 2001 Strategy and Policy Track, Annual Meeting, Decision Sciences Institute Conference.
- 1998 to 1999 Strategy and Policy Track, Annual Meeting of the Southern Management Association.
- 1997 Special Issue, Corporate Entrepreneurship, Entrepreneurship Theory and Practice.
- 1996 Special Issue, International Entrepreneurship, Entrepreneurship Theory and Practice.
- 1996 Annual Meeting of the American Society of Competitiveness.

OTHER RESEARCH ACTIVITIES

- 2003 Participant, NYU-NYSE Director's Institute, New York, New York

PROFESSIONAL AFFILIATIONS

- Academy of Management
Academy of Legal Studies in Business
Strategic Management Society (Past Member)
Eastern Academy of Management (Past Member)
Southern Management Association (Past Member)

SERVICE

ACADEMIC

- 2002 to present Member, Faculty Executive Committee, Washington and Lee University.
1999-2003 Faculty Leader, Students Investments Trip, Williams School, Washington and Lee University.
2001-2003 Member, Watson Fellowship Selection Committee, Washington and Lee University.
2002, 2003 Faculty Supervisor, R.E. Lee Scholars, Washington and Lee University.
2003 Member, Dean of Students Search Committee, Washington and Lee University.
2003 Interviewer, Career Services, various positions, Washington and Lee University.
2002 Member, Ad Hoc Committee to Study Student Affairs, Washington and Lee University.
2002 Member, Strategic Planning Group, Williams School, Washington and Lee University.
2001 Member, Summer Scholars Faculty, Washington and Lee University.
2000 Member, Teaching and Learning Resource Group, Washington and Lee University.
1995 Chair, College Organizations Fee Committee, Georgia State University.

COMMUNITY

- 2001, 2002 Facilitator, Strategic Planning Retreat, Lexington-Rockbridge Chamber of Commerce.
2002 Member, Allocations Committee, Lexington-Rockbridge United Way.
2001 Facilitator, Strategic Planning Retreat, Lexington Downtown Development Association.
1994-1998 Officer and Member, Board of Directors, Huntley Hills Homeowners Association.
1992-1993 Member, Board of Directors, United Cerebral Palsy Association of Kansas City.
1989-1993 Officer and Member, Board of Directors, Kansas City Businessmen's Club.

HONORS

- 2000 Faculty Initiate, Omicron Delta Epsilon, Washington and Lee University.
1998 Waino W. Suojanen Research Excellence Award, for Outstanding Research by Management Doctoral Students, Robinson College of Business, Georgia State University.

GRANTS AND RELATED AWARDS

- 2003, 2002, 2000, 1999 Recipient, John M. Glenn Grant-in Aid, Washington and Lee University.
2002, 2001 Recipient, Mellon Junior Faculty Leave (Leave granted for consecutive Spring Terms).
2001 Recipient, Washington and Lee Class of 1966 Grant for Course Enhancement.
1999 Recipient, Virginia Foundation for Independent Colleges Course Development Grant.