

Curriculum Vitae

Lawrence Arthur Wolfskill

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Education

Graduate: Ph.D., Texas A&M University, August 2011
Major: Agricultural Leadership, Education, and Communications
GPA: 4.00

MBA, Texas A&M University, August 1989
Major: Business Administration
Concentration: Business Analysis and Research
GPA: 3.89

Undergraduate: BS, Texas A&M University, May 1981
Major: Mechanized Agriculture
GPA: 2.91

Teaching Experience

Sam Houston State University, Assistant Professor Spring 2010-Present

Department of Agricultural and Industrial Sciences

- ◆ Primary teaching responsibility for:
AGRI 3350 Agribusiness for Agriculture Science Teachers
AGRI 3367 Agricultural Finance
AGRI 3377 Farm and Ranch Management
AGRI 3385 Agricultural Economic Analysis
AGRI 5386 Capital Management in Agricultural Business

Sam Houston State University, Lecturer in Agribusiness Spring 2005-Fall 2009

Department of Agricultural and Industrial Sciences

- ◆ Taught 11 of the then-current 13 Agricultural Business courses offered at SHSU:
AGR 164 Principles of Agricultural Economics
AGR 238 Microcomputer Applications in Agriculture (developed course)
AGR 285 Analysis of the Agriculture Sector (rewrote course as Introductory Marketing)
AGR 289 Agribusiness Financial Analysis
AGR 367 Agricultural Finance
AGR 377 Farm and Ranch Management
AGR 385 Agricultural Economic Analysis (rewrote course as Decision Science)

AGR 434 Agribusiness Marketing
AGR 461 Agribusiness Organization and Management
AGR 474 Agricultural Market Analysis and Prices
AGR 486 Agriculture and Government Programs

Texas A&M University, Graduate Teaching Assistant

Department of Business Analysis and Research, Mays Business School

- ◆ Primary instructor for: Spring, Summer, Fall 1990
BANA 303 Statistical Methods
- ◆ Teaching assistant for: Summer, Fall 1989
BANA 303 Statistical Methods

Related Work and Professional Experience

Riesgos Administrados, SA, Co-Owner, General Manager, Risk Management Assessor

San Jose, Costa Rica 2002-2005

- ◆ Started and ran business performing risk assessment studies, and developed and presented risk management plans for businesses in Costa Rica, in both English and Spanish
- ◆ Wrote a monthly column on Risk Management for Business for the English language nationally-distributed Costa Rican-American Chamber of Commerce monthly magazine (2004)

American Flower Corp, SA, Co-Owner, Manager

Department of Maintenance and Support

Alajuela, Costa Rica 1990-2002

- ◆ Managed international agribusiness in production agriculture
 - Producer of cut flowers, leatherleaf fern, coffee, macadamia
 - Managed maintenance and technology for entire business (over 600 employees in Costa Rica and Panamá)
 - Built macadamia processing plant to run 400 metric tons annually
 - Developed and managed production control and quality control systems for macadamia processing plant
 - Member of design and planning team for environmentally friendly, low water usage, full waste composting coffee production plant

Texas A&M University, Graduate Research Assistant

Department of Finance, Mays Business School 1987-1989

- ◆ Worked on various research projects for Dr. Richard Haney and Dr. Gary Trennepohl

Peer-Reviewed Publications

Refereed Journal Articles:

- Fraze, L. B., Rutherford, T. A., Wingenbach, G. J., & **Wolfskill, L. A.** (2011). Urban high school students' perceptions about agricultural careers and general agricultural knowledge. *NACTA Journal*. (Accepted, Forthcoming).
- Fraze, L. B., Wingenbach, G. J., Rutherford, T. A., & **Wolfskill, L. A.** (2011). Effects of a recruitment workshop on selected urban high school students' self-efficacy and attitudes toward agriculture as a subject, college major, and career. *Journal of Agricultural Education*. (Accepted, Forthcoming).
- Quintanilla, B., Téllez, J., & **Wolfskill, L. A.** (2011). Bank risk fundamentals and regulatory discipline in the Mexican banking sector. *Accounting and Taxation* 3(2). (Accepted, Forthcoming).
- Quintanilla, B., Téllez, J., & **Wolfskill, L. A.** (2011). The role of technical analysis in foreign exchange markets. *Global Journal of Business Research*. (Accepted, Forthcoming).
- Hanagriff, R. D., Beverly, M. M., **Wolfskill, L. A.**, & Boyles, B. S. (2005). Assessment of the Texas Agricultural Finance Authority's rural economic development programs. *The Business Review, Cambridge*, 4(2), 142-148.

Refereed Abstracts:

- Wolfskill, L. A.**, & Quintanilla, B. (2011). *Finanzas para Chavos: A game-based approach to teaching economics to Mexican youth* [Abstract]. *NACTA Journal*, 55(Suppl. 1), 39.
- Mullins Santiago, M. L., Lau, M., **Wolfskill, L. A.**, & Roucan-Kane, M. (2011). Leveraging Web 2.0 programs to increase academic retention [Abstract]. *Proceedings of the 61st Conference of the Southern Region of the American Association for Agricultural Education*, Corpus Christi, TX, February 5-8, 2011. 203-206.
- Wingenbach, G. J., McCann, E., Begashaw, B., **Wolfskill, L. A.**, Rouse, L., Lindner, J., Rutherford, T., & Fraze, L. (2009). *Selected Urban High School Students' Perceptions about Agricultural Careers and General Agricultural Knowledge* [Abstract]. Annual Conference of the National Association of Colleges and Teachers of Agriculture. Stillwater, OK.
- Wolfskill, L. A.**, & Murphrey, T. P. (2009). *Decision Science in International Agricultural Extension* [Abstract]. Annual Conference of the Association for International Agricultural and Extension Education. San Juan, PR.
- Wolfskill, L. A.**, Bramson, L., & Lau, M. (2009, May). Determining factors related to payment delay prediction for widespread natural disaster insurance claims [Abstract]. *Proceedings of the Global Conference on Business and Finance* 4(2) 557.

Hanagriff, R.D., Beverly, M.M., **Wolfskill, L. A.**, & Boyles, B.S. (2006). *Assessment of the Texas Agricultural Finance Authority's rural economic development programs* [Abstract]. Applied Business Research Conference, Miami, FL.

Hanagriff, R.D., Beverly, M.M., **Wolfskill, L. A.**, & Boyles, B.S. (2005). *Assessment of the Texas Agricultural Finance Authority's rural economic development programs* [Abstract]. Economics and International Business Research Conference, Miami, FL.

Proceedings:

Quintanilla, B., Téllez, J., & **Wolfskill, L. A.** (2011, May). The predominant role of technical analysis in foreign exchange markets. *Proceedings of the Global Conference on Business and Finance*, 6(2) 280-285. Received Conference Outstanding Research Award.

Quintanilla, B., Téllez, J., & **Wolfskill, L. A.** (2011, January). Testing the Mexican banking safety net for risk-shifting. *Proceedings of the Global Conference on Business and Finance*, 6(1) 394-401. Received Conference Outstanding Research Award.

Wolfskill, L. A., Rouse, L., McCann, E., Begashaw, B., Wingenbach, G., Lindner, L., Rutherford, T., & Frazee, L. (2009, April). Effects of a recruitment workshop on selected urban high school students' attitudes and self-efficacy toward agriculture as a subject, college major, and career. *Proceedings of the Western Region Agricultural Education Research Conference*.

Olsen, D. L, Dillinger, A., & **Wolfskill, L. A.** (1990, November). A simulated study of preference cone stability under varying utility forms. *Proceedings of the Decision Sciences Institute*.

Olsen, D. L, Dillinger, A., & **Wolfskill, L. A.** (1990, Fall). Preference cone response to nonlinear utility. *Proceedings of the Operations Research Society of America / The Institute of Management Science (ORSA/TIMS) Joint National Meeting*.

Peer Reviewed Presentations and Posters:

Wolfskill, L. A., & Quintanilla, B. (2011, June). *Finanzas para Chavos: Teaching financial education to Mexican teens using a game approach*. Presentation at the annual conference of the Association of North American Colleges and Teachers of Agriculture, Edmonton, AB, Canada, June 13-17, 2011.

Roucan-Kane, M., Lau, M. H., Alexander, C., Mullins Santiago, M. L., **Wolfskill, L. A.**, & Gray, A. (2011, March). *Offering value in multiple market segments: From expendable to capital products*. Paper presented at the Clute Conference, New Orleans, LA. Best in Conference Session award.

Mullins Santiago, M. L., Lau, M., **Wolfskill, L. A.**, & Roucan-Kane, M. (2011, February). *Leveraging Web 2.0 programs to increase academic retention*. Poster session presented

at the 61st Annual Conference of the Southern Region of the American Association for Agricultural Education, Corpus Christi, TX.

Roucan-Kane, M., Gray, A., Lau, M., Mullins Santiago, M. L., & **Wolfskill, L. A.** (2011, January). *Evaluation of an educational program teaching the DuPont profitability analysis model*. Paper presented at the Global Conference on Business and Finance, Las Vegas, NV. Best in Conference Session award.

Wolfskill, L. A., Quintanilla, B., & Téllez, J. (2011, January). *Testing the Mexican banking safety net for risk-shifting*. Paper presented at the Global Conference on Business and Finance, Las Vegas, NV. Best in Conference Session award.

Mullins, M., Lau, M. & Wolfskill, L. A. (2010, June). *Knowledge and skill perceptions for careers in agriculture and agribusiness*. Poster session presented at the annual conference of the Association of North American Colleges and Teachers of Agriculture, State College, PA June 22-25, 2010.

Wolfskill, L. A., Bramson, L., & Lau, M. H. (2009, May). *Determining factors related to payment delay prediction for widespread natural disaster insurance claims*. Paper presented at the Global Conference on Business and Finance, San José, Costa Rica. Best in Conference Session award.

Wolfskill, L. A., & Murphrey, T. P. (2009, May). *Decision Science in International Agricultural Extension*. Poster session presented at the annual conference of the Association for International Agricultural and Extension Education, San Juan, Puerto Rico.

Hamilton, P. C., **Wolfskill, L. A.**, Ullrich, D. R., Kelley S.F., & Clark, R. (2007, May). *Creating international university exchange: Linking to the future!* Poster session presented at the annual conference of the Association for International Agriculture and Extension Education, Polson, MT.

Wolfskill, L. A., & Wingenbach, G. (2007, May). *Experiential education across borders: Perceived barriers to participation*. Poster session presented at the annual meeting of the Association for International Agricultural and Extension Education, Polson, MT.

O'Rourke, P., Hamilton, P. C., & **Wolfskill, L. A.** (2006, October). *The ProStar® Fertilizer Management Simulation*. Poster session presented at the Leadership Summit to Effect Change in Teaching and Learning, National Academy of Sciences, Washington, DC.

Hanagriff, R. D., Beverly, M. M., **Wolfskill, L. A.**, & Boyles, B. S. (2006, January). *Assessment of the Texas Agricultural Finance Authority's rural economic development programs*. Paper presented at the Applied Business Research Conference, Orlando, FL.

Hamilton, P. C., **Wolfskill, L. A.**, Ullrich, D. R., Kelley, S. F., & Clark, R. (2006, May). *Creating international exchange opportunities to undergraduate and graduate agricultural programs*. Poster session presented at the annual meeting of the Association for International Agricultural and Extension Education, Polson, MT.

Hamilton, P. C., O'Rourke, P., & **Wolfskill, L. A.** (2006, July). *ProStar®: A Retail Fertilizer Management Simulation*. Poster session presented at the annual meeting of the American Agricultural Economics Association, Long Beach, CA.

Hanagriff, R. D., Beverly, M. M., **Wolfskill, L. A.**, & Boyles, B. S. (2005, December). *Assessment of the Texas Agricultural Finance Authority's rural economic development programs*. Paper presented at The Economics and International Business Research Conference, Miami, FL.

Professional Licensure and Certifications

- ◆ Associate in Risk Management, Insurance Institute of America, Malvern, PA
- ◆ Certified Distance Educator – Online Faculty, Sam Houston State University
- ◆ Certificate in Agriculture eLearning Development, Texas A&M University
(expected completion August 2011)

Service

Advisor, Sam Houston State University Avenue L Crew student organization 2009-Present

Co-coordinator, Texas FFA State Career Development Events Individual Sales Competition 2006-Present

Member, Agribusiness Faculty Search Committee, Department of Agricultural and Industrial Sciences 2006-2008, 2009

Judge, Texas State FFA Agricultural Sales Contest 2005-2007

Co-Advisor, Sam Houston State University Agribusiness Club 2005-2007

Co-Advisor, Sam Houston State University Minorities in Agriculture, Natural Resources, and Related Sciences Club (MANRRS) 2006-2007

Professional Membership

- ◆ Association for International Agricultural and Extension Education 2006-Present
- ◆ National Association of Colleges and Teachers of Agriculture 2006-Present
- ◆ Southern Association for Agricultural Education 2007-Present
- ◆ American Association of Agricultural Education 2008-Present
- ◆ American Agricultural Economics Association 2008-Present
- ◆ Southern Agricultural Economics Association 2008-Present
- ◆ Western Agricultural Economics Association 2008-Present

Honors and Awards

- ◆ Gamma Sigma Delta Agricultural Honor Society 2011-Present
- ◆ Beta Gamma Sigma International Business Honor Society 1989-Present
- ◆ Phi Kappa Phi Honor Society 2008-Present
- ◆ Conference Outstanding Research Award: Global Conference on Business and Finance, San José, Costa Rica, May 2011.
- ◆ Conference Outstanding Research Award: Global Conference on Business and Finance, San José, Costa Rica, January 2011.
- ◆ Best in Session Conference Presentation: Global Conference on Business and Finance, Las Vegas, NV, January 2011.
- ◆ Best in Session Conference Presentation: Global Conference on Business and Finance, San José, Costa Rica, May 2009.

Key Skills

- ◆ Fluent in English and Spanish
- ◆ Completely comfortable with cross-cultural engagements, having lived in Latin America (14 years) and Europe (3 years)
- ◆ Computer hardware, troubleshooting, network installation
- ◆ Software: SPSS, MS Office, ArcView GIS, light programming in various languages