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**Neil Terry, Ph.D.**  
**Professor**  
**Accounting, Economics, and Finance**  
**College of Business**  
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## **Academic Background**

Ph.D. Texas Tech University, Lubbock, Texas, Economics, 1997.

M.A. Texas Tech University, Lubbock, Texas, Economics, 1996.

B.S. California State University at Sacramento, Sacramento, California, Economics, 1992.

## **Work Experience**

### **Academic Experience**

Dean and Professor of Economics, West Texas A&M University (2006 - Present), Canyon, Texas.

Summer Faculty, Pacific Coast Banking School, University of Washington (2005 - 2007), Seattle, Washington.

Associate Professor of Economics and Director of Graduate Business Programs, West Texas A&M University (2002 - 2006), Canyon, Texas.

Assistant Professor of Economics and Graduate Business Coordinator, West Texas A&M University (1998 - 2002), Canyon, Texas.

Assistant Professor of Economics, West Texas A&M University (1997 - 1998), Canyon, Texas.

Instructor of Economics and Advisor for the BSIE Program, Texas Tech University (1992 - 1997), Canyon, Texas.

### **Non-Academic Experience**

#### **National**

Regional Assistant Manager, KFF Management of Northern California (1988 - 1992), Rohnert Park, California.

### **Intellectual Contributions:**

#### **Refereed Articles**

Terry, N., Macy, A., De'Armond, D., & Mitchell, L. (2018). Market-Informed Education: Responsiveness of Graduate Business Programs. *Southwestern Economic Review*, 45 (1), 125-134.

Terry, N., Shao, B., & Marr, J. (2018). Impact of Brand on Depreciation in the Automobile Industry. *International Advances in Economic Research*, 24 (2), 291-293.

Terry, N., Macy, A., Black, A., & Pierce, M. (2017). The Affordable Care Act Impact on Stock Performance of Hospital Services. *Southwestern Economic Review*, 44 (2), 59-73.

Macy, A., Terry, N., Morgan, A., & Mitchell, L. (2017). Affordable Care Act Impact on Stock Performance of

- Pharmaceutical Companies. *International Advances in Economic Research*, 23 (3), 351-352.
- Terry, N., Mitchell, L., Morgan, A., & Owens, J. (2016). The Determinants of Box Office Revenue for Movie Sequels. *Southwestern Economic Review*, 43 (1), 53-71.
- Black, A., Terry, N., & Buhler, T. (2016). The Impact of Specialized Courses on Student Retention as Part of the Freshman Experience. *Academy of Educational Leadership Journal*, 20 (1), 85-92.
- Clark, R., Kimbell, J., Philpot, D., & Terry, N. (2016). Hazing and Bullying in the NFL. *Journal of Business Cases and Applications*, 16 (1), 120-137.
- Berry, A., De'Armond, D., Gross, E., Terry, N., & Webb, J. (2016). Integrating Apple TV into a Digital Media System in Higher Education. *Journal of Retail Analytics*, 12 (3), 7-10.
- Terry, N., Macy, A., Owens, J., & Womble, L. (2016). Dangerous Foods: The Libel Case of the Texas Cattlemen versus Oprah Winfrey. *SAGE Business Cases*, 1 (1), 1-15.
- Terry, N., Browning, L., & Mitchell, L. (2015). The Determinants of Box Office Revenue for Documentary Movies. *Southwestern Economic Review*, 42 (1), 15-27.
- Terry, N., Macy, A., Clark, R., & Sanders, G. (2015). The Impact of Lecture Capture on Student Performance in Business Courses. *Journal of College Teaching and Learning*, 12 (1), 65-73.
- De'Armond, D., Terry, N., Macy, A., & Black, A. (2014). Determinants of Compensation for Financial Planners. *Southwestern Economic Review*, 41 (1), 53-62.
- Terry, N., Macy, A., Cooley, J., & Peterson, A. (2014). Determinants of College Basketball Graduation Rates. *Journal of Economics and Economic Education Research*, 15 (2), 207-219.
- Terry, N., Meredith, N., Williams, K., & Rosa, D. (2014). The Impact of Lecture Capture on Student Performance in Economics Courses. *Journal of Academy of Business and Economics*, 14 (3), 83-92.
- Cooley, J. W., Owens, J., & Terry, N. (2014). The Village Antique Mall. *Journal of Business Case Studies*, 10 (2), 95-102.
- Terry, N., Pjesky, R., & De'Armond, D. (2013). Rural Development: The Case Of Canadian, Texas. *Journal of Business Case Studies*, 9 (1), 35-42.
- Babb, J. S., & Terry, N. (2013). Comparing Video Game Sales by Gaming Platform. *Southwestern Economic Review*, 40 (1), 25-46.
- Babb, J., Terry, N., & Dana, K. (2013). The Impact of Platform on Global Video Game Sales. *International Business & Economics Research Journal*, 12 (10), 1273-1288.
- Macy, A., Walker, E. J., & Terry, N. (2012). Financing a Remodel: The Case of a McDonald's Franchisee. *Journal of Case Research in Business and Economics*, 4 (1), 67-77.
- Terry, N., & Ervin, B. (2012). Student Performance on the California Critical Thinking Skills Test. *Academy of Educational Leadership Journal*, 16, 25-34.
- Terry, N., King, R., & Patterson, R. (2011). Vampires, Slashers, or Zombies: Opening Weekend's Favorite Box Office Monster. *Journal of Business & Economics Research*, 9 (2), 95-105.
- De'Armond, D., & Terry, N. (2011). Digital Media Systems in Higher Education: The Case for Engaging and Retaining Students. *Journal of Retail Analytics*, 7 (2), 33-38.
- Terry, N., Pjesky, R., & Patterson, R. (2011). Determinants of Men's College Basketball Profit. *Research in Business and Economics Journal*, 4 (1), 4-11.
- Macy, A., Terry, N., & Walker, E. J. (2011). Financial Performance of Computer Network and Information

- Technology Services Companies in Bull and Bear Markets. *Academy of Accounting and Financial Studies Journal*, 15 (4), 83-97.
- Terry, N., Pjesky, R., & Kelley, G. (2011). Determinants of College Football Graduation Rates. *Review of Business Research*, 11 (5), 160-168.
- Terry, N., King, R., & Walker, J. J. (2010). Determinants of Box Office Revenue for Horror Movies. *Journal of Global Business Management*, 6 (2), 230-239.
- Terry, N., Pjesky, R., & Patterson, R. (2010). Determinants of Women's College Basketball Profit. *Journal of Global Business Management*, 6 (2), 126-132.
- Terry, N., Walker, J., & Kelley, G. (2010). The Determinants of Student Performance on the Business Major Field ETS Exam: Do Community College Transfer Students Make the Grade? *Journal of Human Resource and Adult Learning*, 6 (1), 1-8.
- Terry, N., Macy, A., & Abdullat, A. (2010). Stock Market Volatility: A Comparison of Computer and Cellular Hardware Companies. *Global Journal of Business Research*, 4 (3), 11-24.
- Macy, A., Terry, N., & Owens, J. K. (2010). Stock Market Performance of Computer Software Firms Across Multiple Periods. *Journal of Finance and Accountancy*, 4 (1), 1-17.
- Terry, N., Cooley, J. W., & Zachary, M. (2010). The Determinants of Foreign Box Office Revenue for English Language Movies. *Journal of International Business and Cultural Studies*, 2 (1), 117-127.
- Terry, N., Macy, A., & Abdullat, A. (2010). Stock Market Volatility: A Comparison of Vertically Integrated Technology Companies. *The Journal of American Academy of Business*, Cambridge, 15 (2), 242-249.
- Terry, N., Pjesky, R., & Kelley, G. (2010). Determinants of College Football Profit. *International Journal of Business Research*, 10 (5), 167-173.
- Terry, N., De'Armond, D., & Zachary, M. (2009). The Determinants of Opening Weekend Box Office Revenue for Movies. *Journal of Academy of Business and Economics*, 9 (4), 193-201.
- Owens, J. K., Terry, N., & Macy, A. (2009). Bikers, Aliens, and Movie Stars: Comparing the Economic Impact of Special Events. *Journal of Business & Economics Research*, 7 (11), 73-80.
- Terry, N., Friske, K., Rosa, D., & Owens, J. K. (2009). Donut Stop: Local Competition from a National Chain. *Journal of Business Case Studies*, 5 (4), 85-91.
- Terry, N., Owens, J. K., & Cooley, J. W. (2009). The Impact of Instruction Mode on Student Performance in Graduate Financial Management. *Journal of Human Resource and Adult Learning*, 5 (1), 148-154.
- Terry, N., & Macy, A. (2009). The Determinants of Movie Video Sales Revenue. *The Journal of American Academy of Business*, Cambridge, 15 (1), 16-23.
- Terry, N., Mills, L., Rosa, D., & Sollosy, M. (2009). Do Online Students Make the Grade on the Business Major Field ETS Exam? *Academy of Educational Leadership Journal*, 13 (4), 109-118.
- Terry, N., Pjesky, R., & Rider, G. (2009). Determinants of Pay for Head Coaches in Collegiate Athletics. *The Business Review*, Cambridge, 13 (2), 66-72.
- Macy, A., Terry, N., & Kelley, G. (2009). Stock Market Performance of Computer Semiconductor Firms Across Multiple Periods. *International Journal of Business Research*, 10 (4), 192-202.
- Macy, A., & Terry, N. (2008). Using Movies as a Vehicle for Critical Thinking in Economics and Business. *Journal of Economics and Economic Education Research*, 9 (1), 31-51.
- Terry, N., Mills, L., & Sollosy, M. (2008). Student Grade Motivation as a Determinant of Performance on the

- Business Major Field ETS Exam. *Journal of College Teaching and Learning*, 5 (7), 27-32.
- Macy, A., & Terry, N. (2008). Regional Differences in the Shortage of Professional Nurses. *International Advances in Economic Research*, 14 (2), 260-261.
- Terry, N., & De'Armond, D. (2008). The Determinants of Movie Rental Revenue Earnings. *Academy of Marketing Studies Journal*, 12 (2), 35-47.
- Terry, N. (2007). Assessing the Difference in Learning Outcomes for Campus, Online, and Hybrid Instruction Modes for MBA Courses. *Journal of Education for Business*, 82 (4), 220-225.
- Terry, N., & Macy, A. (2007). Determinants of Alumni Giving Rates. *Journal of Economics and Economic Education Research*, 8 (3), 3-17.
- Terry, N., & Macy, A. (2007). The Determinants of College Student Debt. *Southwestern Economic Review*, 34 (1), 15-25.
- Terry, N. (2007). Investing in NFL Prospects: Factors Influencing Team Winning Percentage. *International Advances in Economic Research*, 13 (1), 117.
- Terry, N., Turner, N., & Falkner, J. (2006). Comparing the Efficacy of Domestic Versus International Child Adoption. *Southwestern Economic Review*, 33, 95-105.
- Terry, N., & Ramirez, C. (2005). Gender Equity Regulation and Profitability in College Athletics. *Academy of Educational Leadership Journal*, 9 (3), 147-158.
- Terry, N., Butler, M., & De'Armond, D. (2005). The Determinants of Domestic Box Office Performance in the Motion Picture Industry. *Southwestern Economic Review*, 32 (1), 137-148.
- Abdullat, A., & Terry, N. (2005). Assessing the Effectiveness of Virtual Learning in Graduate Courses in Computer Information Systems. *Information Systems Education Journal*, 3 (34), 1-8.
- Terry, N., Macy, A., & Ren, P. (2005). Characterizing Depreciation in the Automobile Industry by Brand. *International Advances in Economic Research*, 11 (14), 85.
- Terry, N., Butler, M., & De'Armond, D. (2004). The Economic Impact of Movie Critics on the Box Office. *Academy of Marketing Studies Journal*, 8 (1), 61-73.
- Terry, N., & Abdullat, A. (2004). The Impact of United Nations Economic Sanctions on Iraqi Civilians. *International Advances in Economic Research*, 10 (34), 246.
- Terry, N., & Lewer, J. (2003). The Trade-Creating Effects of Capital Flow Liberalization. *International Advances in Economic Research*, 9 (1), 85.
- Terry, N. (2003). Community Building for the Online Classroom Environment. *Academy of Educational Leadership Journal*, 7 (1), 7-14.
- Terry, N., & Lewer, J. (2003). Campus, Online, or Hybrid: An Assessment of Instruction Modes. *Journal of Economics and Economic Education Research*, 4 (1), 23-34.
- Terry, N., & Lewer, J. (2003). The Trade-Creating Effects of Capital Mobility: Recent Evidence from Latin America. *Southwestern Economic Review*, 30 (1), 79-89.
- Terry, N., & Lewer, J. (2003). Capital Account and Foreign Direct Investment Policies in the Late Nineties: What Effect on Trade? *ASEAN Economic Bulletin*, 20 (3), 256-271.
- Terry, N., & Lewer, J. (2003). The Trade Effects of Financial Flow Liberalization: A Focus on Africa. *Journal of International Business Research*, 2 (1), 1-11.
- Terry, N., Lewer, J., & Macy, A. (2003). The Efficacy of Alternative Instruction Modes in Economics.

Economic Research Network Educator.

Terry, N. (2002). The Determinants of Municipal Recycling: A Time Series Approach. *Southwestern Economic Review*, 29 (1), 53-62.

Terry, N., & Macy, A. (2002). Speculative Returns in the Neuer Market. *Journal of International Business Research*, 1, 73-82.

Terry, N., Owens, J., & Macy, A. (2001). Customer Satisfaction with Internet Instruction: A Case Study. *Southwestern Journal of Economics*, 4 (1), 120-128.

Terry, N. (2001). Assessing Enrollment and Attrition Rates for the Online MBA. *Technological Horizons in Education Journal*, 28 (7), 64-68.

Terry, N., Owens, J., & Macy, A. (2001). Do Virtual Courses Lead to Virtual Learning. *Southwestern Economic Review*, 28 (1), 99-105.

Terry, N., & Duman, B. (2001). The Efficacy of Prison Labor Production: The Texas Wardens Respond. *Southwestern Economic Review*, 28 (1), 159-167.

Terry, N., & Duman, B. (2001). Informal Labor Markets in the Texas Panhandle. *Midwestern Business and Economic Review*, 27 (1), 15-19.

Terry, N., Owens, J., & Macy, A. (2001). Student Performance in the Virtual Versus Traditional Classroom in Economics and Finance: A Case Study. *Journal of the Academy of Business Education*, 2 (1), 1-4.

Terry, N., Owens, J., & Macy, A. (2000). Student and Faculty Assessment of the Virtual MBA: A Case Study. *Journal of the Academy of Business Education*, 1 (2), 33-38.

Terry, N. (2000). The Effectiveness of Virtual Learning in Economics. *Journal of Economics and Economic Education Research*, 1 (1), 92-98.

Terry, N. (1999). Recycling by State: A Nonparametric Evaluation of Policy Instruments. *Southwestern Economic Review*, 26 (1), 103-112.

Terry, N. (1999). The Choice of State Policy Instruments to Encourage Recycling. *Southwestern Journal of Economics*, 2 (3), 59-71.

## **Invited Articles/Reviews**

Terry, N. (2003). Will the Economy be on the Path to Recovery by the End of the Year? *The Business Credit Pro*, 103 (7), 1-2.

## **Non-Refereed Articles**

Terry, N. (2000). MBA Student Perceptions about the Effectiveness of Internet Instruction. *Business Education Forum*, 54 (4), 42-44.

## **Book Chapters**

### **Refereed**

Terry, N., Turner, N., & Falkner, J. (2008). Comparing the Efficacy of Domestic Versus International Adoption. In Meenu Bhatnagar (Ed.), *Child Adoption: Issues and Perspectives* (pp. 15-31). India: ICFAI University Press.

Jonish, J. E., & Terry, N. (1999). Work Decisions in the Short Run and Long Run. In Edward J. O'Boyle (Ed.), *Teaching the Social Economic Way of Thinking* (pp. 455-487). New York: Edwin Mellen Press Publishing.

## Refereed Proceedings

### Full Paper

- Black, A., Terry, N., & Buhler, T. (2015). The Impact of Specialized Courses on Student Retention. Allied Academies International Conference.
- Macy, A., Walker, E. J., & Terry, N. (2012). Financing a Remodel. Academic and Business Research Institute (AABRI), OC (12070), Orlando, Florida:, 1-12.
- Walker, J., & Terry, N. (2008). The Positive and Negative of Increasing Resources for Student Organizations. Academy of Education Leadership, 10 (1), Allied Academies Organization, 66-67.
- Terry, N., Mills, L., & Sollosy, M. (2008). Performance of Domestic Versus International Students on the ETS Exam. Federation of Business Disciplines: Southwest Academy of International Business, 19 (1), Southwest Review of International Business Research, 191-196.
- Terry, N., Mills, L., & Sollosy, M. (2008). Performance of Domestic Versus International Students on the ETS Exam. Federation of Business Disciplines: Southwest Academy of International Business, 19 (1), Southwest Review of International Business Research, 191-196.
- Terry, N., & Putman, A. (2008). DVD Movie Revenue and the Global Box Office: Substitutes or Complements? Federation of Business Disciplines: Southwest Academy of International Business, 19 (1), Southwest Review of International Business Research, 89-93.
- Walker, J., & Terry, N. (2008). Students in Free Enterprise (SIFE) Team Performance and the Impact of Business Accreditation. Academy of Education Leadership, 10 (1), Allied Academies Organization, 62-65.
- Terry, N., & Macy, A. (2007). Does Student Debt Impact Alumni Giving Rates? Academy for Economics and Economic Education, 9, 55-58.
- Terry, N., & Macy, A. (2007). Teaching Ethics, Corporate Governance, and Social Economics: Movies as a Method. Academy for Economics and Economic Education, 9, 51-54.
- Terry, N., Butler, M., & De'Armond, D. (2005). The Determinants of Worldwide Box Office Performance in the Motion Picture Industry. Southwestern Federation of Administrative Disciplines, 16, Southwest Review of International Business Research, 195-204.
- Terry, N. (2005). Keys to Success When Going Global with Academic Programs. Academy of Educational Leadership, 7, 62.
- Terry, N., & Lin, J. F. (2005). The Economic and Regulatory Environment of the Biotechnology Industry in Asia. Academy of Legal, Ethical, and Regulatory Issues, 7, 185-189.
- Terry, N., & Ramirez, C. (2005). Policy Issues in the Gender Equity Versus Profit Debate in College Athletics. Academy of Legal, Ethical, and Regulatory Issues, 7, 190-194.
- Terry, N., Turner, N., & Falkner, J. (2005). Current Issues with Child Adoption. Academy of Legal, Ethical, and Regulatory Issues, 7, 195-199.
- Terry, N., & Lin, J. F. (2005). The Economic and Regulatory Environment of the Biotechnology Industry in Europe. Academy for Studies in International Business, 7, 43-46.
- Terry, N. (2004). Prospects for Resolving the Senior Boom Issue. Academy for Economics and Economic Education, 7 (1), 75-79.
- Terry, N., Duman, B., & Rostad, K. (2004). Human Capital Returns From Prison Industry Investment and Production. Academy for Economics and Economic Education, 7 (1), 81-84.

- Terry, N., & Abdullat, A. (2004). Instrumental Freedom and Economic Development. *Academy for Economics and Economic Education*, 7 (1), 69-73.
- Terry, N., & Abdullat, A. (2004). Assessing the Effectiveness of Virtual Learning in Graduate Courses in Computer Information Systems. *ISECON*, 2.
- Terry, N., & Ramirez, C. (2004). Title IX Compliance Versus Profits. *Academy for Economics and Economic Education*, 7 (1), 85-90.
- Terry, N., & Lewer, J. (2003). The Impact of Capital Flow Liberalization on Trade in the European Emerging Markets. *Southwestern Federation of Administrative Disciplines*, 14, *Southwest Review of International Business Research*, 55-60.
- Terry, N., Butler, M., & De'Armond, D. (2003). Critical Acclaim and the Box Office Performance of New Film Releases. *Academy for Marketing Studies*, 8 (2), 23-27.
- Terry, N., & Ramirez, C. (2003). The Profitability of College Athletics and the Role of Title IX. *Academy for Economics and Economic Education*, 6 (2), 63-67.
- Terry, N., Abdullat, A., & Owens, J. (2003). The Indirect Impact of Economic Sanctions on Iraq. *Academy for Economics and Economic Education*, 6 (2), 59-61.
- Terry, N., & Lewer, J. (2003). Does Financial Freedom Harm or Promote Trade in the Americas? *Free Trade in the Americas Conference*, 8 (1), 184-203.
- Terry, N., & Lewer, J. (2002). The Determinants of Bilateral Trade in Africa. *Academy for Studies in International Business*, 2 (2), 27-30.
- Terry, N., & Lewer, J. (2002). Assessing the Hybrid Mode of Instruction. *Academy for Economics and Economic Education*, 5 (2), 17-19.
- Terry, N. (2002). Structural Problems in the Japanese Economy. *Academy for Studies in International Business*, 2 (1), 39-44.
- Terry, N., & Lewer, J. (2002). Trade Effects in ASEAN Countries. *Academy for Studies in International Business*, 2 (1), 45-47.
- Terry, N. (2001). Characterizing Day Labor in the Texas Panhandle. *Southwestern Federation of Administrative Disciplines*, 28 (1), 29-32.
- Terry, N., & Macy, A. (2001). The Impact of the Euro on the German Neuer Market. *Academy for Studies in International Business*, 1 (2), 1-5.
- Terry, N. (2001). Organizing an Online Community. *Academy of Educational Leadership*, 6 (2), 8-10.
- Terry, N. (2001). Organizational Notes for Virtual Courses in Economics and Finance. *Southwestern Federation of Administrative Disciplines*, 28 (1), 75-78.
- Terry, N., Duman, B., & Macy, A. (2001). Financial Performance of Prison Industry Production: A Comparison by Sectors. *Academy for Economics and Economic Education*, 4 (2), 19-22.
- Terry, N., & Jonish, J. (1999). Factors Influencing the Supply and Demand of Charitable Contributions. *Academy of Economic and Finance*, 23 (1), 173-178.
- Terry, N. (1999). Recycling Myths and Realities. *Academy of Economic and Finance*, 23 (23), 366-372.
- Terry, N., & Macy, A. (1999). Principal-Agent Considerations with Internet Instruction: A Case Study. *Academy of Economic and Finance*, 23 (1), 373-378.
- Terry, N. (1999). Virtual Learning in Economics. *Academy for Economics and Economic Education*, 2 (2),

17-18.

Terry, N., & Macy, A. (1998). The Determinants of Aggregate Health Care Expenditures. *Academy of Economic and Finance*, 22 (1), 203-209.

Terry, N., & Al-Hmoud, R. (1997). A Nonparametric Evaluation of Soil Type Differentials on Land Prices. *Academy of Economic and Finance*, 21 (1), 1-8.

Terry, N., & Al-Hmoud, R. (1997). The Economic Benefits and Costs of Recycling in Texas. *Academy of Economic and Finance*, 21 (1), 699-706.

Terry, N., & Macy, A. (1997). Health Care Profitability: The Case of Drug Manufacturers. *Academy of Economic and Finance*, 21 (1), 388-396.

Terry, N., Jonish, J., & Yoskowitz, D. (1996). Water Marketing Along the Texas Rio Grande. *Universities Council on Water Resources*, 5, 170-179.

Terry, N., & Hudgins, D. (1995). Is Real Activity in the United States Really Influenced by Contractual Wage Rigidities? *Midsouth Academy of Economics and Finance*, 19 (1), 259-264.

Terry, N. (1995). Labor Force Participation and Human Capital. *Midsouth Academy of Economics and Finance*, 19 (1), 541-549.

### **Abstract Only**

Terry, N., & Ervin, B. (2011). Student Performance on the California Critical Thinking Skills Test. *Academy of Educational Leadership*, 16 (2), 55.

Macy, A., Terry, N., & Walker, J. (2010). Comparing Financial Performance of Computer Network and Information Technology Services Companies. *Academy of Accounting and Financial Studies*, 12 (1), 3.

Terry, N., Walker, E. J., & Wang, H. (2009). Corporate Finance Assessment Results: Student Performance Across Multiple Learning Objectives. *Academy of Accounting and Financial Studies*, 14 (2), 62.

Terry, N., Hayward, S., & Reynolds, P. (2009). Microeconomics Assessment Results: Student Performance Across Multiple Learning Objectives. *Academy for Economics and Economic Education*, 12 (2), 31.

Terry, N., Hayward, S., & Reynolds, P. (2009). Macroeconomics Assessment Results: Student Performance Across Multiple Learning Objectives. *Academy for Economics and Economic Education*, 12 (2), 30.

Terry, N., & Mills, L. (2008). Do Online Students Make the Grade on the Business ETS Exam? *Academy of Education Leadership*, 10 (1), Allied Academies Organization, 60.

Terry, N., Rosa, D., & Hayward, S. (2008). Assessing Student Performance in Principles of Microeconomics. *Academy of Economics and Economic Education*, 10 (1), Allied Academies Organization, 45.

Terry, N., & De'Armond, D. (2008). The Determinants of Movie Rental Revenue Earnings. *Academy of Marketing Studies*, 10 (1), Allied Academies Organization, 96.

## **Presentation of Refereed Papers**

### **International**

Black, A., Terry, N., & Buhler, T. (2015). The Impact of Specialized Courses on Student Retention. *Allied Academies International Conference*, Las Vegas, Nevada.

Terry, N., Mitchell, L., & Morgan, A. (2015). The Financial Impact of Branding on The Movie Industry: The Role of the Franchise. *Allied Academies International Conference*, Las Vegas, Nevada.



Terry, N., Macy, A., & Kelley, G. (2010). Stock Market Performance of Semiconductor Firms. International Academy of Business and Economics, Las Vegas, Nevada.

Terry, N., Pjesky, R., & Kelley, G. (2010). Determinants of College Football Profit. International Academy of Business and Economics, Las Vegas, Nevada.

Terry, N., De'Armond, D., & Zachary, M. (2009, October). The Determinants of Opening Weekend Box Office Revenue for Movies. International Academy of Business and Economics, Las Vegas, Nevada.

## **Presentation of Non-Refereed Papers**

### **International**

Terry, N. (2009). The Future of the U.S. Hotel Industry. Invited presentation at Nizhny Novgorod Commercial Institute Seminar, Nizhny, Russia.

### **Local**

Terry, N. (2009, November). Ten Economic Observations and Predictions. Invited presentation at Happy State Bank: Happy Hour, Amarillo, Texas.

Terry, N. (2009, November). State of the Economy. Invited presentation at Leadership Amarillo, Amarillo, Texas.

Terry, N. (2008, December). Ten Economic Observations and Predictions. Invited presentation at Hastings Board, Amarillo, Texas.

Terry, N. (2008, November). Forecasting the Future of the Economy. Invited presentation at Happy State Bank: Happy Hour, Amarillo, Texas.

## **Cases**

Terry, N., De'Armond, D., & Butler, M. (2013). The Determinants of Domestic Box Office Performance in the Motion Picture Industry. In Press, Practical Econometrics by C. Hilmer & M. Hilmer.

## **Research Grants**

### **Funded**

2006: Terry, N. Faculty Development Grant for the Management Development Program at Harvard University, Principal Investigator, West Texas A&M University.

2000: Terry, N. & Duman, B., The Implications of Using Texas Prison-based Labor to Produce Commodities Designed to Compete in the Private Sector, Principal Investigator, West Texas A&M University.

2000: Terry, N. Customer Satisfaction Survey, Principal Investigator, Amarillo National Bank.

1999: Terry, N. & Rosa, D., Safe Communities Project, Principal Investigator, Texas Transportation Institute.

1998: Terry, N. & Rosa, D., Safe Communities Project, Principal Investigator, Texas Transportation Institute.

## **Service:**

### **Service to the University**

#### **Department Assignments**

#### **Chair:**

2010-2011: AEF Search Committee (Co-Chair)

2008-2009: AEF MSFE Examination Committee (Co-Chair)

**Member:**

2008-2009: AEF Department

2008-2009: AEF Departmental Assessment Committee

**Student placements:**

2013: COB Etiquette Dinner

**College Assignments**

**Chair:**

2015-2016 – 2018-2019: Various Advisory Boards

2014-2015 – 2018-2019: Administrative Committee

2017-2018: Strategic Planning & Assessment Committee

2015-2016 – 2016-2017: Strategic Planning and Assessment Committee

2013-2014 – 2014-2015: Strategic Planning & Assessment Committee

2008-2009 – 2014-2015: Various Advisory Boards

2012-2013 – 2013-2014: Administrative Committee

2012-2013: COB Assessment Contribution (Co-Chair)

2012-2013: Strategic Planning & Assessment Committee

2010-2011 – 2011-2012: Administrative Committee

2010-2011: Marketing and Public Relations Committee

2009-2010: Retention Committee

2008-2009 – 2009-2010: Marketing and Public Relations Committee

2007-2008 – 2009-2010: Administrative Committee

2008-2009: Strategic Planning & Assessment Committee (Co-Chair)

2007-2008 – 2008-2009: Retention, Tenure, and Promotion Committee (Co-Chair)

2007-2008: Marketing and Public Relations Committee

**Member:**

2018-2019: Strategic Planning and Assessment Committee

2013-2014 – 2018-2019: Scholarship Committee

2012-2013: Scholarship Committee

2011-2012: Strategic Planning & Assessment Committee

2011-2012: Marketing and Public Relations Committee

2010-2011 – 2011-2012: Scholarship Committee

2010-2011: Strategic Planning & Assessment Committee (Includes Departmental Strategic Meetings)

2009-2010: Strategic Planning & Assessment Committee

2007-2008 – 2009-2010: Scholarship Committee

2007-2008: Strategic Planning & Assessment Committee

### **College Assignments**

#### **Other Institutional Service Activities:**

2007-2008: College of Business

### **University Assignments**

#### **Chair:**

2015-2016: Curriculum Committee

2013-2014: PROMOTION AND TENURE COMMITTEE

2008-2009: CURRICULUM COMMITTEE

### **University Assignments**

#### **Chair:**

2007-2008: Search Committee for the Director of the Enterprise Center

2007-2008: Search Committee for the Director of Continuing Education

2006-2007 – 2007-2008: Search Committee for the Director of Alumni Relations

### **University Assignments**

#### **Chair:**

2007-2008: UNIVERSITY PROMOTION AND TENURE COMMITTEE

#### **Member:**

2016-2017 – 2018-2019: Curriculum Committee

2009-2010 – 2014-2015: Curriculum Committee

2007-2008: CURRICULUM COMMITTEE

### **University Assignments**

#### **Member:**

2006-2007 – 2007-2008: Deans Council

### **University Assignments**

#### **Member:**

2014-2015 – 2018-2019: Deans Council

2009-2010 – 2012-2013: PROMOTION AND TENURE COMMITTEE

## **University Assignments**

### **Member:**

2006-2007 – 2007-2008: Presidents Council

## **University Assignments**

### **Member:**

2014-2015 – 2018-2019: Promotion and Tenure Committee

2014-2015 – 2018-2019: President's Council

2014-2015 – 2016-2017: University Planning and Assessment Committee

2012-2013 – 2013-2014: UNIVERSITY PLANNING STEERING COMMITTEE

2007-2008 – 2013-2014: UNIVERSITY PLANNING COMMITTEE

## **University Assignments**

### **Member:**

2006-2007 – 2007-2008: first-year Experience Committee

### **Other Institutional Service Activities:**

2006-2007: College of Business

## **Service to the Profession**

### **Board Member: Advisory Board**

2011 – 2019: Enterprise Center, Amarillo, Texas.

2013 – 2016: Northwest Texas Small Business Development Center, Lubbock, Texas.

### **Board Member: Board of Trustees**

2018 – 2019: Paul and Virginia Engler Foundation, Amarillo, Texas.

2018 – 2019: Beta Gamma Sigma - Board of Governors, St. Louis, Missouri.

### **Reviewer - Article / Manuscript**

2011 – 2017: Southwestern Economic Review, Canyon, Texas.

2010 – 2017: Journal of Education for Business, Philadelphia, Pennsylvania.

2015: Quarterly Review of Economics and Finance, Philadelphia, Pennsylvania.

2010 – 2011: Southwestern Economic Review, Forth Worth, Texas.

2010: Journal of Cultural Economics.

2009 – 2010: Southwestern Economic Review, Forth Worth, Texas.

2009: Journal of Sports Economics.

2008 – 2009: Southwestern Economic Review, Forth Worth, Texas.

2003 – 2008: Southwestern Economic Review, Forth Worth, Texas.

### **Editor: Academic PRJ**

2000 – 2009: Journal of Education for Business. Executive Editor

### **Invited Lecture**

2004: WT New Faculty Seminar. 'Setting the Stage: Effective First Class Sessions'

2004: SIFE Globally Speaking seminar. Presented 'Doing Business in China, Germany, and Saudi Arabia'

2003: Region 17 ESC workshop. 'Making Sense of a World in Transition.' Presented 'Perspective on Japan' and 'Doing Business in Asia'.

### **Member: Committee/Task Force**

2012: Cisco Systems Executive Briefing Center Educational Meeting, San Jose, California. In July, 2012, members from WTAMU were invited by Cisco Systems corporate offices to evaluate new technology and provide feedback on current technology leveraged in the classroom. The particular focus of this meeting was to gain access and information on lecture capture tools, WebEx Social (AKA QUAD), and other tools for student connectivity and collaboration.

2005 – 2006: Faculty Senate. Chaired by Pam Lockwood-Cooke, Faculty Senate President

2004 – 2005: Biotech Incubator Feasibility Study Committee. In coordination with the Harrington Regional Medical Center. Committee Chair is David Sougstad, President of Harrington Regional Medical Center.

2004: CIS Promotion and Tenure Committee. Chaired by Frank Landram

2004: CIS Search Committee. Search resulted in hiring of Jeremy Pauli

2003: CIS Search Committee. Search resulted in hiring of Musa Jafar

2003: MMGB Search Committee. Search resulted in hiring of De'Arno De'Armond

2003: CIS Search Committee. Search resulted in hiring of Russell Anderson

2000 – 2003: Killgore Research Committee. Chaired by Vaughn Nelson and James Hallmark

1998 – 2003: Athletic Committee. Chaired by Hellon Wilbur

2000 – 2002: EdD in Instructional Technology Committee. Chaired by Charles Mize

1998 – 2002: Graduate Council. Chaired by Vaughn Nelson and James Hallmark

### **Other Professional Service Activities**

2017: AACSB Peer Review Team - Clarion University, Clarion, Pennsylvania.

2017: AACSB Peer Review Team - Marshall University, Huntington, West Virginia.

2015: AACSB Peer Review Team - University of Massachusetts Dartmouth, Dartmouth, Massachusetts.

2007: Appearance on local NBC and Fox television news broadcast on the issue of Minimum Wage Increase.

2005: Appearance on local NBC and Fox television news broadcast on the issue of Social Security.

### **Presentation**

2017: Panhandle Human Resource Association, Amarillo, Texas. Topic: Preparing HR for the 2.0 Economy

2017: ALPHA Organization, Canyon, Texas. Leadership Challenges for Young Professionals

2015: Enterprise Center - Lunch & Learn Speaker, Amarillo, Texas. Preparing for the 2.0 Economy

2006: SIFE Globally Speaking seminar. 'The Future of Global Business' on October 24th, 2006.

2003: Regional Industrial Engineering Organization (IEEE). Presented 'The Economy and War' to the Panhandle IEEE at the Amarillo Club

2003: WT New Faculty Seminar. Presented 'Setting the Stage: Effective First Class Sessions'

2003: Taiwanese Canadian Cultural Society Collegiate Association, Vancouver, Canada. Presented 'Career Planning'

2002: Panhandle Area Social Studies Conference. Presented 'Successful Teaching Strategies for High School Economics'

#### **Reviewer: Ad Hoc Reviewer for a Journal**

2006 – 2007: Journal of Economics and Economic Education Research edited by Larry Dale. Review Board Member

2000 – 2007: Southwestern Economic Review edited by Edward McNertney. Review Board Member

2005 – 2006: Academy of Educational Leadership Journal edited by Mike Shurden. Review Board Member

1998 – 2002: Principles of Macroeconomics by David Collander, Irwin McGraw-Hill.

### **Service to the Community**

#### **Member of a Committee**

2010 – 2011: Enterprize Challenge Judge, One of five judges distributing \$500,000 of prize money for the Enterprize Challenge, which is funded by the AEDC and managed by the Enterprise Center.

2007 – 2009: Entrepreneur Alliance Board Member, Board Member for Entrepreneur Alliance

#### **Other Community Service Activities**

2017: Economic Impact Study for Texas Musical

2017: Economic Impact Study for Panhandle-Plains Historical Museum

2010 – 2011: Leadership Amarillo Panel Member

### **Consulting**

2003 – 2004: Amarillo Globe News, Economic consultant to business writers Cheryl Berzanskis and Greg Rohlof, Quoted in several articles per year

1998 – 2001: Amarillo Globe News, Economic consultant to business writers Cheryl Berzanskis and Greg Rohlof, Quoted in several articles per year

### **Memberships**

American Economics Association, 1995-present

Academy of Management

Southwestern Society of Economists

### **Faculty Development**

#### **Assurance of Learning - Professional Development**

2009: AACSB Applied Assessment Seminar, Tampa, Florida. June 2009

### **Research-Related Conference/Seminar**

2011: American Economics Association Annual Conference, Denver, Colorado. January 2011

### **Other Professional Development**

2017: AACSB Deans Conference, New Orleans, Louisiana. February 2017

2017: AACSB International Conference and Annual Meeting, Houston, Texas. April 2017

2016: AACSB International Conference and Annual Meeting, Boston, Massachusetts. April 2016

2015: AACSB Deans Conference, San Diego, California. February 2015

2014: AACSB Deans Conference, San Francisco, California. February 2014

2014: AACSB Volunteer Training, San Francisco, California. AACSB Volunteer Training - February 2014

2013: AACSB Deans Conference, San Antonio, Texas. January 2013

2013: AACSB International Conference and Annual Meeting, Chicago, Illinois. April 2013

2012: AACSB Deans Conference, New Orleans, Louisiana. February 2012

2012: AACSB International Conference and Annual Meeting, San Diego, California. April 2012

2011: AACSB Deans Conference, Phoenix, Arizona. February 2011

2011: AACSB International Conference and Annual Meeting, New York, New York. April 2011

2010: AACSB Deans Conference, Tampa, Florida. February 2010

2010: AACSB International Conference and Annual Meeting, Anaheim, California. April 2010

2010: AACSB: Developing an Effective Self Evaluation Report Webinar, Tampa, Florida. May 2010

2009: AACSB Deans Conference, San Francisco, California. February 2009

2008: AACSB Deans Conference, San Antonio, Texas. February 2008

2008: AACSB Sustainability Conference, Salt Lake City, Utah. July 2008

2007: AACSB New Deans Seminar, Tampa, Florida. July 2007

2007: AACSB Advisory Council Seminar, Dallas, Texas. October 2007

2006: AACSB Accreditation Seminar, Tampa, Florida. November 2006

### **Professional Seminars / Workshops**

2014: Continuous Improvement Review Seminar, San Francisco, California. February 2014

2011: Peter Seldin: Evaluating Faculty Workshop, Amarillo, Texas. September

2011: AACSB - Intellectual Contributions: From Counting Articles to Assessing Impact Webinar, Canyon, Texas. AACSB Webinar originally broadcasted in May 2010 and made available again as a re-broadcast November 2011.

2010: Magna Online Seminar: Guidelines for Handling Complaints, Canyon, Texas. C.K. (Tina) Gunsalus facilitates seminar focusing on handling complaints.

2006: Harvard Management Development Program, Boston, Massachusetts. Summer 2006

## Honors-Awards-Grants

### Award

2020: Jack Welch Distinguished Management Award, TFE Times. TFE Times 2020 Award for legacy contributions in higher education business administration. .

2019: Adam Smith Distinguished Economics Professor Award, TFE Times. TFE Times 2019 Award for legacy contributions to the fields of business and economics..

2017: Outstanding Teaching Award, Scribes Chapter of Mortar Board. Recognized as an Outstanding Teacher.

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2011: Outstanding Teaching Award, Scribes Chapter of Mortar Board. Recognized as an Outstanding Teacher.

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2010: Chancellor's Teaching Excellence Award, Texas A&M University System. Chancellor Michael D. McKinney recognition for teaching excellence in the Texas A&M System.

2007 – 2008: Academy of Economics and Economic Education, Allied Academies Organization. Distinguished Research Award for the manuscript 'Do Online Students Make the Grade on the Business Major Field ETS Exam?' with LaVelle Mills and Marc Sollosy.

1998 – 2007: Outstanding Teaching Award, Scribes Chapter of Mortar Board. Recognized as an Outstanding Teacher.

2006: Teaching Excellence Award, West Texas A&M University.

2004 – 2005: Outstanding Professor in the College of Business, West Texas A&M University chapter of Mortar Board.

2004: Meritorious Writing Award, The Information Systems Education Conference (ISECON). ISECON Award for 'Assessing the Effectiveness of Virtual Learning in Graduate Courses in Computer Information Systems,' with Amjad Abdullat. Recognized by The Education Special Interest Group of The Association of Information Technology Professionals..

2003: Academy for Marketing Studies, Allied Academies Organization. Distinguished Research Award for 'Critical Acclaim and the Box Office Performance of New Film Releases,' with Michael Butler and De'Arno De'Armond..

2002: Academy for Studies in International Business, Allied Academies Organization. Distinguished Research Award for 'The Trade Effects of Financial Flow Liberalization: A Focus on Africa,' with Joshua Lewer..

2001: Distinguished Graduate Faculty Award, West Texas A&M University.

2001: Academy of Economics and Economic Education, Allied Academies Organization. Distinguished research award for 'Speculative Returns in the Neuer Market' with Anne Macy.

2000: Outstanding Professor in the College of Business, West Texas A&M University Mortar Board.

1999: Academy of Economics and Economic Education, Allied Academies Organization. Distinguished research award for 'The Effectiveness of Virtual Learning in Economics.'

1998: Outstanding Professor Outside the Division of Agriculture, West Texas A&M University Block and Bridle Club.

1997: Graduate Student Instructor of the Year, Texas Tech University.



1995: Steindl Monetary Theory Award, Texas Tech University.

### **Honor**

2018: Mortar Board - Scribes Chapter, West Texas A&M University. Mortar Board - Honorary Inductee

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2014: Outstanding Teaching Award, Scribes Chapter of Mortar Board. Recognized as an Outstanding Teacher.

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2013: Beta Gamma Sigma (BGS), West Texas A&M University. BGS Induction

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2013: Outstanding Teacher, Student-Athlete Leadership Training (SALT). Recognized as an Outstanding Teacher. Student nomination from Patrick Scheuchzer.

1994: Omicron Delta Epsilon (ODE), Texas Tech University. ODE Induction

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## **Courses Taught**

### **Courses taught, but not in the Schedule:**

ECON 3312: Intermediate Macroeconomic Theory

ECON 4341: International Economics

ECON 4351/5351: Labor Economics

ECON 6305: Seminar in Microeconomic Theory

ECON 6306: Seminar in Macroeconomic Theory

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