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Area Coordinator Entrepreneurship and Information Technology
Director, Center on the Management of Information Technology
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I. EXPERIENCE AND EDUCATION

A. PROFESSIONAL SUMMARY

Ph.D. in Business Administration with 37 years experience in information technology and entrepreneurship. Experience includes 31 years as a faculty member. Publications include articles in information technology, human-computer interaction, and entrepreneurship. Have initiated and served as Director of research centers on information technology. Have previously held management and supervisory positions in industry related to information systems and operations research. Furthermore, have 25 years experience of starting, operating, and selling a business.

B. POSITIONS HELD

1999-current	Rice University (with tenure)	Professor of Management
1999-current	Rice University	Professor of Psychology (Courtesy)
1984-current	Rice University	Director, Center on the Management of Information Technology
1992-1999	Rice University (with tenure)	Associate Professor of Management
1991-1999	Rice University	Associate Professor of Psychology (Courtesy)
1987-1991	Rice University	Associate Professor of Administrative Science
1986-1987	Rice University	Visiting Associate Professor
1982-1986	Rice University	Lecturer, Adjunct Professor
1978-1984	University of Houston (with tenure)	Associate Professor Director, Information Systems Research Center (on leave 1982-1984)
1971-1978	Conoco, Inc.	Assistant to the Deputy Chairman Member of a Long Range Planning Group Assistant Director, Operations Research Division Research Associate

C. EDUCATION

Ph.D.	Operations Research, Management, and Computer Science	The University of Texas at Austin, 1971
M.B.A.	Statistics and Finance	The University of Texas at Austin, 1968
B.A.	Mathematics and Economics	The University of Texas at Austin, 1966

II. RESEARCH AND OTHER SCHOLARLY ACTIVITIES

A. REFEREED RESEARCH PUBLICATIONS

1. "A Process for Anticipating and Executing Icon Selection in Graphical User Interfaces," with D. M. Lane, S. C. Peres, and A. Sandor, *International Journal of Human-Computer Interaction (IJHCI)*, 19, 241-252 2005. The authors have initiated the patent pending process for the improved icon selection process for selecting commands on icon toolbars described in the paper. The results of the study indicate the average time saved for selecting a predicted command would be about 30%. This approach can substantially increase the productivity of people using software with icon tool bars for command selection.
2. "The Hidden Cost of Graphical View Interfaces: The Failure to Make the Transition from Menus and Icon tool Bars to Keyboard Shortcuts," with D.M. Lane, S. C. Peres, and A. Sandor, *International Journal of Human-Computer Interaction*, Vol 2, 2005.
3. "The Computer Use Scale: Four Dimensions of How People Use Computers," with J. C. Panero and D. M. Lane, *Journal of Educational Computing Research*, Vol. 16, No. 4, 1997, pp. 297-315.
4. "The Use of Animation in Software Training: Pitfalls and Benefits," with R. Atlas, L. Cornett, and D. M. Lane, *Training for 21st Century Technology: Applications of Psychological Research*, edited by M. Quinones and A. Dutta, American Psychological Society, Washington, DC, 1997, pp. 281-302.
5. "Modeling the Development and Use of Strategic Information Systems," with F.D. Tuggle, *Information Resources Management Journal*, Vol. 7, No. 4, 1994, pp. 5-18.
6. "Predicting the Skilled Use of Hierarchical Menus with the Keystroke-Level Model," with D.M. Lane, R.R. Batsell, and J.L. Naman, *Human-Computer Interaction*, Vol. 8, No. 2, 1993, pp. 185-192.
7. "Knowledge of Command Usage in a Spreadsheet Program: Impact on User Interface Design and Training," with R.R. Batsell, D.M. Lane, and N.S. Guadagno, *DATA BASE*, Volume 23, No. 1, Winter, 1992, pp. 13-21. As reported in *Forbes*, April 1, 1991, p. 118, Microsoft used the results of this paper in designing portions of the human-computer interface for Microsoft Excel. Lotus Development Corporation used the results of this study in developing their graphical user interface spreadsheet products.
8. "The Predictability of Command Use in a Spreadsheet Program," with R.R. Batsell, D.M. Lane and N.S. Guadagno, *Interacting with Computers*, Vol. 2, No. 1, 1990, pp. 75-82 (Lotus Development Corporation provided funding for this paper.)
9. "The Impact of a Restricted Natural Language Interface on Ease of Learning and Productivity: A Comparison of Lotus 1-2-3 and Lotus HAL," with D.M. Lane, R.R. Batsell, and N.S. Guadagno, *Communications of the ACM*, Vol. 32, No. 10, October 1989, pp. 1190-1198. (Lotus Development Corporation provided funding for this paper.)
10. "An Empirical Study of Occupational Stress, Attitudes, and Health Among Systems Personnel," with J. Ivancevich and J. Wetherbe, *Information and Management* Vol. 9, No. 4, September, 1985, pp. 77-85.

11. "An Experiment in Applying the Adaptive Design Approach to DSS Development," with M. Alavi, *Information and Management* Vol.7, 1984, pp. 21-28.
12. "Occupational Stress, Attitudes, and Health Problems in the Information Systems Professional," with J. Ivancevich and J. Wetherbe, *Communications of the ACM* Vol. 26, No. 10, October 1983, pp. 800-806.
13. "What the Big Companies are Looking for in MIS Graduates," with J. Wetherbe, *Journal of Data Education*, Vol. 23, No.2, Winter 1982-83, pp. 22-25.
14. "MIS Executives' Perspectives on MIS Curriculum," with J. Wetherbe, *Interface*, April 1982 pp. 32-35.
15. "On a Note on MRP Lot Sizing," with E. Steinberg, *Management Science*, Vol. 28, No. 5, May, 1982, pp. 585-586.
16. "Decision Support Systems in Libraries," with A. Heindel, *Special Libraries*, Vol. 72, No. 4, October 1981, pp. 319-327.
17. "Optimal Multi-Level Lot Sizing for Production Requirements Planning Systems," with E. Steinberg, *Management Science*, Vol. 26, No.12, December 1980 pp. 1258-1271.
18. "The Utilization of Financial Planning Systems in Decision Support Systems Education," *Journal for Data Education*, Vol. 20, No. 4, July 1980, pp. 13-17.
19. "Peer Evaluation Selects MIS Professionals," *Journal of Systems Management*, Vol. 31, No. 1, January 1980, pp. 6-9.
20. "A Team Approach to Managing the Development of a Decision Support System," with W.B. Locander and R.W. Scamell, *MIS Quarterly*, Vol. 3, No. 1, March 1979, pp. 53-63. Reprinted by Auerbach Publishers in 1979, pp. 1-11.
21. "A Decision System for Matching Faculty to Research Opportunities," with M. Morse, K. Goldknopf and J. Gumnick *Journal of the Society for Research Administrators*, Vol. 10, No. 2, Fall, 1978, pp. 21-24.
22. "Equivalence of Generalized Network and Generalized Transportation Problems," with F. Glover and D. Klingman, *Opsearch*, Vol. 13, No. 2, June 1976, pp. 93-100.
23. "A Computational Study of the Effects of Problem Dimensions on Solution Times for Transportation Problems," with D. Klingman and G.T. Ross, *Journal of the Association for Computing Machinery*, Vol. 22, No. 3, July, 1975, pp. 413-424.
24. "A Note on Finding All Shortest Paths," with F. Glover and D. Klingman, *Transportation Science*, Vol. 8, No.1, February 1974, pp. 3-12.
25. "NETGEN -- A Program for Generating Large Scale Capacitated Assignment, Transportation, and Minimum Cost Network Flow Problems," with D. Klingman and J. Stutz, *Management Science*, Vol. 20, No. 5, January, 1974, pp. 814-821.
26. "A Computation Study on Start Procedures, Basis Change Criteria, and Solution Algorithms for Transportation Problems," with F. Glover, D. Karney, and D. Klingman, *Management Science*, Vol. 20 No. 5, January, 1974, pp. 793-813

27. "An Efficient Dual Approach to Network Problems," with F. Glover and D. Klingman, *Opsearch*, Vol. 9, No. 1, March, 1972, pp. 1-18.
28. "Basic Dual Feasible Solutions for a Class of Generalized Networks," with F. Glover and D. Klingman, *Operations Research*, Vol. 20, No. 1, January, 1972, pp. 126-136.

B. CHAPTERS IN BOOKS

"The Technological Context for Business Communications," with L. Driskill, *Business and Managerial Communications: New Perspectives*, edited by L. Driskill, Harcourt Brace Jovanovich, 1992.

"Enabling Technologies for Organizations and Individuals," *Research Issues in INFORMATION SYSTEMS: An Agenda for The 1990's*, edited by A.M. Jenkins, H.S. Siegle, W. Wojtkowski and W.G. Wojtkowski, Wm. C. Brown Publishers, Dubuque, IA, 1990, pp. 83-100.

C. TEXTBOOKS

Essentials of Entrepreneurship with E. E. Williams, T.&N.O. Book Company, 2011
(Published in 2010).

Learning with Computers: Level 1, with O. Rivers, South-Western, 2011, (Published in 2010).

Learning with Computers: Level 2, with O. Rivers, South-Western, 2011, (Published in 2010).

Discovering the Internet, Brief Concepts and Techniques, Third Edition, with G. Shelly and O Rivers, Course Technology, Cengage Learning, 2010, (Published 2009).

Discovering the Internet, Complete Concepts and Techniques, Third Edition with Gary Shelly and O Rivers, Course Technology, Cengage Learning, 2010 (Published 2009).

Web Design: Introductory Concepts and Techniques, Third Edition, with G. Shelly and O. Rivers, Cengage Learning -- Course Technology, 2009 (Published 2008).

Discovering the Internet, Complete Concepts and Techniques, Second Edition, with G. Shelly, T. Cashman, and P. J. Judd, Thomson - Course Technology 2008. (Published fall 2007).

Discovering the Internet, Introductory Concepts and Techniques, Second Edition, with G. Shelly, T. Cashman, and P. J. Judd, Thomson - Course Technology 2008. (Published fall 2007).

Creating a Winning E-Business Second Edition with O. Rivers S. Wagner, and J. Napier, Course Technology, 2006.

Discovering the Internet, Introductory Concepts and Techniques, with G. Shelly, T. Cashman, and P. J. Judd, Thomson - Course Technology 2003.

Preparing an Entrepreneurial Business Plan, Revised Edition with E. E. Williams, T&NO Book Company, 2006.

Preparing an Entrepreneurial Business Plan, with E. E. Williams, T&NO Book Company, 2004.

Discovering the Internet, with G. Shelly, T. Cashman, and P. J. Judd, Course Technology 2003.

E-Business Technologies with P. J. Judd, and A. Adams, Course Technology, 2003.

Creating a Winning E-Business with P. J. Judd, O. Rivers and S. Wagner, Course Technology, 2001.

Business Planning: 25 Keys to a Sound Business Plan, with E. E. Williams and J. Thompson, NY Times Pocket MBA Series, 1999.

D. PROCEEDINGS

“Venture Capital Funded Companies, Incubation and Post IPO Market Performance,” with E.E. Williams and J. Thompson, 2001 Babson College/Kaufman Foundation Entrepreneurship Research Conference, June 2001.

"The Computer Use Scale: Four Dimensions of How People Use Computers," with J. C. Panero and D. M. Lane. *Proceedings of the Seventh International Conference on Human-Computer Interaction*, August, 97.

“Identifying and Managing Stress in the Information Systems Functions,” with M. Weiss, J. Ivancevich, and J. Wetherbe, *Proceedings of the Society for Information Management Annual Conference*, September, 1983.

“Using Decision Support Systems for Library Decision Making,” with A. Heindel, *Proceedings of the Special Libraries Association Annual Conference*, June, 1980.

“The Utilization of Decision Support Systems by a Major Industrial Company,” with T. L. Winton, *Proceedings of the 13th Hawaii International Conference on Systems Science*, January, 1980.

“Integrated Multi-Level Lot Sizing for Requirements Planning System,” with E. Steinberg, *Proceedings of the 1979 National American Institute for Decision Sciences Conference*.

“Implementing the Decision Sciences -- Pedagogical Concepts,” with W.B. Lee, *Proceedings of the South Western Chapter of the American Institute For Decision Sciences*, March 1976.

E. PRESENTATIONS AT PROFESSIONAL MEETINGS AND SYMPOSIUMS

“Venture Capital Funded Companies, Incubation and Post IPO Market Performance,” with E.E. Williams and J. Thompson, 2001 Babson College/Kaufman Foundation Entrepreneurship Research Conference.

"The Computer Use Scale: Four Dimensions of How People Use Computers," with J. C. Panero and D. M. Lane. Presented at the Seventh International Conference on Human-Computer Interaction, August, 97.

“Improving the Long-term Retention and Transfer of Skills Acquired Using Animated Instructions,” with R. Atlas, L. Cornett, and D. M. Lane. Presented at the Human Factors Society Annual Conference, Seattle, WA., September, 1993.

"A Theory on the Use of a Strategic Information System," with F.D. Tuggle, XXIX International Meeting of TIMS, Osaka, Japan, July, 1989.

"Predicting Command Use in a Spreadsheet Program," with N.S. Guadagno, D.M. Lane and R.R. Batsell, Table top session at the Human Factors in Computing Systems Conference sponsored by ACM's Special Interest Group on Computer Human Interaction, May, 1989.

More than 100 presentations on information systems and computers for the Texas Society of Certified Public Accountants and other organizations during the period 1984 - to present.

"Decision Support Systems for Executives," keynote presentation at the 1982 National IFPS Users Conference.

"Information Systems Research Centers," Second International Conference on Information Systems held in 1981.

"Decision Support Systems in Libraries," 1980 National Conference of the Special Libraries Association.

"Integrated Multi-Level Lot Sizing for Requirements Planning Systems," with E. Steinberg, 1979 National AIDS Conference. Selected as the first prize winner for the best theoretical/empirical research paper at the conference (over 750 papers considered).

"Computational Efficiencies for Generalized Network Algorithms with Side Constraints," with E. Steinberg, Fall 1979, National Conference of ORSA/TIMS.

"MIS Curriculum at Universities," Data Processing Management Association Chapter in Houston, July 1979.

"Computer and Operations Research Applications to Physical Distribution Management Operations," Third Annual Physical Distribution Management Conference at Texas A&M, April, 1977.

"Implementing the Decision Sciences -- Pedagogical Concepts," with W.B. Lee, South Western Chapter of the American Institute for Decision Sciences, March, 1976.

"Solving Large Scale Transportation and Network Models," Houston Area Colloquium on Operations Research, October, 1974.

"A Computational Study on the Effects of Problem Dimensions on Solution Times for Transportation Problems," with D. Klingman and G.T. Ross, 8th International Symposium on Mathematical Programming at Stanford University, August, 1973.

"An Efficient Dual Approach to Network Problems," with F. Glover and D. Klingman, 1972 National Conference of ORSA.

"A One-Pass Algorithm to Determine a Dual Feasible Basic Solution for a Class of Capacitated Generalized Networks," with F. Glover and D. Klingman, 1971 International Conference of TIMS.

F. CURRENT RESEARCH PROJECTS

“Wealth Maximization, Venture Capital, and the Theory of Entrepreneurship,” with E. E. Williams.

Human-Computer Interface with D. M. Lane.

G. RESEARCH AWARDS

Principal investigator with R. R. Batsell and D. M. Lane on “Impact of Software User Interface on Individual Productivity.” Research grant from Lotus Development Corporation in the amount of \$38,320.

Co-principal investigator with R. R. Batsell and D. M. Lane on “Frequency of Command Use in Lotus 1-2-3.” Research grant from Lotus Development Corporation in the amount of \$29,708.

Co-principal investigator with R. R. Batsell and D. M. Lane on “Lotus 1-2-3/G User Interface Study.” Research grant from Lotus Development Corporation in the amount of \$53,000.

Summer Research Grants from the Center on the Management of Information Technology, 1987-present.

Summer Research Grant from the College of Business Administration, 1980, 1981.

Winner, Best Theoretical/Empirical Paper Competition, 1979 National American Institute for Decision Sciences Conference.

H. INFORMATION SYSTEMS RESEARCH CENTERS

Director of two research centers on information systems 1984-2012.

Initiated and obtained funds for and am presently the Director of the Center on the Management of Information Technology (COMIT) at Rice University. This activity has attracted 10 organizations and over \$580,000 has been obtained for COMIT.

The objectives of COMIT include:

1. Provide research opportunities for faculty and students in the area of information systems
2. Promote interaction between information systems professionals and representatives of the academic community
3. Provide training, development, and continuing education for information systems professionals

Each academic year, there are five to six seminars held on the Rice campus. COMIT organization members may send 15 individuals to these sessions. Presenters have included noted academic speakers as well as individuals from organizations outside the academic realm. Information and resumes on MBA students are provided to the COMIT organizations.

Research projects have been completed with the assistance of COMIT organizations. Many individuals from the COMIT organizations have been involved as subjects in various human-computer interaction projects.

The funds raised through COMIT have been used for:

1. Faculty summer research support
2. Scholarships for Jones Graduate School students
3. Research assistantships for Department of Psychology students

4. Honorarium for internationally and nationally known speakers at COMIT meetings
5. Library purchases

COMIT has been operating since 1984.

Initiated, obtained funds for and was the Director of the Information Systems Research Center (ISRC) at the University of Houston in 1980. This activity attracted 18 companies from the local business community and over \$125,000 was obtained for the ISRC. The objectives and activities of the ISRC were similar to COMIT.

III. TEACHING ACTIVITIES

A. IT PROGRAM DEVELOPMENT

Since joining the full time faculty at Rice University, directed the growth of the IT program from two courses a year to eight courses. This growth has required extensive new course development. Six new courses have been developed.

Coordination is required with adjunct professors and lecturers to make sure the IT courses they teach are effective.

The use of IT in teaching activities continues to progress. I fostered, lobbied and helped raise funds for the use of information technology in Jones Graduate School classrooms. The Jones Graduate School was an early adopter on the campus for such technology applications.

B. ENTREPRENEURSHIP PROGRAM

One curriculum area the Jones Graduate School is expanding is entrepreneurship. This area needed additional faculty resources and since I have been an entrepreneur I volunteered to assist. I am teaching a required entrepreneurship course while I continue to teach IT courses and coordinate the IT area.

C. EXECUTIVE EDUCATION

I have also been a regular instructor in executive education programs presented by the Jones Graduate School.

D. COURSES TAUGHT

Graduate

- The New Enterprise
- The New Enterprise and Business Plan Development
- E-Business
- Introduction to Information Technology

Undergraduate

- Management Information Systems
- Programming Language Courses
COBOL
FORTRAN

- Management Information Systems
- Decision Support Systems/
End User Computing
- Competitive Uses of Information
Technology
- Management of MIS
- Electronic Commerce
- Management Consulting
- Management Science
- Information Technology Topics
- Introduction to Entrepreneurship
- Enterprise Exchange
- Independent Study courses for graduate students

BASIC

- Introduction to Computers
- Introduction to Business Statistics
- Intermediate Business Statistics

Executive Education

- | | |
|--|---|
| <ul style="list-style-type: none"> -- E-Business -- Supply-Chain Strategy and Management -- Information Systems and Executives -- Information Technology and Managers -- Customer Relationship Management -- Microcomputers and Executives -- Strategic Information Technology -- Management Use of the Internet -- Entrepreneurship in Healthcare Management | <ul style="list-style-type: none"> -- Doing Business on the Internet -- Information Technology -- MBA-E Program -- Understanding and Managing the Computer -- Decision Support Systems -- Introduction to PCs for Houston Endowment -- Project Management -- Strategy -- IT in Healthcare Management -- Entrepreneurial Strategy |
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Doctoral Committees

Served on 16 doctoral committees in Psychology.

E. EDUCATIONAL MATERIALS

One of my interests is in the area of computer education. I have developed more than 75 books on software applications that are used for personal computer software education in hundreds of universities, colleges and other organizations. I have also prepared computer education materials and placed them on the Internet for CPAs.

F. EDUCATIONAL PRESENTATIONS

As a result of arrangements made by the publisher of the educational materials listed above, made presentations on technology trends and various software applications to several thousand instructors at many professional conferences and seminars since 1996.

G. TEACHING AWARDS

Received Teaching Excellence Awards in the Jones Graduate School from the EMBA students in the class of 2007 and 2010. Received the Teaching Excellence Award from the Alumni of the Jones Graduate School in 2011. Alumni from the previous 2009 and 2006 graduating classes decided the award winner. Won an Acton national teach award in 2008.

Received the National Teaching Award from the USASBE – United States Association for Small Business and Entrepreneurship with Ed Williams on January 11, 2016. It is my understanding that the decision for Ed and I to receive the award was made in 2015.

The award was a National Entrepreneurship Educator of the Year Award. It is my knowledge the award has been provided is also deemed to be an award for the life time dedication to the education of entrepreneurship.

IV. SERVICE ACTIVITIES

A. PROFESSIONAL ORGANIZATIONS AND ACTIVITIES

<i>DATA BASE</i>	-- Associate Editor, 1990-1999
<i>Cycle Time Research</i>	-- Associate Editor, 1995-present
<i>MIS Quarterly</i>	-- Reviewer
Society for Information Management (SIM)	-- Member, Board of Directors -- Treasurer, Houston Area Chapter -- Member of Research Committee -- Member, SIM Working Group on Quality
International Conference on Information Systems (ICIS)	-- Conference Chairperson, ICIS -- Chairperson, Executive Committee for the ICIS Conference -- Member, Planning Committee for the ICIS Conference -- Co-chairperson for Fund Raising
American Assembly of Collegiate Schools of Business	-- Faculty Member, Advanced Faculty Development Institute in Information Systems
Association for Information Systems	-- Member of the Organization Committee
Ernst and Young Houston Entrepreneur of the Year Contest	-- Member panel of judges
Houston Technology Center	-- Member, Project Review Committee

B. UNIVERSITY SERVICE

Area Coordinator 2007-present

Member, Part time Faculty Committee

Chairperson, Entrepreneurship Enhancement Committee, 2010-2012.

Chairperson, MBA Programs Committee, 2008-2009, 2009-2010.

Member, Jones Citizenship Awards Committee, 2010-2012.

Member, Curriculum Committee, 2006-2007, 2007-2008, 2009.

Member, EMBA Program Oversight Committee, 2007-2008.

Chair Interim Faculty Advisory Committee for the Rice Alliance, 2005-2006.

Director, Center on the Management of Information Technology, 1984-present.

Member, University Information Technology Advisory Committee, 2004-2006

Chair Executive Education Committee, 2001-2002, 2002-2003, 2005-2006.

Member Executive Education Committee, 2003-2004, 2004-2005.

Member, Steering Committee for the Rice Alliance for Technology and Entrepreneurship, 2000-present.

Member, University Environmental and Health Committee, 2002-2003.

Member, Jones Graduate School Building Program Committee, 1998.

Member, MBA Admissions and Placement Policy, 1998.

Member, Executive Programs Committee, Jones Graduate School, 1997-present.

Member, Task Group on Technology Strategy Committee, Jones Graduate School, 1997-present.

Chair, Computer Committee, Jones Graduate School, 1994, 1995.

Member, University Committee on Educational Computer Planning, 1994-1997.

Member, Mainframe Users Group, 1994-1996.

Member, Research and Scholarship Subcommittee, University Self Study, 1993-94, 1994-95.

Member, University Committee on Computers, 1990-1995.

Member, Promotion and Tenure Committee, Jones Graduate School, 1992-present.

Member, Faculty Recruiting Committee, Jones Graduate School, 1990-91.

Chair, Committee on Joint MBA/MS Engineering Degree Program, 1988-89, 1989-90.

Member, Curriculum and Standards Committee, Jones Graduate School; 1987-88, 1989-90, 1993-94, 1995-96.

Chair, Curriculum and Standards Committee, Jones Graduate School: 1996-97.

Faculty Coordinator, Jones Graduate School Orientation Committee, 1995, 1996.

Faculty Coordinator, Jones Graduate School Phone Committee for potential new students, 1997.

Member, Jones Graduate School Orientation Committee, 1996.

Instructor for Independent Studies in MIS, 1990-present.

Faculty Sponsor, MIS Club, 1988-present.

Faculty Sponsor, Entrepreneurship Club, 2001- present.

Obtained, at no cost to Rice University, licenses for Lotus Notes having a value of \$80,000, 1994.

Chair, Information Systems and Computing Committee in the Jones Graduate School; 1986-87, 1994.

Member of Faculty Senate and Faculty Senate Committees; 1979-80.

Chair, College of Business Administration Advisory Committee on Computer Resources; 1979.

Faculty recruiting coordinator for MIS; 1978, 1979, 1980, 1981.

Arranged seminars for students on "How to Obtain MIS Employment." Representatives from companies such as IBM, Arthur Andersen and Allied Chemical participated in the seminars; 1979, 1980.

Personal Counseling and Placement for Entrepreneurship and MIS majors.

Coordinated Visiting Scholars Program for MIS; 1979.

Obtained, at a nominal cost, a state-of-the-art financial planning system for use in University classes as well as in administrative activities.

Provided services related to the use of computers for the Office of Research Development.

Helped obtain a Calcomp plotter for the University Computing Center as a donation from Conoco Inc.

Developed a brochure on "MIS at the University of Houston" that was used in Faculty and student recruiting, and public relations activities with the business community.

C. MEDIA ACTIVITIES

Interviewed by Dan Parsons for an hour on the BBB Straight Talk radio show on CNN 650 AM. The topic was “Incorporate, LLC, LLP? What Small Businesses Should Know and Consider When Getting Started.”

“Business Plans,” *Houston Chronicle*, Interview, published on 5/10/2005.

Research@Rice column on Rice University web site on 5/15/2005 about the book “*Preparing and Entrepreneurial Business Plan*” authored by E. E. Williams and H. Albert Napier.

Interview by Dayna Steele on the radio about the book “*Preparing and Entrepreneurial Business Plan*” authored by E. E. Williams and H. Albert Napier. Steele stated on the show that the Williams and Napier book is the best business plan book I’ve seen.”

“A New User Interface Going on Sale,” Associated Press Interview that was picked up by quite a few papers, including Newsday, Chicago Tribune, Globe and Mail (Canada), and Atlanta Journal-Constitution. It also appeared on USA Today.com and in Information Week. 1/8/2004.

“How to Select Business Partners and Expanding a Company Beyond One Location,” *Houston Chronicle*, 4/3/03.

“Compaq Shareholders Approve Sale to Hewlett-Packard,” *New York Times*, 3/21/2002.

“Impact of HP/Compaq Merger on Houston,” KTRH Radio, 4/10/2002.

“Entrepreneurial Risks,” *Houston Chronicle*, 5/19/2002

“Economic Impact of Compaq and Hewlett-Packard Merger on Texas,” *Texas Monthly*, June 2002.

“How Small Companies Can Compete Against Mega-Chain Stores,” *Houston Chronicle*, December 29, 2002.

“Lessons from Losers,” *office.com*, 1/8/2001.

“Stakes and Succession,” *Houston Chronicle*, 2/4/2001

“Easy Dot Com, Easy Dot Go,” *Entrepreneurship Magazine*, 2/7/2001.

“Making Presentations to Investors,” *WSJ.com*, 3/7/2001.

“What Type of Business to Consider During Bad Times,” *Bankrate.com*, 3/7/2001.

“Family Financing,” *Emerging Business Magazine*, 6/7/2001.

“The Merger of Compaq and Hewlett-Packard,” *Wall Street Journal*, 9/5/2001.

“Possible Merger of Compaq and Hewlett-Packard,” *Houston Chronicle*, 9/5/2001.

“Turning to Plan B,” *Houston Chronicle*, 9/30/2001.

“Advice for E-Commerce Startups,” *E-Commerce Times*, 10/7/2001.

“E-Commerce,” TV news interview for Channel 26, 3/1/2000.

“Salaries for Entrepreneurs,” *Houston Chronicle*, 6/4/2000.

“Where to Get Business Planning Help,” *Bankrate.com*, 7/17/2000.

“Brainstorming for Business: How to Come Up with a Winning Idea,” *Bankrate.com*.

“Is It a Great Idea? Not If You Can’t Fund It, Enjoy It and Profit,” 7/28/2000.

“MIS for Entrepreneurs,” *Business Asset*, 9/1/2000.

“Even Good Companies Can Go Awry,” 12/11/2000.

“E-Business,” KTRH Radio, 12/20/2000.

V. BUSINESS COMMUNITY OUTREACH ACTIVITIES

A. RICE ALLIANCE FOR TECHNOLOGY AND ENTREPRENEURSHIP

Member of initial planning committee and worked extensively on starting the Rice Alliance. Continue as a member of the Rice Alliance Steering Committee.

Member of the Interim Faculty Advisory Committee, 2005-2006.

B. CENTER ON THE MANAGEMENT OF INFORMATION TECHNOLOGY

The Center on the Management of Information Technology (COMIT) is a component of the Jesse H. Jones Graduate School of Management at Rice University. The school offers the Master degree in Business Administration (MBA). Students in the MBA program may concentrate in information technology.

The Center on the Management of Information Technology, which was established in 1983, began its first program activities in 1984. The center is sponsored by business and government organizations and has the following objectives:

1. To provide training, development, and continuing education for information technology professionals;
2. To provide research opportunities for faculty and students in the area of information technology;
3. To promote interaction between information technology professionals and representatives of the academic community.

The Center on the Management of Information Technology focuses on the following set of activities, which are similar to those that have worked well at research centers of other universities:

1. Speaker Series -- Nationally recognized experts in information technology and related fields are brought to the Rice campus for one-half day discussion meetings with COMIT associate organizations.
2. Student Scholarships -- COMIT provides scholarships to qualified Jones Graduate School students interested in IT.
3. Access to Graduates -- Each year, COMIT associate organizations receive a brochure containing the resumes of graduating students with concentrations in information technology.
4. IT Library Materials -- Some of the funds generated by COMIT are used to acquire appropriate IT Library materials. These materials are placed in the school's Business Information Center.

C. HOUSTON TECHNOLOGY CENTER INTERNSHIP PROGRAM

Serve as the director of the Houston Technology Center Internship Program. Below is a brief description of the program:

The Houston Technology Center (HTC) has established a formal internship program with the Jones Graduate School of Management (JGSM) at Rice University in order to give students exposure and experience with high-tech companies within Houston. The program has allowed students to work directly with high-tech companies and with the HTC itself. The program has been beneficial for both the HTC, by providing experienced volunteers, and the Jones school students, by giving them a chance to apply the knowledge they gain in the classroom to the real world problems which all start-up companies face. The program has also allowed great networking opportunities for graduate students interested in the growing high-tech field and has provided some students with future employment opportunities.

D. HOUSTON ANGEL NETWORK INTERNSHIP PROGRAM

Serve as the director of the Houston Angel Network Program. Below is a brief description of the program:

The Houston Angel Network (HAN) has established a formal internship program with the Jones Graduate School of Management (JGSM) at Rice University in order to give students exposure and experience with evaluating and funding early-stage companies within Houston. The program has allowed students to work directly with start-up companies seeking funding and with HAN itself. The program has been beneficial for both HAN, by providing experienced volunteers, and the Jones school students, by giving them a chance to apply the knowledge they gain in the classroom to the real world funding process which all start-up companies face. The program has also allowed networking opportunities for graduate students interested in working for a start-up company or working with early-stage investors (VCs or Angels).

E. NASA INTERNSHIP PROGRAM

The NASA Johnson Space Center (JSC) has established a formal internship program with the Jones Graduate School of Management (JGSM) at Rice University in order to give students exposure and experience with high-tech companies. The program will be administered through the JSC Technology Transfer Office (TTO). The program will allow students to work directly with NASA engineers and scientists and high-tech companies. The students will be involved in deal flow including: business plan review, license processing and alliance strategy planning and implementation. The program will be beneficial for both the JSC TTO, by providing experienced volunteers, and the Jones school students, by giving them a chance to apply the knowledge they gain in the classroom to the real world problems which all high-tech companies face. The program will also allow great networking opportunities for graduate students interested in pursuing a career in the high-tech field.

F. AlphaDev INTERNSHIP PROGRAM

AlphaDev LLC (an Aquinas Corp. business) has established a formal internship program with the Jones Graduate School of Management (JGSM) at Rice University in order to give students exposure and experience with high-tech life science business within Houston. The program allows students to work directly with high-tech companies in the life sciences as well as pre-company opportunities that are being reviewed by AlphaDev as possible deals and with AlphaDev itself. The program is beneficial for both AlphaDev, by providing experienced volunteers, and the Jones school students, by giving them a chance to apply the knowledge they gain in the classroom to the real world problems which all start-up companies face. The program also allows great networking opportunities for graduate students interested in the growing life science field and could provide students future employment opportunities.

G. AEGIS CAPITAL INTERNSHIP PROGRAM

Aegis Capital Group (AEGIS) has established a formal internship program with the Jones Graduate School of Management (JGSM) at Rice University in order to give students exposure and experience working within a venture capital / private equity firm. The program allows students to work directly with early stage and high-tech companies located in Texas. Interns will be engaged in working to provide due diligence, create business plans, offering memorandums and fund raising documents for various portfolio companies. Depending on the level of experience, the intern may also help in packaging companies for institutional financing with major venture players and corporate investors. The program should allow Jones school students to directly experience the workings of the venture capital / private equity environment and see the real world problems all early-stage companies face.

H. JFD MERCURY INTERNSHIP PROGRAM

DFJ Mercury has established a formal internship program with the Jones Graduate School of Management (JGSM) at Rice University in order to give students exposure and experience with an early-stage, Houston-based technology venture capital firm. The program will allow students to work directly with DFJ Mercury and a number of its portfolio investments. We believe this program will be beneficial for both DFJ Mercury and students, by providing us with experienced MBA students to perform deal analysis and review, and the Jones school students, by giving them a chance to apply the knowledge they gain in the classroom to the real world problems which all start-up companies face. The program will also allow great networking opportunities for MBA students interested in venture capital and technology start-ups and could provide students future employment opportunities.

I. SimplexityMD INTERNSHIP PROGRAM

SimplexityMD has established a formal internship program with the Jones Graduate School of Management (JGSM) at Rice University in order to give students exposure and experience with creating entrepreneurial medical device companies in Houston. The program has allowed students to work directly with medical device entrepreneurs in nearly all aspects of startup business. The program has been beneficial for both the SimplexityMD, by providing experienced volunteers, and the Jones school students, by giving them a chance to apply the knowledge they gain in the classroom to the real world problems which all start-up companies face. The program has also allowed great networking opportunities for graduate students interested in the growing high-tech field and could provide students future employment opportunities.

J. STUDENT CONSULTING PROJECTS

When student consulting projects were first started by Dr. Harry Wilkinson who was teaching strategy at the time, I was the only full-time faculty member willing to help mentor the project teams. The approach then was based upon the project team concepts then used by the Harvard Business Schools. It involved getting senior management of various organizations to propose serious strategic problems students would investigate,

mostly at the organizations involved and make a presentation and recommendations to senior management. This involved significant mentoring to ensure senior management satisfaction with the consulting projects.

VI. COMMUNITY OUTREACH ACTIVITIES

A. Board Member of Ignite Education in Fredericksburg, Texas, 2008-present.

Assisted in obtaining \$250,000 from Houston Endowment to expand the rocketry program to Harris and surrounding counties. The purpose of the rocketry program is to encourage high school students to consider engineering and scientific careers. The program is now operated in 50 high schools in Texas.

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