

DAVID LANIER MAJOR, Ph.D.

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ACADEMIC WORK EXPERIENCE

University of Miami Business School (Miami, FL)

Asst. Professor of Professional Practice in Global Strategy, 2019 – present

Academic Director, OneMBA global executive program, 2019 – present

Indiana University, Kelley School of Business (Bloomington, IN)

Clinical Asst. Professor – Strategic Management & Entrepreneurship, 2015- 2019

Coordinator, Undergraduate Strategy courses (21 sections, 7 instructors, 1158 students)

Kelley Faculty Service Award, 2017-2018

Indiana University, Kelley School of Business (Bloomington, IN)

Asst. Professor – Strategic Management & Entrepreneurship, 2009- 2015

Dean's Council Fellow, 2015

University of Maryland, Smith School of Business (College Park, MD)

Instructor – Strategic Management, 2007-2009

EDUCATION

Carnegie Mellon University (Pittsburgh, PA)

B.Sc. in Industrial Management-Engineering & Sciences; Economics, 1994

Member of the university president's Minority Advisory Council {Dr. Richard Cyert}

Carnegie Mellon University, Tepper School of Business (Pittsburgh, PA)

MBA/MSIA in Production, Operations and Strategy, 1996

Emily Heinz Merit Scholar (full tuition); Executive Committee, African American Business Council

University of Maryland, Smith School of Business (College Park, MD)

Ph.D. in Strategic Management, 2009

Dissertation (Dr. Ken G. Smith, chair): "*How Firm Resources and Behaviors Impact Firm Performance*"

Allan N. Nash Outstanding Doctoral Student Award for academic excellence (top student award)

AWARDS, HONORS, DISTINCTIONS

2017 Best Published Research Paper, awarded annually by *Organization Management Journal*

Titled: "Reflexive and selective competitive behaviors: Inertia, imitation and inter-firm rivalry."

- 2017 Faculty Service Award, awarded annually by Indiana University Kelley School of Business
- 2015 Dean’s Council Faculty Research Fellow, teaching and research (2012-2015)
- 2012 Eli Lilly & Company Faculty Fellow, teaching and research (2009-2012)
- 2011 ArcelorMittal USA Faculty Award in recognition of teaching
- 2011 Best Paper Finalist, Strategic Management Society – Special Conference on Latin America
- 2009 Entrepreneurship Research Award Finalist, Dingman Entrepreneurship Center – Ph.D. Student Paper
- 2008 Allan N. Nash Outstanding Doctoral Student Award – Smith School’s top award to a Ph.D. student
- 2008 Promising Young Educator Award – teaching excellence & classroom innovation (PhD Project)
- 2008 Entrepreneurship Research Award Finalist, Dingman Entrepreneurship Center – Ph.D. Student Paper
- 2007 Ewing Marion Kauffman Foundation funding, West Coast Entrepreneurship Research Consortium
- 2007 Research Excellence Award Nominee – “Promising Young Scholar” (KPMG PhD-Project)
- 2006 Center for International Business Education & Research (CIBER) international conference funding
- 2005 Robert H. Smith School Dean’s Research Fellowship 2005-2008

TEACHING EXPERIENCE

Miami Business School, University of Miami (2019 – present):

- Course Professor: Corporate Strategy and Organization – MBA course – MGT 677
- Course Professor: Strategic Management – MGT 401

Kelley School of Business, Indiana University (2009- 2019):

- Course Professor: Strategic Management – BUS J375:

Excerpt of letter from the Dean’s Office of the Kelley School of Business:

“I am delighted that your teaching in I-Core is being recognized by a generous gift from ArcelorMittal USA. Teaching in I-Core is one of the most significant teaching assignments in the Kelley School. Thank you for your strong commitment to our Undergraduate Program and for your positive impact on so many Kelley students.”

- M.A. Venkataramanan, Associate Dean of Academic Programs

- Course Professor: Strategic Management and Leadership – BUS J306:

Excerpt from a student’s letter:

“Please let me know if you ever need students to give you any recommendations – I would be happy to do so... I will be graduating this weekend, but if it’s worth anything, I think that you are one of the best teachers I’ve had here at IU.”

– Ashley B. BL BUS J306 Sec-05395

Smith School of Business, University of Maryland (2006-2009):

- Course Professor: Business Policies and Strategy - BMGT 495:

Excerpt from a student’s letter to the department chair:

“I am writing to inform you of the outstanding teaching ability of David Major...I am extremely impressed with Mr. Major’s commitment to our education. As a doctoral candidate, I can only imagine the work load he has in addition to this class, yet he has still gone the “extra mile” for his students.”

– Matt C. BMGT 495: Sec-1401

- Teaching Assistant (2006, 2008) – MBA course, BUMO 756 – Industry and Competitor Analysis

Gibson & Associates Learning Center (2000-2002):

Executive Education Instructor with management consulting firm, Gibson & Associates

Courses included: Alliance Development; Negotiations Strategy; Executive Communication

Courses taught both in the firm’s Learning Center and on-site at client corporate headquarters

PROFESSIONAL WORK EXPERIENCE

Management Consulting (1996-2004)

PricewaterhouseCoopers (Diamond Consulting) and Gibson & Associates

Alliance development, strategic sourcing, and strategic implementation

Directed multi-tiered client engagements in industrial & consumer goods industries

Manufacturing Management (1992-1994)

General Motors Corporation – Packard Electric Division

Automotive parts assembly management of a unionized workforce

Supervised daily production on manufacturing shop floor (90 union employees)

SERVICE

Faculty Service Award (awarded annually to a single faculty member)

Academic Director, OneMBA global executive program, Miami Business School

Department Coordinator for Undergraduate Strategy courses (21 sections, 7 instructors, 1158 students)

AACSB Assurance of Learning lead for Management & Entrepreneurship Dept. Strategy assessment plan

Kelley Direct Online MBA faculty member for in-residence, immersion programs

Dean's Taskforce on Diversity - appointed by the Executive Associate Dean for Academic Programs

Undergraduate Policy Committee and Academic Fairness Committee member

Kelley Office of Diversity Initiatives – Instructor, Junior Executive Institute for minority students

KPMG PhD Project Annual Conference for prospective underrepresented minority doctoral students

Ad hoc Reviewer:

Strategic Management Journal, Journal of Business Venturing, and Journal of Strategy & Management

Academy of Management – Reviewer, Session Chair, Panelist (BPS, OMT), and Invited Facilitator for Cross-Divisional Session: “New Perspectives on Competitive Interaction”

Strategic Management Society – Reviewer; Competitive and Global Strategy IG member

National Junior Tennis League of Indianapolis – Board of Directors

Habitat for Humanity of Monroe County – Board of Directors

Volunteer Athlete:

- Tour de Cure Indianapolis – biked 65k; raised \$1,917 in support of Am Diabetes Assoc.
- Hoosier Outrun Cancer 5k Run – in support of the Olcott Cancer Center
- IU Mini Marathon & 5K Run – in support of current students who are survivors of cancer
- National AIDS Marathon – ran full marathon; raised \$3,021 to support people living with AIDS

RESEARCH ACTIVITY

Best Published Research Article, *Organization Management Journal*

[Major, D.L., Smith, K.G., Grimm, C., Maggitti, P., & Derfus, P. “Reflexive and selective competitive behaviors: Inertia, imitation and inter-firm rivalry.” 13. 72-88. 10.1080/15416518.2016.1179564](#)

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- 2018 Major, David. “A national innovation infrastructure as catalyst for domestic business growth” *Strategic Management Society*, Sao Paulo
- 2014 Major, David. “Leadership effects on the quality of competitive response” *Strategic Management Society*, Madrid
- 2014 Major, D.L., Smith, K.G., Grimm, C., & Maggitti, P. “Reflexive and selective competitive behaviors: Inertia, imitation and inter-firm rivalry” *European Association of Management*, Valencia
- 2013 Major, D.L., Waguespack, D., & Gupta, A. “Vicarious learning and the globalization of venture capital”, *Strategic Management Society*, Atlanta
- 2013 Major, David. “Towards a framework for domestic business creation in transition environments – The National entrepreneurship infrastructure” *Academy of International Business*, Istanbul
- 2013 Major, D.L., Waguespack, D., & Gupta, A. “Vicarious learning and the globalization of venture capital” *Academy of International Business*, Istanbul
- 2012 Major, D.L., Smith, K.G., Grimm, C., Maggitti, P., & Derfus, P. “The socio-cognitive drivers of competitive activity and inter-firm rivalry” *Strategic Management Society*, Prague
- 2012 Major, David. “The National entrepreneurship infrastructure as catalyst for domestic business creation in transition environments” *Strategic Management Society*, Prague
- 2012 Major, D.L., Smith, K.G., Grimm, C., Maggitti, P., & Derfus, P. “Reflexive and selective competitive behaviors - Experience, imitation, and inter-firm rivalry” *Academy of Management*, Boston
- 2011 Major, D.L., Livengood, R.S., Waguespack, D., & Gupta, A. “Vicarious learning in the globalization of venture capital” *Academy of Management OMT Junior Faculty Consortium*, San Antonio
- 2011 Major, David. “The national entrepreneurial infrastructure as catalyst to domestic business creation” Best Paper Finalist, *Strategic Management Society Special Conference on Latin America*, Rio
- 2011 Major, David. “Global competitiveness of nascent technology firms in emerging nations” *Strategic Management Society Special Conference on Latin America*, Rio
- 2010 Livengood, R.S., Major, D.L., & Gupta, A. “Who Moved My Venture? The Impact of Accidental Diversification and Globalization on the Behavior of Venture Capital Firms” *Strategic Management Society*, Rome
- 2010 Major, D.L., Livengood, R.S., Waguespack, D., & Gupta, A. “Vicarious experience and venture capital globalization” *West Coast Research Symposium on Tech Entrepreneurship*, Eugene, OR
- 2009 Major, D.L., Smith, K.G., Grimm, C., Maggitti, P., & Derfus, P. “Reflexive and selective organizational learning” *Academy of Management*, Chicago
- 2009 Major, D.L., Smith, K.G., & Grimm, C. “The interactive effects of firm resources and actions on performance” *Strategic Management Society*, Washington
- 2009 Major, D.L., Smith, K.G., & Grimm, C. “How firm resources and actions impact firm performance – A mediated relationship.” *Israel Strategy Conference*, Be'er Sheva
- 2009 Major, D.L., Smith, K.G., & Grimm, C. “How firm resources and actions impact firm performance – A mediated relationship” *Strategic Management Society*, Washington

- 2008 Major, D.L., Livengood, R.S., Waguespack, D., & Gupta, A. “Learning to Globalize: Inter-organizational knowledge transfer on venture capital globalization” *Strategic Management Society*, Cologne
- 2007 Major, David. “Dampening Rival Actions: The moderating role of experience in dynamic competition” *Academy of Management*, Philadelphia
- 2007 Major, David. “Leading the firm's response: Effects of leadership types in dynamic competition” *Academy of Management*, Philadelphia
- 2007 Major, D.L., Livengood, R.S., Waguespack, D., & Gupta, A. “Learning from syndicate partners in cross-border venture investments” *Smith School Entrepreneurship Research Conference*, College Park
- 2007 Major, David. “Prior experience as a moderator of rivalry: Firm learning through dynamic competition” *Strategic Management Society*, San Diego