Jamie Michelle McIlwaine

EDUCATION

D.B.A., Marketing, Nova Southeastern University, 2010

Dissertation: An examination of belief and attitude based reputation and its impact on behavioral consequences

M.B.A., Marketing Concentration, Palm Beach Atlantic University, 1999

B.S., Public Relations Major, Fine Arts Minor, Cum Laude, Florida State University, 1993

ACADEMIC EXPERIENCE

Fermanian School of Business, Point Loma Nazarene University, Point Loma, CA

2013 – present Associate Dean of Graduate Business Education

- · Growth and curricula development of MBA program
- · Integration of marketing, admissions, financial aid, administration and alumni affairs
- · Faculty recruiting, development, mentoring and scheduling
- · Interview, advise and mentor students
- · Develop, place and track assessment standards

Courses taught: Marketing Management (MBA, face to face and online)

Field Experience (MBA)

Corporate Social Responsibility (MBA, face to face and online)

Consumer Behavior International Marketing

College of Business, Anderson University, Anderson, SC

2011 – 2013 Associate Professor of Marketing

Courses taught: International Marketing Marketing Management (MBA)

Consumer Behavior Nonprofit Marketing
Sales Management Investigating Business

Enactus (formerly SIFE) Freshman Year Experience (FYE)

Rinker School of Business, Palm Beach Atlantic University, West Palm Beach, FL

2002 – 2011 Assistant Professor of Marketing

Courses taught: Principles of Marketing Integrated Marketing Communications

Students in Free Enterprise Sales Management Lifework Planning Internship Seminar

International Marketing Entrepreneurial Marketing Management

Consumer Behavior Marketing Management

Nonprofit Management (MBA) Marketing Management (MBA)

2005 – 2011 Undergraduate Chair

Oversight of the undergraduate program including course development, new

programs, assessment, and course scheduling.

2008 Interim Internship Director

Facilitated the internship program by working with students and employers to

identify relevant opportunities for business majors.

2006 – 2007 Interim Dean Management Team

Oversight responsibility for the following Dean activities:

IACBE accreditation; Rinker School of Business Advisory Board; fundraising and grant writing; external communications; scholarships and student financial planning; adjunct faculty; new faculty hires; and annual faculty evaluations.

Palm Beach Community College, Palm Beach Gardens, FL

Adjunct Professor, Principles of Marketing, 2000 - 2002

PROFESSIONAL EXPERIENCE

Director of Corporate & Foundation Relations, 2001 - 2002

Palm Beach Atlantic University, West Palm Beach, FL

- · Established and maintained relationships with local and national foundations and corporations
- · Program development, evaluations and grant writing in conjunction with faculty and staff
- · Responsible for more than \$500,000 in contributions and grant programs

Marketing Director, 1998 - 2001

Armory Art Center, West Palm Beach, FL

- · Responsible for marketing, public relations and membership for this nonprofit visual arts school
- · Management of editorial and paid placements in local, regional and national publications
- · Creative direction of a million-dollar, donor-sponsored advertising campaign
- · Led membership growth at an annual 15% increase
- · Creation of the first strategic corporate sponsorship campaign
- · Established a volunteer program resulting in more than 1,500 volunteer hours

Marketing Manager, 1995 - 1998

Armellini Industries, Inc., Palm City, FL

- · Directed all internal and external marketing for this multi-national transportation company
- · Development of a new corporate image and mission to drive the internal and external marketing
- · Redeveloped and structured the corporate giving plan for strategic marketing value

Account Executive, 1994 - 1995

A.E. Sloan & Associates, North Palm Beach, FL

· Responsible for managing all aspects of client accounts at this marketing and PR agency including news releases, media kits, trade shows, special events and promotions

Communications Director, 1993 - 1994

Palm Beach Civic Association, Palm Beach, FL

· Responsible for all internal and external communication needs

HONORS/ACHIEVEMENTS

The Michael Boles Excellence in Teaching Award for 2012, Anderson University

Palm Beach Atlantic University Students in Free Enterprise 2005, 2006, 2008, 2010 Regional Championship Team 2005, 2008 National Championship Competition 2nd Runner-Up First Round

American Marketing Association Foundation, Kotler Travel Grant to attend the 2007 AMA Nonprofit Marketing Conference

The Association for Women in Communications 1999 Rising Star Award 1995, 1998 President's Award 1998 Founded the Treasure Coast Chapter

FELLOWSHIPS

Free Market Forum Fellow, Hillsdale College, San Diego, CA, November 14 – 16, 2013

2012 – 2013 Sam Walton Free Enterprise Fellow, Students in Free Enterprise Anderson University

Free Market Forum Fellow, Hillsdale College, Houston, Texas, October 4 – 6, 2012

2004 – 2010 Sam Walton Free Enterprise Fellow, Students in Free Enterprise Palm Beach Atlantic University

2004 Society for Marketing Advances Doctoral Consortium Fellow

PEER-REVIEWED CONFERENCE PRESENTATIONS & PUBLICATIONS

"Embedding Brand Identity into an MBA Program," Christian Business Faculty Association Conference and Proceedings, San Diego, CA, October 19-21, 2017, with D. Bothe.

"Embedding Innovation: PCI Innovation Case Study," United States Association for Small Business and Entrepreneurship Annual Conference Presentation and Proceedings, San Diego, CA, January 8 – 11, 2016, with R. Schober.

"A Closer Look at the Role of Warmth and Competence in Consumer Relationships with a Higher Education Brand," Consumer Brand Relationships 2013 Conference, Boston, MA, May 15 – 17, 2013.

"Brand Reputation Building at Universities: Students Attitudes, Beliefs and Intention to Enroll," Consumer Brand Relationships Conference, Boston, MA, June 4-6, 2012.

"Examining Belief and Attitude-Based University Reputation and its Impact on Behavioral Consequences," 2010 Hawaii International Conference on Business, Honolulu, Hawaii, May 27-30, 2010.

"Operationalizing the C4 Model of Student Transformation," IACBE Annual Conference, Newport, Rhode Island, March 24-26, 2010, with Smith, D. and Kloba, J.

"Assessing the Impact of University Reputation on Stakeholder Intentions," *Journal of General Management*, Volume 35, No. 1, Autumn 2009, with Abratt, R.

"An Examination of the Impact of University Reputation on Stakeholder's Behavioral Consequences," Academy of Marketing Science 2009 Annual Conference, Baltimore, MD, May 20-23, 2009.

"An Analysis of Customer-Based University Reputation and Reputational Consequences." Developments in Marketing Science" *Proceedings of the Annual Conference of the Academy of Marketing Science,* Vancouver, BC, Canada. May 28-31, 2008. Editor: Leroy Robinson Jr. Volume XXXI.

"An Examination of the Antecedents and Consequences of University Reputation," Corporate Identity/Associations Research Group, 5th International Conference, Simon Fraser University, Vancouver, Canada, May 26-28, 2008.

"A Model of University Reputation and Student Choice," Decision Sciences: Making It Happen. *Proceedings* of the 1st International Conference of the American Institute of Higher Education, Orlando, FL, April 3-5, 2008. Volume 1, Number 1.

"2007 AMA Nonprofit Marketing Conference, July 9-11, 2007, Washington, D.C.," Proprietary Report published by American Marketing Association Foundation, with L. Papania and N. Santos.

"Exploring the Costs of Material Possession Attachment." *Conference proceedings of the 2007 Academy of Marketing Science Annual Conference*, Coral Gables, FL, May 23-27, 2007.

"Rybovich: Capitalizing on Synergy." *Conference Proceedings of the 2006 Society for Marketing Advances Annual Conference*, Nashville, TN, November 1-5, 2006, with M. Miller and Z. Muha.

"Bill Yeargin: A Transformational Leadership Case Study." *Conference Proceedings of the 2006 Southern Management Association*, Clearwater Beach, FL, October 25-28, 2006, with M. Miller and Z. Muha.

"Benetton – Crossing Cultural Borders to Build a Brand." *Conference Proceedings of the 2005 Society for Marketing Advances Annual Conference*, San Antonio, TX, November 2 – 5, 2005.

ACADEMIC SERVICE

Point Loma Nazarene University

2012 - present Delta Mu Delta Founder and Advisor

2012 – present MBA Committee Chair

2013 – present Graduate Directors Program Committee

2013 – present MBA Scholarship Committee

2013 - present Assessment Committee

2013 – 2014 Marketing Faculty Search Committee

2014 – 2015 Marketing Faculty Search Committee

2014 – 2015 Performance Improvement Plan Committee

2014 – 2016 FSB Leadership Team

2015 – 2016 Faculty Professional Development Committee

- 2015 present Spiritual Life Committee
- 2016 present Title IX Committee
- 2016 2017 Management Faculty Search Committee
- 2016 2017 Marketing Faculty Search Committee

United States Association for Small Business and Entrepreneurship

2016 Conference Committee, Roundtable Chair

Anderson University

- 2013 Excellence in Teaching Committee
- 2013 College of Business Spring Business Advisory Board Meeting Leader
- 2011 2013 MBA Committee; MBA Branding Task Force
- 2011 2013 Delta Mu Delta Founding Faculty Advisor
- 2012 United Way Campaign Co-Chair (30% Increase)
- 2012 Human Resources Management Faculty Search Committee
- 2012 Healthcare Management Search Committee

Palm Beach Atlantic University

- 2011 Chair, Rinker School of Business Dean Search Committee
- 2010 Quality Initiative Student & Faculty Grant Reviewer
- 2010 Co-Chair, Undergraduate Program Committee
- 2003 2010 Rinker School of Business Scholarship Committee Chair
- 2009 Undergraduate Program Committee
- 2009 Developed IACBE Accreditation Action Plan
- 2009 University Council for Assessment and Planning (UCAP)
- 2008 2009 Committee for The Council of Independent Colleges, Vocation in Undergraduate Education: Extending the Theological Exploration of Vocation Conference, funded by the Lilly Endowment
- 2008 Enrollment Management Team
- 2008 IRB Review Committee
- 2008 Student Advising & myPBA Overview Presentation, Faculty Development Workshop
- 2005 2008 Ethics & Character Lecture Series Committee
- 2007 Student Leadership Retreat, Small Group Facilitator
- 2007 University Council for Assessment and Planning (UCAP), Vice-Chair, Planning Committee
- 2006-2007 Rinker School of Business Dean Search Committee
- 2005 Global Economic Outlook Committee
- 2004 Advising Task Force
- 2004 IACBE Accreditation Committee
- 2004 Faith Integration Committee
- 2003 Curriculum Review Committee
- 2003 Workship Task Force
- 1999 2000 Rinker MBA Association, Editor, Business Talk

Southern Management Association Annual Conference, Discussant: Strategic Management & Entrepreneurship Track, October 25-28, 2006, Clearwater Beach, FL

Society for Marketing Advances Annual Conference, Session Chair: Cases on the Power of Entrepreneurial Spirit, Nov. 2-5, 2005, San Antonio, TX

REVIEWING & JUDGING ACTIVITIES

Doctoral Dissertation Examiner. Von W. Clement, University of Liverpool, "A critical evaluation of corporate social performance in the Nigerian oil and gas industry and sustainable community development: A survey of community stakeholders' perspective in Bayelsia State, Nigeria," December 2017.

United States Association of Small Business and Entrepreneurship 2017 Annual Conference, January 19 – 22, 2017, Philadelphia, PA. Experiential Exercise and Competitive Papers Track Reviewer

3rd International Consumer Brand Relationship Conference, September 26 – 28, 2013, Rollins College, Winter Park, FL, Reviewer

Consumer Brand Relationships 2013, May 15 – 17, 2013, Boston, MA, Reviewer

Anderson University Presidential Fellows Scholarship Judge, January 2013

Journal of Marketing Management, Manuscript Reviewer 2011 – 2013

Reviewer for Promotion and Tenure of Hamed Shamma in the School of Business of the American University in Cairo June 2012

YEScarolina Youth Entrepreneurship South Carolina, Dan Cooper Biz-Camp, 2011 Business Plan Competition Judge

Palm Beach Atlantic University, Quality Initiative Student and Faculty Grant Reviewer, November 2010

Society for Marketing Advances, 2006 Annual Conference Reviewer

Southern Management Association, 2006 Annual Conference Reviewer

Academy of Marketing Science, 2006 Annual Conference Reviewer

Palm Beach County Cultural Council, Cultural Grant Review Panelist 2003-2006

Marketing Management Association, Spring 2005 Conference Reviewer

The Association for Women in Communications
National Judge 2001 – 2002 Clarion Awards
Pittsburgh Chapter Judge 2001 – 2002 Clarion Awards

Pathfinder's Scholarships Judge, Communications Students 2000-2001

GRANTS/AWARDS

\$2,650 Council for Christian Colleges and Universities 2013 Mini-Grant Program on Free Market Economics: Scholarship, Teaching and Practice for "Anderson University Enactus Replication of Women and Children Succeeding (WACS) Program"

\$1,050 Faculty Development Grant and Student Research Initiative Course Spring 2013 for "Understanding the Spiritual Involvement of College Students"

\$1,600 Palm Beach Atlantic University 2010 Quality Initiative Grant for "Operationalizing the C4 Model of Student Transformation"

\$3,000 Palm Beach Atlantic University 2010 Quality Initiative Grant for "Cross Cultural Servant Leadership in Business"

\$3,200 from American Express Foundation to attend the 2010 American Humanics Annual Conference

\$3,500 Enterprise Foundation 2009 for Green Initiatives at Palm Beach Atlantic University

\$2,500 Palm Beach Atlantic University 2009 Quality Initiative Grant for "Curriculum Development for Market Economics: Walking on Wall Street"

\$2,430 Palm Beach Atlantic University 2007 Quality Initiative Grant for "Exploring the costs of material possession attachment"

\$1,080 Palm Beach Atlantic University 2007 Quality Initiative Grant for "The impact of internet social networks on relationships"

\$8,750 in donor funding for Students in Free Enterprise 2006

\$2,060 Palm Beach Atlantic University 2006 Student Research Grant for students in Selected Topics in Business

\$2,330 Palm Beach Atlantic University 2006 Student Research Grant for students in Integrated Marketing Communications

\$12,000 in donor funding for Students in Free Enterprise 2005

\$900 Palm Beach Atlantic University 2005 Student Research Grant for students in Integrated Marketing Communications

\$400,000 Einstein Foundation for the Warren Library (2004)

CONSULTING, PROFESSIONAL PRESENTATIONS & ARTICLES

Gale's Encyclopedia of Major Marketing Strategies (2013) "Coca-Cola: Santa's Forgotten Letters"

Alzheimer's Community Care

Strategic Plan Development 2009 - 2011 & 2012 - 2015

Board Retreat Facilitator 2008 & 2011

"Strategic Marketing for Nonprofits: Alzheimer's Community Care" presentation March 2006

Nonprofits First 2010 Go Build Consultant in Strategic Planning, Board Development & Marketing Higher Learning Foundation

PHAT - Positive Habitat Aspiring Teens

Hands Together Palm Beach County

"Building Connections: Integrating Social Media with your Marketing Strategy" presentation June 24, 2010 at Nonprofits First

"Strategic Marketing for Nonprofit Organizations" presentation at 2010 Florida Nonprofit Conference

Florida State University, Center for Information, Training, and Evaluation Services 2007 – 2008 Validation of the Florida Teacher Certification Exam for marketing

"Strategic Marketing for Nonprofits" presentation at the 2007 Academy for Nonprofit Excellence

Center for Nonprofit Excellence & United Way of Palm Beach County 2006 – 2007

Development and implementation of core training modules, training materials, and workshops for 12 United Way agencies

Nonprofit Resource Institute 2006

"Strategic Marketing for Nonprofits: Stigmatized & Marginalized Populations" presentation "Strategic Marketing for Nonprofits" presentation

United Way of Palm Beach County 2003 – 2005

Two-year management audit and program evaluation of the seven funded programs within the "Providing Food, Shelter, Emergency Services" impact area

Management audit and program evaluation of the grantees for the developmentally disabled

STUDENT-LED RESEARCH & CONSULTING PROJECTS

Summer 2018 MBA Field Experience Projects: *Nuvasive* Go-to-Market strategy for a Consumer Application; *San Diego Blood Bank* Blood Drive Campaign Strategy; *Moniker* Employee Engagement Plan; *SoCal PPE* Financial Analysis and Company Valuation; *Weir Construction* Hiring Guide and Strategy; *OrganikSEO* Market Research and Industry Niche Recommendations

Spring 2017 MBA Field Experience Projects: *Raintree Investments* Private Sports Club Conversion Plan; *Elevator Company* Go-To-Market Playbook; *Project Concern International* AfriScout Business Plan; *Moniker* Social Club Plan; *Lennd* Study of San Diego Meeting Venues; *Akili Capital* Online Philanthropy Template

Spring 2016 MBA Field Experience Projects: *Akili Capital* Feasibility Study; Manpower West Social Media Playbook; *Lennd* Market Research Study; *Raintree Investments* Strategic Marketing Research Report;

Spring; 2013: College Student Kingdom Building Study; Anderson University United Way Campaign; Montessori School of Anderson Marketing Challenge

Fall 2012: SYNNEX, Identifying Key Customer Trends; Investigating Business, Understanding Student Satisfaction; AU Admissions Office, Understanding and Improving Multicultural Recruiting; Carolina Pad, Online Buying Behavior; First Baptist Church, Understanding the Spiritual Involvement of College Students

Spring 2012: Marketing Plan for Anderson Interfaith Ministries

Fall 2011: SYNNEX, Customer Satisfaction at the Annual Customer Conference; Investigating Business, Improving Student Retention

PROFESSIONAL DEVELOPMENT

Canvas Extreme Course Make Over, Point Loma Nazarene University, Summer 2018

Faculty Writing Retreat, Point Loma Nazarene University, May 29-June 1, 2018

TNT with John Wu, Point Loma Nazarene University, Spring 2018

Team Based Learning Workshop, Point Loma Nazarene University, February 26, 2018

Association for Consumer Research, North America 2017 Conference, San Diego, CA, October 26 – 29, 2017

Evidence-Based Teaching and Learning, Lilly Conference, Anaheim, CA, February 23 – 26, 2017

ACBSP 2016 Region 7 Conference, Point Loma Nazarene University, San Diego, CA, October 19 – 21, 2016

Online Teaching Conference, San Diego, CA, June 16 – 17, 2016

Peer Evaluator Training, Point Loma Nazarene University, October 7, 2015

Stratx Marketing Simulation Training, Markstrat Certified Instructor, October 1 – 2, 2015, Boston, MA

TBL Faculty Training, Fermanian School of Business, September 21, 2015

TNT with Mike Dorrell Faculty Training, Point Loma Nazarene University, Fall 2015

Faculty Development Day, Point Loma Nazarene University, August 24, 2015

The Council of Independent Colleges, Workshops for Department and Division Chairs, "Balancing Multiple Priorities," San Diego, CA, June 2 – 4, 2015

Lead San Diego, IMPACT Class of 2015

National Association of Business Economics Policy Conference, "Hard Truths, Difficult Choices," Washington, DC, March 8 – 10, 2015

Course Design Academy, Point Loma Nazarene University, 2015

National Association of Business Economics, Annual Meeting, "Beyond the Business Cycle" Strategies for the Long Term," Chicago, IL, September 27 – 30, 2014

Graduate Level Writing – a book study of engaging ideas: The Professor's Guide, Faculty Learning Circle, Point Loma Nazarene University, 2014

San Diego American Marketing Association Cause Conference, University of San Diego, May 27 – 28, 2014

New Faculty Learning Community, Point Loma Nazarene University, Spring 2014

Latino iConnect, Digital Marketing Conference, Sony, San Diego, CA, February 26, 2014

Faculty-To-Faculty CANVAS Workshop, Point Loma Nazarene University, December 19, 2013

National Association of Business Economics, Annual Meeting, "Creative Destruction in Business and Economic Thinking," San Francisco, CA, September 7 – 10, 2013

Faculty Development & Scholarship Day, Point Loma Nazarene University, August 26, 2013

Advertising Women of New York, Advertising Career Conference, New York City, NY, November 16 – 17, 2012.

Anderson University "Moodle Discussions & Best Practices for Online Teaching/Learning" Wednesday, Dec. 19, 2012.

Center for Learning and Teaching Excellence, "A Learning-Centered Path: Best Practices in College Course Design", September 21, 2012.

Center for Learning and Teaching Excellence, "Postmodernity at AU: Will it Blend?", September 7, 2012

Center for Learning and Teaching Excellence, "Freeing Faculty to Flourish: the Truth about the Student Research Initiative", August 31, 2012.

Bakke Graduate University, eLearning Certification for eFaculty, July 2011.

Summer Faculty Colloquia "The Passionate Intellect" by Norman Klassen and Jens Zimmermann, August 5 – 6, 2010.

Florida Direct Marketing Association Marketing Summit, Fort Lauderdale, FL, May 20, 2010.

American Humanics Management/Leadership Institute, Phoenix, AZ, January 3-6, 2010.

Southern Region Fall Conference, International Assembly for Collegiate Business Education, Nova Southeastern University, Orlando, FL, September 24-25, 2009.

Summer Faculty Colloquia "Gladly Learn, Gladly Teach Living out one's calling in the twenty-first century academy" edited by John Marson Dunaway, August 2009.

6th International Conference of the Corporate Identity/Associations Research Group, Stony Brook University, Southampton, NY, May 23-25, 2009.

International Assembly for Collegiate Business Education, Annual Conference, Louisville, KY, April 1-3, 2009.

2009 Vocation in Undergraduate Education Conference, The Council of Independent Colleges, Indianapolis, IN, March 12-14, 2009.

Transformative Consumer Research: Inspiring Scholarship for Collective and Personal Well-Being, Tuck School of Business at Dartmouth, Hanover, NH, July 6 – 8, 2007

American Marketing Association Nonprofit Marketing Conference, Washington, D.C., July 9 – 11, 2007

The 48th Annual Clio Festival, South Beach, FL, May 13 – 16, 2007

International Assembly for Collegiate Business Education Annual Conference, Kansas City, KS, April 11 – 13, 2007

Midwest Materialism Conference 2, University of Illinois, Urbana-Champaign, March 23-24, 2007

Association for Consumer Research, Doctoral Symposium & North American Conference, Orlando, FL, September 28 – October 1, 2006

United States Conference on AIDS (scholarship recipient), Hollywood, FL, September 21 – 25

Society for Marketing Advances Annual Conference, St. Pete Beach, FL, November 2 – 6, 2004

American Marketing Association, Summer Marketing Educators' Conference, Boston, MA, August 6 – 9, 2004

Bentley College, Does Marketing Need Reform? Symposium, Boston, MA, August 9, 2004 National Conference on Philanthropy, Chicago, IL, May 2002

Blackbaud Donor Management Software Training, Charleston, NC, June 2000

PROFESSIONAL AFFILIATIONS

SDX, San Diego Ad Club and San Diego Marketing Association

United States Association of Small Business and Entrepreneurship

Delta Mu Delta, International Honor Society in Business

Sigma Beta Delta, International Honor Society in Business, Management and Administration

Christian Business Faculty Association

Academy of Marketing Science

American Marketing Association

The Association for Women in Communications

COMMUNITY SERVICE

2015 - 2017 Pacific Beach Homeless Coalition

2014 Leadership Action Team, Cygnet Theater, Strategic Development Plan

March 18, 2013, Anderson Interfaith Ministries, Women and Children Succeeding Life Skills Presentation

January 2013 Host Family for Children of the World International Children's Choir

2012 - 2013 Anderson Interfaith Ministries, Board of Directors, Marketing Committee

2009 – 2011 Palm Beach County Homeless Advisory Board Community Outreach & Public Awareness Committee

2009 - 2011 Sacred Heart School and Church Advisory Board

SunFest

2008 - 2010 Chairman, Public Relations Committee

1999 – 2002 Vice-Chairman, Juried Art Committee

1997 - 1998 Media Headquarters Supervisor

2003 – 2007 Armory Art Center Marketing Committee

2001 – 2004 City of West Palm Beach, Special Events Advisory Board

ArtiGras, Northern Palm Beaches Chamber of Commerce

2004 Juried Art Committee

2002 – 2003 Vice-Chairman, Juried Art Committee

2001 Vice-Chairman, Artists' Demonstration Area

1999 – 2000 Steering Committee, Youth Park

2002 Association of Fundraising Professionals, National Philanthropy Day Event Committee

Palm Beach Professional Chapter of The Association for Women in Communications

2000 President

1999 Vice President – Membership

1999 National Conference Committee Member

1995 – 1996 Public Relations Chairwoman

1994 - 1995 Treasurer

1997 – 1998 United Way of Martin County, FL, Loaned Executive and Citizen Review Panel

1997 – 1998 Big Brothers/Big Sisters, Martin County, FL, Big Sister

1998 The Leukemia Society, Team In Training Disney World Marathon