

**ALFRED J. HAGAN, PH.D.**

**PROFESSOR OF ECONOMICS AND INTERNATIONAL BUSINESS**

**I. COLLEGIATE AND PROFESSIONAL EDUCATION**

The University of Texas, Austin - Ph.D.  
1970

Major Area: International Business  
Minor Areas: Management, Anthropology

Indiana University, Bloomington – M.B.A.  
1964

Major Area: International Business

The University of Maine, Orono - B.Sc.  
1962

Major Area: Industrial Management

**II. TEACHING EXPERIENCE**

1983-Present  
Pepperdine University, School of Business and Management  
Professor, Economics and International Business

1982-1983  
California State University, Fullerton, CA  
Professor of Marketing and International Business

1980-1982  
American Graduate School of International Management (AGSIM),  
Glendale, AZ  
Associate Professor of World Business

1978-1980  
Pepperdine University, Malibu, CA  
Associate Professor of Marketing and International Business

1976-1978  
The University of Texas, Permian Basin, Odessa, TX  
Associate Professor of Marketing and Management

1970-1976  
Arizona State University, Tempe, AZ  
Assistant Professor of International Business

1969-1970

The University of Texas, Austin, TX  
Assistant Professor of International Business and Resources

1964-1969  
The University of Texas, Austin, TX  
Lecturer/T.A. in International Business and Resources

1962  
Indiana University, Bloomington, IN  
Lecturer in Management

### **III. ADMINISTRATIVE EXPERIENCE IN EDUCATION**

1982  
Director, AGSIM - Universidad de Guadalajara Exchange Program

1979  
Served as consultant to the Organization of American States in establishing an MBA program at the Universidad Autónoma de Querétaro, Querétaro, México. Developed the curriculum and trained faculty and administrators.

1974-1975  
Director, Arizona State University-Universidad Francisco Marroquin Exchange Program

1972-1976  
Member, Board of Directors, Institute for Latin American Studies, Arizona State University, Tempe, AZ

1970-1976  
Director of International Business Activities, College of Business, Arizona State University, Tempe, AZ

1962-1963  
Associate Director, Business Placement Bureau, College of Business, Indiana University, Bloomington, IN. Responsible for all contact with, and scheduling of, business recruiters for the College of Business.

### **IV. BUSINESS AND PROFESSIONAL EXPERIENCE**

1975-1993  
Owner/Manager, PIMCO, Tempe, AZ.

PIMCO is a real estate management company handling rentals and real estate construction in the greater Phoenix area.

1973

Served as consultant to the U.S. Bureau of Indian Affairs, directed and wrote a study of five Arizona Indian Reservations regarding their potential for industrial employment.

1972-1993

CEO, Eco Management, Inc. Tempe, AZ

An Arizona Corporation - holding company dealing in antiques, imports of Latin American handicrafts, publishing, and economic consulting -- specializing in assisting firms in establishing maquiladoras on the US-Mexico border.

1970-1993

Owner/Manager of several multifamily housing units in Tempe, AZ

1966-Present

Served as consultant to several Latin American governments in economic development projects.

1966-Present

Served as a consultant to several U.S. government agencies including the Department of State, Department of Commerce, Agency for International Development, and the United States Information Service.

## **V. MEMBERSHIP IN PROFESSIONAL AND HONOR SOCIETIES**

Academy of International Business

Business Association of Latin American Studies

Western Decision Sciences Institute

Western Economic Association

Alpha Kappa Psi

Sigma Iota Epsilon

Sophomore Honor Society, University of Maine, Orono

Senior Honor Society, President, University of Maine, Orono

## **VI. HONORS AND SPECIAL RECOGNITION**

Listed in:

National Directory of Latin Americanists, U.S. Library of Congress

Directory of Management Experts, Center for Advanced Studies in Management, Bowling Green, Kentucky

Who's Who in America, 46th Edition, US

Who's Who In The West, US

Who's Who in Advertising, US

Who's Who in International Business, UK

Who's Who: Men of Achievement, 14th Edition, UK

Research Fellow, Ford Foundation

Research Fellow, Organization of American States

Research Fellow, Rockefeller Foundation

## VII. PUBLICATIONS - ARTICLES

Hagan, A. J., Li, Eldon Y., & Rogers, J. C., (2000, April). "Marketing information systems in Fortune 500 companies: A descriptive study." Proceedings of the 29th Annual Meeting of the Western Decision Sciences Institute, Hawaii: 2000.

Hagan, A. J., Rogers, J. C. & Hagan, M. J., (1999, August). "A Decision Style Comparison of U.S. and Hungarian Managers: A Contribution of Globalization to a Culture of Peace." Proceedings of the 11th International Conference on Systems Research, Informatics and Cybernetics, Baden-Baden, Germany: The International Institute for Advanced Studies in Systems Research and Cybernetics. 1999.

Hagan, A. J., Rogers, J. C., & Hagan, M. J. (1998, August). "Marketing information systems in Fortune 500 firms: An update." Proceedings of the 10th International Conference on Systems Research, Informatics and Cybernetics, Baden-Baden, Germany: The International Institute for Advanced Studies in Systems Research and Cybernetics. 1998.

Hagan, A. J., Rogers, J. C., & Hagan, M. J. (1997, August). "Globalization and the road to peace: The case of Latin America." Proceedings of the 9th International Conference on Systems Research, Informatics and Cybernetics, Baden-Baden, Germany: The International Institute for Advanced Studies in Systems Research and Cybernetics. 1997.

Hagan, A.J., J.C. Rogers, and M.J. Hagan, "Information Technology: The Key To Growth In Higher Education." Proceedings of the 7th International Conference on Systems Research, Informatics and Cybernetics, Baden-Baden, Germany: The International Institute for Advanced Studies in Systems Research and Cybernetics. 1995. pp. 96-99.

Hagan, Alfred J., Edward Sanford, and Monica J. Smith, "Managing Educational Change in a Resource-Scarce Environment: An Alternative to Downsizing." Proceedings of the International Higher Education Strategic Management Conference, St. Andrews, Scotland: H+E Associates, Ltd. 1994.

Hagan, Alfred J., Private Sector Partnering in Traditional Public Sector Development Projects: The Central American Experience. Proceedings of the

Partnerships for Sustainable Growth and Development Conference, Cambridge, England: H+E Associates, Ltd. June, 1993.

Snow, Sheldon C., and Alfred J. Hagan, "International Partnership Arrangements: The Pepperdine Experience." Proceedings of the Partnerships for Sustainable Growth and Development Conference, Cambridge, England: H+E Associates, Ltd. June, 1993.

Hagan, Alfred J., Edward Sanford, Sheldon C. Snow, Terry W. Young, "Emerging Global Opportunities for Entrepreneurs." Proceedings of the IntEnt92 Conference, Dortmund, Germany: Universitat Dortmund, 1992.

Fojtik, Charles W., Alfred J. Hagan and Xavier Aguilar Milanes, "Computer Usage Among Mexican Executives." Proceedings of the Business Association of Latin American Studies, Notre Dame, IN: BALAS, 1992.

#### VIII. PUBLICATIONS - BOOKS AND CHAPTERS

Rivera, Juan and Alfred J. Hagan, Editors. Sustainable Economic Business Growth in Latin America. (Notre Dame, IN: College of Business Administration, University of Notre Dame, 1993.)

Hagan, Alfred J., Edward Sanford, Sheldon C. Snow, Terry Young, "Emerging Global Opportunities for Entrepreneurs." In: Klandt, Heinz, and Detlef Muller-Boling, Eds., Internationalizing Entrepreneurship Education and Training. (Koln-Dortmund, Germany: Fordwerkreis Grundungs-Forschung, 1993) pp. 58-63.

Alfred J. Hagan, "Devaluation," in: Frank N. Magill, Ed., Survey of Social Science: Economics. (Pasadena, CA: Salem Press, Inc., 1992) pp. 561-568.

Alfred J. Hagan, "Engel's Law and the Engel Curve" in: Frank N. Magill, Ed., Survey of Social Science: Economics. (Pasadena, CA: Salem Press, Inc., 1992) pp. 688-693.

Edward Sanford and Alfred J. Hagan, "Wealth: An Overview," in: Frank N. Magill, Ed., Survey of Social Science: Economics. (Pasadena, CA: Salem Press, Inc., 1992) pp. 2431-2435.

#### IX. PROFESSIONAL PRESENTATIONS

Hagan, Alfred J. "A Multicampus Approach to Executive Education in the USA." Presented to faculty and staff of Herriot-Watt University, Edinburgh, Scotland, while gathering information for the Global Committee of GSBM, August, 1997.

Co-authored a paper "U. S. Private Foreign Direct Investment in Latin America: Emerging Trends" (lead author) with Drs. Terry Young and Edward Sanford, for the Business Association for Latin American Studies meeting in

Rio de Janeiro, Brazil, April, 1997.

Presented the findings of the above research to faculty and graduate students of the Universidad de Ciencias Empresariales y Sociales de Buenos Aires, a private, business-supported university in Buenos Aires, Argentina, April, 1997.

Keynote Address at the Symposium on the Culture of Peace by the joint sponsors, The International Institute for Advanced Studies in Systems Research and Cybernetics and the United Nations Educational, Scientific and Cultural Organization, Baden-Baden, Germany, August, 1997.

Co-Panel Leader with Dr. Ann Feyerherm in the Strategic Partnerships in Northern and Southern Context Panel at the Western Academy of Management meeting in Guadalajara, Jalisco, Mexico, June, 1996.

Co-Panel Leader with Dr. Ann Feyerherm in the Strategic Partnerships in Northern and Southern Context Panel at the Western Academy of Management meeting in Guadalajara, Jalisco, Mexico, June, 1996.

Hagan, A.J., J.C. Rogers, and M.J. Hagan, "Information Technology: The Key To Growth In Higher Education." Presented to the 7th International Conference on Systems Research, Informatics and Cybernetics in Baden-Baden, Germany, August, 1995.

Hagan, Alfred J. "Managing Educational Change." Presented to the faculty and graduate students of the University of Sunderland, Sunderland, England, Summer, 1994.

Session Chairman, Consumer Behavior Session, Western Decision Sciences Institute, Maui, HI, Mar-Apr., 1994.

Program Chair, Business Association for Latin American Studies (BALAS): Malibu/San Pedro, CA, 1993.

Hagan, Alfred J., "Private Sector Partnering in Traditional Public Sector Development Projects: The Central American Experience." Presented to the faculty and graduate students of the University of Newcastle-upon-Tyne, Newcastle-Upon-Tyne, England, Summer, 1993.

Hagan, Alfred J. "International Partnership Arrangements: The Pepperdine University Experience." Presented to the faculty and graduate students of the University of Newcastle-upon-Tyne, Newcastle-Upon-Tyne, England, Summer, 1993.

Session Chairman, International Business Session, Business Association for Latin American Studies (BALAS): Mexico City, Mexico, 1992.

Hagan, Alfred J., "Emerging Global Opportunities for Entrepreneurs." Presented to the faculty and graduate students of the University of Newcastle-upon-Tyne, Newcastle-Upon-Tyne, England, Summer, 1992.

**X. PROFESSIONAL ACTIVITIES - MEETINGS AND CONFERENCES**

Session Chairman, Internet Shopping and Simulation, Decision Sciences Institute, 29<sup>th</sup> Annual Meeting, Las Vegas, November, 1998.

Discussant, Potpourri Session, Decision Sciences Institute, 29<sup>th</sup> Annual Meeting, Las Vegas, November, 1998.

Latin American Area Coordinator for the annual Western Decision Sciences Institute meeting in Hawaii, April, 1997.

Latin American Area Coordinator, Western Decision Sciences Institute, 1997.

Section Chair, Marketing Research, Western Decision Sciences Institute Annual Meeting, HI, Spring, 1994.

**XI. INSTITUTIONAL AND COMMUNITY SERVICE**

1997-99: President, Faculty Organization, Graziadio School of Business and Management, Pepperdine University, Culver City, CA

1996-97: Vice President, Faculty Organization, Graziadio School of Business and Management, Pepperdine University, Culver City, CA

1995-98: Member, Project Corazon. A Christ Church (Episcopal) volunteer group that builds houses each year in the Otai Mesa community of Tijuana, Mexico.

1995-98: Member, Long Range Planning Committee, Christ Church (Episcopal), Redondo Beach, CA.

1995-98: Member, Financial Committee, Christ Church (Episcopal), Redondo Beach, CA.

1982-1993: Member, Canterbury Men's Club, Church of the Epiphany (Episcopal), Mesa, AZ.