

Gregory Scott Winter
gswinter@alcorn.edu

EMPLOYMENT

Alcorn State University
Associate Professor
August 2014- present

July 2010- 2014
Professor
American University of Afghanistan

MBA Coordinator 2012- 2013

Business and Economics Department Head 2012-2014

August 2007- 2010
Associate Professor of Management
Saint Leo University

August 2000- August 2007
Associate Professor of Management
Barry University
Andreas School of Business

August 1997- August 2000
Assistant Professor of Strategic Management
Oklahoma City University
Meinders School of Business

August 1996- May 1997
Assistant Professor of Management
St. Bonaventure University
School of Business

EDUCATION

University of Illinois, Urbana-Champaign, IL
Ph.D., Strategic Management, 1999
Minor, International Business
Dissertation Title: Specifying and Understanding the Dimensions of Core Competencies in the Ethical Pharmaceutical Industry.

Wharton School, University of Pennsylvania, Philadelphia, PA

M.B.A., Finance, 1986

University of Florida, Gainesville, FL
B.S.B.A., Finance and Economics, 1980

ACADEMIC HONORS

Graduate College Fellowship, University of Illinois at Urbana-Champaign, 1992 and 1995.

Business Policy Doctoral Consortium, 1995 Academy of Management Meetings, Vancouver, B.C.

PUBLICATIONS

Winter, Gregory (1997). Developing core competencies through the entrance of advanced national markets. Journal of International Business & Entrepreneurship, vol 5:1.

Winter, Gregory and Rarick, Charles (2002) Canada Timber: Logging Time with the Japanese. Journal of the International Academy for Case Studies, vol 7:1

Rarick, Charles and Winter, Gregory (2002) From Russia with love: Update.com and the cyber mail-order bride industry. Journal of the International Academy for Case Studies, vol 7:2

Winter, Gregory, McIntosh, John and May, David (2003) Survival in the Korean Furniture Industry: Value-chain Networking. Journal of Managerial Issues, vol 15:4.

Alli Ali, Winter Gregory and May David (2007) Globalization: Its Effects. International Business & Economics Research Journal, vol 6:1

Pruett, M and Winter, G (2011) Why do Entrepreneurs Enter Franchising and Other Share Relationships? Journal of Small Business and Entrepreneurship, 24(4), 567-581

Rarick C, Winter G., Falk G., Nickerson I., Falk, G., and Barczyk, C. (2013) .Afghanistan's Younger, Elite, and Educated Population: A Cultural Assessment and Possible Implications for the Economic and Political Future of the Country Global Journal of Management and Business Research. 13(4)

Rarick, C., Winter G., Nickerson, I., Falk, G., Barczyk, C., and Asea, P. (2013) An Investigation of Ugandan Cultural Models and Implications for Managerial Behavior. Global Journal of Management and Business Research. 13(9)

Rarick, C., Winter G, Barczyk C., Merkt E., (2014) Iraqi and Kurdish Cultural Values in the Semi-autonomous State of Kurdistan. Global Journal of Management and Business Research,

14-3

Rarick, C, Winter,G, Barczyk, C, Pruett, M, Angariwan, A, Nickerson, I.(2014) Mongolia: A Cultural Portrait Using The the Hofstede 5-D Model. Global Journal of Management and Business Research. 14(9)

CONFERENCE PROCEEDINGS

Winter, Gregory, Korukonda, Appa, *Role of Biological Analogies in Organization Studies*. Proceedings of the 2005 Academy of Business and Administrative Sciences Annual Meetings, July 19-20, Quebec, Canada.

Rarick, Charles A., Nickerson Inge and Winter, Gregory S. *Major League Baseball's Global Expansion: Is Baseball in MLB's Future?* Proceedings of the Allied Academies 2005 Conference, vol 12:1.

Rarick, Charles and Winter, Gregory. Polska Pipe Works: Managing an IJV in the Transitional Economy of Poland. Proceedings of the 6th International Conference on Global and Economic Development, November 7-9, 2001, Bratislava, Slovak Republic.

Winter, Gregory. The Effect of Including Cash with Questionnaires: Respondent Guilt? Proceedings of the 2001 Academy of Business and Administrative Sciences Annual Meetings, July 23-25 2001, Brussels, Belgium.

Winter, Gregory. Maintaining Core Competencies in Turbulent Environments. Proceedings of the 2000 Academy of Business and Administrative Sciences Annual Meetings, July 10-13 2000, Prague, Czech Republic.

Winter, Gregory. Core competencies and transaction costs: A complexity theory description. Proceedings of the 2000 Southwest Academy of Management Annual Meetings, March 15-18 2000, San Antonio TX.

Alli, Ali, Winter, Gregory, and May, David. Globalization: It=s effects. Proceedings of the 2000 American Society of Business and Behavioral Sciences Annual Meetings, February 17-21 2000, Las Vegas NV.

Ramanathan, Kannan, and Winter, Gregory. Institutional frameworks for emerging economies, Proceedings of the 1999 Academy of Business and Administrative Sciences Annual Meetings, July 12-14 1999, Barcelona Spain.

Walters, Bruce, and Winter, Gregory. Environmental scanning in developed and developing economies, Proceedings of the 1999 Academy of Business and Administrative Sciences Annual Meetings, July 12-14 1999, Barcelona Spain.

Winter, Gregory . Managing core competencies in a volatile exchange rate environment. Proceedings of the 1998 Academy of Business and Administrative Sciences Annual Meetings, July 13-15 1998, Budapest Hungary.

Winter, Gregory, and McIntosh, John. Conceptualizing core competencies in the context of the manufacturing enterprise. Proceedings of the 1995 Southern Management Association Annual Meetings, November 8-11, Orlando Fl.

PRESENTATIONS

Rarick, Charles and Winter, Gregory. Cross-cultural Adaptability of OD interventions. 24th OD World Congress, July 12-17, 2004. Vilnius Lithuania.

Winter, Gregory. Baharain: A Business Overview. Academy of Business and Administrative Sciences. July 16-18, 2004. Tallin Estonia.

Winter, Gregory and Korukonda, Appa. An examination of the business ethics dialectic for practitioners and teachers of organizational science. 20th Organization of the Developing World Congress, July 17-22 2000. Goa, India.

Winter, Gregory and Korukonda, Appa. Coevolution of firm and industry boundaries: The case of regeneration, reinvention, and mutual adaptation across levels of analysis. Proceedings of the 2000 Conference on Multiorganizational Partnerships and Cooperative Strategy, July 6-8 2000, Leuven, Belgium.

Fitzgerald, Patrick, Winter, Gregory, and Walters, Bruce. Beyond Coercion: Constructing the business ethics dialectic- Implications for teaching business ethics. Proceedings of the 1999 Annual Christian Business Faculty Association Annual Meetings, October 21-24 1999, Dallas TX.

Mahoney, Joseph, and Winter, Gregory. In what ways may a firm influence the evolution of industry boundaries? Presented at the 1996 Strategic Management Society Annual Meetings, November 1996, Phoenix, AZ.

Sudharshan, D., Thomas, Howard, and Winter, Gregory. Defining and managing core competencies in the pharmaceutical industry. Presented at the 1993 Strategic Management Society Annual Meetings, September 1993, Chicago,

SERVICE

School of Business Committees

Curriculum Committee (2000-2003)

Electronic Commerce Committee (2000-2001)

Graduate Programs Committee (2004-2005)
Taught Freshmen Orientation (2000-2001)

University Committees

SACS accreditation (2000-2001)
Student Grade Appeals (2001-2002)
University Benefits Committee (2004-2005)

Senate

Senate President (2011-2012)
Communiqué Committee (2000-2003)
Senator (2003-2006)(2010-2011)
Faculty Welfare Committee Co-Chair (2003-2006)

Professional

Member Academy of Management
Member Strategic Management Society

Community

Member South Broward Community Council (2001-2004)

CONFERENCE ORGANIZER

Academy of Business and Administrative Sciences Annual Meetings, July 18-19, 2005 Quebec, Canada

Academy of Business and Administrative Sciences Annual Meetings, July 16-18, 2004, Tallin Estonia

Academy of Business and Administrative Sciences Annual Meetings, July 22-24, 2003, Brussels Belgium

Academy of Business and Administrative Sciences Annual Meetings, July 6-8 2002, San Jose Costa Rica.

Academy of Business and Administrative Sciences Annual Meetings, July 23-25 2001, Brussels Belgium.

Academy of Business and Administrative Sciences Annual Meetings, July 10-13 2000, Prague Czech Republic.

Academy of Business and Administrative Sciences Annual Meetings, July 12-14 1999, Barcelona Spain.

Academy of Business and Administrative Sciences Annual Meetings, July 13-15 1998,
Budapest Hungary.

SESSION CHAIR

Academy of Business and Administrative Sciences Annual Meetings, July 2001, Brussels
Belgium.

Academy of Business and Administrative Sciences Annual Meetings, July 1999, Barcelona
Spain.

Business Policy and Strategy Track, 1995 Academy of Management Meetings, Vancouver, B.C.

OUTSTANDING REVIEWER

Business Policy and Strategy Track, 1997 Eastern Academy of Management Meetings, New
Brunswick N.J.

Business Policy and Strategy Track, 1995 Academy of Management Meetings, Vancouver, B.C.

PROFESSIONAL ORGANIZATIONS

Academy of Management

Strategic Management Society

Allied Academies

EDITORIAL REVIEW BOARD

International Journal of Entrepreneurship

Journal of the International Academy for Case Studies

Journal of Managerial Issues

NON-ACADEMIC WORK EXPERIENCE

Financial Markets, 1986-1991

Experience includes: a) Analysis of fixed income portfolios; b) Registered options trader; c)

Analysis of mortgage backed securities.

United States Navy, 1980- 1984

Experience includes: a) Responsible for external communications and helicopter operations aboard a guided missile frigate; b) Responsible for amphibious and deck operations aboard an amphibious assault ship; c) Stood underway watches as Officer of the Deck.; d) Small boat officer; e) Held weapons release authority.