**VITA**

**DAVID W. ARNESEN**
**PROFESSOR**
**ALBERS SCHOOL OF BUSINESS**
**& ECONOMICS**
**SEATTLE UNIVERSITY**
**Office: (206) 296-5727**
**Fax: (206) 296-2083**
**Email: arnesen@seattleu.edu**

## *ADMINISTRATIVE RESPONSIBILITIES*

**Chair-Department of Management**-2001-04.
**Acting Dean**-2000-01.
**Chair-Department of Management**-1999-00.
**Director, International Business Programs**-1993-98.

## *SEATTLE UNIVERSITY TEACHING AWARDS/ENDOWED CHAIR*

**Seattle University Distinguished Teaching Award**-2007-SU Alumni Association
**Frank Shrontz Endowed Chair in Business Ethics**-1998-99.
**MBA Professor of the Year-7 times** (1995, 1994, 1993, 1992, 1991, 1990 & 1988).
**Undergraduate Business Professor of the Year-5 times** (1993, 1991, 1990, 1987 & 1986).
**Alpha Kappa Psi Undergraduate Teaching Award**-1998.
**ASBE Award for Teaching Excellence**-1991.

## *TEACHING AREAS OF EXPERTISE*

**Negotiations/International Business Negotiations** (graduate)
**International Business Ethics** (graduate)
**Competitive Strategy/Business Policy** (graduate MBA capstone course)
**International Business Policy & Strategy** (international MIB capstone course)
**International Business Law** (graduate and undergraduate)
**International Business** (graduate)
**Business Law/Legal Environment** (graduate and undergraduate)
**Real Estate Law** (graduate and undergraduate)
**Business Ethics** (graduate)
**Ethics of E-Commerce & Technology Management** (graduate)

## *INTERNATIONAL TEACHING EXPERIENCE*

***Visiting Professor Business Ethics***-Helsinki School of Economics Executive MBA Program/Poznan School of Banking, Poznan, Poland-2005, 2006, 2007, 2008. 2009 & 2010.

***Visiting Professor Negotiations Strategy***-Helsinki School of Economics Executive MBA Program/Seoul School of Integrated Sciences & Technologies, Seoul, Korea, 2008, 2009 & 2010.

***Visiting Lecturer***-Strategy, Business Plan Development & International Negotiations-United Arab Emirates Academy, Abu Dhabi, UAE, September 2007.

***France Study Tour***-1999, 2000, 2001, 2002, 2003-Developed and directed the Albers School of Business France Study Tour-taught International Business Ethics & Cultural Issues as the required study tour class. Established business visitations in France focusing on business ethics and cultural issues in an international context.

***Italy Study Tour***-2009, 1995-Albers School of Business & Economics program in Sansepolcro, Italy

***China Study Tour***-1996-Developed and directed the Albers School of Business China Study Tour to Hong Kong and Guangzhou, China. Established numerous business visitations in Hong Kong and China.

## *PUBLICATIONS IN REFEREED JOURNALS*

"Saving American Business: Changing the Culture of Corporate Leadership Beyond the Next Quarter's Profit" with William L. Weis, published in the *Journal of Business Leadership* (publisher-American National Business Hall of Fame) 2009.

"The Use of Training Groups (T-Groups) in Raising Self and Social Awareness and Enhancing Emotionally Intelligent Behaviors" with William L. Weis and Lisa Hanson, accepted for publication in the *Journal of Organizational Culture, Communications and Conflict,* May 20, 2009.

"When the Forces of Industry Conflict with the Public Health: A Free Market Malignancy" with William L. Weis, accepted for publication in the *Academy of Health Care Management Journal*, February 4, 2008.

"Because EQ Can't Be Told": Doing Something about Emotional Intelligence" with William L. Weis, accepted for publication in the *Journal of Organizational Culture, Communications and Conflict,* August 22, 2007.

"Developing An Effective Company Policy For Employee Internet and Email Use" with William L. Weis, accepted for publication in the *Journal of Organizational Culture, Communications and Conflict,* November 28, 2006.

"Weight Discrimination: The Next Workplace Brouhaha?" with William L. Weis, accepted for publication in the *Academy of Health Care Management Journal*, April 27, 2006.

"Student Study Tours: Impact on Tourism" with Toh and Fleenor, in *Tourism Analysis*, Volume 7, Numbers 3/4, 2003.

"Name, Rank, and Serial Number? The Dilemma of Reference Checks" with Fleenor and Blizinsky, published in *Business Horizons*, July 1998.

"The Ethical Dimensions of Frequent Flier Programs" with Toh and Fleenor, published in *Business Horizons*, January 1997.

"Cable Television-Will Federal Regulation Protect the Public Interest?" with Blizinsky, in the *American Business Law Journal*, Volume 32/4, 1995, published by the Academy of Legal Studies in Business/American Business Law Association.

"Alcohol Advertising v. The Constitution: What are the Limits of State Regulation?" published in the Marketing and Law Section of the *Journal of the Academy of Marketing Science*, 1995.

"Teaching Trade Agreements-An Integral Element to Incorporating an International Perspective to the Legal Environment" in the *Journal of Legal Studies Education*, Winter 1994, published by the Academy of Legal Studies in Business/American Business Law Association.

"Frequent Flier Games: The Problem of Employee Abuse" (with Toh and Fleenor), published in the *Academy of Management Executive*, February 1993.

## *BOOK REVIEW*

"Critical Thinking and Effective Expression" published in the *Journal of Legal Studies Education*, Fall 1991.

## *RESEARCH PRESENTATIONS AT ACADEMIC CONFERENCES*

"Rural Cluster Developments – Balancing the Needs of the Environment and Affordable Housing" with William L. Weis, presented at the Academy of Legal Studies/American Business Law Annual Conference, August 5, 2009.

"Legal and Business Challenges-Moving Korea Forward in the Next Decade" presented at the Pacific Northwest Academy of Legal Studies in Business Annual Conference, April 2009.

"Saving American Business: Changing the Culture of Corporate Leadership Beyond the Next Quarter's Profits" with William L. Weis, presented at the Allied Academies International Conference, October, 2008.

"The Use of Training Groups (T-Groups) in Raising Self and Social Awareness and Enhancing Emotionally Intelligent Behaviors" presented at the Allied Academies International Conference, October, 2008.

"The Influence of Spirituality on Business Leadership" presented at the American Society of Business and Behavioral Sciences Annual Conference, February, 2008

"Challenges in International Business Ethics-Applying Personal Values in the Global Environment" with William L. Weis, presented via the Internet Division for the Allied Academies International Conference, April, 2007.

"The Subprime Meltdown of the Real Estate Market-Lessons Lost From the Dot-Com Bust", with William L. Weis, presented at the Allied Academies International Conference, October, 2007.

"The Case of Reopening the Maquiladora Plant-Teaching an International Negotiation", with William L. Weis, presented at the Allied Academies International Conference, October, 2006.

"Outsourcing Customer Service-Can We Help You From Overseas?' at the American Society of Business and Behavioral Science Conference, February 26, 2005.

"Conducting International Negotiations: Understanding Cultural Differences to Reach Successful Agreements" presented at the Pacific Northwest Academy of Legal Studies in Business Annual Conference, April 2004.

"On-Line Privacy-Is More Protection Necessary" presented at the 2002 Pacific Southwest Academy of Legal Studies in Business/American Business Law Association Annual Conference, February 2002.

"Employee Internet Use-Corporate Policies & Legal Issues" presented at the 2001 Academy of Legal Studies in Business/American Business Law Association annual conference, August 2001. This research was funded as part of the Institute for Global e-Business and Innovation U.S. Department of Education Grant.

"Student Study Tours: Impact on Tourism" presented at the Pacific Northwest Academy of Legal Studies in Business Annual Conference, 2001.

"Cases in International Ethics: Expanding the Legal Environment" presented at the 1996 Pacific Northwest Academy of Legal Studies in Business/American Business Law Association Annual Conference.

"Developing a Patent Plan for the Small Business Entrepreneur" presented at the 1994 Conference and accepted for publication in the 1994 Annual Proceedings of the Pacific Northwest Business Law Association/Academy of Legal Studies in Business.

"The Ethical Dimensions of Airline Frequent Flier Programs" with Toh & Fleenor, presented at the Academy of Legal Studies in Business/American Business Law Association National Conference, August, 1994.

"Global Competition-The Case of Boeing v. Airbus" presented at the Western Decision Science Institute, March 1993.

"The Ethical Dilemma of Free Trade" presented at the National Conference of the Academy of Legal Studies in Business/American Business Law Association, August 1993.

"Structuring a North American Free Trade Agreement-Will a U.S., Canada, and Mexico Trade Treaty Work?" presented at the National Conference of the Academy of Legal Studies in Business/American Business Law Association, August 1992.

"Will American Business Be Able to Compete in the New Europe? " presented at the 1992 Conference and published in the 1992 Annual Proceedings of the Pacific Northwest Business Law Association/ Academy of Legal Studies in Business.

## *GRANTS/RESEARCH FELLOWSHIPS*

2009 Albers School of Business & Economics Summer Research Grant
2000 Institute for Global e-Business & Innovation Grant
2000 Seattle University Summer Faculty Fellowship

1994 Seattle University Summer Faculty Fellowship

## *MEDIA APPEARANCES*

Numerous television and radio appearances dealing with the business environment, international business, international relations, real estate and various legal issues.

## *EDUCATION*

Seattle University School of Law-Juris Doctorate-1977
University of Washington-Bachelor of Arts in Economics-1975
Honor Society in Economics-Omicron Delta Epsilon-1975
Yearly Academic Honors 1974-75

## *LEGAL MEMBERSHIPS*

Attorney at Law-Admitted to Practice 1978 to present-Washington State Bar Association.
Admitted to practice-Federal District Court-Western District, Washington, 1978.

## *ACADEMIC MEMERSHIPS*

President-Pacific Northwest Academy of Legal Studies in Business-2008, 2002 & 1996.
Member-American Business Law Association/Academy of Legal Studies in Business-1990 to present
Member-Pacific Northwest Region Academy of Legal Studies in Business-1990 to present
Fellow-Global Business Center-Albers School of Business & Economics
House of Delegates-Academy of Legal Studies in Business-2009

## *EDITORIAL*

Editorial Review Board-Journal of Legal, Ethical and Regulatory Issues
Article Reviewer-American Business Law Journal

## *COMMITTEE EXPERIENCE*

Major committee service has included:
Albers School Executive Committee
Albers School Personnel Committee
Albers Academic Rigor Task Force
Albers Strategic Planning Committee
Albers Teaching & Research Committee
Seattle University Academic Assembly
Seattle University Anti-Sweatshop Committee
Seattle University Copyright Committee
Department Rank & Tenure Committee
MBA Admissions Committee
Joint Degree JD/MBA Committee
Albers International Business Committee

## *BUSINESS PRESENTATIONS*

Numerous presentations to businesses, organizations and community groups. These have included seminars at Paccar, Boeing, Crowley Marine, the National Contract Management Association-Puget Sound Chapter, and CLEs (ethics seminars for attorneys) through the Washington Law Institute.