

## Daniel Michael Gropper

*David and Meredith Luck Professor and Associate Dean*

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### **Summary of key administrative and academic accomplishments:**

I have worked with many people across the College of Business and the University in progressively more responsible administrative positions since 1995, and together, some of the accomplishments we have brought about include:

- Enrollment growth: across all MBA options to over 400 total students in Fall 2009
- Revenue growth: Increase in annual funds flowing into the College from MBA programs from less than \$10,000 in 1995 to more than \$4 million in 2009
- Accreditation: Reaffirmation of accreditation by AACSB International in 2007 and in 1997, and reaccreditation by SACS in Spring 2004
- Fundraising: Co-authored a proposal that brought in a \$300,000 gift for College of Business activities. Increased annual giving with the MBA Advisory Board.
- Community involvement: Increased cooperation between the MBA program and area businesses; assisted faculty with visiting speakers and class projects.
- Program development: Developed multiple new degree options, including several blended distance education models such as our Executive MBA, Physician EMBA, and custom organizational programs for Jostens, Pratt & Whitney, and others. Also helped develop cooperative programs with Engineering and Building Science.
- Rankings of MBA programs:
  - Physician EMBA program ranked in top 10 MBA programs for MDs
  - Executive MBA program ranked 84<sup>th</sup> in the world by *Financial Times* in 2009
  - full-time MBA program ranked 64<sup>th</sup> overall and 29<sup>th</sup> among public university MBA programs by *Forbes* for student return on investment in 2009
- Research / publications: Author / coauthor of more than 30 publications, on topics ranging from financial institutions to organizational efficiency to education issues. Obtained external research funding from the federal government and others.
- Teaching: Have taught both introductory level courses and graduate courses; currently teaching courses in *Economics and Strategy* for MBAs and EMBA's.

### **Full-time Professional employment summary**

1988 – present. Instructor to Professor, Auburn University, College of Business, Department of Economics. Associate Dean, MBA Programs since 2006. Jointly appointed as Associate Dean in College of Liberal Arts in Fall 2009.

1985 – 1988. Staff consultant, Economic Research Services Inc. Tallahassee, Florida

**Selected honors, listings and awards:**

David and Meredith Luck Endowed Professorship, 2008 –  
U.S.EPA National Notable Achievement Community Revitalization Team Award, 2009  
Auburn University College of Business Leadership Award, 2005  
Who's Who in America and Who's Who in American Education, 2000 –  
Auburn University Panhellenic Council Outstanding Professor, 1995  
Federal Home Loan Bank Board Research Grant Awardee, 1989-90  
Richard M. Weaver Fellowship                      Omicron Delta Epsilon  
Phi Kappa Phi    Mensa

**Academic degrees, continuing education, and international experience:**

Ph.D. and M.S. in Economics, Florida State University; 1989, 1985

B.A. in Economics, double major in Natural Resource Management,  
University of Maryland, College Park, 1981

Covey Leadership Training – Seven Habits program, 1999 – 2000

Case Teaching Workshop, Harvard Business School, 2002

Market Based Management University, Koch Industries, 2009

International travel to give presentations or with student groups includes:

Australia, Brazil, Chile, China (5 times), England, France, Mexico, Scotland

**Selected Articles:**

Caudill, Steven, Daniel Gropper, and Valentina Hartarska. (2009) "Which Microfinance Institutions are Becoming More Cost-effective with Time? Evidence from a Mixture Model" *Journal of Money, Credit and Banking*, Vol. 41(4), pp. 651-672.

Kondeas, Alexander, Steven Caudill, Daniel Gropper, and Jennie Raymond. (2008) "Deregulation and Productivity Changes in Banking: Evidence from European Unification," *Applied Financial Economics Letters*, Vol. 4, pp. 193-197.

Gropper, Daniel. (2007). "Does the GMAT Matter for Executive MBA Students: Some empirical evidence," *Academy of Management Learning and Education*, Vol. 6, No. 2, pp. 206-216.

Bertus, Mark, Daniel M. Gropper, Christoph Hinkelmann. (2006) "Distance Education and MBA Student Performance in Finance Classes," *Journal of Financial Education*, Vol. 32, pp. 25-36.

Gropper, Daniel M. and John S. Jahera, Jr. (2005) "CEO Compensation and the Fortune 100 Best Places to Work," *Corporate Finance Review*, Vol. 9(6), pp. 19-28.

- Hobbs, Bradley K. and Daniel M. Gropper. (2005) "Human Capital Indicators and Academic Success in Executive MBA Programs: A Multi-Program Study," *Journal of Executive Education*, Vol. 4(1), pp. 43-54.
- Gropper, Daniel M. and Carl D. Hudson. (2003) "A Note on Savings and Loan Ownership Structure and Expense Preference: A Re-examination," *Journal of Banking and Finance*, Vol. 27(10), pp. 2003-2014.
- Caudill, Janice E., Steven B. Caudill, and Daniel M. Gropper. (2001) "Charter Status, Ownership Type, and Efficiency in the Thrift Industry," *Applied Financial Economics*, Vol. 11(2), pp. 147-155.
- Gropper, Daniel M., Steven B. Caudill, and T. Randolph Beard. (1999) "Estimating Multiproduct Cost Functions Over Time Using a Mixture of Normals," *Journal of Productivity Analysis*, Vol. 11(3), pp. 201-218.
- Barth, James R., Daniel M. Gropper and John Jahera. (1998) "A Multi-Country Analysis of Bank Capital and Earnings," *Review of Pacific Basin Financial Markets and Policies*, Vol. 1(2), pp. 123-155.
- Beard, T. Randolph, Daniel M. Gropper, and Jennie E. Raymond. (1998) "Bill Averaging Programs and Consumer Behavior: Theory and Evidence," *Journal of Regulatory Economics*, Vol. 13, pp. 19-35.
- Guo, Jeff Jianfei, J. Tyrone Gibson, Daniel M. Gropper, Sharon Oswald, and Kenneth N. Barker. (1998) "Empirical Investigation of Direct Costs-of-Illness and Healthcare Utilization of Medicaid Diabetes Mellitus Patients," *American Journal of Managed Care*, Vol. 4(10), pp. 1433-1446.
- Caudill, Steven B. and Daniel M. Gropper. (1997) "A Quality-Adjusted Price Index for Mainframe Computers," *Applied Economics*, Vol. 29, pp. 1605-1610.
- Beard, T. Randolph, Steven B. Caudill, and Daniel M. Gropper. (1997) "The diffusion of production processes in the U.S. banking industry: A finite mixture approach," *Journal of Banking and Finance*, Vol. 21, pp. 721-740.
- Gropper, Daniel M. and Sharon L. Oswald. (1996) "Regulation, Deregulation and Managerial Behavior: New Evidence on Expense Preference in Banking," *Applied Financial Economics*, Vol. 6, pp. 1-7.
- Anderson, Seth C., B. Jay Coleman, Daniel M. Gropper, and Harlan Sunquist. (1996) "A Comparison of the Performance of Open and Closed-end Investment Companies," *Journal of Economics and Finance*, Vol. 20(3), pp. 3-11

- Caudill, Steven B., Daniel M. Gropper, and Tracy Stephens. (1996) "The Effect of Charter Status on Savings and Loan Resolution Costs," *Applied Economics Letters*, Vol. 3, pp. 293-297.
- Beard, T. Randolph, George Sweeney, and Daniel Gropper. (1995) "Subsidy-Free Pricing of Interruptible Service Contracts," *Energy Economics*, Vol.17, pp. 53-58
- Caudill, Steven, Jon Ford and Daniel Gropper. (1995) "Frontier Estimation and Firm Specific Technical Inefficiency Measures in the Presence of Heteroscedasticity," *Journal of Business and Economic Statistics*, Vol. 13(1), pp. 105-111.
- Gropper, Daniel M. (1995) "Product Line Deregulation and the Cost Structure of U.S. Savings and Loan Associations," *Applied Economics*, Vol. 27, pp. 183-191.
- Gropper, Daniel M. and T. Randolph Beard. (1995) "Insolvency, Moral Hazard, and Expense Preference Behavior: Further Evidence for U.S. Savings and Loan Associations," *Managerial and Decision Economics*, Vol. 16, pp. 607-617.
- Caudill, Steven B., Daniel M. Gropper, and Ter-Chao Peng. (1995) "Predicting Net Revenues from State Supported Lotteries," *Journal of Business Forecasting*, Vol. 14(1), pp. 11-15.
- Raymond, Jennie E., T. Randolph Beard and Daniel M. Gropper. (1993) "Modeling the Consumer's Decision to Replace Durable Goods: A Hazard Function Approach," *Applied Economics*, Vol. 25, pp. 1287-1292
- Bunn, Douglas, Steven B. Caudill and Daniel M. Gropper. (1992) "Crime in the Classroom: An Economic Analysis of Undergraduate Cheating Behavior," *Journal of Economic Education*, Vol. 23(3), pp. 197-207.
- Beard, T. Randolph, Steven B. Caudill, and Daniel M. Gropper. (1991) "Finite Mixture Estimation of Multiproduct Cost Functions," *The Review of Economics and Statistics*, Vol. 73(4), pp. 654-664.
- Caudill, Steven and Daniel Gropper. (1991) "Test Structure, Human Capital and Student Performance," *Journal of Economic Education*, Vol. 22(4), pp. 303-306.
- Gropper, Daniel M. (1991) "An Empirical Investigation of Changes in Scale Economies for the Commercial Banking Firm: 1979 - 1986," *Journal of Money, Credit and Banking*, Vol. 23(4), pp. 718-727.

**Other miscellaneous publications:**

Rigsby, Andrea, Daniel M. Gropper and Sareen S. Gropper. (2009) "Success of women in a worksite weight loss program: Does being part of a group help?" *Eating Behaviors*, Vol.10(2), pp.128-30

Liu, Chuanlan, Sandra Forsythe, and Daniel M. Gropper. (2005) "How Women's and Men's Online Shopping Behaviors Differ," *Consumer Interest Annual*, Vol. 51, pp. 258-259 (Abstract)

Thrasher, Evelyn H., Daniel M. Gropper, and John Corley. "Information System User Satisfaction in Academia: A Comparison Across Three Student Types," *Proceedings of the Eleventh Americas Conference on Information Systems*, Omaha, August, 2005.

Gropper, Daniel M. "Make distance education more accessible to students," *Campus Views, AU Report*, Vol. 30(5), 1997, p. 2.

Gropper, Daniel M. "Teaching Portfolio," pp. 109-115, in Peter Seldin, The Teaching Portfolio: A Practical Guide to Improved Performance and Promotion / Tenure Decisions, 2nd ed., Anker Publishing Co., Bolton, MA, 1996.

Gropper, Daniel M., David W. Rasmussen, and R. J. Charkins. Study Guide and Instructor's Manual to Accompany Elements of Economics, Science Research Associates, Chicago, 1984.

**Grants - Funded Research**

***Federal Funding:***

Project Title: Expanded Activities and the Cost Structure of Thrift Institutions  
Funding Agency: Federal Home Loan Bank Board / OTS Grant #C99136  
Amount and dates: \$18,744 during 1989-1990. Sole Investigator.  
Research results: Articles were subsequently published in *Review of Economics and Statistics, Applied Economics, Journal of Banking and Finance, and Managerial and Decision Economics*

***Auburn Utilities Research Center / AU Policy Research Center Grant Funding:***

Project grants: A total of **6 grants** from 1991-1995, all successfully completed.  
Funded amounts: \$34,000 total (\$5000-\$6500 each) split with co-investigators. Funded by Center sponsors – Alabama Power, TVA, BellSouth.  
Research results: Articles were subsequently published in *Applied Economics, Journal of Regulatory Economics, and Energy Economics*

**Administrative and professional experience, responsibilities and accomplishments**

2006 – Present. Associate Dean, College of Business, MBA Programs.

1999 – 2006. Assistant Dean and Executive Director of MBA Programs.

1995 – 1999. Director of the MBA Program.

- Supervisory and budget responsibilities as Associate Dean:
  - Overall responsibilities for student recruiting, progression and placement issues with more than 400 total MBA students across several program options, including full-time, Distance, Executive MBA and Physicians Executive MBA.
  - Manage a full-time staff of 6, with 3 additional part-time professionals
  - Responsible for selecting and reviewing faculty teaching in the Executive MBA programs, including more than 25 faculty across 6 Departments.
  - Share, with the Department heads, responsibility for selecting faculty to teach in the full-time MBA core classes.
  - Responsible for a budget of over \$3.5 million annually, almost all from program revenues; major spending categories include employee salaries, faculty compensation, graduate student assistantships, and program promotions.
  - Responsible for strategic planning, new program development, and accreditation coordination efforts for the MBA programs.
  
- Development of new academic degree programs and options:
  - Development and launch of an Executive MBA program in 1998
  - Launch of a Physicians Executive MBA program in 1999
  - Launch of a Techno-Executive MBA program in 2000; consolidation and merger of Techno-EMBA as an option within the regular Executive MBA in Fall 2002 after two cycles as separate programs.
  - Development and launch of a custom MBA program for Jostens in 2002
  - Launch of a custom MBA program for Pratt & Whitney in 2006
  - Development of a joint MBA / MISE dual degree program with the Department of Industrial and Systems Engineering, 2002
  - Development of a joint MBA / MSIS dual degree program with the Department of Management, 2007
  - Helped Management chair to implement a cooperative Healthcare MBA program with the Czech Management Center, 2009.
  
- Selected MBA Program rankings:
  - Executive MBA program ranked 84<sup>th</sup> in the world and 40<sup>th</sup> among U.S. programs by *Financial Times* in 2009, the first year the program was eligible.
  - Physicians Executive MBA program ranked in top 10 specialty MBA programs for medical doctors by *Modern Healthcare* magazine in 2009.
  - Full-time MBA program ranked 64<sup>th</sup> overall and 29<sup>th</sup> among public University MBA programs by *Forbes* in 2009.
  - Full-time MBA program ranked 76<sup>th</sup> in *U.S. News & World Report*, 2009

- Major curriculum revision in 1999, moving to a more integrated, team-taught model
- Invited to membership in the Graduate Management Admissions Council, 2007
- Revitalization and expansion of the MBA Advisory Board; this has helped with fundraising to support the MBA Programs (averaging several thousand dollars annually) and strengthened links to alumni and the business community.
- Launch of the Distinguished Leaders in Government and Business lectures in 1998. Brought such leaders as Senator Jeff Sessions, then-representative and now Governor Bob Riley, Lt. Governor Lucy Baxley, Mayor Jan Dempsey, and State Senator Mike Hubbard into classes in the Business School.
- Successfully sought higher program fees for full-time MBA program; used them to implement a required international study trip and build placement activities in 2009
- Recognition for MBA program involvement with local community: United States E.P.A.: National Notable Achievement Team Award, 2009. ***Visioning to Green: Revitalization in Valley, Alabama*** (D.Gropper with 15 team members)

September 1988 - Present: Academic positions and rank – from visiting Instructor to Professor, Auburn University, College of Business, Department of Economics. The Department of Economics was moved by the Provost to the College of Liberal Arts in August 2009; I retained my position as Associate Dean in the College of Business, and was given a joint appointment as Associate Dean in Liberal Arts.

- Awarded David and Meredith Luck Professorship in 2008
- Promoted to Professor in 2006
- Awarded tenure and promoted to Associate Professor in 1994
- Assistant Professor 1989-94; visiting Instructor, 1988-89

Courses taught include:

- *Strategic Analysis and the Competitive Environment* (MBA and Executive MBA, sometimes team-taught with Management faculty)
- *Marketing and Consumer Theory* (MBA, team-taught with Marketing faculty)
- *Managerial Economics* (MBA) and *Professional Development* (MBA)
- *Political Economy; Principles and Intermediate Macroeconomics*
- *Money, Banking and Financial Markets*

September 1985 - August 1988: Economic Research Services, Inc., Tallahassee, Florida.

- Economics staff consultant; performed project manager duties with overall supervision from principal of the firm.
- Conducted specialized research primarily in regards to a variety of labor issues (hiring, promotions, terminations, salaries.)

May 1984 - October 1984: Florida Public Service Commission, Communications Department. Planning and Research Economist (OPS). Tallahassee, Florida.

- Analyzed issues in deregulation of the telecommunications industry in Florida.
- Prepared and presented recommendations on these issues to the commission.

August 1981 - August 1985: Florida State University, Department of Economics.  
Graduate Research and Teaching Assistant and Instructor.

- Worked under Drs. Fred Bell, Jim Gwartney, Joan Haworth, and David Rasmussen

**Selected presentations and participation at professional meetings**

*A total of more than 30 times serving as a presenter, session chair or discussant at:*

Southern Finance Association            Eastern Finance Association  
Southern Economic Association        Western Economic Association  
INFORMS                                    Association of Private Enterprise Education  
Liberty Fund                                Executive MBA Council (regional and national)  
Graduate Management Admission Council, MBA Leadership and Annual meetings  
Southeastern Council on Hospitality, Restaurant and Institutional Education  
European Applied Business Research Conference, Edinburgh, Scotland  
Australasian Banking and Finance Conference, Sydney, Australia

**Selected consulting activities**

In addition to serving as a consultant for a variety of public and private organizations while on the staff of Economic Research Services, I later served as a consultant to several organizations, including ERS and the U.S. Navy, the Attorney General of the State of Connecticut, Alabama Power Company, and the Board of Regents of the University System of Georgia.

**Selected service activities at Auburn University**

University Service

Search Committee for Associate Dean of the Graduate School, 2009 (and 2005)  
Graduate Certificate Policy Development Committee, 2008  
Diversity Leadership Council, 2002 – 04.  
Selection Committee for Construction Manager for Student Center, Fall 2002.  
University Information Technology Initiative – Core Planning Team, 1999-2000  
University Tuition and Fee Assessment Committee, 1998–99.  
Distance Education Project Selection Committee for 1997-98.  
University Core Curriculum Oversight Committee, Fall 1995 - Spring 1997.  
Chair, Faculty Salaries Study Committee, September 1994 - August 1995.  
Faculty Salaries Study Committee, May 1993 - August 1995. (developed the “Martin-Gropper” formula now used for “market equity” salary adjustments across Auburn University)  
Elected member of University Senate for Economics Department, 1991-94, 2006-09

College and Departmental Service

College of Business Executive Committee, September 1995 – present.  
Chair, MBA Core faculty, 1998 – present.  
Chair, Differential Professional Fee Task Force, 2007  
College of Business Dean’s Search Committee, 2003 – 04.  
College of Business Graduate Programs Committee 1993-95, Chair 1994-95.

College of Business Scholarship Committee, 1991-93.  
Economics Self-Study Committee, for SACS re-accreditation process, 1991-92.

### **Thesis and Dissertation Committees**

#### **Doctoral dissertations:**

Major Professor:

John Ivey, *An International Analysis of Regulatory Regimes and Bank Performance*. Ph.D. in Economics, 1998.

Ter-Chao Peng (Co-chair with S.B. Caudill), *The Impact of Deregulation on the Commercial Banking Industry*. Ph.D. in Economics, 1993.

Dissertation committee member:

Paul Cwik, Ph.D. in Economics, 2004

Alexander Kondeas, Ph.D. in Economics, 1998.

Neal Davis, Ph.D. in Economics, 1993.

Kamal Upadhyaya, Ph.D. in Economics, 1993.

Dan M. Berry, Ph.D. in Economics, 1992.

Duoxing Zhang, Ph.D. Industrial and Systems Engineering, 2008

Xue Li, Ph.D. in Consumer Affairs, 2004.

Jianfei (Jeff) Guo, Ph.D. in Pharmacy Care Systems, 1997.

Graduate School Representative - Outside Reader.

Dongyun Lin, Ph. D., 2009 (Agricultural / Applied Economics)

Anida Wishnietsky, Ph.D., 2007 (Political Science)

Chuanlan Liu, Ph.D., 2003 (Consumer Affairs)

Paramjit Kahai, Ph.D., 1994 (Management Information Systems)

#### **Master's theses and projects:**

Major Professor:

Jere Thorne, *Economic Freedom and Happiness: A Cross-country Analysis*. M.S. in Economics, Fall 2009

Janice Jackson, *Agency Costs and Organizational Form in Financial Institutions*. M.S. in Economics, 1995

Thesis committee member:

Thomas MacAdams, M.S. Ec., 2009

Ping Liang, M.S. Ec., 2008

Michael Olajubutu, M.S.E.E., 2007

LaTonia Alexander, M.M.I.S., 2000

Tracy Stephens, M.S.Ec., 1994

Harris Troutman, M.S.Ec., 1993

Laura Minech, M.S.Ec., 1993

Harlan Sunquist, M.S.Ec., 1991

**Undergraduate Honors Thesis Directed:**  
Scott Lloyd, University Honors Scholar, 1993