

**Curriculum Vitae**  
**Lawrence Arthur Wolfskill**  
Associate Professor, Agribusiness  
Department of Agricultural Sciences  
College of Science and Engineering Technology

**Address**

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**Education**

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Graduate: Ph.D., Texas A&M University, August 2011  
Major: Agricultural Leadership, Education, and Communications  
Dissertation: *Agribusiness faculty members' perceptions of importance and inclusion of decision science topics in undergraduate agribusiness curricula.*  
GPA: 4.000

MBA, Texas A&M University, August 1989  
Major: Business Administration  
Concentration: Business Analysis and Research  
GPA: 3.696

Undergraduate: BS, Texas A&M University, May 1981  
Major: Mechanized Agriculture  
GPA: 2.904

**Teaching Experience**

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**Sam Houston State University, Associate Professor** Fall 2017-Present  
**Department of Agricultural Sciences**

- ◆ Primary teaching responsibility currently for:
  - AGBU 3367 Agricultural Finance
  - AGBU 4365 Legal Issues in Agribusiness
  - AGBU 4374 Agricultural Market Analysis and Prices
  - AGRI 5360 Contemporary Issues in Agricultural Business
  - AGRI 5386 Capital Management in Agricultural Business

**Sam Houston State University, Assistant Professor** Spring 2010-Summer 2017  
**Department of Agricultural Sciences and Engineering Technology**

- ◆ Primary teaching responsibility for:
  - AGBU 3367 Agricultural Finance
  - AGBU 4365 Legal Issues in Agribusiness

AGBU 4374 Agricultural Market Analysis and Prices  
AGRI 5360 Contemporary Issues in Agricultural Business  
AGRI 5386 Capital Management in Agricultural Business  
SAFE 5311 Ag and Food Entrepreneurship

- ◆ Additionally, have recently taught:  
AGBU 2389 Agribusiness Financial Analysis  
AGBU 3350 Agribusiness for Agriculture Science Teachers  
AGBU 3377 Farm and Ranch Management  
AGBU 3385 Quantitative Methods for Agribusiness  
AGBU 4361 Agribusiness Organization and Management  
AGRI 4364 International Agriculture  
AGBU 4369 Food and Ag Entrepreneurship  
AGBU 4375 Advanced Agricultural Management (*Capstone*)  
AGRI 5361 Agricultural Policy  
AGRI 5364 Advanced International Agriculture  
AGRI 5369 Advanced Agricultural Entrepreneurship

**Sam Houston State University, Lecturer in Agribusiness**  
**Department of Agricultural and Industrial Sciences**

Spring 2005-Fall 2009

- ◆ Taught 11 of the 14 then-current Agricultural Business courses offered at SHSU:  
AGR 164 Principles of Agricultural Economics  
AGR 238 Microcomputer Applications in Agriculture (developed course)  
AGR 285 Analysis of the Agriculture Sector (rewrote course as Introductory Marketing)  
AGR 289 Agribusiness Financial Analysis  
AGR 367 Agricultural Finance  
AGR 377 Farm and Ranch Management  
AGR 385 Agricultural Economic Analysis (rewrote course as Decision Science)  
AGR 434 Agribusiness Marketing  
AGR 461 Agribusiness Organization and Management  
AGR 474 Agricultural Market Analysis and Prices  
AGR 486 Agriculture and Government Programs

**Texas A&M University, Graduate Teaching Assistant**

**Department of Business Analysis and Research, Mays Business School**

- ◆ Primary instructor for: Spring, Summer, Fall 1990  
BANA 303 Statistical Methods
- ◆ Teaching assistant for: Summer, Fall 1989  
BANA 303 Statistical Methods

## **Related Work and Professional Experience**

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### **Riesgos Administrados, SA, Co-Owner, General Manager, Risk Management Assessor**

**San Jose, Costa Rica**

2002-2004

- ◆ Started and ran business performing risk assessment studies, and developed and presented risk management plans for businesses in Costa Rica, in both English and Spanish.
- ◆ Wrote a monthly column on Risk Management for Business for the English language nationally-distributed Costa Rican-American Chamber of Commerce monthly magazine (2004).

### **American Flower Corp, SA, Co-Owner, Manager**

**Department of Maintenance and Support**

**Alajuela, Costa Rica**

1990-2002

- ◆ Managed international agribusiness in production agriculture  
Producer of cut flowers, leatherleaf fern, coffee, macadamia  
Managed maintenance and technology for entire business (over 600 employees in Costa Rica and Panamá)  
Built macadamia processing plant to run 400 metric tons annually  
Developed and managed production control and quality control systems for macadamia processing plant  
Member of design and planning team for environmentally friendly, low water usage, full waste composting coffee production plant

### **Texas A&M University, Graduate Research Assistant**

**Department of Finance, Mays Business School**

1987-1989

- ◆ Worked on various research projects for Dr. Richard Haney and Dr. Gary Trennepohl

## **Peer-Reviewed Publications**

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### **Refereed Journal Articles:**

Barnes, K.R., Mills F.D., Jr., **Wolfskill, L.A.**, Nair, S., Franken, J.R. and Ulrich, D.R.. (2016). White-tailed Deer Semen Auction Data: A Hedonic Analysis. *Texas Journal of Agriculture and Natural Resources*. Accepted for inclusion in 2016 volume of the TJANR.

Pannkuk, T., & **Wolfskill, L.A.** (2015). Residential outdoor water use in one East Texas community. *Texas Water Journal* 6(1). Available at <http://www.texaswaterjournal.org>

Roucan-Kane, M., **Wolfskill, L.A.**, & Beverly, M.M. (2013). Debates as a pedagogical tool in agribusiness and animal science courses: Various perspectives at the undergraduate and graduate levels. *NACTA Journal* 57(4), 18-23. Available at <http://www.nactateachers.org/attachments/article/2149/7%20Roucan-Kane%20Dec2013.pdf>

- Roucan-Kane, M., **Wolfskill, L.A.**, Boehlje, M.D., & Gray A.W. (2013). Bringing the DuPont Profitability Model to Extension. *Journal of Extension, Features 51(5)*. Available at <http://www.joe.org/joe/2013october/a10.php>
- Roucan-Kane, M., Mills Jr, F.D., **Wolfskill, L.A.**, & York, M. (2013). How do Texas conventional and organic producers differ in their perceptions of barriers to organic production? *Texas Journal of Agriculture and Natural Resources 26*, 56-67. Available at <http://txjanr.agintexas.org/index.php/txjanr/article/view/34/22>
- Quintanilla, B., Téllez, J., & **Wolfskill, L.A.** (2012). The role of technical analysis in the foreign exchange market. *Global Journal of Business Research 6(3)*, 17-22. Available at <http://www.theibfr.com/ARCHIVE/GJBR-V6N3-2012.pdf>
- Roucan-Kane, M., Mills Jr, F., & **Wolfskill, L.A.** (2012). Giving panache to your classes: The use of documentaries, videos, and video-clips. *Journal of Information Systems Technology and Planning 5(13)*, 69-76. Available at [http://www.intellectbase.org/e\\_publications/jistp/JISTP\\_Volume\\_5\\_Issue\\_13\\_Summer\\_2012.pdf](http://www.intellectbase.org/e_publications/jistp/JISTP_Volume_5_Issue_13_Summer_2012.pdf)
- Fraze, L. B., Rutherford, T. A., Wingenbach, G. J., & **Wolfskill, L.A.** (2011). Selected urban high school students' perceptions about agricultural careers and general agricultural knowledge. *NACTA Journal 55(4)*, 75-81. Available at [https://www.nactateachers.org/attachments/article/1653/14\\_Fraze\\_Dec2011.pdf](https://www.nactateachers.org/attachments/article/1653/14_Fraze_Dec2011.pdf)
- Fraze, L. B., Wingenbach, G. J., Rutherford, T. A., & **Wolfskill, L.A.** (2011). Effects of a recruitment workshop on selected urban high school students' self-efficacy and attitudes toward agriculture as a subject, college major, and career. *Journal of Agricultural Education 52(4)* 123-135. doi:10.5032/jae.2011.04123
- Quintanilla, B., Téllez, J., & **Wolfskill, L.A.** (2011). Bank risk fundamentals and regulatory discipline in the Mexican banking sector. *Accounting and Taxation 3(2)*, 85-96. Available at <http://www.theibfr.com/ARCHIVE/AT-V3N2-2011.pdf>
- Hanagriff, R. D., Beverly, M. M., **Wolfskill, L.A.**, & Boyles, B. S. (2005). Assessment of the Texas Agricultural Finance Authority's rural economic development programs. *The Business Review, Cambridge, 4(2)*, 142-148. Abstract available at <http://www.jaabc.com/brcv4n2preview.html>

### **Full Paper Publications in Conference Proceedings:**

- McKnight, Brackston, S. Nair, **L. A. Wolfskill**, and Foy D. Mills Jr. (2017, January). Optimal Crop Choice and Water Allocation in Texas High Plains. Proceedings of the 2016 Beltwide Cotton Conference. Dallas, Texas, Jan 4-6.

- Nair, Shyam S., Foy D. Mills Jr., and **L. A. Wolfskill**. (2017, January). Agricultural Land Use Change in the US Cotton Belt. Proceedings of the 2016 Beltwide Cotton Conference. Dallas, Texas, Jan 4-6.
- Barnes, K., Franken, J., **Wolfskill, L.A.**, Nair, S., Mills Jr, F.D., & Ulrich, D.R. (2016, February). White-tailed Deer Semen Auction Data: A Hedonic Analysis. *Proceedings of the Southern Agricultural Economics Association's 2016 Annual Meetings*. San Antonio, TX. February 6-9, 2016. Available at <http://purl.umn.edu/230022>
- Nair, S., **Wolfskill, L.A.**, Burton, C., Reck, K., & Weyand, K. (2016, January). Crop Yield and Profitability Trends in Texas South Plains. *Proceedings of the 2016 Beltwide Cotton Conference*. 562-566.
- Nair, S., **Wolfskill, L.A.**, A. Smith, A., & Strnadel, B. (2016, January). Comparison of Productivity and Profitability Trends of Major Crops in Panhandle District of Texas. *Proceedings of the 2016 Beltwide Cotton Conference*. 557-561.
- Roucan-Kane, M., & **Wolfskill, L.A.** (2012, June). Using debates in the classroom: three different perspectives. *Online proceedings of the 2012 Clute conference in Rome, Italy*, June 6-8, 2012. Received Best Paper in Session Award.
- Quintanilla, B., Téllez, J., & **Wolfskill, L.A.** (2011, May). The predominant role of technical analysis in foreign exchange markets. *Proceedings of the Global Conference on Business and Finance*, 6(2) 280-285. Received Conference Outstanding Research Award.
- Quintanilla, B., Téllez, J., & **Wolfskill, L.A.** (2011, January). Testing the Mexican banking safety net for risk-shifting. *Proceedings of the Global Conference on Business and Finance*, 6(1) 394-401. Received Conference Outstanding Research Award.
- Wolfskill, L.A.**, Rouse, L., McCann, E., Begashaw, B., Wingenbach, G., Lindner, L., Rutherford, T., & Frazee, L. (2009, April). Effects of a recruitment workshop on selected urban high school students' attitudes and self-efficacy toward agriculture as a subject, college major, and career. *Proceedings of the Western Region Agricultural Education Research Conference*.
- Olsen, D. L, Dillinger, A., & **Wolfskill, L.A.** (1990, November). A simulated study of preference cone stability under varying utility forms. *Proceedings of the Decision Sciences Institute*.
- Olsen, D. L, Dillinger, A., & **Wolfskill, L.A.** (1990, Fall). Preference cone response to nonlinear utility. *Proceedings of the Operations Research Society of America / The Institute of Management Science (ORSA/TIMS) Joint National Meeting*.

**Refereed Abstracts:**

- Wolfskill, L. A.**, F.D. Mills, Jr., S. Nair, D. Chen, and K.L. Powers. (2017, March). *Influence of Targeted Instruction Post-RAT on Individual and Team Performance in a Team-Based Learning Course* [Abstract]. <http://www.teambasedlearning.org/2017-abstracts-oral-round-table-presentations/>
- Mills Jr., F.D., K.L. Powers, **L. A. Wolfskill**, S. Nair, and D. Chen. (2017, March). *Does Team Cohesiveness Impact Student Performance in a Team-Based Learning Setting?* [Abstract]. <http://www.teambasedlearning.org/2017-abstracts-oral-round-table-presentations/>
- Wolfskill, L.A.**, Nair, S., D. Chen, F.D. Mills Jr., and K. Powers. 2017. *Employer Expectations of a Career Fair Designed for Students in the Agricultural Sciences*. [Abstract]. NACTA Journal. 61(Supplement 1), p. 13.
- Nair, Shyam S., **L. A. Wolfskill**, Danhong Chen, Foy D. Mills, Jr. and Kelsey L. Powers. 2017. *A Career Fair Tailored for Students in the Agricultural Sciences- Is It Working?* [Abstract]. NACTA Journal. 61(Supplement 1), p. 11.
- Mills, F. D. Jr., S. Nair, D. Chen, and **L.A. Wolfskill**. 2017. *Team-Based Learning, Friendship, Satisfaction, and Student Retention*. [Abstract]. NACTA Journal. 61(Supplement 1), p. 30.
- Chen, D., F. D. Mills Jr., S. Nair, and **L.A. Wolfskill**. 2017. *Attitudes and Effectiveness as Measures of Student Satisfaction with Team-Based Learning*. [Abstract]. NACTA Journal. 61(Supplement 1), p. 15.
- Wolfskill, L.A.**, S. Nair, and F.D. Mills, Jr. (2016, June). *Innovative Use of GoogleDocs™ to Engage High School and University Students in Experiential Learning using a Simulation Game* [Abstract]. NACTA Journal. 60 (Supplement 1), p. 115.
- Mills Jr., F.D., **Wolfskill, L.A.**, Nair, S. & Robinson, J. (2016, June). *A Pre-Post Perspective on Individual and Team Scores in a Team-Based Learning Course* [Abstract]. NACTA Journal. 60 (Supplement 1), p. 30
- Nair, S., Mills Jr., F.D., **Wolfskill, L.A.**, & Robinson, J. (2016, June). *Team Cohesiveness and Its Influence on Student Performance in Team-Based Learning* [Abstract]. NACTA Journal. 60 (Supplement 1), p. 34
- Barnes, K., Franken, J., **Wolfskill, L.A.**, Nair, S., Mills, Jr., F.D., & Ulrich, D.R. (2016, February). *White-tailed Deer Semen Auction Data: A Hedonic Analysis* [Abstract]. Proceedings of the Southern Agricultural Economics Association's 2016 Annual Meetings. San Antonio, TX. February 6-9, 2016. Abstract available at <http://purl.umn.edu/230022>
- Wolfskill, L.A.**, Whitten, B.D., Ferrell, K.W., Nair, S.S., & Mills, F.D. (2015, June). *Describing Students in a Team-Based Learning Context*. Presentation at the 2015 North American Colleges and Teachers of Agriculture Annual Conference, Athens, GA.

- Ferrell, K. W., Nair, S., **Wolfskill, L. A.**, Whitten, B.D., & Mills Jr., F.D. (2015, March). Influence of Assessment Criteria on Peer Evaluation Grade in Undergraduate Team-Based Learning Classrooms [Abstract]. 2015 Team Based Learning Collaborative Conference, St. Petersburg, Florida.
- Whitten, B.D., **Wolfskill, L. A.**, Ferrell, K. W., Nair, S., & Mills Jr., F.D. (2015, March). Preliminary Measurement of Student Receptivity to Team-Based Learning in an Undergraduate Agricultural Business Program [Abstract]. 2015 Team Based Learning Collaborative Conference, St. Petersburg, Florida.
- Wolfskill, L.A.**, & Eiland, H. (2014, June). *Factors affecting students' choices to attend university career fairs*. Poster presented at the 2014 North American Colleges and Teachers of Agriculture Annual Conference, Bozeman, MT.
- Wolfskill, L.A.**, Mills Jr, F.D., & Mann Jr., J. T. (2014, June). *Infusing learning into a campus recruiting event*. Presentation at the 2014 North American Colleges and Teachers of Agriculture Annual Conference, Bozeman, MT.
- Wolfskill, L.A.**, Roucan-Kane, M. & Cooper, J. (2013, June). *Increasing students' attendance at career fairs*. Poster presented at the 2013 North American Colleges and Teachers of Agriculture Annual Conference, Blacksburg, VA. (Presented by Wolfskill.)
- Santiago, M. L., Mills Jr, F.D., & **Wolfskill, L.A.** (2013, June). *A strategic planning process to increase student engagement*. Oral presentation at the 2013 Association of North American Colleges and Teachers of Agriculture Annual Conference, Blacksburg, VA. (Presented by Mills.)
- Cooper, J., Roucan-Kane, M., & **Wolfskill, L.A.** (2013, June). *The welcome to class speech: The do's and don'ts according to university students*. Poster presented at the 2013 North American Colleges and Teachers of Agriculture Annual Conference, Blacksburg, VA. (Presented by Wolfskill.)
- Roucan-Kane, M., **Wolfskill, L.A.**, & Cooper, J. (2013, June). *A day in the life: A shadowing day project*. Poster presented at the 2013 North American Colleges and Teachers of Agriculture Annual Conference, Blacksburg, VA.
- Page, C., Krysher, S., **Wolfskill, L.A.**, Pavelock, D., Ullrich, D. R., & Lau, M. H. (2012a). Correlation of SAT/ACT Scores and Estimated Family Financial Contribution of Texas FFA Scholarship Recipients [Abstract]. NACTA Journal, 56(Suppl. 1), 82.

- Page, C., Krysher, S., **Wolfskill, L.A.**, Pavelock, D., Ullrich, D. R., & Lau, M. H. (2012b). Does Estimated Family Financial Contribution Correlate with SAT/ACT Scores of Texas FFA Scholarship Recipients? [Abstract]. *Proceedings of the 2012 Annual Conference of the American Association for Agricultural Education*, 56-59. Retrieved from [www.aaaeonline.org/uploads/allconferences/5-17-2012\\_790\\_2012\\_AAEE\\_Research\\_Proceedings.pdf](http://www.aaaeonline.org/uploads/allconferences/5-17-2012_790_2012_AAEE_Research_Proceedings.pdf)
- Quintanilla, B., Téllez, J., & **Wolfskill, L.A.** (2012). Short term moving memory in the foreign exchange market [Abstract]. *Proceedings of the 2012 Academic and Business Research Institute Conference*. Retrieved from [www.aabri.com/SA12Manuscripts/SA12087.pdf](http://www.aabri.com/SA12Manuscripts/SA12087.pdf)
- Roucan-Kane, M. & **Wolfskill, L.A.** (2012a). *Learning about futures markets through a classroom experiment* [Abstract]. *NACTA Journal*, 56(Suppl. 1), 36.
- Roucan-Kane, M. & **Wolfskill, L.A.** (2012b). Student-driven weights in agribusiness courses [Abstract]. Proceedings of the 2012 Clute conference in Rome, Italy, June 6-8, 2012.
- Roucan-Kane, M., & **Wolfskill, L.A.** (2012c). Differences of perception in barriers to adoption of organic production between producers types [Abstract]. *International Handbook of Academic Research & Teaching, Proceedings of the 2012 Intellectbase Multi-Disciplinary Academic Conference* in San Antonio, TX, April 12-14, 2012, 22, 198-200.
- Roucan-Kane, M., & **Wolfskill, L.A.** (2012d). Evaluating corporate management training: DuPont profitability analysis [Abstract]. *Proceedings of the 2012 Academic and Business Research Institute Conference*. Retrieved from [www.aabri.com/SA12Manuscripts/SA12084.pdf](http://www.aabri.com/SA12Manuscripts/SA12084.pdf)
- Roucan-Kane, M. & **Wolfskill, L. A.** (2012e). Using debates in the classroom: Three different perspectives [Abstract]. Program of the 2012 Rome Clute Institute International Academic Conference, 15. Retrieved from <http://conferences.cluteonline.com/index.php/IAC/2012RM/schedConf/program>
- Roucan-Kane, M., Mills, F.D. & **Wolfskill, L.A.** (2012). Giving panache to your classes: the use of documentaries, videos and video-clips [Abstract]. *International Handbook of Academic Research & Teaching, Proceedings of the 2012 Intellectbase Multi-Disciplinary Academic Conference* in San Antonio, TX, April 12-14, 2012.
- Roucan-Kane, M., **Wolfskill, L.A.**, & Mills, F.D. (2012). A day in the life of a manager: a project used in a food and agribusiness management class [Abstract]. Proceedings of the 2012 Clute conference in Rome, Italy, June 6-8, 2012.
- Roucan-Kane, M., **Wolfskill, L.A.**, & Santiago, M. L. (2012). Making the leap with millennial students: Flexible grading [Abstract]. *International Handbook of Academic Research & Teaching, Proceedings of the 2012 Intellectbase Multi-Disciplinary Academic Conference* in San Antonio, TX, April 12-14, 2012, 22, 362-364.

- Wolfskill, L.A., & Wingenbach, G.** (2012a). *Influence of faculty earned degrees on agribusiness curriculum content*. [Abstract]. *NACTA Journal*, 56(Suppl. 1), 68.
- Wolfskill, L.A., & Wingenbach, G.** (2012b). *The role of industry advisory councils in forming agribusiness curricula*. [Abstract]. *NACTA Journal*, 56(Suppl. 1), 69.
- Wolfskill, L.A., Roucan-Kane, M., & Santiago, M. L.** (2012). Funding models for distance education in Texas public institutions [Abstract]. *Proceedings of the 2012 Academic and Business Research Institute Conference*. Retrieved from [www.aabri.com/SA12Manuscripts/SA12114.pdf](http://www.aabri.com/SA12Manuscripts/SA12114.pdf)
- Wolfskill, L.A., & Quintanilla, B.** (2011). *Finanzas para Chavos: A game-based approach to teaching economics to Mexican youth* [Abstract]. *NACTA Journal*, 55(Suppl. 1), 39.
- Mullins Santiago, M. L., Lau, M., **Wolfskill, L.A., & Roucan-Kane, M.** (2011). Leveraging Web 2.0 programs to increase academic retention [Abstract]. *Proceedings of the 61st Conference of the Southern Region of the American Association for Agricultural Education*, Corpus Christi, TX. 203-206.
- Roucan-Kane, M., Lau, M., Alexander, C., Mullins Santiago, M. L., **Wolfskill, L.A., & Gray, A.** (2011). Segmenting large agricultural producers based on buyer behavior [Abstract]. *Proceedings of the 2011 New Orleans International Academic Conference*, New Orleans, LA. 965-966.
- Wingenbach, G. J., McCann, E., Begashaw, B., **Wolfskill, L.A., Rouse, L., Lindner, J., Rutherford, T., & Frazee, L.** (2009). *Selected Urban High School Students' Perceptions about Agricultural Careers and General Agricultural Knowledge* [Abstract]. Annual Conference of the National Association of Colleges and Teachers of Agriculture. Stillwater, OK.
- Wolfskill, L.A., & Murphrey, T. P.** (2009). *Decision Science in International Agricultural Extension* [Abstract]. Annual Conference of the Association for International Agricultural and Extension Education. San Juan, PR.
- Wolfskill, L.A., Bramson, L., & Lau, M.** (2009, May). Determining factors related to payment delay prediction for widespread natural disaster insurance claims [Abstract]. *Proceedings of the Global Conference on Business and Finance* 4(2) 557.
- Hanagriff, R.D., Beverly, M.M., **Wolfskill, L.A., & Boyles, B.S.** (2006). *Assessment of the Texas Agricultural Finance Authority's rural economic development programs* [Abstract]. Applied Business Research Conference, Miami, FL.
- Hanagriff, R.D., Beverly, M.M., **Wolfskill, L.A., & Boyles, B.S.** (2005). *Assessment of the Texas Agricultural Finance Authority's rural economic development programs* [Abstract]. Economics and International Business Research Conference, Miami, FL.

## **Peer Reviewed Presentations and Posters:**

### **Oral Presentations**

**Wolfskill, L. A.**, and John Newbold. 2017. *Art Festival Participants' Motives and Satisfaction in Attendance: Attribute Ratings at a Major Art Festival*. Oral presentation at the Academy of Business Research Fall Conference, San Antonio, Texas, Nov 1-3. Awarded Best Paper in the Conference (from 97 papers), and Best in Session Presentation.

**Wolfskill, L. A.**, F.D. Mills, Jr., S. Nair, D. Chen, and K.L. Powers. 2017. *Influence of Targeted Instruction Post-RAT on Individual and Team Performance in a Team-Based Learning Course*. Oral presentation at the 16th Annual TBLC Conference, Orlando, Florida, Mar 2-4. Abstract: <http://www.teambasedlearning.org/2017-abstracts-oral-round-table-presentations/>

Mills, Foy D., Jr., K.L. Powers, **L. A. Wolfskill**, S. Nair, and D. Chen. 2017. *Does Team Cohesiveness Impact Student Performance in a Team-Based Learning Setting?* Oral presentation at the 16th Annual TBLC Conference, Orlando, Florida, Mar 2-4. Abstract: <http://www.teambasedlearning.org/2017-abstracts-oral-round-table-presentations/>

**Wolfskill, L.A.**, Nair, S., D. Chen, F.D. Mills Jr., and K. Powers. 2017. *Employer Expectations of a Career Fair Designed for Students in the Agricultural Sciences*. Oral presentation at the 63rd Annual Meeting of the North American Colleges and Teachers of Agriculture, West Lafayette, IN, June 28-July 1, 2017.

Nair, S., **L.A. Wolfskill**, D. Chen, F.D. Mills Jr., and K. Powers. 2017. *A Career Fair Tailored for Students in the Agricultural Sciences- Is It Working?* Oral presentation at the 63rd Annual Meeting of the North American Colleges and Teachers of Agriculture, West Lafayette, IN, June 28-July 1, 2017.

Mills, F. D. Jr., S. Nair, D. Chen, and **L.A. Wolfskill**. 2017. *Team-Based Learning, Friendship, Satisfaction, and Student Retention*. Oral presentation at the 63rd Annual Meeting of the North American Colleges and Teachers of Agriculture, West Lafayette, IN, June 28-July 1, 2017.

Chen, D., F. D. Mills Jr., S. Nair, and **L.A. Wolfskill**. 2017. *Attitudes and Effectiveness as Measures of Student Satisfaction with Team-Based Learning*. Oral presentation at the 63rd Annual Meeting of the North American Colleges and Teachers of Agriculture, West Lafayette, IN, June 28-July 1, 2017.

Chen, D., S. Nair, F. D. Mills Jr., and **L.A. Wolfskill**. 2017. *Consumption of Fruit and Vegetable, Soda, Juice and Tea, and Fast Food among SNAP Participants in Southeastern Pennsylvania*. Oral presentation at the IFAMA World Conference in Miami, Florida, USA, June 18-21, 2017.

- Mills Jr, F.D., Jr., **L. A. Wolfskill**, S. Nair, & J. Robinson. (2016, June). *A Pre-Post Perspective on Individual and Team Scores in a Team-Based Learning Course*. Presentation at the 62<sup>nd</sup> Annual Meeting of the North American Colleges and Teachers of Agriculture, Honolulu, HI.
- Nair, S., Mills Jr., F. D., **Wolfskill, L.A.**, & Robinson, J. (2016, June). *Team Cohesiveness and Its Influence on Student Performance in Team-Based Learning*. Presentation at the 62<sup>nd</sup> Annual Meeting of the North American Colleges and Teachers of Agriculture, Honolulu, HI.
- Wolfskill, L.A.**, S. Nair, & F.D. Mills. (2016, March). *Does Team-Based Learning Influence Grade Distribution?* Presentation at the 2016 Team-Based Learning Collaborative Conference, Albuquerque, NM.
- Wolfskill, L.A.**, S. Nair, & F.D. Mills. (2016, March). *Grade Inflation in Team-Based Learning: Must it be a Statistical Artifact?* Presentation at the 2016 Team-Based Learning Collaborative Conference, Albuquerque, NM.
- Barnes, K., Franken, J., **Wolfskill, L.A.**, Nair, S., Mills Jr, F.D., & Ullrich, D. (2016, February). *White-tailed Deer Semen Auction Data: A Hedonic Analysis*. Presentation at the SAEA annual meetings, San Antonio, TX.
- Wolfskill, L.A.**, Whitten, B.D., Ferrell, K.W., Nair, S.S., & Mills, F.D. (2015, June). *Describing Students in a Team-Based Learning Context*. Presentation at the 2015 North American Colleges and Teachers of Agriculture Annual Conference, Athens, GA.
- Ferrell, K.W., Nair, S.S., **Wolfskill, L.A.**, Whitten, B.D., & Mills Jr., F.D. (2015, March). Influence of assessment criteria on peer evaluation grade in undergraduate Team-Based Learning classrooms. Selected paper presented at the 2015 Team Based Learning Collaborative Conference, St. Petersburg, FL.
- Wolfskill, L.A.**, Mills Jr, F.D., & Mann Jr., J. T. (2014, June). *Infusing learning into a campus recruiting event*. Presentation at the 2014 North American Colleges and Teachers of Agriculture Annual Conference, Bozeman, MT.
- Santiago, M. L., Mills Jr, F.D., & **Wolfskill, L.A.** (2013, June). *A strategic planning process to increase student engagement*. Oral presentation at the 2013 Association of North American Colleges and Teachers of Agriculture Annual Conference, Blacksburg, VA.
- Wolfskill, L.A.**, & Roucan-Kane, M. (2012, June). *Learning about futures markets through a classroom experiment*. Presentation at the Association of North American Colleges and Teachers of Agriculture Annual Conference, River Falls, WI.
- Wolfskill, L.A.**, & Roucan-Kane, M. (2012, March). *Evaluating corporate management training: DuPont profitability analysis*. Presentation at the Academic and Business Research Institute Conference, San Antonio, TX.

- Wolfskill, L.A.**, Roucan-Kane, M., & Santiago, M. L. (2012, March). *Funding models for distance education in Texas public institutions*. Presentation at the Academic and Business Research Institute Conference, San Antonio, TX.
- Roucan-Kane, M. & **Wolfskill, L.A.** (2012, June). *Trying something new: flexible grading*. Presentation at the Clute Conference in Rome, Italy, June 6-8, 2012.
- Roucan-Kane, M. & **Wolfskill, L.A.** (2012, June). *Using debates in three agricultural policy classes*. Presentation at the Clute Conference in Rome, Italy, June 6-8, 2012. Received Best Paper in Session Award.
- Roucan-Kane, M., **Wolfskill, L.A.**, & Mills, F.D. (2012, June). *Shadowing a manager: a project in a food and agribusiness management class*. Presentation at the Clute Conference in Rome, Italy, June 6-8, 2012.
- Roucan-Kane, M., **Wolfskill, L.A.**, & Santiago, M. L. (2012, April). *Making the leap with Millennial students: Flexible grading*. Presentation at the Intellectbase International Consortium Academic Conference on Intellectual Perspectives and Multi-Disciplinary Foundations, San Antonio, TX.
- Roucan-Kane, M., **Wolfskill, L.A.** (2012, April). *Differences of perception in barriers to adoption of organic production between producers types*. Presentation at the Intellectbase International Consortium Academic Conference on Intellectual Perspectives and Multi-Disciplinary Foundations, San Antonio, TX.
- Page, C., Krysher, S., **Wolfskill, L.A.**, Pavelock, D., Ullrich, D. R., & Lau, M. H. (2012, May). *Does estimated family financial contribution correlate with SAT/ACT scores of Texas FFA scholarship recipients?* Presentation at the 2012 American Association for Agricultural Education Conference, Asheville, NC.
- Roucan-Kane, M., Mills Jr, F.D., & **Wolfskill, L.A.** (2012, April). *Giving panache to your classes: The use of documentaries, videos, and video-clips*. Presentation at the Intellectbase International Consortium Academic Conference on Intellectual Perspectives and Multi-Disciplinary Foundations, San Antonio, TX.
- Quintanilla, B., Téllez, J., & **Wolfskill, L.A.** (2012, March). *Short term moving memory in the foreign exchange market*. Presentation at the Academic and Business Research Institute Conference, San Antonio, TX.
- Santiago, M. L, Lau, M. & **Wolfskill, L.A.** (2011, July) *Identifying student perceptions on agribusiness knowledge and skills*. Presentation at the Annual Conference of the Agricultural and Applied Economics Association, Pittsburgh, PA.
- Lau, M., Higgins, L., Santiago, M.L., **Wolfskill, L.A.**, & Roucan-Kane, M. (2011, June). *Student-driven learning objectives in advanced agribusiness courses*. Presentation at the

Western Education/Extension and Research Activities Committee on Agribusiness Conference, Las Vegas, NV.

Roucan-Kane, M., Lau, M., Mullins-Santiago, M., & **Wolfskill, L.A.** (2011, June). *Consumer preferences for locally grown grass-fed beef*. Presentation at the International Food and Agribusiness Management Review conference, Frankfurt, Germany.

**Wolfskill, L.A.**, & Quintanilla, B. (2011, June). *Finanzas para Chavos: Teaching financial education to Mexican teens using a game approach*. Presentation at the annual conference of the Association of North American Colleges and Teachers of Agriculture, Edmonton, AB, Canada, June 13-17, 2011.

Quintanilla, B., Téllez, J., & **Wolfskill, L.A.** (2011, May). *The predominant role of technical analysis in foreign exchange markets*. Presentation at the Global Conference on Business and Finance, San José, Costa Rica. Best in Conference Session award.

Roucan-Kane, M., Lau, M. H., Alexander, C., Mullins Santiago, M. L., **Wolfskill, L.A.**, & Gray, A. (2011, March). *Offering value in multiple market segments: From expendable to capital products*. Paper presented at the Clute Conference, New Orleans, LA. Best in Conference Session award.

Roucan-Kane, M., Gray, A., Lau, M., Mullins Santiago, M. L., & **Wolfskill, L.A.** (2011, January). *Evaluation of an educational program teaching the DuPont profitability analysis model*. Paper presented at the Global Conference on Business and Finance, Las Vegas, NV. Best in Conference Session award.

**Wolfskill, L.A.**, Quintanilla, B., & Téllez, J. (2011, January). *Testing the Mexican banking safety net for risk-shifting*. Paper presented at the Global Conference on Business and Finance, Las Vegas, NV. Best in Conference Session award.

**Wolfskill, L.A.**, Bramson, L., & Lau, M. H. (2009, May). *Determining factors related to payment delay prediction for widespread natural disaster insurance claims*. Paper presented at the Global Conference on Business and Finance, San José, Costa Rica. Best in Conference Session award.

Hanagriff, R. D., Beverly, M. M., **Wolfskill, L.A.**, & Boyles, B. S. (2006, January). *Assessment of the Texas Agricultural Finance Authority's rural economic development programs*. Paper presented at the Applied Business Research Conference, Orlando, FL.

Hanagriff, R. D., Beverly, M. M., **Wolfskill, L.A.**, & Boyles, B. S. (2005, December). *Assessment of the Texas Agricultural Finance Authority's rural economic development programs*. Paper presented at The Economics and International Business Research Conference, Miami, FL.

Poster Presentations

- Nair, S., F.D. Mills, Jr., **L.A. Wolfskill**, and D. Chen. (2017, February). *Agricultural Land Use Trends and Drivers in the Northern and Southern High Plains of Texas*. Poster presentation at the 2017 Southern Agricultural Economics Association Annual Meeting, Mobile, Alabama.
- McKnight, B., Nair, S., **Wolfskill, L.A.**, & Mills Jr, F.D. (2017, January). *Optimal Crop Choice and Water Allocation in Texas High Plains*. Poster presentation at the 2017 Beltwide Cotton Conferences Proceedings, Cotton Economics and Marketing Conference, Dallas, Texas.
- Nair, S., Mills Jr, F.D., & **Wolfskill, L.A.** (2017, January). *Agricultural Land Use Change in the US Cotton Belt*. Poster presentation at the 2017 Beltwide Cotton Conferences Proceedings, Cotton Economics and Marketing Conference, Dallas, Texas.
- Mills Jr., F.D., **Wolfskill, L.A.**, Nair, S. & Robinson, J. (2016, June). *A Pre-Post Perspective on Individual and Team Scores in a Team-Based Learning Course* Selected poster presented at the 62nd Annual Meeting of the North American Colleges and Teachers of Agriculture, Honolulu, HI.
- Wolfskill, L.A.**, S. Nair, and F. D. Mills, Jr. (2016, June). *Innovative Use of GoogleDocs™ to Engage High School and University Students in Experiential Learning using a Simulation Game*. Selected poster presented at the 62nd Annual Meeting of the North American Colleges and Teachers of Agriculture, Honolulu, HI.
- Mills Jr., F.D., Nair, S., & **Wolfskill, L.A.** (2016, March). *Group tests and the tragedy of the commons*. Selected poster presented at the 2016 Team-Based Learning Collaborative Conference, Albuquerque, NM.
- Nair, S. **Wolfskill, L.A.**, Burton, C., Reck, K., & Weyand, K. (2016, January). *Crop yield and profitability trends in Texas South Plains*. Selected poster presented at the 2016 Beltwide Cotton Conference. New Orleans, LA.
- Nair, S. **Wolfskill, L.A.**, Smith, A., & Strnadel, B. (2016, January). *Comparison of productivity and profitability trends of major crops in Panhandle District of Texas*. Selected poster presented at the 2016 Beltwide Cotton Conference. New Orleans, LA.
- Whitten, B.D., **Wolfskill, L.A.**, Ferrell, K.W., Nair, S., & Mills Jr, F.D. (2015, March). *Preliminary measurement of student receptivity to Team-Based Learning in an undergraduate agricultural business program*. Poster presented at the 2015 Team Based Learning Collaborative Conference, St. Petersburg, FL
- Ferrell, K.W., Nair, S., **Wolfskill, L.A.**, Whitten, B.D., & Mills Jr, F.D. (2015, March). *Influence of assessment criteria on peer evaluation grade in undergraduate Team-Based Learning classrooms*. Poster presented at the 2015 Team Based Learning Collaborative Conference, St. Petersburg, FL.

**Wolfskill, L.A., & Eiland, H.** (2014, June). *Factors affecting students' choices to attend university career fairs*. Poster presented at the 2014 North American Colleges and Teachers of Agriculture Annual Conference, Bozeman, MT.

**Wolfskill, L.A., Roucan-Kane, M. & Cooper, J.** (2013, June). *Increasing students' attendance at career fairs*. Poster presented at the 2013 Association of North American Colleges and Teachers of Agriculture Annual Conference, Blacksburg, VA.

Cooper, J., Roucan-Kane, M., & **Wolfskill, L.A.** (2013, June). *The welcome to class speech: The do's and don'ts according to university students*. Poster presented at the 2013 Association of North American Colleges and Teachers of Agriculture Annual Conference, Blacksburg, VA.

Roucan-Kane, M., **Wolfskill, L.A., & Cooper, J.** (2013, June). *A day in the life: A shadowing day project*. Poster presented at the 2013 Association of North American Colleges and Teachers of Agriculture Annual Conference, Blacksburg, VA.

**Wolfskill, L.A., & Wingenbach, G.** (2012a, June). *Influence of faculty earned degrees on agribusiness curriculum content*. Poster presented at the Association of North American Colleges and Teachers of Agriculture Annual Conference, River Falls, WI.

**Wolfskill, L.A., & Wingenbach, G.** (2012b, June). *The role of industry advisory councils in forming agribusiness curricula*. Poster presented at the Association of North American Colleges and Teachers of Agriculture Annual Conference, River Falls, WI.

Page, C., Krysher, S., **Wolfskill, L.A., Pavelock, D., Ullrich, D. R., & Lau, M. H.** (2012, May). *Correlation of SAT/ACT scores and estimated family financial contribution of Texas FFA Scholarship Recipients*. Poster presented at the Association of North American Colleges and Teachers of Agriculture Annual Conference, River Falls, WI.

Mullins Santiago, M. L., Lau, M., **Wolfskill, L.A., & Roucan-Kane, M.** (2011, February). *Leveraging Web 2.0 programs to increase academic retention*. Poster session presented at the 61st Annual Conference of the Southern Region of the American Association for Agricultural Education, Corpus Christi, TX.

Mullins, M., Lau, M. & **Wolfskill, L.A.** (2010, June). *Knowledge and skill perceptions for careers in agriculture and agribusiness*. Poster session presented at the annual conference of the Association of North American Colleges and Teachers of Agriculture, State College, PA June 22-25, 2010.

**Wolfskill, L.A., & Murphrey, T. P.** (2009, May). *Decision Science in International Agricultural Extension*. Poster session presented at the annual conference of the Association for International Agricultural and Extension Education, San Juan, Puerto Rico.

Hamilton, P. C., **Wolfskill, L.A., Ullrich, D. R., Kelley S.F., & Clark, R.** (2007, May). *Creating international university exchange: Linking to the future!* Poster session presented at the

annual conference of the Association for International Agriculture and Extension Education, Polson, MT.

**Wolfskill, L.A.**, & Wingenbach, G. (2007, May). *Experiential education across borders: Perceived barriers to participation*. Poster session presented at the annual meeting of the Association for International Agricultural and Extension Education, Polson, MT.

O'Rourke, P., Hamilton, P. C., & **Wolfskill, L.A.** (2006, October). *The ProStar® Fertilizer Management Simulation*. Poster session presented at the Leadership Summit to Effect Change in Teaching and Learning, National Academy of Sciences, Washington, DC.

Hamilton, P. C., **Wolfskill, L.A.**, Ullrich, D. R., Kelley, S. F., & Clark, R. (2006, May). *Creating international exchange opportunities to undergraduate and graduate agricultural programs*. Poster session presented at the annual meeting of the Association for International Agricultural and Extension Education, Polson, MT.

Hamilton, P. C., O'Rourke, P., & **Wolfskill, L.A.** (2006, July). *ProStar®: A Retail Fertilizer Management Simulation*. Poster session presented at the annual meeting of the American Agricultural Economics Association, Long Beach, CA.

### **Research and Grant Activities:**

#### Funded

Mills Jr., F.D., Bender, H.S., McCubbins, A., Nair, S., **Wolfskill, L.A.**, & Orgler, L.L. *Team-Based Learning™ (TBL)- A Standard for Optimal Development of the "Flipped Classroom."* (2015). Submitted to APLU Board on Agriculture, Academic Programs Section Innovative Teaching Award by Sam Houston State University in cooperation with Iowa State University. \$2000 single distribution.

**Wolfskill, L.A.**, Ullrich, D. R., & Yildiz, F. (2013-14). *Contract for energy audit of military facility (pilot program)*. TXARNG Facility Energy Auditing Program. Texas Military Forces (TXMF) CFMO401-4-1298. \$3,793.00 from contract, plus \$10,616 of new equipment.

**Wolfskill, L.A.**, Lau, M., & Santiago, M. *Increasing direct marketing potential for socially disadvantaged producers through business planning*. USDA-AMS Federal-State Marketing Improvement Program Grant (2011-2014). \$75,284.

#### Not Funded

**Wolfskill, L.A.**, & Roucan Kane, M. *Building Successful Farmers' Markets - Farmers' and Organizers' Perspectives* (Submitted 2011 for 2012 disbursement). \$4,636, not funded.

Lau, M., Ullrich, D.R., Mullins, M., **Wolfskill, L.A.**, Stutts, K.J., & Beverly, M.M. (2009). *Webinar Education to Prevent Feral Hog Damage*. Texas Department of Agriculture. \$101,380, not funded.

## Service

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<b>Advisor</b> , Sam Houston State University Agribusiness Club	2005-2007, 2014-Present
<b>Advisor</b> , Sam Houston State University Minorities in Agriculture, Natural Resources, and Related Sciences Club (MANRRS)	2006-2007, 2012-Present
<b>Coordinator</b> , Texas FFA State Career Development Events Farm Business Management Competition	2006-Present
<b>Coordinator</b> , Agricultural Sciences Career Fair	2009-Present
<b>Advisor</b> , Sam Houston State University Avenue L Crew student organization	2009-Present
<b>Member</b> , NACTA Journal Editorial Board	2011-Present
<b>Member</b> , University Career Services Advisory Board	2011-Present
<b>Faculty Mentor</b> , University Pathfinders Program	2015-Present
<b>Member</b> , University Core Curriculum Assessment Committee.	2017-Present
<b>Chair</b> , NACTA Finance Action Step committee	2017-Present
<b>Co-coordinator</b> , Texas FFA State Career Development Events Individual Sales Competition	2006-2014
<b>Member</b> , University Credit by Exam Committee.	2012-2015
<b>Faculty Representative</b> for College of Sciences – Search Committee IT@Sam Director of Client Services position hiring	2012
<b>Chair</b> , NACTA Journal DOI Ad Hoc Working Group	2011-2012
<b>Member</b> , Agribusiness Faculty Search Committee,	2006-2009, 2011, 2013, 2015, 2016
<b>Judge</b> , Texas State FFA Agricultural Sales Contest	2005-2007

## Honors and Awards

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- ◆ NACTA Teaching Award of Merit
- ◆ Gamma Sigma Delta Agricultural Honor Society
- ◆ Beta Gamma Sigma International Business Honor Society
- ◆ Phi Kappa Phi Honor Society
- ◆ Conference Outstanding Research Award: *Art Festival Participants' Motives and Satisfaction in Attendance: Attribute Ratings at a Major Art Festival*. Academy of Business Research Fall Conference, San Antonio, Texas, Nov 2017.
- ◆ Conference Outstanding Research Award: *The predominant role of technical analysis in foreign exchange markets*. Global Conference on Business and Finance, San José, Costa Rica, May 2011.

- ◆ Conference Outstanding Research Award: *Testing the Mexican banking safety net for risk-shifting*. Global Conference on Business and Finance, San José, Costa Rica, January 2011.
- ◆ Best in Conference Session Presentation: *Art Festival Participants' Motives and Satisfaction in Attendance: Attribute Ratings at a Major Art Festival*. Academy of Business Research Fall Conference, San Antonio, Texas, Nov 2017.
- ◆ Best in Conference Session Presentation: *The predominant role of technical analysis in foreign exchange markets*. Global Conference on Business and Finance, San José, Costa Rica, May 2011.
- ◆ Best in Conference Session Presentation: *Offering value in multiple market segments: From expendable to capital products*. Clute Conference, New Orleans, LA, March 2011.
- ◆ Best in Conference Session Presentation: *Evaluation of an educational program teaching the DuPont profitability analysis model*. Global Conference on Business and Finance, Las Vegas, NV, January 2011.
- ◆ Best in Conference Session Presentation: *Testing the Mexican banking safety net for risk-shifting*. Global Conference on Business and Finance, Las Vegas, NV, January 2011.
- ◆ Best in Conference Session Presentation: *Determining factors related to payment delay prediction for widespread natural disaster insurance claims*. Global Conference on Business and Finance, San José, Costa Rica, May 2009.
- ◆ *Bank risk fundamentals and regulatory discipline in the Mexican banking sector* (2011) paper listed on Top Ten Download List for ERN: Other Emerging Markets Economics: Firm Behavior & Microeconomic Issues (Topic) of the Social Science Research Network (SSRN), January, 2012.
- ◆ *Bank risk fundamentals and regulatory discipline in the Mexican banking sector* (2011) paper listed on Top Ten Download List for Latin American Economics eJournal of the Social Science Research Network (SSRN), January, 2012.

## **Professional Licensure and Certifications**

- ◆ Associate in Risk Management, Insurance Institute of America, Malvern, PA
- ◆ Certified Distance Educator – Online Faculty, Sam Houston State University
- ◆ Certificate in Agriculture eLearning Development, Texas A&M University
- ◆ FAA Private Pilot Certificate, Rotary Wing, Single Engine, Land. Instrument Rating
- ◆ Certificate in Rainwater Harvesting, Texas Water Development Board
- ◆ King Ranch Institute for Ranch Management Certificate in Advanced Ranch Management

## **Professional Membership**

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- ◆ National Association of Colleges and Teachers of Agriculture
- ◆ Agriculture and Applied Economics Association
- ◆ Team-Based Learning Consortium

## **Key Skills**

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- ◆ Fluent in English and Spanish
- ◆ Completely comfortable with cross-cultural engagements, having lived and worked in Latin America (14 years) and Germany (3 years)
- ◆ Computer hardware, troubleshooting, network installation
- ◆ Software: SPSS, MS Office, ArcView GIS, light programming in various languages
- ◆ Certified Aviation (Rotary Wing) Maintenance Officer while in US Army.
- ◆ Certified AH-1S Helicopter Test Pilot while in US Army.
- ◆ Held NATO SECRET clearance while in US Army.