

CURRICULUM VITAE

JULIA IVY

EDUCATION

Ph.D. in Management. -- 2015

Lancaster University School of Management, UK.

Department of Entrepreneurship, Strategy and Innovation

Topic: Relationship for venture development in a low-trust vs. high-trust context

Ph.D. in Psychology, 1996

Maxim Tank Belarusian State Pedagogical University, Minsk, Belarus.

Topic: Reflection of Significant Choices of Young Adults

Advanced Post-Graduate Certificate in Management (Management, Marketing, Finance) 1999-2001, *The Open University Business School, UK.*

Columbia University Graduate School of Business Executive Education (New York, USA),

Topic: Leading Entrepreneurial Change in Organizations, 2002

BA with Honors, Pedagogy and Methodology, 1988

Minsk State Pedagogical Institute, Minsk, Belarus.

EMPLOYMENT HISTORY

2016 – present: D'Amore-McKim School of Business, *Northeastern University*

Associate Teaching Professor in International Business and Strategy

- *Graduate and Undergraduate courses: Strategic Decision Making, Managing Global Enterprise*

2012 - 2016: College of Professional Studies, *Northeastern University*

Senior fellow, Master of Science in Leadership,

Chair, Consulting Case Writing Competition

Visiting Professor, *Swinburne Institute of Technology, Australia*

Visiting Professor, *Vietnam International University, Vietnam*

- *Graduate courses developed and taught (asynchronous & synchronous distance & face-to-face): Developing the Strategic Leader, The Ethical Leader, Organizational Transformation, Managing Organizational Culture, Developing Leadership Capabilities, Leading Teams*

- *Master Teacher Role:* Advising for students and adjunct faculty in the areas of Strategic Leadership, Ethical Leadership and Organizational Transformation
- *Service:* Consulting Case Writing Competition (10 master programs, 40 judges, 21 countries). Series of workshop on consulting case writing for faculty and graduate students. Architect for MS in Leadership redesign
- *New program development:* Graduate Certificate/Concentration in Consulting

2004 – 2012: School of Management, University of Alaska Southeast, AK, USA

Tenured, Associate Professor of Management 2010 – 2012

Chair, Management, Marketing & Entrepreneurship Department, 2011 – 2012

Founding Chair, MBA Concentration in Global Leadership, 2008 – 2012

Assistant Professor of Management, 2004 – 2010

- *Graduate courses developed and taught* (asynchronous & synchronous distance & face-to-face): Organizational Theory and Behavior, Human Resource Administration, Sustainable Leadership and Change Management, Cross-Cultural Competencies and International Management, Organizational Behavior and Theories of Leadership
- *Undergraduate courses developed and taught* (asynchronous distance & face-to-face): Principles of Management, Organizational Behavior, Human Resource Management, Small Business Management, and Introduction to Business
- *Advising* for ungraduated and graduate students in the area of Management and Organizational Behavior, and Leadership. *Advising for adjunct faculty* in the area of Management and Organizational Behavior, and Leadership. *Advising* for MBA students, Global Leadership concentration
- *New Program Development:* Developed and managed the MBA Concentration in Global Leadership (blended format, including international component in Eastern Europe)
- *Governance:* Architect for the Department of Marketing, Management, entrepreneurship redesign. School of Management representative in the Faculty Senate and in the Curriculum Committee.

2005 – present: Executive and corporate business programs in Eastern Europe

Visiting Professor, Executive MBA. *Institute of Privatization and Management*, Belarus

Visiting Professor, Executive MBA, International MBA, & boutique corporate courses.

International Institute of Business, Ukraine

President, *Local to Global LLC*, 2008-present

- *Executive MBA Courses taught:* Growth Strategies, Action Management, Management for General Managers, Time-Management for Executives.

- *Corporate and open-enrollment executive programs: Globalization and International Management, Cross-Cultural Competencies, Social Capital as Strategic Asset, Customer-Driven Management*

2003-2004: Lecture (part-time)

Business School, Management Department, *University of New Haven, CT*

Business School, Management Department, *Central Connecticut State University, CT*

- *Undergraduate course taught: Entrepreneurship and Small Business Management, Principles of Management and Organization, International Management, Principles of Entrepreneurship.*

1999-2003: *Institute for Privatization and Management, Minsk, Belarus.*

Vice-President, Director for Executive MBA Program (USA-Poland-Belarus), 2002 – 2003

Chair, Department of Management, 2000 – 2002

Director, Customized Corporate Program Division, 1999-2001

Senior Fellow & Consultant of Management and Organizational Behavior, 1999 – 2003

Accredited Tutor – Management for Marketing, *Chartered Institute of Marketing, UK.*

- *Executive education courses taught: Leadership, Management and Organization, Customer-Driven Management, HRM, Psychology of Negotiation and Conflict Resolution, Team-Building*
- *Professional education courses taught: Management for Marketing*
- *Advising for executive education clients, corporate clients, and adjunct faculty in Management, Human Resource Management, and Leadership*
- *Governance: Department chair, program director, VP*

1995 – 1999: *Belarus State Pedagogical University, Minsk, Belarus.*

Assistant Professor of Psychology

- *Undergraduate and graduate courses taught: Principles of Psychology, Social Psychology, Group Dynamics and Leadership, Self-Esteem and Personal Development, Group Consulting, Psychology of Entrepreneurship*

PUBLICATIONS

Publications in Refereed Journals (also under the name of Yuliya Victorovna Ivanova)

- Ivy, J, Larty, J and S. Jack. 2014. Searching for Relevance: NGO–Donor Relationships in a Geographically Isolated Community,” *Journal of Management Inquiry*.
- Ivy, J. 2012. A state-controlled economy vs., a rent-seeking state: Why entrepreneurs would support state officials? *Entrepreneurship & Regional Development*, Volume 25, Issue 3-4: 195-221
- Ivanova, Y.V. and Winn, J. 2010. Growing Pains. *Case Research Journal*. Volume 30, Issue 3, Summer. Listed at *Harvard Business Publishing* website
- Ivanova, Y.V., 2010, Stakeholder and social capital approaches as explanations for relationships between SMEs and state officials in different transition economies, *Lancaster University Management School Working Paper*.
- Ivanova, Y.V. and Winn, J. 2010. Governance and talent management in a professional services firm. *Case Research Journal*. Volume 30, Issue 1, Winter. Listed at *Harvard Business Publishing* website.
- Ivanova, Y.V. 2009. Can this business be rescued? *Entrepreneurship Theory & Practice*, Volume 33, No. 4: 989-995.
- Ivanova, Y.V. 2008. Teaching capitalism in the country that reinstated socialism. *The Global Journal of Business Research*, Vol, 2, no. 2, 107-122.
- Ivanova, Y.V. 2007. The motivation of managerial choices in the state-controlled economy of Belarus. *Journal of East-West Business*, Volume 13, No. 4, 5-36.
- Ivanova, Y.V. 2007. Middle managers in a state-controlled economy: How they implement their decisions. *Journal of Managerial Psychology*, Vol. 22, No. 4, 392-410.
- Ivanova, Y.V. and Mitchell, M.E. 2007. Personal choices of a public manager in a time of uncertainty. *Business Research Yearbook*, Vol. XIV, no. 2, 888-894.
- Ivanova, Y.V. and Mitchell, M.E. 2007. Small business development in post-Soviet Belarus: Struggling for business competencies. *Business Research Yearbook*, Vol. XIV, no. 1, 340-346.
- Ivanova, Y.V. 2006. Ethics in an unethical environment or absence of ethics? *The International Journal of Emerging Markets*, Volume 2, Issue 1, 84-92.
- Ivanova, Y.V. 2004. Belarus: Entrepreneurial activity in an unfriendly environment. *Journal of East-West Business*, Volume 10, No. 4, p. 29-55.
- Ivanova, Y.V. and Mitchell, M.E. 2004. Initial steps in designing the first Executive MBA program in Belarus. *Business Research Yearbook. Global Business Perspectives*, Volume XI, p. 511-516.

Additional publications in non-English languages (available upon request)

Publications in Refereed Proceedings (also under the name of Yuliya Victorovna Ivanova)

- Ivy, J., Larty, J. and S. Jack. 2014. Social capital and venture development in a low-trust environment. 2014 *Academy of Management Annual Meeting Best Paper Proceedings*
- Ivanova, Y.V. and Winn, J. 2009. The role of social capital and donor commitment in a geographically isolated community. 2009 *Academy of Management Annual Meeting Best Paper Proceedings*.
- Ivanova, Y.V. & Winn, J. 2009. Talent Management in a Professional Service Firm. *Western Case Writing Association*, Utah, March 28-April 1.
- Ivanova, Y.V. 2008. Danger of Growth. *NACRA 2008 Conference*, Durham, NH, Oct 28 –Nov 1.
- Ivanova, Y.V. 2008. A state-controlled economy vs., a rent-seeking state: Why entrepreneurs would support state officials? *Western Academy of Management, 49th Annual Meeting*, March 26-March 29, 2008. Oakland, California.
- Ivanova, Y.V. 2008. A case study of business education in the context of the state-controlled economy. *Global Conference on Business and Finance (GCBF)*. Honolulu, HI, Jan 4 – 7, 2008.
- Ivanova, Y.V. 2006. The motivation of managerial choices in a transition economy. *Western Academy of Management 47th Annual Meeting Proceedings*. May 29-April 1, Long Beach, California.
- Ivanova, Y.V. 2006. Can this business be rescued? *Western Casewriters Association*. March 30, Long Beach, California.
- Ivanova, Y.V. 2005. Middle managers of post-Soviet enterprises: How they implement their decisions. *Association for Global Business. Annual Conference*. November 17-20, Miami, Florida.
- Ivanova, Y.V. 2005. Managers of state enterprises and private businesses in post-Soviet Belarus: their motives in decision making. *The International Academy of Business and Public Disciplines*. New Orleans, Louisiana.
- Ivanova, Y.V. and Daneyko, P. 2005. Teaching capitalism in the country that recovers socialism. *2005 Hawaii International Conference on Business*. May 26-29, 2005, 1476-1500.
- Ivanova, Y.V. 2005. Ethics in unethical environment or absence of ethics? *World Association for Case Method Research & Application. Twenty-Second International Conference*, July 3 – 6. Brno, Czech Republic.
- Ivanova, Y.V. and Mitchell, M.E. 2004. Analyzing the time management of executives in post-Soviet area (Belarus). *The Case Association. Proceedings of Cases in Progress*. Vol. 104, no. 1, p. 155-190, May, 2004, Providence, RI.
- Ivanova, Y.V. 2004. Entrepreneurial activities in an unfriendly environment (based on Belarusian experience). *Proceedings of the Eastern Academy of Management 41st Annual Meeting*, p. 1680-1704.
- Ivanova, Y.V. and Mitchell, M.E. 2004. Belarus-Poland-USA MBA program: design, promotion,

and implementation. *Globalization and Sustainable Development. 2004 NEBAA International Conference Proceedings Volume*, p. 193-195.

Ivanova, Y.V. 2004. Problems of management in a high growing international company in Eastern and Central Europe. *Globalization and Sustainable Development. 2004 NEBAA International Conference Proceedings Volume*, p. 196-198.

PRESENTATIONS, PROJECTS AND SHOWCASES

Professional Development Workshop: Students as Independent Consultants. *Academy of Management, Management Consulting Division*, 2015

Workshop presenter: Can Students Be Independent Consultants? Successes and Challenges in Creating Real-life Consultancy Opportunities for Students. Conference for Advancing Evidence-Based Teaching, *Center for Advancing Teaching and Learning through Research (CATLR)*, Boston 2015

Workshop presenter: Experiences in launching and managing student consultancy projects. Lancaster University, *Institute for Entrepreneurship and Enterprise Development*. December, 2014

Workshop presenter: Case Studies; Bridging Learning with Real-Life Challenges. *CPS Fall Faculty Conference*, 2014

Poster Session presenter: Relationship Strategies in a Low-trust Environment. *CPS Fall Faculty Conference*, 2014

Workshop presenter: Writing across curriculum. . CPS Faculty Development Workshop, August 2013

Keynote Speaker: Speaking New trends in management research. *International Institute of Business*, Kiev. July, 2012.

Keynote Speaker: Freeride Management for Business Owners, *L2G Institute of Management & Resultat Group*, Minsk, June 2012

Workshop presenter: Action Management, *International Institute of Business*, Kiev. July, 2011.

Guest Speaker, Topic: On-line business education for undergraduate and graduate business programs: similarities and differences. *International institute of Business*, Kiev, Ukraine, December 18, 2007.

Guest Speaker, Topic: Distance education for business people: opportunities and problems, *The 1st International Conference of Continuing and Executive Business Education*, Minsk, Belarus, May 2006.

Workshop presenter: Social capital of people, groups, and organizations, *6th Annual Evening at Egan, Lecture series for the community*, Juneau, AK, Oct 2005.

Guest Speaker, Topic: Threats and opportunities in promotion and realization in-company customized programs, *International Conference on Executive Business Education*, Alushta, Ukraine, Aug 2002.

Workshop presenter: Seminar on Strategic Human Resource Management of Customer-Driven

Organizations. Barcelona, Spain, July 2001.

Guest Speaker, Topic: The women's role in changing environment, League of Women Voters International Night. New Britain, CT, USA, Feb 2000.

National and International Conference Presentations

Making a mark: Relationships for establishing a business presence in post-authoritarian emerging markets. *Academy of Management Annual Meeting*. Vancouver, 2015

Social capital and venture development in a low-trust environment. *Academy of Management Annual Meeting*. Philadelphia, 2014

An exploratory study of the determinants of SMEs' sustainability and growth in a state-controlled transition economy. Presented at the *Western Academy of Management*, Victoria BC, Canada, March 2011.

Using information and communication technologies in the remote and traditional classrooms. *Workshop, 2010 Academy of Management*, Montreal, August 7, 2010.

A role of social capital and donor commitment in a geographically isolated community. *2009 Academy of Management*, Chicago, August 11, 2009.

Social capital of SMEs in a low-trust society. *2009 Academy of Management*, Chicago, August 10.

Danger of Growth. *NACRA 2008 Conference*, Durham, NH, Oct 28 –Nov 1.

A state-controlled economy vs., a rent-seeking state: Why entrepreneurs would support state officials? Presented at the *Western Academy of Management, 49th Annual Meeting*, March 26-March 29, 2008. Oakland, California.

A case study of business education in the context of the state-controlled economy. Presented at the *Global Conference on Business and Finance (GCBF)*. Honolulu, HI, Jan 4 – 7, 2008.

Personal choices of a public manager in a time of uncertainty. Presented at the *International Academy of Business Disciplines Conference*, March 30, 2007, Orlando, FL.

Small business development in post-Soviet Belarus: Struggling for business competencies. Presented at the *International Academy of Business Disciplines Conference*, March 30, 2007, Orlando, FL.

Developing social capital of entrepreneurial activity in Alaska. Presented at the *6th Qualitative and Multiple Research Methods Institute*, Arizona State University, January 8, 2007

The motivation of managerial choices in a transition economy. Presented at the *Western Academy of Management 47th Annual Meeting*. March 31, 2006. Long Beach, CA.

Can this business be rescued? Presented at the *Western Casewriters Association*. March 30, 2006. Long Beach, CA.

Middle managers of post-Soviet enterprises: How they implement their decisions. Presented at the *Association for Global Business Annual Conference*. Nov 18, 2005. Miami, FL.

Managers of state enterprises and private businesses in post-Soviet Belarus: their motives in decision making. Presented at the *International Academy of Business and Public Disciplines*. Jan 5, 2005. New Orleans, Louisiana.

Experiences in selecting the new generation of managers in Eastern Slavic countries. Presented at the *Western Academy of Management, 46th Annual Meeting*, March 2005. Las Vegas, Nevada.

Teaching capitalism in a country that recovers socialism. Presented at the *2005 Hawaii International Conference on Business*. May 26-29, 2005.

Ethics in unethical environments or absence of ethics? Presented at the *World Association for Case Method Research & Application. Twenty-Second International Conference*, July 3 – 6, 2005. Brno, Czech Republic.

Analyzing the time management of executives in a post-Soviet area (Belarus). Presented at *The Case Association*. March 30, 2004, Providence, RI.

Entrepreneurial activities in an unfriendly environment (based on the Belarusian experience).

Presented at the *Eastern Academy of Management 41st Annual Meeting*, March 29, 2004.

Problems of management in a fast growing international company in Eastern and Central Europe. Presented at the *2004 NEBAA International Conference Proceedings*, April, 2004.

AWARDS AND RECOGNITIONS

Emerald/EFMD Outstanding Doctoral Research Awards Nomination, Lancaster University, UK, 2015

Excellence in Teaching nomination. College of Professional Studies, Northeastern University, 2015

Academy of Management Conference Best Paper Recognition, Entrepreneurship Division, 2014
Scholarship of Center for the Advancement of Teaching and Scholarship (CATS), Northeastern University for the research “*Relationship strategies and organizational success in a low-trust environment,*” 2014

W.O.W. Factor! Award for service to the college. College of Professional Studies, Northeastern University, 2013

UPCEA (New England) award CPS Nomination for the Consulting Case Writing Competition project “for its creativity, originality, and substantive effect to the core activity of the College of Professional Studies,” 2013

Academy of Management Carolyn Dexter Award: *Winner of the Nonprofit and Public Administration Division, Top-Five Finalist of all-AOM Carolyn Dexter Award* 2009

Molson Case Writing Competition, *Top-Four Finalist*

Faculty Excellence in Research Award. *University of Alaska Southeast*. Juneau, AK, 2007.

The Best Paper in Session Awards, *Global Conference on Business and Finance*, Hawaii, Honolulu, 2008.

The Best Paper in Session Awards, *Association for Global Business Conference*, Miami Beach, Florida, 2005.

Teacher of the Year Award, *School of Executive Business Education*, Institute for Privatization and Management, 2001.

SERVICE

University Service

Northeastern University, College of Professional Studies, since 2012

- Chair, Problem-Solving and Consulting Case Writing Competition (2012-present)
- MS in Leadership Redesign & Quality Assurance Team (2012-present)
- MS in Global Studies Faculty Hiring Committees (2012, 2014)
- Faculty Transnational Team (2015-present)
- Professional Standards Committee (2015-present)

University of Alaska Southeast and University of Alaska statewide, 2004-2012

- Chair, Assistant/Associate Professor in Management Hiring Committee (2011-2012)
- Dean of School of Management Hiring Committee (2011-2012)
- Tenure Evaluation Faculty Committee (2010-2012)
- United Academics Election Committee (2009-2012)
- Institutional Research Board (2005-2011)
- Curriculum Committee (2007-2009)
- IPY Indigenous Knowledge/Western Science Working Group (2007-2009)
- Faculty Senate, School of Management Representative (2005-2007)
- Evaluation of Faculty Service Committee, Faculty Senate (2006-2007)
- Alaska Women in Higher Education (2004-2006)

Institute for Privatization and Management, Belarus (1999-2003)

- Chair of the Executive MBA Faculty Hiring Committee (2002-2003)
- Graduate Academic Policy and Accreditation Committee (2000-2003)
- Chair of the Director of Customized Business Education Programs Committee (2001)
- Curriculum Review Committee (2000-2003)

Service to the Discipline/Profession

Reviewer: *Small Business Management Journal* for the paper “Proximities and Trust in SME Decision Making,” 2015

Reviewer: *Entrepreneurship Theory and Practice Journal* for the paper “Social Capital in the Brazilian Context for Entrepreneurs and SMEs

Reviewer: *Academy of Management 2014 Conference*. Three articles on strategic relationships for entrepreneurship in context

Reviewer: *North American Case Writing Association, Case Research Journal* for the case “WatchFrog”

Reviewer: *Western Academy of Management Conference* for the symposium “East Meets West”

2012

Reviewer: *Western Academy of Management Conference* for the paper “Entrepreneurial care: Retrospective and prospective sensemaking”

Session Chair: *Conference of the International Academy of Business and Public Administration Disciplines*. New Orleans, Louisiana, 2005

Session Chair: *The Fifth Annual Hawaii International Conference in Business*. Honolulu, Hawaii, 2005.

Service to the International Community

- Executive coaching for executives and business owners in leadership, managerial psychology, and strategic relationships, Eastern Europe (1997 – current), Canada (2000 – current), and United States (2006-2012)
- Organizational consulting for small and medium enterprises, Eastern Europe (1997 – current)
- Rotary International

PROFESSIONAL DEVELOPMENT

Harvard Business School

- Case Method Teaching Seminar Part I, Pittsburg, March 2015

Academy of Management, Management Consulting Division workshops (2014)

- Management Consulting in the Rough; How to Co-Create for Impact
- Linking Scholarly and Practical; Client Consultant Relationships
- Effective Global Consulting

Western Academy of Management workshops (2013)

- “Daring to Care” regarding the aspirations of scholar-practitioners
- Mid-career workshop
- Workshop “Using the Enneagram System: Insights for leadership and Selfhood”

North American Case Writing Association (NACRA), workshops (2012)

- Research-in-Progress (“Embryo” Cases) workshop,
- Writing Publishable Teaching Cases: Case Submission Process workshop
- Research Methods and Theory Building workshop
- Case Workshop Roundtable Session in OB/OT/HRM

The NY Times & International Leadership Academy,

- Women & Leadership workshop/luncheon, (2012)

Arizona State University

- Qualitative and Multimethod Research two-weeks residential program (2007)

University of Alaska

- Policies and procedures for Institutional Research Board (2006)

- Distance Education Professional Development Program (2005)

Turin University, Business School (Turin, Italy)

- International workshop on teaching and managing MBA program, two-week program (2001)

United Nation Development Program (Prague, Czech Republic)

- Workshop on small and medium size enterprises (2002)

The Chartered Institute Of Marketing (United Kingdom)

- International tutor workshop and accreditation (1999).

MEMBERSHIP

North American Case Writers' Association (NACRA)

Academy of Management (AOM)

European Academy of Management (EURAM)