

Robert J. Pearce
2626 Peachtree Road
Atlanta, Georgia 30305
Telephone: (404) 467-0273 (home)
(678) 839-4831 (work)
FAX: (678) 839-5041
E-mail: rpearce@westga.edu

Professional/Work Experience

University of West Georgia - Richards College of Business (1996 – 2006)(2006-Present, Part-Time)
Associate Professor of Business Administration

- Director, International Business Summer Studies Program
- Director, Group Leader, and Instructor for “Business in Japan”
- Undergraduate and graduate teaching responsibilities include.....
Strategic Management International Management
Theory & Philosophy of Management Principles of Management
Entrepreneurship & Small Business Organization Theory

McDermott International, Incorporated - Babcock & Wilcox Company 1984 to 1992

- General Manager, Special Metal Division (3/88 to 6/92)
- Marketing and Sales Manager, Tubular Products Group (2/87 to 2/88)
- Product Line Manager, Seamless Tubing Division (11/85 to 1/87)
- Business Unit Manager (11/84 to 10/85)

McDermott International, Incorporated - Corporate Headquarters Staff 1979 to 1984

- Director of Strategic Performance Review (8/79 to 10/84)

Philip Morris, Incorporated - Corporate Headquarters Staff 1973 to 1979

- Manager, Corporate Planning Department (4/77 to 7/79)
- Senior Planning Analyst (7/74 to 3/77)
- Planning Analyst (5/73 to 6/74)

Grumman Aerospace Corporation 1963 to 1973

- Various positions, including: Project Engineer, Chief of Propulsion System Design, Senior Analytical Engineer

University Degrees

1997 Doctor of Philosophy - University of South Carolina

- Concentration - Strategic Management & Business Policy
- Cognate - International Business

1973 Master of Business Administration - New York University

- Major - Management and Business Policy
- Minor - Finance

1963 Bachelor of Science - Polytechnic Institute of Brooklyn

- Mechanical Engineering

Other Notable Achievements

- Governor's Teaching Fellow
- Advisory Board of Aubrey Silvey Enterprises
- Vice President of The Peachtree Residences' Unit Owners Association
- Faculty Senator
- Chair, Undergraduate Academic Programs Committee
- Faculty Research Advisor for the RCOB Representative at Big Night 2002
- SBDC Consultant

Publications and Presentations

Pearce, R. 1994. *Joint venture performance: A bargaining and influence cost perspective*. **Proceedings of the Southern Management Association's Annual Conference.**

Pearce, R. 1997. *Toward understanding joint venture performance and survival: A bargaining and influence approach to transaction cost theory*. **Academy of Management Review**, Vol. 22, No. 1: 203-225.

Pearce, R. 1997. *Toward understanding the performance and survival of equity joint ventures: A bargaining and influence perspective within a transaction costs framework*. Unpublished doctoral dissertation, University of South Carolina, Columbia.

Pearce, R. 1998. *Consequences of parental subgroups within the joint venture's top management team*. **National Conference of the Academy of Management**. (Presented paper)

Pearce, R. 1998. *The joint venture's top management decision-making process: A preliminary look*. **Proceedings of the Southern Management Association's Annual Conference.**

Pearce, R. 1999. *Risk attitude differences, factions, and influence behavior within "shared" management joint ventures*. **National Conference of the Academy of Management**. (Presented paper)

Pearce, R. 2000. *The general manager's perspective on how factionalism can impact the behaviors and effectiveness of top managers inside a shared management joint venture*. **Journal of Management and Governance**, Vol. 4, No. 3: 189-206.

Pearce, R. 2001. *Looking inside the joint venture to help understand the link between interparent cooperation and performance*. **Journal of Management Studies**, Vol. 38, No. 4: 557-582.

Pearce, R. 2002. *Case-based structured conflict: A means for enhancing classroom learning*. **Journal of Management Education**, Vol. 26, No. 6: 732-744.

Pearce, R. 2003. *The value of organizational conflict: Undergraduate business school student attitudes*. Proceedings of the National Business and Economics Society's Fourth Annual Conference.

Pearce, R. 2005. *The value of organizational conflict: business school student perceptions*. **Journal of Applied Business and Economics**, Vol, 5, No. 2.