

WESLEY MAXWELL FRISKE

EDUCATION

Doctor of Philosophy	Texas Tech University, May 2015 Ph.D.: <i>Business Administration</i> Concentration: <i>Marketing</i>
Master of Business Administration	West Texas A&M University, December 2010 M.B.A.: <i>Marketing</i>
Bachelor of Arts	Montana State University, May 2006 Major: <i>English (Teaching Option)</i> Minor: <i>Business Administration</i>

PUBLICATIONS

- Friske, Wesley, and Seth Cockrell (forthcoming), "Entrepreneurship, Excise Taxes, and the 'Flight to Quality,'" accepted for publication in *Journal of Macromarketing*.
- Friske, Wesley and Miles A. Zachary (forthcoming), "Regulation, New Venture Creation, and Resource-Advantage Theory: An Analysis of the U.S. Brewing Industry," accepted for publication in *Entrepreneurship Theory and Practice*.
- Hoelscher, Seth, Friske, Wesley, and Karyn Friske (2019), "Do Managers Really Mean What They Say? An Analysis of Voluntary Oil and Gas Hedging Announcements," *Oil, Gas, & Energy Quarterly*, 67(3), 403-415.
- Lee, Sangno, Choi, Sunhee, and Wesley Friske (2018), "The Effects of Featured Advertising and Package Labeling on Sustainability of Cause-Related Marketing (CRM) Products," *Sustainability*, 10(9), 1-12.
- Friske, Wesley and Miles A. Zachary (2017), "Regulation, Competition, and Economic Growth: A Resource-Advantage Theory Perspective," *Journal of Research in Marketing and Entrepreneurship*, 19(1), 26-41.
- Choi, Sunhee, Friske, Wesley, Lee, Sangno, and James Wilcox (2014), "The Effects of Price Promotion Depth on New and Mature Products," *Journal of Brand Management*, 21(3), 202-215.
- Davis, Donna F. and Wesley Friske (2013), "The Role of Public-Private Partnerships in Facilitating Cross-Border Logistics: A Case Study at the U.S./Canadian Border," *Journal of Business Logistics*, 34(4), 347-359.

- Davis, Donna F. and Wesley Friske (2013), "Defining the Soft Infrastructure of Border Crossings: A Case Study at the US/Canada Border," *American Review of Canadian Studies*, 43(4), 477-493.
- Friske, Wesley and Sunhee Choi (2013), "Another Look at Retail Gravitation Theory: History, Analysis, and Future Considerations," *Academy of Business Disciplines Journal*, 5(1), 88-106.
- Li, Andrew, Bagger, Jessica, and Wesley Friske (2013), "Social Desirability in the Selection Process: New Insights from a Novel Context," *Asia Pacific Journal of Human Resources*, 51(1), 45-62.
- Racherla, Pradeep and Wesley Friske (2012), "Perceived 'Usefulness' of Online Consumer Reviews: An Exploratory Investigation across Three Services Categories," *Electronic Commerce Research and Applications*, 11(6), 548-559.

CONFERENCE PRESENTATIONS

- Friske, Wesley, and Seth Cockrell (February 2019), "Entrepreneurial Marketing and Public Policy: A Supply-Side Test of the 'Flight to Quality' Hypothesis." Paper presented at the 2019 American Marketing Association Winter Educators' Conference, Austin, TX.
- Coulter, Ronald L., Simmers, Christina, Friske, Wesley, and Carly Pierson (October 2018), "Learning Style and Class Delivery Format: Students' Attitudes and Parental Preferences." Paper presented at the 2018 Institute for Global Business Research Fall Conference, Las Vegas, NV.
- Friske, Wesley, and Seth Cockrell (August 2018), "Entrepreneurship, Excise Taxes, and the 'Flight to Quality.'" Paper presented at the 2018 Global Research Symposium on Marketing and Entrepreneurship, Boston, MA.
- Byun, Kyung-Ah, Dass, Mayukh, and Wesley Friske (June 2018), "Green Means Go! The Role of CSR Appeals in Product Recalls of Private Label Brands." Paper presented at the 2018 ISMS Marketing Science Conference, Philadelphia, PA.
- Friske, Wesley, Cockrell, Seth, and Phi Cong Hoang (February 2018), "How Religiosity and CSR Affect Retail Visits." Paper presented at the 2018 American Marketing Association Winter Educators' Conference, New Orleans, LA.
- Friske, Wesley, Nikolov, Atanas Nik, and Phi Cong Hoang (February 2018), "CSR Reporting Practices: An Integrated Model and Analysis." Paper presented at the 2018 American Marketing Association Winter Educators' Conference, New Orleans, LA.
- Friske, Wesley (September 2017), "Higher Education and Diversity Panel." Panelist at the Insights Association (Great Lakes Chapter) 2017 Fall Conference, St. Louis, MO.

- Wang, Xinchun and Wesley Friske (August 2016), “Developing Sustainable Innovation Capabilities: The Roles of Innovation Assets, Top Management Innovation Commitment, and Marketing Department Power.” Paper presented at the 2016 American Marketing Association Summer Educators’ Conference, Atlanta, GA.
- Friske, Wesley (February 2016), “From Strategy to Performance: An Investigation of the Factors Affecting Marketing Plan Implementation.” Paper presented at the 2016 American Marketing Association Winter Educators’ Conference, Las Vegas, NV.
- Choi, Sunhee and Wesley Friske (February 2016), “The Effects of International Publicity on Exporter Sales Volatility.” Poster presented at the 2016 American Marketing Association Winter Educators’ Conference, Las Vegas, NV.
- Friske, Wesley (October 2014), “Bank Marketing Study Results: Pitfalls in Marketing Plan Implementation and Key Factors behind a Successful Implementation Effort.” Paper presented at the Oregon Bankers Association Marketing Roundtable, Salem, OR.
- Choi, Sunhee, Friske, Wesley, Lee, Sangno, and James Wilcox (May 2013), “The Effects of Price Promotions on New and Mature Products.” Paper presented at the 2013 Academy of Marketing Science Annual Conference, Monterey, CA.
- Davis, Donna F. and Wesley Friske (May 2013), “Improving Cross-Border Logistics: The Role of Public-Private Partnerships.” Paper presented at the 2013 Academy of Marketing Science Annual Conference, Monterey, CA.
- Racherla, Pradeep and Wesley Friske (May 2010), “Perceived Credibility of Online Consumer Reviews: An Investigation across Three Service Categories.” Poster presented at the 2010 Academy of Marketing Science Annual Conference, Portland, OR.
- Li, Andrew, Bagger, Jessica, and Wesley Friske (April 2010), “Social Desirability: New Insights from a Novel Context” (featured at the top-rated poster session). Poster presented at the 2010 Annual Conference of the Society for Industrial and Organizational Psychology, Atlanta, GA.

RESEARCH INTERESTS

Marketing Strategy, Entrepreneurial Marketing, Corporate Social Responsibility (CSR)

SERVICE TO THE DISCIPLINE

- Member: Entrepreneurial Marketing SIG Board, 2019-Present
 Reviewer: *Journal of Research in Marketing and Entrepreneurship*, 2018-Present
 Reviewer: *Journal of Consumer Marketing*, 2015-Present
 Reviewer: *Electronic Commerce Research and Applications*, 2012-Present
 Reviewer: SMA Annual Conference: Social Media and Marketing Technology Track, 2018

Chair: AMA Winter Educators' Conference, "Factors Affecting Consumption in a Retail Setting," 2018
 Reviewer: AMA Winter Educators' Conference: Innovation Track, 2018
 Reviewer: SMA Dissertation Proposal Competition, 2017
 Chair: AMA Summer Educators' Conference, "Brands, Products, and Promotions," 2016
 Reviewer: AMA Summer Educators' Conference: Marketing Strategy Track, 2015
 Reviewer: AMA Winter Educators' Conference: Marketing Strategy Track, 2015
 Reviewer: AMS Annual Conference: Supply Chain Management Track, 2014
 Reviewer: SMA Annual Conference: Tourism and Hospitality Track, 2012

TEACHING EXPERIENCE

Missouri State University, *College of Business*, Department of Marketing

- Marketing Research, Consumer Behavior, Independent Study in Marketing
Fall 2019
- Marketing Research, Advanced Marketing Research, MBA Seminar in Marketing Research
Spring 2019 4.48/5.00
- Marketing Research, Seminar in Marketing, Independent Study in Marketing
Fall 2018 4.54/5.00
- Marketing Research, Advanced Marketing Research, Independent Study in Marketing
Spring 2018 4.61/5.00
- Marketing Research, Consumer Behavior, Independent Study in Marketing
Fall 2017 4.52/5.00
- Marketing Research, Advanced Marketing Research, Seminar in Marketing Research, Independent Study in Marketing
Spring 2017 4.57/5.00
- Marketing Research, Consumer Behavior
Fall 2016 4.57/5.00
- Marketing Research, Consumer Behavior, Independent Study in Marketing
Spring 2016 4.53/5.00
- Marketing Research, Consumer Behavior
Fall 2015 4.56/5.00

Texas Tech University, *Rawls College of Business*, Area of Marketing and Supply Chain Management

- Fundamentals of Marketing
Spring 2015 4.54/5.00
- Consumer Behavior
Fall 2014 4.61/5.00
- Consumer Behavior
Fall 2013 4.77/5.00
- Consumer Behavior
Spring 2013 4.70/5.00

West Texas A&M University, *Paul and Virginia Engler College of Business*, Department of Management, Marketing, and General Business

- Sports Marketing
Spring 2011 3.39/4.00
- Freshman Seminar
Fall 2010 3.16/4.00

HONORS AND AWARDS

Distinguished Research Award, IGBR	2018
Promising Research Award, GRSME	2018
Doctoral Student Teaching Award, TTU	2015
Sheth Doctoral Consortium Representative, AMA	2014
Outstanding Reviewer Award, ECRA	2013
Doctoral Student Research Award, TTU	2013
Best Poster Award, SIOP Annual Conference	2010