

Dr. James B. Deconinck

Western Carolina University
School of Marketing, Entrepreneurship, Sport Management, and Hospitality and Tourism Management
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Education

Ph D, University of Arkansas, 1988.

Major: Marketing

Dissertation Title: How Consumers React to Considerations of Product Liability For Innately Dangerous Products: Information For Planning For Liability Contingencies.

MBA, Central Missouri State University, 1985.

BSBA, University of Missouri-Kansas City, 1981.

Major: Marketing

Academic, Government, Military, and Professional Positions

Academic

Full Professor, Western Carolina University. (August 1, 2002 - Present).

TEACHING

Teaching Experience

Western Carolina University

HT 334, Restaurant Management, 1 course.

MGT 300, Intro to Management, 1 course.

MKT 195, Facebook Generation Mkt, 1 course.

MKT 201, Principles of Marketing, 8 courses.

MKT 304, Consumer Behavior, 1 course.

MKT 352, Sales Management, 4 courses.

MKT 409, Negotiations/Relationship Marketing, 11 courses.

MKT 410, Sales Management and Negotiations, 2 courses.

MKT 483, Internship in Marketing, 4 courses.

RESEARCH

Published Intellectual Contributions

Journal Articles

DeConinck, J., & DeConinck, M. B. The Mediating Role of Job Embeddedness on Search Behavior Intentions. *To appear in Global Journal of Management and Marketing*. <https://www.IGBR.org>

Busbin, J., DeConinck, J., & Johnson-Busbin, J. The Increasing Value of Intellectual Capital (IC) and the Increasing Competitive Risk Exposure to IC Expropriation. *To appear in Journal of Competitiveness Studies, Upcoming issue*(Upcoming issue), Upcoming issue. 81 Mountain View Terrace Road

DeConinck, J., Johnson-Busbin, J., DeConinck, M. B., & Busbin, J. (2019). The Influence of Job

- Embeddedness on Turnover Intentions Among Advertising Managers. *Archives of Business Research*, 7(1), 137-146. <http://scholarpublishing.org/index.php/ABR/index>
- DeConinck, J., Moss, H., & DeConinck, M. B. (2018). The Relationship Between Servant Leadership, Perceived Organizational Support, Performance, and Turnover Among Business To Business Salespeople. *Global Journal of Management & Marketing*, 2(1), 38-52. <http://www.igbr.org/journals/management-and-marketing>
- Busbin, J. W., DeConinck, J., & Johnson-Busbin, J. (2018). Strategic Implications of Intellectual Capital's Increased Contribution to Market Value. *Competition Forum*, 16(1), 105-108.
- DeConinck, J., DeConinck, M. B., & Moss, H. (2016). The Relationship Among Ethical Leadership: Ethical Climate, Supervisory Trust, and Moral Judgement. *Academy of Marketing Studies Journal*, 20(3), 89-99. http://www.alliedacademies.biz/Publications/Journals/amsj_vol_20_no_3_2016.pdf
- DeConinck, J., DeConinck, M. B., & Lockwood, F. (2015). Influence of Job Fit, Perceived Support, and Organizational Identification in the Sales Force: An Analysis of Antecedents and Outcomes. *Archives of Business Research/Society for Science and Education*, 3(5), 51-60. <http://dx.doi.org/10.14738/abr.35.1489>.
- DeConinck, J. (2015). Outcomes of Ethical Leadership among Salespeople. *Journal of Business Research*, 68(5), 1086-1093.

Presentations Given

- DeConinck, J. (Author Only), Carnes, A. M. (Presenter & Author), Society for the Advancement of Management Annual Meeting, "Antecedents and Outcomes of Servant Leadership: Implications for the Salesforce," Society for the Advancement of Management, Virtual. (March 19, 2020 - March 21, 2020).

SERVICE

University Service

- School Director, MESH. (July 1, 2019 - December 1, 2019).
- Committee Member, Kimmel School Collegial Review Committee. (November 10, 2019 - November 20, 2019).
- Committee Member, College of Business Collegial Review Committee. (November 15, 2019).
- Committee Member, Kimmel School tenure and promotion committee. (November 1, 2019 - November 15, 2019).
- Committee Member, MESH Collegial Review Committee. (November 1, 2019).
- Committee Member, University tenure and promotion committee. (January 31, 2019).
- Chairperson, Elingburg job search. (September 2018 - December 2018).
- Committee Chair, Entrepreneurship fixed term faculty search. (September 2018 - December 2018).
- Committee Chair, Hospitality & Tourism job search. (September 2018 - December 2018).

Committee Member, University Liberal Studies Oversight Committee. (August 2015 - May 2018).

Committee Member, College of Business Dean search committee. (January 22, 2018 - May 15, 2018).

Committee Member, University Curriculum Committee. (August 15, 2016 - May 15, 2018).

Committee Member, Liberal Studies Committee. (August 22, 2005 - April 20, 2018).

Task Force Member, College of Business Advisory Board. (August 15, 2015 - May 15, 2017).

Chairperson, Entrepreneurship job search. (March 1, 2017 - May 1, 2017).

Chairperson, Marketing fixed term marketing hire. (January 15, 2017 - March 15, 2017).

Committee Member, College of Business Golf Committee. (2016).

Secretary of the Faculty. (August 2014 - May 2016).

Chairperson, Hospitality & Tourism job search. (November 2014 - March 2015).

Professional Service

Reviewer, Ad Hoc, Journal of Business and Industrial Marketing. (June 1, 2018 - May 1, 2020).

Reviewer, Journal of Business Ethics. (August 15, 2013 - May 1, 2020).

Reviewer, Ad Hoc, Journal of Managerial Psychology. (August 15, 2012 - May 1, 2020).

Reviewer, Ad Hoc, Journal of Business Research. (August 15, 2009 - May 1, 2020).

Reviewer, Ad Hoc, Journal of Personal Selling and Sales Management. (September 15, 2012 - April 24, 2020).

Editorial Review Board Member. (January 15, 2009 - May 1, 2016).