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Marshall School of Business  
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**Experience**

- 9/01- Present      **UNIVERSITY OF SOUTHERN CALIFORNIA**  
**MARSHALL SCHOOL OF BUSINESS**      **LOS ANGELES, CA**  
Assistant Professor of Management  
Duties include teaching Strategic Management, Leadership, The Rhetoric of Investing and Valuation, and The Honors Thesis Course. Currently conducting research for submission to top-tier management and communication journals.
- 7/04-6/05      **CENTER FOR INTERDISCIPLINARY RESEARCH**  
**UNIVERSITY OF SOUTHERN CALIFORNIA**      **LOS ANGELES, CA**  
*Fellow*  
Duties include research and development of ideas examining the rhetoric of management and the management of rhetoric.
- 9/95-6/01      **HARVARD UNIVERSITY**  
**PFORZHEIMER HOUSE**      **CAMBRIDGE, MA**  
*Head Resident Tutor*  
Business and Sociology department tutor-in-residence at Harvard College undergraduate residence with 300 students. Duties included academic advising, supervision of activities, and personal counseling. Pre-Business Adviser: Provided career counseling for students interested in business careers; held resume and interview workshops.
- 9/95-6/01      **HARVARD UNIVERSITY**  
**PFORZHEIMER HOUSE**      **CAMBRIDGE, MA**  
*Information Technology Manager*  
Supervised the entire web/internet program, including recruitment, selection, training, and evaluation of new and returning programmers. Maintained and extended web functionality for internal/external clients.
- 7/92-8/93      **HARVARD BUSINESS SCHOOL**  
**RESEARCH DIVISION**      **BOSTON, MA**  
*Business Research Associate*  
Assisted Professors Robert Eccles and Nitin Nohria on research projects and course development.
- 8/88-6/92      **UNIVERSITY OF CALIFORNIA**  
**AT BERKELEY**      **BERKELEY, CA**  
*Senior Learning Skills Counselor*  
Supervised the entire economics tutorial program, including recruitment, selection, training, and evaluation of new and returning tutors. Developed a tutor training curriculum with a resource file of instructional materials, focusing on collaborative peer education. Also responsible for leading weekly training seminars, and establishing and maintaining contacts with faculty.

*Group Study Instructor/Senior Economics Tutor*

Taught advanced macro/micro economics, statistics, and business administration. Held periodic review sessions attended by as many as 75 students and met regularly with sponsoring professors. Planned and led weekly training seminars.

**Education**

9/93-4/01

**HARVARD UNIVERSITY GRADUATE SCHOOL OF BUSINESS ADMINISTRATION BOSTON, MA**

Doctor of Philosophy degree awarded in Business Studies. Degree Subject: Organizational Behavior. Dissertation: "Rhetoric and the Institutionalization of Takeover Defenses in the S&P 1500 from 1975 – 1998". Completed first year of doctoral business courses 1997. Completed first year M.B.A. courses class of 1996, section A.

9/98 –6/98

**HARVARD UNIVERSITY GRADUATE SCHOOL OF ARTS AND SCIENCES CAMBRIDGE, MA**

Masters of Arts degree awarded in Sociology: concentrations in sociology of knowledge and neo-institutional theory.

6/93-7/93

**UNIVERSITY OF PENNSYLVANIA PHILADELPHIA, PA**

Summer program in Advanced Statistical Programming and Data Organization in SAS/STATA with Professor Paul Allison.

2/86-5/91

**UNIVERSITY OF CALIFORNIA AT BERKELEY BERKELEY, CA**

Bachelor of Arts degree awarded in Economics: concentration in macro-economics.  
Bachelor of Arts degree awarded in Rhetoric: concentration in social marketing and audience persuasion.  
Minor Demography: emphasis in statistical analysis.

**Teaching Experience**

Instructor (Spring 2008, Spring 2009, and Spring 2010). Rhetoric of Valuation (40 students): Marshall School of Business, University of Southern California.

Instructor (Spring 2006, Spring 2007, Spring 2008, and Spring 2009). Strategic Management (40 students): Marshall School of Business, University of Southern California.

Instructor (Spring 2007, 2008, Spring 2009, and Spring 2010). Honor Thesis Seminar (20 students): Marshall School of Business, University of Southern California.

Instructor (Spring 2003 and Spring 2004). MBA 1<sup>st</sup> year core class: Leadership & Organizations (80 students): Marshall School of Business, University of Southern California.

Instructor (Spring 2002). Management and Organization (3 Sections: 40 students each): Marshall School of Business, University of Southern California.

**Awards & Grants**

USC Parents Association Outstanding Teaching and Mentoring Award Nominee (2010). University of Southern California.

USC-Mellon Award for Excellence in Mentoring Award Nominee (2010). University of Southern California

Undergraduate/Faculty Research Grant (Spring 2010). University of Southern California

\$20,000 Intel Server Grant awarded for development NewsClues, a new linguistic software application that utilizes Intel's multiple core processing technologies. (Fall 2009). University of Southern California.

USC Parents Association Outstanding Teaching and Mentoring Award Nominee (2009). University of Southern California.

Undergraduate/Faculty Research Grant (Spring 2009). University of Southern California

Undergraduate/Faculty Research Grant (Spring 2008). University of Southern California

Golden Apple Teaching Award (Business Administrative Core), Marshall School of Business 2006. This is the highest teaching honor given by the undergraduate students in the business school recognizing a faculty member teaching the core business classes. University of Southern California

Undergraduate/Faculty Research Grant (Spring 2008). University of Southern California

USC-Mellon Award for Excellence in Mentoring (2007). University of Southern California

Undergraduate/Faculty Research Grant (Spring 2007). University of Southern California

Undergraduate/Faculty Research Grant (Spring 2006). University of Southern California

Grants-Co-Principle Investigator/Sub-Contractor (2005 - 2006). Nanotechnology in Society. National Science Foundation, Award No.SES-0531146. PI - Richard B. Freeman, Lynne G. Zucker, Michael R. Darby, Stephen R. Barley, Vivian Weil.

Undergraduate/Faculty Research Grant (Spring 2005). University of Southern California.

Fellowship awarded by the USC Center for Interdisciplinary Research (2004-2005). University of Southern California.

Undergraduate/Faculty Research Grant (Fall 2004). University of Southern California.

Undergraduate/Faculty Research Grant (Summer 2004). University of Southern California.

Undergraduate/Faculty Research Grant (Spring 2004). University of Southern California.

Excellence in Teaching Award (2003). Department of Management and Organization, Marshall School of Business, University of Southern California.

James H. Zumberge Research and Innovation Grant (2003). "*Rhetoric and the Institutionalization of Takeover Defenses in the S&P 1500 from 1975-1998*". University of Southern California.

## **Publications**

### ***Refereed Journal Articles:***

**Green, S.,** Alpaslan, C., & Mitroff, I. Forthcoming. Organizational Inquiry as a Rhetorical Process: The Role of Tropes in Organizational Science. *Electronic Journal of Business Research Methods*. (In Press) 2010

Goodnight, T. & **Green, S.** 2010. Rhetoric, Risk, and Markets: The Dot.Com Bubble (Lead Article). *Quarterly Journal of Speech*. 96: 2, 115-140.

Alpaslan, M., **Green, S.**, & Mitroff, I. 2009. Corporate Governance in the Context of Crises: Towards a Stakeholder Theory of Crisis Management. *Journal of Contingencies and Crises Management*. Vol. 17, No. 1, March, 38-49.

**Green, S.**, Li, Y., & Nohria, N. 2009. Suspended in Self-spun Webs of Significance: A Rhetorical Model of Institutionalization and Institutionally Embedded Agency (Lead Article). *Academy of Management Journal*. Vol. 52, No. 1, 11-36.

Alpaslan, M., **Green, S.**, & Mitroff, I. 2008. Using a Rhetorical Framework to Predict Corruption. *Electronic Journal of Business Ethics and Organization Studies*. Vol. 13, No. 2, 5-11.

**Green, S.**, Babb, M., & Alpaslan, M. 2008. Institutional Field Dynamics and the Competition of Institutional Logics: The Role of Rhetoric in the Evolving Control of the Modern Corporation. *Management Communication Quarterly*. Vol. 22, No. 1, 40-73.

Alpaslan, M., Babb, M., **Green, S.** & Mitroff, I. 2006. Inquiry on Inquiry: Scientific Inquiry as a Reflective Process. *Journal of Management Inquiry*. Vol. 1, No. 1, 7-16.

Mitroff, I., Alpaslan, C., & **Green, S.** 2004. Crises as Ill Structured Messes. *International Studies Review*. Vol. 6, 175-182.

**Green, S.** 2004. A Rhetorical Theory of Diffusion. *Academy of Management Review*. Vol. 29, No. 4, 653-669.

#### ***Book Chapters:***

Mitroff, I., T. Egan, C. M. Alpaslan, & **S. Green.** 2009. "The organizational whisperer: What animal and human behavior can teach us about producing healthy people and integral organizations". In David Bubna-Litic (Ed.), *Spirituality and Corporate Social Responsibility: Interpenetrating Worlds*: Gower.

#### ***Cases:***

Nohria, N., & **Green, S.** 1993. Chrysler: Lee Iacocca's Legacy. Case Study N9-493-017. Boston: Harvard Business School Press.

Nohria, N., & **Green, S.** 1993. General Motors: Smith's Dilemma. Case Study N9-494-020. Boston: Harvard Business School Press.

Nohria, N., & **Green, S.** 1993. Ford: Petersen's Turnaround. Case Study N9-493-040. Boston: Harvard Business School Press.

Nohria, N., & **Green, S.** 1993. "Millipore: A Common Language for Common Systems." Case Study N9-494-011. Boston: Harvard Business School Press.

#### ***Dissertation***

**Green, S.** 2001. Rhetoric and the Institutionalization of Takeover Defenses in the S&P 1500 from 1975-1998. Harvard Graduate School of Business.

## Revise and Resubmit

Green, S. Carroll, C., Huang, N., & Goodnight, T. "Institutional Logics and the Rhetorical Encoding of Legitimacy: A Dramatistic Pentadic Analysis of an Emergent Field." *Academy of Management Journal*, (Revise and Resubmit).

Alpaslan, M., Green, S., & Mitroff, I. "Ethics, Rhetoric, and the Self as an Expanding Web of Conversations" *Annual Series Current Topics in Management*, Vol. 15. (Revise and Resubmit).

## Under Review

Chow-White, P. & Green, S. "Negotiating Institutional Change: How Actors in Genomics use Discourse to Manage the Evolving Risks of Race." *American Journal of Sociology*, March, 2010.

Green, S. "Using Quantitative Cognitive Linguistics to Measure the Rhetorical Artifacts of Institutionalization." *Organization Research Methods*, May 2010.

Green, S., & Margolin, D., Hoefler, R. "The Blessing and Curse of Institutionalization: Using Argumentation to Manage the Epistemological Risks of Superstition versus the Risks of Ignorance." *Organization Science*, June 2010.

## Papers in Progress

Li, Y., & Green, S. "About Face without Loss of Face: Constructing Legitimate Authoritative Arguments in Radical Change, A China Story." Planned Submission *Academy of Management Journal*, Summer 2010.

Green, S., Elkins, S. & Jao, J. "Persuaders at the Gates: How Variation in Corporate Rhetoric Shapes the Outcomes of Hostile Takeovers." Planned Submission *Strategic Management Journal*, Summer 2010.

Green, S., & Goodnight, T. "Red Queens and Black Swans: Argument Cascades and the Rational Evolution of Presumptive Risk Regimes during the U.S. Internet Bubble 1992-2002." Planned Submission *Journal of Finance*, Fall 2010.

Goodnight, T., & Green, S. "Tragedy of the Digital Commons: A Rhetorical Analysis of the Housing Bubble." Planned Submission to the *Quarterly Journal of Speech*, Fall 2010.

Green, S. & Li, Y. "Rhetoric and Institutional Theory". Planned Submission to the *Journal of Management Studies*, Fall of 2010.

## Lectures & Presentations

2009 "Institutional Agency and the Rhetorical Toggling of Social Position and Social Structure." Paper presented at the National Communications Associations Annual Conference, Chicago, Illinois.

2008 "The State as Institutional Entrepreneur: Ethos and the Rhetorical Construction of Social Positions and Practices." Paper presented at Academy of Management Meeting, Anaheim, California.

2005 "Suspended in Self-spun Webs of Significance: Conceptualizing Institutionalization as Rhetorical Change in Argument Structure." Paper presented at Academy of Management

Meeting, Honolulu, Hawaii.

- 2005 "A Rhetorical Theory of Ethics: The Role of Rhetoric in Corporate Corruption and Moral Development." Paper presented at Academy of Management Meeting, Honolulu, Hawaii.
- 2005 "Inquiry on Inquiry: Inquiry as a Reflective Process." Paper presented at the Western Academy of Management Meetings, Las Vegas, Nevada.
- 1999 "Towards a Unified Field Theory of Risk: The Implications of Social-Psychological Research on Risk Management" Presentation (with Professor Robert G. Eccles). Price Waterhouse (Boston Office).
- 1996 "Efficiency and Legitimacy: The Adoption of Total Quality Management by Large Industrial Corporations." Paper Presented at the Academy of Management Meeting, Cincinnati, Ohio.
- 1994 "The Seven Rules of Rhetoric: Effective Communication Strategies for Managers" Lecture (with Professor Robert G. Eccles). Advanced Management Program Harvard Business School.

### **Professional Service**

#### *Ad hoc Reviewer for*

Academy of Management Journal  
Academy of Management Review  
Journal of Organizational Behavior  
Journal of Management Studies  
Management Communication Quarterly  
Organizational Science

### **Professional Licenses and Certifications**

Registered Investment Advisor (Series 65 -- NASAA)

### **Professional Activities**

Member of Academy of Management  
Member of American Sociological Association  
Member Management Faculty of Color Association, Inc