

## VITA

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### **Personal Data:**

Entered the Society of Jesus (Maryland Province Jesuits), September, 1975. Ordained to the priesthood, June, 1983.

### **Educational Background:**

B.S., Mathematics, Widener University,  
May, 1974. Magna Cum Laude

M.A., Economics, University of Delaware,  
May, 1975.

M.Div., Weston School of Theology, May, 1983.

Th.M., Weston School of Theology, May, 1984.

D.B.A., Boston University, May, 1988.

### **Positions**

#### **Boston College (1981-1993) (1995-) –Associate Professor of the Practice**

Courses taught: Introductory Economics, Statistics (Undergraduate & Graduate), Ethics, Economic Forecasting (Undergraduate & Graduate), Business Policy (Undergraduate & Graduate), Business and Society, Economic Development of El Salvador

I teach over 300 students per semester on a variety of subjects. I have won numerous teaching awards as well as numerous other awards for service to BC students.

#### **Loyola University Maryland (Spring, 2017) Jesuit Chair**

**St. Joseph's University (Fall, 2007):** Mac Lean Chair – Distinguished Faculty

#### **Harvard Medical School (1999- 2001) Visiting Associate Professor; Research Fellow (2002- present)**

Conducted research for the Division on Addictions. During this period, I completed two research projects. One involved interviewing various state legislators to determine how they formulate public policy that affects the various “sin” industries (alcohol, gambling and tobacco). I also finished a book entitled, Government and the Gambling Industry. Currently, I am conducting a series of workshops that will enable state legislators to comprehend the economic, social and political issues surrounding the “sin” industries.

**University of Scranton (1993-95)** Assistant Provost, Associate Professor

Worked with Vice President for Financial Affairs in developing procedures for building the Academic Budget.

Conducted the following studies: Work-load of faculty which included analysis of Full time, Part time, Overtime teaching patterns. Also analyzed the student contact hours(SCH) as well other reports on faculty load questions.

Conducted a continuous study on grading patterns throughout the University. Made recommendations about various methods to solve the grade inflation problem.

Developed a procedure that analyzed the costs and benefits of all new programs.

Was a member of the following committees: Provost Advisory Group, Academic Policy Group, Financial Management Committee, and Enrollment Committee.

### **Other Teaching Experience**

**Loyola University Maryland (Spring, 2017)**

**Jesuit Chair**

**Course:** Economics, Ethics and Public Policy

**University of Central America (2002- present)**

Courses taught: Forecasting ,Business Policy

**University of Strasbourg ( 2009- present)**

Courses taught: Management of Risk, Business Policy

**Harvard Medical School (1999-2000)**

Course taught: Strategic Management of Health Care Industries

**St. Joseph's University (1978-1980)**

Courses taught: Introductory Economics, Monetary Economics

Introductory and Graduate Statistics

EMBA in Pharmaceutical Marketing

**Georgetown University: (Summer, 1984)**

Courses taught: Statistics, Management Science

### **Awards and Honors:**

**Teaching Excellence Award** given by the School of Management Senate, Spring, 1989, 1992.

**Induction into the Golden Key National Honor Society** in recognition of teaching excellence and service to students, Fall,1989.

**Induction into Beta Gamma Sigma** in recognition of teaching excellence, Spring, 1992.

**Voted by Boston College CSOM Honors Students as the Professor who had the greatest impact upon their educational career and the one that they most enjoyed in class, 1992, 1993, 1996, 1999, 2002, ,2004, 2007, 2009, 2012.**

**Nominated by Congressman John LaFalce to serve on the National Commission on Gaming (1998).** This commission has been given the task to analyze the economic, political and social implications of the rapid increase in casino gaming activity throughout the US.

**Who's Who Among America's Teachers, March, 2001**

**Inducted into National Society of Collegiate Scholars, September, 2002.**

**Outstanding Professor Award**, Carroll School of Management, 2004, 2007, 2009

**Research Interest:**

The primary focus of my research has been on the interaction between the Business and Public Policy processes especially as they apply to the controversial industries of tobacco, alcohol and gambling more commonly known as the “Sin industries.” In order to analyze the interactions of these policy processes, there are two aspects to my research. The first aspect has been empirical. Using ARIMA Time Series Intervention analysis, I have measured both the effectiveness of public policy measures in achieving their goals as well as the reactions of business firms towards these legislative initiatives.

This research resulted in my first book entitled, States Lotteries and Legalized Gambling: Painless Revenue or Painful Mirage, Quorum Books, October, 1994. I also published another book entitled Multiple Levels, Multiple Agendas: Business, Politics and Cigarettes, Greenwood Press, October, 1995. This work is concerned with the interactions of public policy makers and cigarette industry leaders. I published a book along with John Mahon entitled, Defining the Competitive Environment: Industry as a Player in the Social and Political Environment, June, 1996. The purpose of the book was to provide managers with a guide to recognize the political and social issues that will affect their industries and to develop policies and programs in order to deal with these issues.

I have also completed a book entitled, The Search for Revenue and the Common Good: An Analysis of Government Regulation of the Alcohol Industry, Quorum, September, 1997. In July, 2001, Government and the Transformation of the Gaming Industry was published. Finally, The Gambling Debate was published in January 2009. Finally I have completed a book on privatization entitled, “Privatize This? Assessing the Opportunities and Costs of Privatization. This book became available in March, 2011. In this book, I examined such issues privatizing a lottery and state operated casinos. I am currently writing a book entitled “Lotteries: The Key to Understanding the Gambling Industry” and will begin a book entitled, “The Ethics of Disgust and the Sin Industries.”

The other aspect of my research deals with examining the role that ethical thinking plays in determining the reactions of business and public policy makers to the various dilemmas which they face. Issues such as cigarettes, alcohol, gambling and environmental concerns have many stakeholders all of whom use very different ethical reasoning as they try to make their cases in the business and public processes. In order to deal with these complex issues, I have tried to develop various models and categories that will provide both researchers as well as students a starting point to examine these issues further.

I will continue my research on the gambling phenomenon as well as the cigarette, alcohol and other industries where there is considerable interaction between Business and Public policy makers. I will also continue my research on the ethical thinking that business and public policy makers.

## **Publications:**

### **Books Published**

States Lotteries and Legalized Gambling: Painless Revenue or Painful Mirage, Quorum Books, October, 1994.

Business Politics and Cigarettes: Multiple Levels, Multiple Agendas, Quorum Books, October, 1995.

Defining the Competitive Environment: Industry as a Player in the Political and Social Environment, with John Mahon, Greenwood Press, June, 1996.

The Search for Revenue and the Common Good: An Analysis of Government Regulation of the Alcohol Industry, Quorum Books, September, 1997.

Government and the Transformation of the Gaming Industry, Edward Elgar Publishing Inc., July, 2001.

The Gambling Debate, Greenwood Press, January, 2009.

Privatize This? Assessing the Opportunities and Costs of Privatization, Praeger Press, March, 2011.

### **Upcoming books:**

Ethics of Disgust, Public Policy and the “Sin” Industries

### **Book Chapters**

“Making Professional Accounting Accountable: An Issue Doomed to Fail” with John Mahon, for **Cultural Strategies of Agenda Denial**, University of Kansas Press, edited by Roger W. Cobb and David A. Rochefort, 1997.

“The Role and Duty of Tolerance in the Public Policy Process: The Tobacco and Gambling Industries” **Commentaries on Law & Public Policy: 1997 Yearbook**, Dumont Institute, edited by Robert W. McGee, 1998.

“A Tale of Two Sins: Regulating the Gambling and Tobacco Industries” **Gambling and the American Moral Landscape**, Alan Wolfe and Eric Owens, editors. Baylor University Press, 2008.

“Stock Repurchases Programs and Corporate Governance: Ethical Issues and Dilemmas,” in **Risk Management and Corporate Governance**, Ronald McDonald, editor, Routledge Press, 2010

## **Commissions Appointments:**

**Rhode Island Casino Gambling Commission:** conducting various impact studies on other forms of gaming such as lotteries and racing.

**Massachusetts Casino Gaming Study:** serving on both the Economic Development and Fiscal Impact subcommittees for recommendations to the Massachusetts legislature.

**Massachusetts Compulsive Gambling Council:** coordinating efforts of groups that share a mutual concern for the problems associated with compulsive gambling.

**National Center for Responsible Gaming:** tax-exempt organization that addresses pathological and youth gambling through research and public education.

**City of Boston Commission on Casino Gambling:** Evaluating various proposals for casino gambling in the City of Boston.

## **Refereed Publications**

"Deciphering the Japanese Import Quota", with Thomas Vaughan, **Policy Studies Journal**, Spring, 1988.

"Public Policy Measures and Cigarette Sales: An ARIMA Intervention Analysis", Research in Corporate Social Performance and Policy, Vol.11, pages 151-179. **JAI Press**, 1989.

"Justice: The Root of American Business Ideology and Ethics"  
**Journal of Business Ethics**, Fall, 1990

"Tabacalera: A Study of the Spanish Cigarette Industry and Spain's Entry into the EC"  
**Contemporary Issues in Business and Society in the U.S. and Abroad**, Edwin Mellon Press, Spring, 1990.

"Searching for the Common Good: A Process Oriented Approach," with John Mahon, **Business Horizons**, July, 1991.

"Morality, Revenue and Public Policy: An Analysis of the Alcohol Industry"  
with Timothy Brown, S.J., **Contemporary Issues in Business and Society**, Edwin Mellon Press, Spring, 1992.

"Multiple Segments, Multiple Measures: The Alcohol Industry and its Relationship to the Public Policy Process " Research in Corporate Social Performance and Policy, Vol.13, pp.119-140, **JAI Press**, Fall, 1992.

"Multiple Games, Multiple Levels: Gamesmanship and Strategic Corporate Response to Environmental Issues" with John Mahon, **Business in the Contemporary World**, Autumn, 1992.

"Lotteries and the Financing of Government: A Painless Tax or a Painful Mirage." **Business and Society**, Edwin Mellon Press, Spring, 1993.

"Evaluating the Privatization Process: The Economics and Politics of the Spanish Cigarette Industry" with John Mahon, **Business in the Contemporary World**, Volume VI, Number 1, 1994.

"The Ethics of Tolerance and the Evolution of Smoking and Gambling as Public Policy Issues"

with Timothy Brown,S.J., **International Journal of Value-Base Management**, Fall, 1994

“The Ends Justify the Means: The Ethical Reasoning of Public Interest Groups and Their Actions” with John Mahon, **International Journal of Value-Base Management**, Spring, 1995.

“Collaborating with the Enemy: Tobacco, Alcohol and the Public Good?” with John Mahon **Business in the Contemporary World**, Volume VII, Number 4, 1995.

“Games of Chance Promote Valuable Causes Worldwide” **Forum for Applied Research and Public Policy**, University of Tennessee, June, 1996.

“The Localization of Public Policy: The Cigarette Industry and its Relationship with State and Local Governments,” **Perspectives on Law and The Public Interest**, Spring, 1996.

“Industrial Political Dynamics: What Michael Porter Missed in His Corporate Strategy Work,” with John Mahon, **Proceedings of the Seventh Annual Meeting of the International Association of Business and Society**, July, 1996.

“Succeeding in International Competition: Strategic "Partnering" as a Competitive Weapon," with John Mahon for the **1998 Handbook of Business Strategy**, edited by Pamella Goett, Faulkner & Gray Inc., New York, 1998.

“The Ethics of Gambling Research: An Agenda for Mature Analysis,” **Journal of Gambling Studies**, Fall, 1998.

“Games of Chance Promote Valuable Causes Worldwide” **Gambling as an Ethical Issue**, Greenhaven Books, 1998.

“Industry as a Player in the Political and Social Arena, with John Mahon, **Business and Society**, December, 1998.

“Redefining Competition: How the Rules of Competition Are Changed by Legislation, Regulation and Social Movements," with John Mahon for the **1999 Handbook of Business Strategy**, edited by Pamella Goett, Faulkner & Gray Inc., New York, 1999.

“Corporate Image/Reputation, Crises, and Stakeholder Evaluation,” with John Mahon, **Global Focus**, Vol.11, No.3,37-52 (1999), John Wiley & Sons, Inc..

“Horse Racing and Casino Gambling: Mortal Enemies or Allies?” **Gaming Law Review**, Fall, 1999

“Corporate Political Competitive Analysis,” with John Mahon for the **2000 Handbook of Business Strategy**, edited by Pamella Goett, Faulkner & Gray Inc., New York, 2000.

“Ships Sailing Through the Night: A Response to the Economic Costs of Gambling,” **Journal of Gambling Studies**, Spring, 2000.

“Strategy at Dot-com Speed,” **2001 Handbook of Business Strategy**, edited by Pamella Goett, Faulkner & Gray Inc., New York, 2000.

“Caloric Restriction Inhibits Seizure Susceptibility in Epileptic EL Mice by Reducing Blood Glucose” with TN Seyfried, **Epilepsia** **42** (11):1371-1378, Blackwell Science Inc., 2001

“Restructuring Distressed E-Commerce Companies: A New Virus or a Just a Common Cold” **2002 Handbook of Business Strategy**, edited by Pamella Goett, Faulkner & Gray Inc., New York, 2001.

“The History of Lotteries in the US,” **Dictionary of American History**, Charles Scribner’s Sons, New York, 2002.

“The Rules of the Game: Business and Government” **2003 Handbook of Business Strategy**, edited by Pamella Goett, Faulkner & Gray Inc., New York, 2002.

“Role of Glucose and Ketone Bodies in the Metabolic Control of Experimental Brain Cancer” with TN Seyfried, **British Journal of Cancer (2003) 89**, 1375-1382.

“Social Performance in Government: Choosing Fiscal Health over Physical Health?” with John Mahon, **Perspectives on Corporate Social Responsibility (2004)**, edited by D. Crowther, Ashgate Publishing Ltd., Hants, England.

“Reevaluating the Privatization Process: An Analysis of the Privatization Process of Argentina’s Oil Industry” **Economic Annals of the University of Craiova**, February, 2006.

“A Short History of US Gambling” **Legalized Gambling**, edited by David Haugen, Greenhaven Press, 2006.

“The Impact of NAFTA on US Beer Flows” **Economic Annals of the University of Craiova**, March, 2007.

“The Competition for Gambling Revenue: Pennsylvania v. New Jersey” **Gaming Law Review and Economics, Vol.13, Number 2, 2009**

“Revenue Generation at Casino Resorts: The Use of “Comp” Based Promotions” **Gaming Law Review and Economics, Vol.13, Number 5, 2009.**

“Corporate Social Responsibility in Professional Sports: An Analysis of the NBA, NFL and MLB,” 2009 with John Mahon, **Academy of Business Disciplines Journal**, 1: 45- 82.

“The Poker Boom: Can Casinos Cash-in on Low Stakes Texas Hold’Em?” **Gaming Law Review and Economics, Vol.14, Number 7, 2010**

“The Determinants of Remittances in Latin America and the Caribbean” **Academy of Business Disciplines Journal**, 2(1),86-101,2010.

“A Resource Curse for Institutions: Oil Rent Dependency and Quality of Government” **Journal of International Business and Economics, Volume 11, Number 1, 2011.**

“Casinos or No Casinos: What are the Relevant Considerations” **Gambling Law Review and Economics**, Volume 16, No.1-2, January, 2012: 27 -42.

“Grass is Always Greener When it’s Legal: Policies for State Regulated Marijuana”, **The Economists’ Voice** ( <http://www.degruyter.com/view/j/ev>) October, 2012

“Australian Gambling Culture and Economic Development” **Gambling Law Review and Economics**, Volume 16, No.12, December, 2012: 729-734.

“Casino Gambling and Drunk Driving: How Are Communities Impacted?” **Gambling Law Review and Economics**, Volume 17, No.10, November, 2013: 729-734.

“The Dilemma that is Sports Gambling” **Gambling Law Review and Economics**, Volume 18, No7, September, 2014: 670-678.

“Demand for the Ultimate Fighting Championship: An Econometric Analysis of PPV Buy Rates” **Journal of Business and Economics**, Volume 6, No. 6, June 2015: 1032-1056.

“Blending Issues and Stakeholders: In Pursuit of the Elusive Synergy” **Journal of Public Affairs**, Wiley, 7 Nov. 2016/DOI: 10.1002/pa1635

Mahon, J. F., Heugens, P. M. A. R., and McGowan, R. A., 2016. “Blending Issues and Stakeholders: In Pursuit of the Elusive Synergy,” *International Journal of Public Affairs*, DOI: 10.1002/pa. 163

"The Future of Daily Fantasy Sports Industry and State Operated Lotteries in the US" **Gaming Law Review & Economics**, Volume 21 April, 2017

“David Versus Goliath: Airbnb and the New York Hotel Industry,” 2018. *Archives of Business Research*, 6, (4): 130 – 142.

"Blending Issues and Stakeholders: In Pursuit of the Elusive Synergy," 2018. with Pursey P. M. A. R. Heugens and Richard A. McGowan, *International Journal of Public Affairs*. 2018;18:e1635. <https://doi.org/10.1002/pa.1635>; 18 (3).

“Pay Your Fair Share? An Empirical Analysis of Corporate Social Responsibility and Taxes,” with R. A. McGowan, 2019, *Journal of Management Policy and Practice*: 20, (3): 72 – 81.\*

“Managing Reputation: The Challenge of Reputation Sets,” April 2020, co-authored with Barry M. Mitnick and Richard A. McGowan, *International Journal of Public Affairs*, 20, (2).

“The Saga of Casino Gambling in Massachusetts” **Gaming Law Review & Economics**, Volume 24 September, 2020

“Trading leveraged Exchanged-Traded Products is hazardous to your wealth,” co-authored with Catherine D’Hondt and Patrick Roger, **Quarterly Review of Economics and Finance**, April, 2021.

### **Invited Articles**

“Lotteries and Sin Taxes: Painless Revenue or Painful Mirage” **America**, April 30,1994.

“Evaluating a State’s Gambling Strategy: The Relationship Between Lottery Sales and Casino Gambling.” **Casino Gambling and its Economic Consequences**, Federal Reserve Bank of Boston, June,1995.

"The Rise of the Casino Gaming Industry: A Historical and Ethical Perspective," **The World & I**, March, 1997.

“Horse Racing and Casino Gambling: Mortal Enemies or Allies?” **Review of the Gambling Industry**, edited by William Eadington.

“Snakes Eyes or a Seven?” **America**, September 29, 2003.



“Ethics of Gambling”, **Boston Globe**, September 21, 2007.

“Another Look at Gambling” **MassBenchmarks**, December, 2007.

“Gambling and the Law” **Pennsylvania Bar Association**, January, 2008.

“Examining the Public Affairs Scholarship: What We’ve Learned (& still don’t know) from the Empirical Studies of Public Affairs”, **Handbook of Public Affairs**, Sage Publications, January, 2016.

### **Press and TV Recognition:**

TV/Radio Interviews concerning Gambling and Cigarette Issues conducted in the following cities: Boston, Philadelphia, St. Louis, Seattle, Minneapolis, Chicago, District of Columbia. I have done numerous interviews for various NPR shows as well as a series of interviews on the Voice of America.

Newspaper and Magazine articles on the Lottery and Gambling Issue as well as the cigarette industry: Newsweek, New York Times, Forbes, Christian Science Monitor, Boston Globe, Boston Herald, Philadelphia Inquirer, Providence Journal and numerous newspapers throughout the US.

### **Grants Received**

“Revenue and Smuggling Activities.” Bureau of Alcohol, Tobacco and Firearms

This project will attempt to ascertain how much revenue that the Federal Government is losing due to the smuggling of tobacco, alcohol and firearms.

## **Presentations**

**ORSA/TIMS**, April, 1988 (Washington, D.C.)- "The Effectiveness of Cigarette Excise Tax Increases on Pricing Policies of Cigarette Firms" with Thomas Vaughan.

**Academy of Management**, August,1988 (Washington, D.C.)- (Doctoral Student Research Seminar) "An ARIMA Intervention Analysis of the impact of Import Quotas on Employment in the Steel and Auto Industries."

**Academy of Management**, August,1989 (San Francisco)- (Doctoral Students Research Seminar) "Research Methods in Evaluating Public Policy Measures."

**ORSA/TIMS**, October,1989 (New York)- "The MADD Laws and their Effectiveness in reducing Automobile Fatalities and Accidents."

**International Association of Business & Society (IABS)**, March, 1990 (San Diego)- "Cigarette Excise Taxes in Europe: A Case Study of Spain."

**IABS**, March,1991 (Utah)- "Morality, Revenue and Public Policy: An Analysis of Public Policy Intervention on the Alcohol Industry."

**Society for the Advancement of Socio-Economics**, June,1991 (Stockholm)- "The Ends Justify the Means: The Ethical Reasoning of Public Interest Groups and Their Activities."

**Strategic Management Society**: October,1991 (Toronto) - "Multiple Games, Multiple Levels: The Greening of Strategy on Environmental Issues" with John Mahon.

**IABS**, June,1992(Leuven, Belgium) "Lotteries and the Financing of Government: A Painless Tax or a Painful Mirage."

**Strategic Management Society**: October,1992 (London) - "The Privatization Process: The Economics and Politics of the Spanish Cigarette Industry" with John Mahon.

**IABS**, March,1993 (San Diego)- "Deciphering the Impact of Quotas: A View Through Two Analytical Lenses."

**Academy of Management**: August, 1993 (Atlanta) - Presented and Chaired session on "Managing Environmental Issues."

**Strategic Management Society**: September,1993 (Chicago)- "Collaborating with the Enemy: Tobacco, Alcohol and the Public Good?" with John Mahon and Barbara Bigelow.

**IABS**, March,1994 (Hilton Head)- "The Ethics of Tolerance and the Evolution of Smoking and Gambling as Public Policy Issues" with Timothy Brown,S.J..

**Strategic Management Society**, September, 1994 (Paris) - "Strategic Acquisitions and Mergers: Managing the Impact of Public Policy Initiatives and Societal Expectations in the United States

**Federal Reserve Bank of Boston**, June, 1995 "Evaluating a State's Gambling Strategy: The Relationship Between Lottery Sales and Casino Gambling." Conference on the Economics of Casino Development.

**Council of State Governments**, August 1995 (Quebec City) "Gambling and State Governments: A Pot of Gold or Mirage?"

**Issue Management Council**, December 1995 (Washington,DC) "Industry as a Player in the Political and Corporate Arena: Defining the Competitive Environment."

**IABS**, March 1996 (Santa Fe, NM), "Industry Political Dynamics: What Michael Porter Missed in Corporate Strategy Work," with John Mahon.

**New England Conference on Compulsive Gambling**, April, 1996 (Hartford,CT) "Does it Pay to Play?"

**National Council on Taxation**, November 1996 (Boston, MA) "Gaming as a Source of Revenue: A Few Preliminary Observations."

**Conference on Corporate Reputation**, January 1997 (New York University) "Corporate Reputation: Shield or Sword?" with John Mahon.

**10<sup>th</sup> International Conference on Gambling and Risk-Taking**, May 1997 (Montreal) "States as Competitors: States and Riverboat Gambling."

**Strategic Management Society**, October 1997 (Barcelona)- "Redefining Competition: How the Rules of Competition Are Changed by Legislation, Regulation and Social Movements" with John Mahon.

**Harvard Medical School Continuing Education Seminar: "Treating the Addictions"** March 7,1998 - "Finding God in All Things: Ministering to Those Suffering from Addictions."

**National Gambling Impact Study Commission**, March 17,1998 (Boston) - "Lotteries and State Governments: A Consistent Partner or A Stepping-Stone for More Gambling."

**Western Economic Association International**, June 1998 (Lake Tahoe) – "Horse Racing and Casino Gambling: Mortal Enemies or Allies?"

**European Group of Organizational Studies**, July, 1998 (Maastricht) "Corporate Image/Reputation, Crises, and Stakeholder Evaluation."

**New England Political Science Association**, April, 1999 (Providence) "The Future of New England Gambling Initiatives."

**Strategic Management Society**, October, 1999 (Berlin) - "Altering the Competitive Landscape: Legislation and Regulation that Targets the Firm's Value Chain" with John Mahon.

**11<sup>th</sup> International Conference on Gambling & Risk Taking**, June, 2000 (Las Vegas) "Gambling and Warning Labels: Rationale and Implications for the Gambling Industry".

**Strategic Management Society**, October, 2000 (Vancouver) - "The Trading Card Industry: How a Growing Market Struck Out" with John Mahon.

**Academy of Management**, August, 2001 (Washington, DC) – "Measuring Success in Political Markets" with John Mahon.

**IABS**, June, 2002 (Victoria Island) - "A Bridge Too Far-Issues and Reputation Management?" with John Mahon.

**Academy of Management**, August, 2002 (Denver) – “Political Lobbying that Counts: Evidence and Results from Two Highly Contested Industries” part of an All Academy Symposium with John Mahon.

**Academy of Business Disciplines**, November, 2002 (Fort Myers)- “ What’s in a Name: From Gambling to Gaming”

**12<sup>th</sup> International Conference on Gambling & Risk Taking**, June, 2003 (Vancouver), “Dividing the Spoils: States and the Gambling Industry”.

**Eastern Academy of Management**, June, 2003 (Porto, Portugal) “Competing Across Boundaries: Tensions and Opportunities”, with John Mahon.

**Academy of Business Disciplines**, November, 2003 (Fort Myers) “Legislating for Dollars: States and Expanded Gambling.”

**Issue Management Council**, November, 2003 (Zurich) “Losing, Maintaining and Gaining Legitimacy: Cigarettes, Alcohol and Gambling Industries.”

**IABS**, March, 2004 (Jackson Hole, WY) "The Muddy Waters of the Mighty Mississippi: A Case Study of Riverboat Gambling in St. Louis”.

**British Academy of Management**, August, 2004 (St. Andrews, Edinburgh, Scotland) “The Conflicted Stakeholder: The Uneasy Alliance between Government and Firms”.

**Irish Academy of Management**, September, 2004 (Trinity, Dublin, Ireland) “Cascading Arenas: A Multilevel Perspective on the Resolution of Genetic Modification Issues”

**Strategic Management Society**, November, 2004 (San Juan, PR) “Economic Integration, Cultural Barriers to Trade and Industrial Agglomeration: Lessons from the European Beer Industry”.

**Massachusetts Conference on Gambling Problems**, April 1, 2005, “The Conflicted Stakeholder: Government and the Gambling Industry”.

**Academy of Management**, August, 2005 (Honolulu) “ GMC: Opportunity for Growth or Prescription for Disaster?”

**Academy of Business Disciplines**, November, 2005 (Fort Myers) “Reevaluating the Privatization Process: An Analysis of the Privatization of the Argentina’s Oil Industry.”

**13<sup>th</sup> International Conference on Gambling and Risk-Taking**, May 2006 (Lake Tahoe) “Gambling and the Politics of Propositions: Handicapping a Winner”

**IABS**, June, 2007 (Florence, Italy), “The Lure of Gambling: A Faustian Bargain or Wellspring of Revenue?”

**Association of Capitol Reporters and Editors**, August, 2007 (Philadelphia, PA), “Where Do the States Go from here with Gambling?”

**Mass INC**, (Boston) September, 2007, “High Stakes: The Casino Gambling Debate”

**Strategic Management Society**, October, 2007 (San Diego) “A Game Theory Approach to Privatization: The Case of Lotteries”

**Boisi Center at Boston College**, October, 2007, Gambling and the American Moral Landscape, “The Tale of Two Sins: Regulation of Gambling and Tobacco”

**Asian Gambling Conference**, August, 2008, (Guam) “Analyzing the Benefits and Costs of Expanded Gambling”

**Academy of Business Disciplines**, November, 2008 (Fort Myers) “The Determinants of Remittances in Latin America and the Caribbean.”

**ATINER**, August, 2009 (Athens) “Competition in the Microfinance Industry”

**Loyola University of Chicago** (October, 2009)  
“Stock Repurchase Programs and Corporate Governance: Ethical Issues and Dilemmas”  
Seminar on Ethics in Corporate Governance.

**Academy of Business Disciplines**, November, 2009 (Fort Myers) “Corporate Social Responsibility in Professional Sports: An Analysis of the NBA, NFL & MLB”- won the best paper award.

**Midwest Political Science Association, April, 2010 (Chicago)** “Sustainable Health Care Children’s Health Insurance Program (CHIP): Improved Performance and its Implications for other Health Care Reforms

**Academy of Business Disciplines, November, 2010 (Fort Myers)** “The State of the Beer Excise: An Examination of States’ Motivations for Excise Tax Policies on Beer”- won the best paper award.

**Midwest Political Science Association, April, 2011 (Chicago)** “Searching for Gold: Gambling Expansion in the New England States”

**IABE -2011 Barcelona**, “A Resource Course for Institutions: Oil Rent Dependency and Quality of Government”

**Midwest Political Science Association, April, 2012 (Chicago)** “Funding Urban Transit in the United States”

**9<sup>th</sup> European Gambling Studies and Policy Issues, September, 2012 (Loutraki, Greece)**  
“Internet Gambling: A Jackpot or a Lemon for the US Federal Government?”

**Midwest Political Science Association, April, 2013 (Chicago)** “The Conflicting Fiscal Tool: The Beer Excise Tax”

**15<sup>th</sup> International Conference on Gambling and Risk Taking (May, 2013) (Las Vegas)**  
“Sports Gambling: The final Frontier for Legalized Gambling?”

**7<sup>th</sup> International Political Marketing Conference (September, 2013) (Stockholm, Sweden)**  
“Public Affairs: Past, Present and Future”

**Academy of Business Disciplines, November, 2013 (Fort Myers)** “The ‘Sin’ Industries and Funding Urban Transit.”

**IABS -2014 June, 2014 (Sydney)** “Revisiting the ‘Sin’ Industries: lessons for Public Policy Makers”

**European Internet Gambling Conference, June, 2014 (Amsterdam),** “Internet Gambling Policy and US State Regulators”

**Massachusetts Mayoral Association, July, 2014 (Newburyport)** “MA Casinos and Economic Development”

**10<sup>th</sup> European Gambling Studies and Policy Issues, September, 2014 (Helsinki, Finland)** “Pick Me a Winner: An Examination of the Accuracy of the Point-Spread in Predicting the Winner of an NFL Game”

**IABS -2015 March, 2015 (Costa Rica)** “Measuring Goodness: How do we measure the performance of Charities?” paper co-authored with John F. Mahon.

**AIRC4 ( 4<sup>th</sup>Ashridge International Conference) June, 2015 (UK)** “ Marijuana and Tobacco: The Tale of Two Weeds and the Ethics of Disgust”

**EAM (Eastern Academy of Management), June, 2015 (Peru)** – “An Examination of Remittance and Their Impact on Exports: The Latin American Experience”

**16<sup>th</sup> International Conference on Gambling and Risk Taking (June, 2016) (Las Vegas)** “Lotteries: The Engine that Drives US Gambling Revenues”

**AIRC5 ( 5<sup>th</sup>Ashridge International Conference) July, 2016 (UK)** “A Discussion of the Legal, Social and Economic Factors Surrounding the Disruption of Daily Fantasy Sports”

**IAES (International Atlantic Economic Society), March, 2017 (Berlin)** “Going for the Pot of Gold or a Society Going to Pot”

**IABS -2017 June, 2017 (Amsterdam)** “Growing Older: Implications for Business and Society of an Ageing Worldwide Population” paper co-authored with John F. Mahon.

**IAES (International Atlantic Economic Society), March, 2018 (London)** “David versus Goliath: AirBnb and the New York Hotel Industry”

**IAES (International Atlantic Economic Society), March, 2018 (London)** “The Evolving Nature of the Governmental Search for Gambling Revenue”

**Organizational Sciences Workshop, May 2018 (Samos, Greece)** “Aging: Fundamental Global Disruption” paper co-authored with John F. Mahon.

**12<sup>th</sup> European Gambling Studies and Policy Issues, September, 2018 (Valletta, Malta)** “The New Pot of Gold: Sports Betting, US State Governments, Rationales and Revenue Expectations” paper co-authored with John F. Mahon.

**IAES (International Atlantic Economic Society), March, 2019 (Athens)** “Pay Your Fair Share? An Empirical Analysis of Corporate Social Responsibility and Taxes”

**16th International Conference on Gambling and Risk Taking , May, 2019 (Las Vegas) “The Saga of Casino Gambling in Massachusetts”**

**36<sup>th</sup> Annual Conference of the French Association (AFFI), June, 2019 (Quebec City) “On the Use of Leveraged Exchange-Traded Funds by Retail Investors”**

“The wages of sin: State spending on gambling, tobacco and alcohol programs,” paper co-authored with Richard A. McGowan, to be presented at the **89th International Atlantic Economic Conference**, Rome, Italy, March, 2020.

“Can Government Rescue Horse Racing? New York’s Attempt to Save It,” paper co-authored with Richard A. McGowan, to be presented at the **13th** European Conference on Gambling Studies and Policy Issues, Oslo, Norway, September, 2020.

### **Cases Written:**

“Veni, Vidi, Vici: Philip Morris (1970-1992)”

Tabacelera, S.A: Managing the Privatization of the Spanish Cigarette Industry

Lotteries and the Financing of Government: The Cases of Massachusetts and Pennsylvania.

UPS and the Cellular Network Decision in 1991.

CVS: Growth through Acquisition

Hewlett-Packard: Developing Medical Products for the Year 2000.

“Balancing the Budget: Betting on Casino Gambling”

Privatizing the Massachusetts Turnpike: What Profits? What Costs?”

Legalizing Marijuana: Revenues and Social Costs

### **Reviewer:**

JAI Volumes for Corporate Social Responsibility

Business and Society                      Case Research Journal

Journal of Gambling Studies              Academy of Management

Annals of Tourism Research              Business History Review

Regional Science and Urban Economics      Milbank Quarterly

Peer Review Panels for National Center for Responsible Gaming

Economics Editor for Gambling Law and Economics

### **Service Commitments:**

#### **Academic**

Memberships: Academy of Management, Policy Studies, Strategic Management Society, International Association of Business and Society, Society for the Advancement of Socio-Economics.

1.) Editorial Board of Journal of Gambling Studies

2.) Editorial Board of Journal of Gaming Law and Economics

3.) Board of Directors, National Center for Responsible Gambling (1999- 2011)

4.) Massachusetts’ Compulsive Gambling Council (2005- present)

5.) Member of the Board of Trustees at St. Joseph's University (1990-1999 ).

6.) Member of the Board of Trustees at Canisius College (1994 -2000)

7.) Jesuit-in-Resident in the Boston College Dorms (1983- 1993) (1995- )

#### **Community**

1.) Weekend Parish Work at St. Mary’s Parish in Winchester, MA.

2.) Teams of Our Lady: Direct monthly meetings for six couples on various spiritual topics.