



SEAN LUX Ph.D.

ASSOCIATE PROFESSOR OF PRACTICE
RAWLS COLLEGE OF BUSINESS, TEXAS TECH UNIVERSITY

ABOUT

Sean has over 10 years experience teaching entrepreneurship, creativity, design, and strategy. Co-founded a high tech startup and the Masters in Entrepreneurship program at USF. His scholarship has appeared in top journals with over 2,200 citations. Prior to academia, Sean worked in high tech start ups, Fortune 500, and the US Army.

CONTACT

Sean Lux, Ph.D.



(813) 598-9549



seanluxphd@gmail.com



316 8th AVE NE



St Petersburg, FL

SKILLS

Graduate Business Teaching

Creativity & Design

Program Development

Academic Writing & Publishing

Business Consulting

Statistical Analysis (SPSS, &

Python: Pandas, NumPy)

Web Development (HTML/CSS)

Computer Programming (Python)

EDUCATION

FLORIDA STATE UNIVERSITY

2003 - 2008

Doctor of Philosophy in Strategic Management

UNIVERSITY OF SOUTH FLORIDA 2000 - 2002

Master of Business Administration

NORWICH UNIVERSITY

1992 - 1996

Bachelor of Science in Civil Engineering

ACADEMIC EXPERIENCE

ASSOCIATE PROFESSOR OF PRACTICE (2018 to Present) Texas Tech University
Area of Management, Rawls College of Business

ASSISTANT PROFESSOR (2011- 2017) University of South Florida
Center for Entrepreneurship

VISITING ASSISTANT PROFESSOR (2006-2011)
University of South Florida
Center for Entrepreneurship

ACHIEVEMENTS

Published articles on top tier academic journals with over 2,200 citations, and serves on the editorial boards of the *Journal of Management*, *Family Business Review*, and *Academy of Management Discoveries*.

Co-founding faculty of the University of South Florida's Masters of Entrepreneurship and Applied Technology program consistently ranked in the top 10 graduate programs by Princeton Review and *Entrepreneurship Magazine*.

Taught strategy, design, and creativity courses throughout US Special Operations Command and Allied Special Operations Forces.

Successfully developed and facilitated creativity, design, and strategy projects for Fortune 500, professional sports franchises, and high tech startups as a consultant

Experienced entrepreneur. Conceptualized, developed, and launched Data & Sons, the world's first open dataset marketplace.

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SELECTED PUBLICATIONS

CITES

PEER REVIEWED

- 15 Combs, J.G., Gentry, R.A., Lux, S., Jaskeiwcz, P., Crook, T.R. (2020). Corporate Political Activity and Sensitivity to Social Attack: The Case of Family Managed Firms. *Family Business Review*.
- 25 Lux, S., Lamont, B.T., Ellis, K.M., Ferris, G.R., & Muchira, J.M. (2016). Developing and Utilizing Efficient Ties in Entrepreneurial Networks in Africa. *African Journal of Management*. 2(1): 73-92.
- 20 Lux, S. (2016). Strategic Fit to Political Factors and Subsequent Performance: Evidence from the U.S. Coal Industry 1986-2000. *Business & Society*, 55(1): 130-147.
- 98 Mathias, B. D., Lux, S., Crook, T. R., Autry, C. W., & Zaretzki, R. (2015). Competing Against the Unknown: Enabling and Constraining institutions and the informal Economy. *Journal of Business Ethics*, 27(2): 251-264.
- 38 Lux, S. Crook, T.R. & Leap, T. (2012). Political Activity: The Good, the Bad, and the Ugly. *Business Horizons*, 55: 307-312.
- 561 Lux, S., Crook, T.R. & Woeher, D.J. (2011). Mixing Business with Politics: A Meta-Analytic Review of the Antecedents and Outcomes of Corporate Political Activities. *Journal of Management*, 37: 223-247.
- 1448 Ferris, G.R., Treadway, D., Perrewe, P.L., Brouer, R.L., Douglas, C., & Lux, S. (2007). Political Skills in Organizations. *Journal of Management*, 33: 290-320.

INVITED

- 13 Lux, S., Ferris, G.R., Brouer, R.L., Laird, M.D., Summers, J.K. (2008) A Multilevel Conceptualization of Organizational Politics. In *The Handbook of Organizational Behavior*. Edited by C.C. Cooper & J. Barling. Sage Publications. Newbury Park, CA.

CONFERENCE BEST PAPERS

- 41 Barnett, M. Hoepner, A.G.F., Lux, S., & Timofeeva, I. (2012). Managing Reputation through Collusion. Academy of Management Best Paper Proceedings.
- Lux, S. (2005). Entrepreneur Social Competence & Capital: The Social Networks of Politically Skilled Entrepreneurs. Academy of Management Best Paper Proceedings

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RESEARCH IN PROGRESS & SERVICE

WORKS IN PROGRESS

Lux, S., Blake, A., & Petrenko, O.

The Real Thing & Returns: Firm Authenticity as Competitive Advantage

Data collection complete. Target submission to 2024 Academy of Management Conference and journal submission in Spring 2024.

Lux, S., Blake, A., Petrenko, O. & Payne, T.G.

Family & Founder Authenticity and Firm Performance

Data collection.

Lux, S.

The Role of Institutional Knowledge Costs in the Decline of Effective Institutions

Theoretical development. Previously presented at Academy of Management and Strategic Management Society Conferences. Targeting 2024 Southern Management Association Conference and journal submission in Summer 2024.

Hechavarria, D., Lux, S., Reynolds, P.

Speed to Start: The Role of Business Planning in Decreasing Time to New Venture Success

Data collection complete. Target submission to 2024 Academy of Management Conference and journal submission in Spring 2024.

COLLEGE SERVICE

RAWLS GRADUATE ASSOCIATION ADVISOR (2023 - Present)

Faculty advisor for masters level business students in the Rawls College of Business. Holds weekly meetings with students advising on fundraising, socials, and coordinating industry trips to Dallas in Fall & Spring.

ONLINE MBA ADMISSIONS COMMITTEE MEMBER (2023 - Present)

Evaluates applications to the Online MBA program for admissions.

CURRICULUM COMMITTEE CHAIR (2022- Present)

Responsible for evaluating Area of Management education programs and curriculum and developing and implementing new programs. Chairs sub-committee on Management BBA program.

TENURE, PROMOTION, AND CONTINUING APPOINTMENT COMMITTEE (2022 - Present)

Responsible for developing Area of Management policy on tenure, promotion, and continuing appointment.

FACULTY SEARCH COMMITTEE (2022 - Present)

Standing search committee responsible for facilitating hiring of all Area of Management faculty at Texas Tech.

BIG 12 MBA Case Competition Coach & Coordinator (2021- Present)

Coached Texas Tech team to #2 finish in Big 12 MBA Case Competition. Responsible for planning & coordinating 2023 competition hosted at TTU



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PROFESSIONAL SERVICE & EXPERIENCE

AFFILIATIONS

Academy of Management

Strategic Management Society

Southern Management
Association

STATE SERVICE

ENTREPRENEURSHIP
DISCIPLINE COORDINATOR

Florida State Course
Numbering System
Florida Department of
Education, 2009 – 2016

ASSOC. SERVICE

TREASURER
International Association of
Business & Society, 2013 – 2014

CONFERENCES

STRATEGY TRACK CHAIR,
2017 & 2021
Southern Management Association

EVENT COORDINATOR, 2015
Southern Management Association

ASSOCIATE EDITOR, 2013
Social Issues in Management
Division, Academy of Management

REVIEWER, 2004 -
Academy of Management
Southern Management Association

EDITORIAL BOARDS

Academy of Management Discoveries (2015 - Present)

Journal of Management (2017 - Present)

Family Business Review (2019 - Present)

AD HOC REVIEWER

Strategic Management Journal, 2017-

Journal of Management, 2014 -

Business & Society, 2014 -

Academy of Management Discoveries, 2015 -

Small Business Management Journal, 2009, 2017

Journal of Business Research, 2012 - 2016

Organizational Behavior and Human Decision Processes, 2015

Academy of Management Journal, 2006-2013

Strategic Entrepreneurship Journal, 2012

Entrepreneurship Theory & Practice, 2011

PROFESSIONAL EXPERIENCE

CONTRACTOR 2019 - 2022

Metis / Pacific Architects & Engineers

United States Special Operations Command

CEO & CO-FOUNDER - 2017 - PRESENT

Data & Sons

Tampa, FL

INTERNAL AUDITOR & CONSULTANT - 2003 - 2004

CSX Corporation

Jacksonville, FL

MARKETING MANAGER - 2002-2003

DTNet

Tampa, FL

BATTALION ADJUTANT - 1999-2000

1st Battalion, 27th Infantry, 25th Infantry Division (Light)

Schofield Barracks, HI

BATTALION ASSISTANT OPERATIONS OFFICER -

1997-1999 1st Battalion, 27th Infantry, 25th Infantry Division

(Light) Schofield Barracks, HI

CHEMICAL OFFICER - 1996-1997

1st Battalion, 8th Field Artillery, 25th Infantry Division

(Light) Schofield Barracks, HI