



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 1,000 citations. Prior to academia, Sean worked in high tech start ups, Fortune 500, and the US Army.

CONTACT

Sean Lux, Ph.D.



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200 22nd Ave



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)

SEAN LUX Ph.D.

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

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 -PRESENT

Texas Tech University

Area of Management, Rawls College of Business

ASSISTANT PROFESSOR - 2010 - 2017

University of South Florida

Center for Entrepreneurship

VISITING ASSISTANT PROFESSOR - 2006 - 2010

University of South Florida

Center for Entrepreneurship

ACHIEVEMENTS

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*.

Developed highly rated Creativity & Design course for USF MS Entrepreneurship and MBA programs.

Graduate of Association to Advance Collegiate Schools of Business (AACSB) Design in Business program.

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

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

SEAN LUX Ph.D.

SELECTED PUBLICATIONS

CITES

PEER REVIEWED

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*.

12

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.

13

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.

61

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.

20

Lux, S. Crook, T.R. & Leap, T. (2012). Political Activity: The Good, the Bad, and the Ugly. *Business Horizons*, 55: 307-312.

376

Lux, S., Crook, T.R. & Woehner, 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.

1115

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

36

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

SEAN LUX Ph.D.

TEACHING & SERVICE

RECENT EVALUATIONS

4.8 out of 5.0

COURSES

MGT 3375 Entrepreneurship: New Value Creation (2018 - present)

Introduction to entrepreneurship course at Rawls College of Business, Texas Tech University. Student learn the entrepreneurial process, core concepts, and the path to value and wealth creation.

4.6 out of 5.0

ENT 6126 Strategic Entrepreneurship (2008 - 2017)

One of two capstone classes for the Masters of Science in Entrepreneurship and Applied Technology (MS EAT) program. Course focused on strategic analysis of new opportunities in existing firms. Students delivered a strategic plan to client company's including the Tampa Bay Rays, Jabil, and many other Tampa Bay companies. Delivered course to Executive MBA students (2015-2016). I created the course and developed all online course materials.

4.6 out of 5.0

ENT 6930 Creativity & Design (2014 - 2017)

Graduate level introduction to creative problem solving and the design process. Students learned to incorporate experience economy concepts in designing a new customer experience for Tampa Bay client companies. I created this course.

4.8 out of 5.0

ENT 6016 New Venture Formation (2006-2008, 2014-2017)

Graduate level introduction to entrepreneurship. Overview course introducing students to basic entrepreneurship terms, concepts, process, and theory.

ENT 6116 Business Plan Development (2008-2014)

One of two capstone classes for the MS EAT program. Course focused on business planning and modeling culminating in presentations to Tampa Bay investors. Select students presented in university and state student business plan competitions.

ENT 6415 Venture Capital & Private Equity (2006-2009)

Graduate level course on entrepreneurial finance, fundraising, valuations, and understanding different types of startup investors.

ENT 6186 Strategic Market Assessment for New Technologies (2006-2008)

Graduate level course on how to evaluate university intellectual property for technology transfer.

MAN 4143 Contemporary Leadership (2005-2006)

Florida State University undergraduate course on leadership principles and theory.

MAN 4930 Strategic Management (2004 - 2006)

Florida State University undergraduate business capstone course.

COLLEGE SERVICE

FACULTY EXECUTIVE COMMITTEE - 2010 - 2012

Management Department representative on College Dean Search

STUDENT BUSINESS PLAN COMPETITION COORDINATOR - 2008 - 2014

Established and ran competition including fundraising for \$25K annually in prizes.

LEAD FACULTY MEMBER, ENTREPRENEURSHIP MASTERS PROGRAM REDESIGN - 2010-2012

Responsible for MS EAT program curriculum redesign. Led effort through various college & university committees. Efforts led to almost a doubling of program enrollment.



SEAN LUX Ph.D.

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)

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

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