

Spring 04	Principles of Selling (MK4330)	4.7/5.0	3.1/4.0
Fall 03	Intro Marketing (200 person section)	4.1/5.0	2.5/4.0
Summer 03	Intro. Marketing (MK3010)	4.6/5.0	2.6/4.0
Spring 03	Principles of Selling (MK4330)	4.2/5.0	3.1/4.0
Fall 02	Sales Management (MK4340)	4.4/5.0	3.0/4.0
Fall 02	Executive MBA (GTA)	NA	NA
Fall 02	Directed Independent Study	NA	NA
Spring 02	Sales Management (MK4340)	4.6/5.0	2.7/4.0
Fall 01	Intro. Marketing (MK3010)	4.4/5.0	2.5/4.0
Non-university teaching experience			
Fall 01	Principles of Marketing (Executive Education, Cingular Wireless)		
Various	Personal Selling (Numerous classes and seminars)		

Publications:

Journal Publications

Wood, John 'Andy', James S. Boles, Wesley Johnston, Danny Bellenger, (2008) "Buyers' Trust of the Salesperson: An Item Level Meta-Analysis," *Journal of Personal Selling and Sales Management*, 28(3), 263-283.

Sangtani, Vinita, John 'Andy' Wood, (2008) "The Impact of Stigma: Negative Stereotypes of Salespeople," *Journal of Selling and Major Account Management*, 7(4), 38-52.

Wood, John 'Andy' (2008) "The Effect of Buyers' Perceptions of Environmental Uncertainty on Satisfaction and Loyalty," *Journal of Marketing Theory and Practice*, 16(4), 309-320

Wood, John 'Andy', (2008) "Methodology for Dealing with Duplicate Study Effects in a Meta-Analysis", *Organizational Research Methods* 11 (1) 79-95.

Wood, John 'Andy', James S. Boles, Barry Babin, (2008) "The Formation of Buyer's Trust of the Seller in an Initial Sales Encounter," *Journal of Marketing Theory & Practice* 16 (1) 27-39.

Boles, James S., Ramana Madupalli, Brian Rutherford, John 'Andy' Wood, (2007) "The Relationship of Facets of Salesperson Job Satisfaction with Affective Organizational Commitment", *Journal of Business and Industrial Marketing*, 22 (5) 311-321.

Wood, John 'Andy', (2006) "NLP Revisited: Nonverbal Communications and Signals of Trustworthiness", *Journal of Personal Selling & Sales Management*, 26 (2) 197-204.

Wood, John 'Andy', (2005) "Organizational Configuration as an Antecedent to Buying Centers' Size and Structure", *Journal of Business and Industrial Marketing* 20 (6) 263-275.

Boles, James, John "Andy" Wood, Julie Johnson, (2003), "Inter-Relationships of Role Conflict, Role Ambiguity and Work-Family Conflict with Different Facets of Job Satisfaction and the Moderating Effects of Gender", *Journal of Personal Selling & Sales Management*, 23 (2) 99-113.

Wood, John 'Andy' and James Boles, "Perceptual Cues that Influence Buyer's Assessments about the Trustworthiness of Sellers during Initial Sales Exchanges", under review *Journal of Personal Selling and Sales Management*

Conference Proceedings

Wood, John 'Andy', (2008), "Stigma and Salespeople" Special Session: A Triangle of Stigma: Consumer, Salesperson and Product, *AMA Winter Educators Conference*, Austin, TX, February 2008.

Wood, John 'Andy' (2007), "A Time and Territory Exercise", *National Conference in Sales Management*, Irvine, CA, March 2007.

Wood, John 'Andy' (2003), "A New Model for Measuring Salespeople's Performance", *National Conference in Sales Management*, Cincinnati, Ohio, April 2003.

Wood, John 'Andy' (2003), "Methodology for Dealing with Duplicate Study Effects in a Meta-Analysis of Sales Force Turnover", *Proceedings of the American Marketing Association, Winter Educators Conference*, Orlando, Florida, February 2003.

Wood, John 'Andy' (2002), "Organizational Configurations and Firm Size as Antecedents to Buying Centers' Size and Structure", *Proceedings of the Annual Meeting of the Society for Marketing Advances*, St. Petersburg, Florida, November 13-16, 2002.

Boles, James, Barry Babin, John 'Andy' Wood, (2002), "Initial Trust in a Sales Exchange", *5th Annual Retail Strategy and Consumer Decision Research Symposium*, St. Petersburg, Florida November 2002.

Wood, John 'Andy' (2002), "Trust Formation During The Initial Face-To-Face Sales Encounter", *National Conference in Sales Management*, Atlanta, Georgia, April 4-6 2002.

Wood, John 'Andy' (2001), "The Effect of Channel Members' Perceptions of Environmental Uncertainty on Levels of Satisfaction", *Proceedings of the Annual Meeting of the Society for Marketing Advances*, New Orleans, Louisiana November 6-10, 2001.

Other Publications

Wood, John 'Andy' (2008), "Centroid Case" in *Sales Management: Building Customer Relationships and Partnerships* by Joseph F. Hair, Rolph E. Anderson, Rajiv, M.D. Mehta, and Barry J. Babin, Houghton Mifflin Co.

Wood, John 'Andy' (2000), "Managing Risk Associated with New Customers", *Business Credit*, 102 (September) 34-35.

Work-in-Progress

Wood, John 'Andy', "Inherent Signals as Triggers to Trusting Behaviors in Initial Interpersonal Encounters" National Science Foundation Grant Application value approx. \$400,000, targets *Journal of Marketing*.

Wood, John 'Andy', Anita Whiting, and Naveen Donthu, "Emotional Labor and Front-line Employees" targets *Journal of Marketing*.

Wood, John 'Andy' and Marga Guilabert, "Consumer Attributions about the Nutrition and Health Benefits of Foods Labeled Organic as Moderated by Skepticism of the Label Sponsor" targets *Journal of Food Products Marketing*.

Barksdale, Hiram, James Boles, Julie Johnston, John 'Andy' Wood, "Buyers' Perceptions of Salespeople's Influence Tactics and The Effect on Trust, Commitment and Future Intentions," targets *Journal of Marketing Research*.

Wood, John 'Andy', "Decisions on the Inclusion or Exclusion of Measurement Items in Scales using Statistical Inference about Reliability," targets *Journal of Marketing Research*.

Industry & Managerial Experience (1982-2000):

CSR Building Materials	Business Unit Manager Sales and Marketing Manager General Manager
Dierco Supply Corporation	President
Owens Corning	Territory Manager
Kamco Supply	Sales Manager
Acousti Engineering	Purchasing Manager

Honors & Activities:

2008 Elected Vice Chairman for Recognition and Awards for Sales SIG AMA

2007 Appointed to the editorial review board: *Journal of Marketing Theory and Practice*

2006 Appointed to the editorial review board, *Journal of Business Market Management*

2005 Appointed to *Journal of Personal Selling & Sales Management* Abstract Board

2005 Appointed Track Chair, Business to Business Marketing, Society of Marketing Advances

Coach of the 2004 National Collegiate Sales Contest 1st Place winner in Product Sales

Recipient of 2004 AMA Sales SIG/DSEF Sales Dissertation Research Grant Award

2003, Annual Excellence in Teaching Award, GTA, Robinson College of Business

Inaugural DSEF Doctoral Fellows Award, 2003, National Conference in Sales Management

Ad-hoc Reviewer, *Journal of Business Research*, 2003 - 2008

Ad-hoc Reviewer, *Journal of Retailing*, 2006 -2008

Ad-hoc Reviewer, *MIS Quarterly* 2007 - 2008

Reviewer, 8th Edition of Sales Management by Mark Johnston and Greg Marshall

Reviewer, *National Conference in Sales Management*

Affiliations: American Marketing Association (AMA), Society for Marketing Advances (SMA), Society for Consumer Psychology (SCP), Direct Marketing Educator's Foundation (DMEF).