

**Lawrence A. Wolfskill**  
**Assistant Professor, Agribusiness**  
**Department of Agricultural and Industrial Sciences**  
**College of Sciences**

**Degrees Earned**

Ph.D.	Texas A&M University	Agricultural Leadership, Education & Communications	2011
M.B.A.	Texas A&M University	Business Analysis & Research	1989
B.S.	Texas A&M University	Mechanized Agriculture	1981

**Professional Licensure and Certifications**

Associate in Risk Management, Insurance Institute of America, Malvern, PA  
Certified Distance Educator – Online Faculty, Sam Houston State University  
Certificate in Agriculture eLearning Development, Texas A&M University (expected completion September 2011)

**Peer-Review Publications and Artistic Performances/Exhibitions**

Fraze, L. B., Rutherford, T. A., Wingenbach, G. J., & **Wolfskill, L. A.** (2011). Urban high school students' perceptions about agricultural careers and general agricultural knowledge. *NACTA Journal*. (Accepted, Forthcoming).

Fraze, L. B., Wingenbach, G. J., Rutherford, T. A., & **Wolfskill, L. A.** (2011). Effects of a recruitment workshop on selected urban high school students' self-efficacy and attitudes toward agriculture as a subject, college major, and career. *Journal of Agricultural Education*. (Accepted, Forthcoming).

Quintanilla, B., Téllez, J., & **Wolfskill, L. A.** (2011). Bank risk fundamentals and regulatory discipline in the Mexican banking sector. *Accounting and Taxation* 3(2). (Accepted, Forthcoming).

Quintanilla, B., Téllez, J., & **Wolfskill, L. A.** (2011). The role of technical analysis in foreign exchange markets. *Global Journal of Business Research*. (Accepted, Forthcoming).

Hanagriff, R. D., Beverly, M. M., **Wolfskill, L. A.**, & Boyles, B. S. (2005). Assessment of the Texas Agricultural Finance Authority's rural economic development programs. *The Business Review, Cambridge*, 4(2), 142-148.

**Refereed Abstracts**

**Wolfskill, L. A.**, & Quintanilla, B. (2011). *Finanzas para Chavos*: A game-based approach to teaching economics to Mexican youth [Abstract]. *NACTA Journal*, 55(Suppl. 1), 39.

Mullins Santiago, M. L., Lau, M., **Wolfskill, L. A.**, & Roucan-Kane, M. (2011). Leveraging Web 2.0 programs to increase academic retention [Abstract]. *Proceedings of the 61st Conference of the Southern Region of the American Association for Agricultural Education*, Corpus Christi, TX, February 5-8, 2011. 203-206.

Wingenbach, G. J., McCann, E., Begashaw, B., **Wolfskill, L. A.**, Rouse, L., Lindner, J., Rutherford, T., & Fraze, L. (2009). *Selected Urban High School Students' Perceptions about Agricultural Careers*

*and General Agricultural Knowledge* [Abstract]. Annual Conference of the National Association of Colleges and Teachers of Agriculture. Stillwater, OK.

**Wolfskill, L. A.**, & Murphrey, T. P. (2009). *Decision Science in International Agricultural Extension* [Abstract]. Annual Conference of the Association for International Agricultural and Extension Education. San Juan, PR.

**Wolfskill, L. A.**, Bramson, L., & Lau, M. (2009, May). Determining factors related to payment delay prediction for widespread natural disaster insurance claims [Abstract]. *Proceedings of the Global Conference on Business and Finance* 4(2) 557.

Hanagriff, R.D., Beverly, M.M., **Wolfskill, L. A.**, & Boyles, B.S. (2006). *Assessment of the Texas Agricultural Finance Authority's rural economic development programs* [Abstract]. Applied Business Research Conference, Miami, FL.

Hanagriff, R.D., Beverly, M.M., **Wolfskill, L. A.**, & Boyles, B.S. (2005). *Assessment of the Texas Agricultural Finance Authority's rural economic development programs* [Abstract]. Economics and International Business Research Conference, Miami, FL.

## **Research Monographs and Technical Reports**

### **Funded External Grants**

Santiago, M. L., Lau, M., & **Wolfskill, L. A.** USDA-AMS Federal-State Marketing Improvement Program Grant (2011-2013). *Increasing direct marketing potential for socially disadvantaged producers through business planning*. \$75,284.

### **Peer-Review Presentations/Posters**

Mullins Santiago, M.L, Lau, M. & **Wolfskill, L. A.** (2011, July) *Identifying student perceptions on agribusiness knowledge and skills*. Presentation at the Annual Conference of the Agricultural and Applied Economics Association, Pittsburgh, PA.

**Wolfskill, L. A.**, & Quintanilla, B. (2011, June). *Finanzas para Chavos: Teaching financial education to Mexican teens using a game approach*. Presentation at the annual conference of the Association of North American Colleges and Teachers of Agriculture, Edmonton, AB, Canada, June 13-17, 2011.

Roucan-Kane, M., Lau, M., Mullins-Santiago, M., and **Wolfskill, L. A.** (2011, June). *Consumer preferences for locally grown grass-fed beef*. Presentation at the International Food and Agribusiness Management Review conference, Frankfurt, Germany.

Lau, M., Higgins, L., Santiago, M.L., **Wolfskill, L. A.**, & Roucan-Kane, M. (2011, June). *Student-driven learning objectives in advanced agribusiness courses*. Presentation at the Western Education/Extension and Research Activities Committee on Agribusiness Conference, Las Vegas, NV.

Quintanilla, B., Téllez, J., & **Wolfskill, L. A.** (2011, May). *The predominant role of technical analysis in foreign exchange markets*. Presentation at the Global Conference on Business and Finance, San José, Costa Rica. Best in Conference Session award.

- Roucan-Kane, M., Lau, M. H., Alexander, C., Mullins Santiago, M. L., **Wolfskill, L. A.**, & Gray, A. (2011, March). *Offering value in multiple market segments: From expendable to capital products*. Paper presented at the Clute Conference, New Orleans, LA. Best in Conference Session award.
- Mullins Santiago, M. L., Lau, M., **Wolfskill, L. A.**, & Roucan-Kane, M. (2011, February). *Leveraging Web 2.0 programs to increase academic retention*. Poster session presented at the 61st Annual Conference of the Southern Region of the American Association for Agricultural Education, Corpus Christi, TX.
- Roucan-Kane, M., Gray, A., Lau, M., Mullins Santiago, M. L., & **Wolfskill, L. A.** (2011, January). *Evaluation of an educational program teaching the DuPont profitability analysis model*. Paper presented at the Global Conference on Business and Finance, Las Vegas, NV. Best in Conference Session award.
- Wolfskill, L. A.**, Quintanilla, B., & Téllez, J. (2011, January). *Testing the Mexican banking safety net for risk-shifting*. Paper presented at the Global Conference on Business and Finance, Las Vegas, NV. Best in Conference Session award.
- Mullins, M., Lau, M. & **Wolfskill, L. A.** (2010, June). *Knowledge and skill perceptions for careers in agriculture and agribusiness*. Poster session presented at the annual conference of the Association of North American Colleges and Teachers of Agriculture, State College, PA June 22-25, 2010.
- Wolfskill, L. A.**, Bramson, L., & Lau, M. H. (2009, May). *Determining factors related to payment delay prediction for widespread natural disaster insurance claims*. Paper presented at the Global Conference on Business and Finance, San José, Costa Rica. Best in Conference Session award.
- Wolfskill, L. A.**, & Murphrey, T. P. (2009, May). *Decision Science in International Agricultural Extension*. Poster session presented at the annual conference of the Association for International Agricultural and Extension Education, San Juan, Puerto Rico.
- Hamilton, P. C., **Wolfskill, L. A.**, Ullrich, D. R., Kelley S.F., & Clark, R. (2007, May). *Creating international university exchange: Linking to the future!* Poster session presented at the annual conference of the Association for International Agriculture and Extension Education, Polson, MT.
- Wolfskill, L. A.**, & Wingenbach, G. (2007, May). *Experiential education across borders: Perceived barriers to participation*. Poster session presented at the annual meeting of the Association for International Agricultural and Extension Education, Polson, MT.
- O'Rourke, P., Hamilton, P. C., & **Wolfskill, L. A.** (2006, October). *The ProStar® Fertilizer Management Simulation*. Poster session presented at the Leadership Summit to Effect Change in Teaching and Learning, National Academy of Sciences, Washington, DC.
- Hanagriff, R. D., Beverly, M. M., **Wolfskill, L. A.**, & Boyles, B. S. (2006, January). *Assessment of the Texas Agricultural Finance Authority's rural economic development programs*. Paper presented at the Applied Business Research Conference, Orlando, FL.

Hamilton, P. C., **Wolfskill, L. A.**, Ullrich, D. R., Kelley, S. F., & Clark, R. (2006, May). *Creating international exchange opportunities to undergraduate and graduate agricultural programs*. Poster session presented at the annual meeting of the Association for International Agricultural and Extension Education, Polson, MT.

Hamilton, P. C., O'Rourke, P., & **Wolfskill, L. A.** (2006, July). *ProStar®: A Retail Fertilizer Management Simulation*. Poster session presented at the annual meeting of the American Agricultural Economics Association, Long Beach, CA.

Hanagriff, R. D., Beverly, M. M., **Wolfskill, L. A.**, & Boyles, B. S. (2005, December). *Assessment of the Texas Agricultural Finance Authority's rural economic development programs*. Paper presented at The Economics and International Business Research Conference, Miami, FL.

### **Work or Professional Experiences**

January, 2010 to present: Assistant Professor, Department of Agricultural and Industrial Sciences, Sam Houston State University.

January, 2005 to December 2009: Adjunct Faculty, Department of Agricultural and Industrial Sciences, Sam Houston State University.

September 1989 to August 1990: Graduate Teaching Assistant, Department of Business Analysis and Research, Texas A&M University

#### Graduate Courses Taught:

Sam Houston State University:

AGRI 5386 Capital Management in Agricultural Business

#### Undergraduate Courses Taught:

Sam Houston State University:

AGR 164 Principles of Agricultural Economics

AGR 238 Microcomputer Applications in Agriculture

AGR 285 Analysis of the Agricultural Sector

AGR 289 Agribusiness Financial Analysis

AGR 335 Agribusiness for Agriculture Science Teachers

AGRI 3367 (AGR 367) Agricultural Finance

AGRI 3377 (AGR 377) Farm and Ranch Management

AGRI 3385 (AGR 385) Agricultural Economic Analysis

AGR 461 Agribusiness Organization and Management

AGR 474 Agricultural Market Analysis and Prices

AGR 486 Agriculture and Government Programs

Texas A&M University:

BANA 303 Statistical Methods

### **Honors and Awards**

Gamma Sigma Delta Agricultural Honor Society 2011-Present

Beta Gamma Sigma International Business Honor Society 1989-Present

Phi Kappa Phi Honor Society 2008-Present

Conference Outstanding Research Award: Global Conference on Business and Finance, San José, Costa Rica, May 2011.

Conference Outstanding Research Award: Global Conference on Business and Finance, Las Vegas, NV, January 2011.

Best in Session Conference Presentation: Global Conference on Business and Finance, Las Vegas, NV, January 2011.

Best in Session Conference Presentation: Global Conference on Business and Finance, San José, Costa Rica, May 2009.

**Other Competencies**

Fluent in English and Spanish

Completely comfortable with cross-cultural engagements, having lived in Latin America (14 years) and Europe (3 years)

Computer hardware, troubleshooting, network installation

Software: SPSS, MS Office, ArcView GIS, light programming in various languages