5/2/2018 SAMUEL B. GRAVES

Professor and Chair Operations Management Department Carroll School of Management Boston College Chestnut Hill, MA 02467 Work: (617) 552-0464 Home: (781) 455-8050 Email: graves@bc.edu

EDUCATION:

<u>DBA</u>, <u>The George Washington University</u>, Dissertation: Optimal Timing and Long-Run Patterns in R&D Investment

MS, Administration The George Washington University.

<u>MS</u>, Operations Research, <u>Air Force Institute of Technology</u>, Thesis: A Monte Carlo Risk Analysis of Life Cycle Cost Prediction

BS, Basic Sciences, U.S. Air Force Academy.

ACADEMIC EXPERIENCE:

<u>Professor and Chair</u>, Operations Management Department, Carroll School of Management, <u>Boston</u> <u>College</u>. 2005-present.

<u>Professor</u>, Carroll School of Management, <u>Boston College</u>. Courses taught: Management Science, Statistics, Total Quality Management, Economic Analysis and Operations Research, Operations Analysis, Economics, Management and Operations (1986 to 1990, Assistant Professor; 1990 to 2001, Associate Professor; 2002 to present, Professor).

<u>Assistant Professor, The American University</u>. Taught courses in Management Science/Operations Research and Statistics (Fall 1984 to Spring 1986)

<u>Research Associate</u>, Adjunct Lecturer in Management Science, <u>The George Washington University</u>. Conducted quantitative analyses using computer simulation. Taught Calculus, Statistics, and Computer Modeling. (1981-1984)

OTHER PROFESSIONAL EXPERIENCE

<u>Operations Research Analyst</u>, Air Force Studies and Analysis, <u>Pentagon</u>. Employed quantitative techniques of operations research and management science in military policy analysis. Performed cost effectiveness studies to support senior decision maker.

<u>Chief of Operations Analysis, Aircraft Test and Evaluation</u>, Davis-Monthan Air Force Base, Tucson, Arizona. Employed statistical methods in planning and reporting the results of field tests.

Pilot United States Air Force

OTHER

EXPERIENCE: <u>Adjunct Lecturer in Business Statistics</u>, <u>The Georgetown University School of Business</u> <u>Administration</u> (1983-1984).

<u>Lecturer in Managerial Statistics</u>, <u>United States Department of State</u>, Foreign Service Institute. (1985)

PROFESSIONAL ASSOCIATIONS: Member, INFORMS and Decision Sciences Institute

JOURNAL ARTICLES

(In reverse chronological order)

S. Graves and J. Ringuest. Overconfidence and Disappointment in Venture Capital Decision Making, an Empirical Examination. <u>Managerial and Decision Economics</u>, Forthcoming.

J. Lee, S. Waddock, and S. Graves. Doing Good Does Not Preclude Doing Well. <u>Social</u> <u>Responsibility Journal</u>. Forthcoming.

J. Ringuest and S. Graves. Overconfidence and Disappointment in Decision-making under Risk: The Triumph of Hope over Experience. <u>Managerial and Decision Economics</u>, Vol. 33 2017, pp. 409-422.

S. Graves and J. Ringuest, Patient project management: Discounting with hyperbolic functions. <u>Managerial and Decision Economics</u>, Vol. 33, 2012, pp. 453-462.

S. Graves and J. Ringuest, Probabilistic dominance criteria for comparing uncertain alternatives: A tutorial. <u>Omega-The International Journal of Management Science</u>, 37 (2), 2009, pp. 346-357.

A. Medaglia, J. Ringuest, and S. Graves, A multiobjective evolutionary approach for linearly constrained project selection under uncertainty. <u>European Journal of Operations</u> <u>Research</u>, 179 (3), 2007, pp. 869-894.

S. Waddock and S. Graves, The impact of mergers and acquisitions on corporate stakeholder practices. Journal of Corporate Citizenship, (22) 2006, pp. 91-109.

J. Ringuest and S. Graves, Formulating optimal R&D portfolios. <u>Research-Technology</u> <u>Management</u>, 48 (6) 2005, pp. 42-47.

K. Rehbein, S. Waddock, and S. Graves, Understanding shareholder activism: Which corporations are targeted?" <u>Business & Society</u>, 43(3) 2004, pp. 239-267.

J. Ringuest, S. Graves and R. Case, Mean-Gini analysis in R&D portfolio selection. European Journal of Operational Research, 154(1) 2004, pp. 157-169.

S. Waddock, C. Bodewell, and S. Graves, Responsibility: the new business imperative. Academy of Management Executive. 16(2) 2002, pp. 132-148.

S. Graves, K. Rehbein, & S. Waddock, Fad and fashion in shareholder activism: The landscape of shareholder resolutions, 1988-1998. <u>Business and Society Review</u>. 106(4) 2001, pp. 293-314.

S. Graves and S. Waddock, Beyond built to last: Stakeholder relations in 'Built to Last' companies. <u>Business and Society Review</u>. 105(4) 2000, pp. 393-418.

S. Graves and S. Waddock, The best companies to work for: Financial and stakeholder implications of 'Best of' rankings. <u>Journal of Contemporary Business Issues</u>, 8(1) 2000, pp. 15-23.

S. Graves, J. Ringuest, and R. Case, Formulating optimal R&D portfolios: A simple yet rigorous method. <u>Research-Technology Management</u>, 43(3) 2000, pp. 47-51.

S. Graves, D. Murphy, and J. Ringuest, Acceptance sampling and reliability: The tradeoff between component quality and redundancy, <u>Computers and Industrial Engineering</u>, 38, 2000, pp. 79-91.

J. Ringuest, S. Graves, and R. Case, Conditional stochastic dominance in R&D portfolio selection, <u>IEEE Transactions on Engineering Management</u>, 47(4) 2000 pp. 478-484.

J. Ringuest and S. Graves, A sampling-based method for generating nondominated solutions in stochastic MOMP problems. <u>European Journal of Operational Research</u>, 126(3) 2000, pp. 651-661.

S. Graves, D. Murphy and J. Ringuest, Acceptance sampling vs. redundancy as alternative means to achieving goals for system reliability. <u>International Journal of Quality and</u> <u>Reliability Management</u>, 16(4) 1999, pp. 362-370.

S. Waddock, S. Graves and R. Gorski, performance characteristics of social and traditional investments. <u>The Journal of Investing</u>, 9(2) 2000, pp. 27-38.

J. Ringuest, S. Graves, and R. Case, Formulating R&D portfolios that account for risk. <u>Research-Technology Management</u>, 42(6) 1999, pp. 40-43.

S. Waddock and S. Graves, A look at the financial-social performance nexus when quality of management is held constant, <u>International Journal of Value-Based Management</u>. 12(1) 1999, pp. 87-99.

C. Bendheim, S. Waddock and S. Graves, Determining best practice in corporatestakeholder relations using data envelopment analysis: An industry level study. <u>Business</u> <u>and Society</u>. 37(3) 1998, pp. 305-338.

S. Waddock and S. Graves, Quality of management and quality of stakeholder relations: are they synonymous? <u>Business and Society</u>. 36(3) 1997, pp. 250-279 (*Winner of 1997 Moskowitz Prize*)

S. Waddock and S. Graves, The corporate social performance-financial performance link. <u>Strategic Management Journal</u>. 18(4) 1997, pp. 303-319. S. Graves and N. Langowitz, R&D productivity: A global multi-industry comparison. <u>Technological Forecasting and Social Change</u>. 53(2) 1996, pp. 125-137.

S. Graves, D. Murphy, and J. Ringuest, Reevaluating producers and consumers risk in acceptance sampling. <u>Computers and Industrial Engineering</u>. 30 (2) 1996, pp. 171-184.

S. Graves and J. Ringuest, Evaluating a portfolio of R&D investments. <u>Journal of High</u> <u>Technology Management</u>. 7 (1) 1996, pp.53-60.

S. Graves and S. Waddock, Institutional owners and corporate social performance. <u>Academy of Management Journal.</u> 37 (4) 1994, pp.1034-1046.

S. Graves and S. Waddock, Responses of institutional investors to corporate social performance measures. <u>International Journal of Value-Based Management</u>. 7, 1994, pp. 165-180.

S. Waddock and S. Graves, Industry performance and investment in R&D and capital goods. Journal of High Technology Management, 5 (1) 1994, pp. 1-18.

S. Graves and N. Langowitz, Innovative productivity and returns to scale in the pharmaceutical industry. <u>Strategic Management Journal</u>, 14 (8) 1993, pp. 593-606.

S. Graves and N. Langowitz, Innovative output and firm size in the pharmaceutical industry. <u>International Journal of Production Economics</u>. 27 (1) 1992, pp. 83-90.

S. Graves and J. Ringuest, Choosing the best solution in an R&D project selection problem with multiple objectives. <u>Journal of High Technology Management</u>, 3 (2) 1992, pp. 213-224.

N. Langowitz and S. Graves, Innovative productivity in pharmaceutical firms. <u>Research-Technology Management</u>. 35 (2) 1992, pp. 39-41.

S. Graves, J. Ringuest, and J. Bard, Recent developments in screening methods for nondominated solutions in multiobjective optimization. <u>Computers and Operations</u> <u>Research</u>. 19 (7) 1992, pp. 683-694.

S. Graves and J. Ringuest, Producer's and consumer's risk when proportion defective is a random variable. <u>Decision Sciences</u>. 22 (4) 1991, pp. 753-771.

S. Graves and J. Ringuest, Evaluating Competing R&D Investments. <u>Research-Technology</u> <u>Management</u>. 34 (4) 1991, pp. 32-36.

S. Graves and S. Waddock, Ownership at a distance: implications of activist institutional investors. <u>Business in the Contemporary World</u>. 2 (3) 1990, pp. 83-89.

J. Ringuest and S. Graves, The linear R&D project selection problem: An alternative to net present value. <u>IEEE Transactions on Engineering Management</u>. 37 (2) 1990, pp. 143-146.

S. Graves and S. Waddock, Institutional ownership and control: Implications for long-term corporate strategy. <u>The Academy of Management Executive</u>. 4 (1) 1990, pp. 75-83.

S. Graves, Institutional ownership and corporate R&D investment: A multi-industry study. <u>Technological Forecasting and Social Change</u>. 37, 1990, pp. 59-76.

J. Ringuest and S. Graves, The linear multi-objective R&D project selection problem. <u>IEEE</u> <u>Transactions on Engineering Management</u>.36 (1), 1989, pp. 54-57.

S. Graves, Long-run patterns of corporate R&D expenditure: A descriptive analysis of the period 1965-1984. <u>Technological Forecasting and Social Change</u>. 35, 1989, pp. 13-27.

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S. Graves, Why costs increase when projects accelerate. <u>Research Management</u>. 32 (2)1989, pp. 16-18.

S. Graves, Institutional ownership and corporate R&D in the computer industry. <u>Academy of Management Journal</u>. 31 (2)1988, pp. 417-428.

S. Graves, Optimal R&D expenditure streams: An empirical view. <u>IEEE Transactions on</u> <u>Engineering Management</u>. 34 (1), 1987, pp. 42-48.

BOOKS

S. Graves and J. Ringuest. <u>Models and Methods for Project Selection: Concepts from Management</u> <u>Science, Finance, and IT</u>. 2003. Kluwer Academic Publishers.

OTHER PUBLICATIONS

The 100 Best Corporate Citizens. <u>Business Ethics</u>. 18 (1), Spring 2004, pp. 8-12 with M. Kelly, P. Asmus and S. Waddock

The 100 Best Corporate Citizens. <u>Business Ethics</u>. 17 (1), March-April 2003, pp. 6-10 with M. Kelly, P. Asmus and S. Waddock

The 100 Best Corporate Citizens. <u>Business Ethics</u>. 16 (2), March-April 2002, pp. 8-13 with M. Kelly, M. Miller and S. Waddock

The 100 Best Corporate Citizens. <u>Business Ethics</u>. 15 (2), March-April 2001, pp. 12-16, with M. Kelly, P. Johansson, and S. Waddock

The 100 Best Corporate Citizens. <u>Business Ethics</u>. 14 (2), March-April 2000, pp. 12-17, with M. Kelly, T. Klussman, and S. Waddock

Attraction or Repulsion: How Institutional Owners React to Corporate Social Performance. <u>Management Research News</u>. 18 (12), 1995, pp. 20-24, with S. Waddock.