

## ANDREW L. URICH

### Business Address

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### Home Address

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### Education

Case Western Reserve University – Cleveland, Ohio – JD, May 1985  
Ohio State Bar, Admitted November 1985

Wittenberg University – Springfield, Ohio – BA Business Administration, Accounting, June 1982  
Distinction, Business National Senior Comprehensive Exam

### Academic Positions

Associate Professor of Management, Oklahoma State University, Spears School of Business, 2013–present

Director of Student Development, Eastin Center for Talent Development, 2013 – present

Eastin Chair for Talent Development, 2014 - present

Puterbaugh Professor of Ethics & Legal Studies in Business, Professorship, 2008 – 2013

Associate Professor of Legal Studies in Business, Oklahoma State University, Spears School of Business, 1986 – present (Tenure granted 1991, Member of Graduate Faculty)

Associate Professor of Business Administration, Oklahoma State University – Kyoto, Japan, August 1992 – August 1993

Executive MBA Faculty, Zayed University – Abu Dhabi and Dubai, United Arab Emirates, 2004 – 2012

### Teaching

#### Undergraduate Courses

Legal Environment  
Career Development  
Legal Environment of  
International Business  
Business Ethics  
Professional Development  
Business Freshman Orientation  
Personal Leadership  
Misc. Courses for Travel Programs

#### Graduate / MBA Courses

Legal Environment of Business  
Legal Issues in Business  
Negotiation and Influence  
Global Business  
Misc. Courses for Travel Programs

#### Accounting

Financial Accounting  
Managerial Accounting

#### Zayed University EMBA in Abu Dhabi and Dubai

Negotiation and Decision Making & International Business and Ethics

## Ethics Outreach Activities

### Member, Ethics Team, OGE/Enogex (\$3.6 Billion revenue 2012) 2005 – 2013

Developed *Ethics Awareness* program and presented to over 3,500 employees. Advisor to Chief Ethics Officer and serve on committee to address issues related to ethics and corporate values.

### Ethics Awareness Training Program 2005 – present

Present ethics training to corporations and organizations.

*Representative Clients (2008 – present):*

Arkansas Trucking Defense Conference,  
Fayetteville, AR

Chaparral Energy, OKC, OK

Chesapeake Energy, OKC, OK

ConocoPhillips, Houston, TX

Edison Electric Institute, Chicago, IL

Ernst and Young, Tulsa, OK

Financial Executive Institute, OKC, OK

Hogan Taylor Accountants, Tulsa, OK

ISNetworld, Dallas, TX

NOV Varco, Houston, TX

OGE/Enogex, OKC, OK

Oklahoma Department of Rehabilitation  
Services, OKC, OK

Oklahoma Governor's Conference, OKC,  
OK

Oklahoma Health Care Authority, OKC, OK

Oklahoma State Bureau of Investigation,  
OKC, OK

Parker Poe, Attorneys, Pinehurst, NC

QuikTrip Corporation, Tulsa, OK

Rose State Community College, Midwest  
City, OK

Redlands Community College, El Reno, OK

Samson Energy, Tulsa, OK

Sandridge Energy, OKC, OK

Semgroup, Tulsa, OK

South Carolina Trial Lawyers, Pinehurst,  
NC

### Spears School of Business Ethics Team, Faculty sponsor, 2010 – present

Served as advisor and supported the team in competitions in OKC and regionally in San Antonio, TX.

### Puterbaugh Ethics Lecture Series, Responsible Party, twice annually 2009 – present

The Puterbaugh Foundation, founded and funded by the late J.G. Puterbaugh, is a private foundation headquartered in McAlester, Oklahoma, that has funded many grant proposals encouraging new and improved teaching methods. The Foundation supports activities to improve the quality of the Spears School of Business Legal Studies program by bringing notable speakers, consultants, and scholars to campus, supporting professional development activities.

## Other Outreach Activities

**Corporate Training Programs** – developed a series of research-based programs for enhancing influence, negotiation, and business communication skills. Recently averaging 50 presentations per year. 1993 – present.

Training Programs: (Full day programs include exercises and discussions)

*Influence Skills: Getting Along and Getting Things Done*

*Negotiation, Persuasion, and Critical Thinking*

*Image as a Tool of Influence: Develop Your Personal Brand Image*

*Critical Thinking and Value Creation*

## **International and Travel Activities**

**Executive MBA faculty** – *Negotiation and International Law and Ethics*, Executive MBA Program, Zayed University, Abu Dhabi and Dubai, U.A.E., 2004 – 2012.

**Program Coordinator and Instructor** – Summer Travel Program, Lead annual student travel program to Washington, DC and/or New York City and/or Chicago. Various business topics, intense business visit schedule, cultural activities, and heavy networking with alumni. Program includes one week of travel. 1991 – present.

**Program Coordinator and Instructor** – Study in Mexico Program. Developed a program for students to study Latin American business and trade law, including a one-week trip to Monterrey, Mexico. The program includes business meetings, factory tours, and cultural activities as well as classroom study at Monterrey Tech. Spring 1999 - 2001.

**Program Coordinator and Instructor** – Summer in Japan Program. Developed summer program for OSU students to study in Japan. The program included business meetings, factory tours, and cultural activities as well as classroom study of Japanese business. Kyoto and Osaka, Japan. Summer 1993.

**Program Coordinator and Instructor** – OSU College of Business Summer in London Program. Taught a course in European Union Law and acted as an activities guide for students. Summers, 1995, 2011 and 2012.

**Keynote Speaker** – Industrial Chamber of Commerce 60<sup>th</sup> Anniversary Conference, Valencia, Carabobo, Venezuela, November 1996.

**Negotiation Seminar** – *Corpo Cventos*, Valencia, Venezuela, November 1996.

**Participant** – Council on Industrial Educational Exchange Faculty Seminar, South Africa, Summer 2000.

**Participant** – Council on International Educational Exchange Seminar, Russia and Latvia, Summer 1992.

**London Barrister Internship** – Chambers of Michael Beckman, Barristers, London, England, Summer 1990.

**International Law Consultant** – Center for International Trade Development, Stillwater, Oklahoma, 1990 - 1991.

## **Service & Creative Activities**

### **Recent Committee Work**

Spears School of Business strategic planning committee, 2010 – 2011  
Search Committee, University Director of International Programs, 2011  
College Boundary-less Learning Committee, 2010 – 2011  
College Relationships Committee, 2011 – present

### **SURF Board (Student's Understanding Real-World Fundamentals)**

Created networking group for students and alumni. Established a group of approximately 70 alumni and supporters who served as mentors and attended campus networking functions four times a year. 2003 – 2007.

**Disabled Veterans Entrepreneurship Program**, Presenter, 2011 - present

**Participant** – *How to Say No... and Still Get to Yes*, Harvard Program on Negotiation, October, 2004.

**Consultant** - SolArc, Inc. (computer software), Tulsa, OK. Work with sales and marketing staff developing an overall product promotion strategy and preparations for specific negotiations. 1996 - 2000.

### **Recognitions**

Pan-Hellenic - Inter-fraternity Councils Outstanding Faculty Award, 2006  
UCEA Great Plains Excellence in Teaching Award, 2005 (Outreach)  
Pan-Hellenic - Inter-fraternity Councils Outstanding Faculty Award, 2003  
Regents Distinguished Teaching Award, 1999.  
University Extension Faculty Excellence Award, 1996. (Outreach)  
Griener Teaching Excellence Award, 1991.

### **Professional Presentations**

"A Level Playing Field: The Key to Fair Competition," presentation for the 60<sup>th</sup> anniversary of the Valencia Industrial Chamber of Commerce, Valencia, Venezuela, November 1996.

"Introduction to American Antitrust Law," presentation for Diamond Business Club, Tokyo, Japan, December 1992.

"Life in Russia: A Business Respective," presentation for Diamond Business Club, Osaka, Japan, October 1992.

"The Impact of Business Regulation on Free Enterprise," presentation at SWFAD meeting, March 1990.

Panelist, "Managing the Legal Implications of Marketing Decisions," Academy of Marketing Science Annual Meeting, April 1990.

"Using Mock Appellate Arguments in Undergraduate Law Classes," American Business Law Association, National Meeting, August 1990.

"The Role of Congressional Intent in Resale Price Maintenance Cases," presentations at American Business Law Association National Meeting, August 1989.

Labig, Chalmer E., Patricia M. Fandt, and Andrew L. Urich, "The Impact of Evidence and Likableness on Supervisors' Disciplinary Actions," National Meeting of the Academy of Management, Washington, DC, 1989 (a Best Paper in P/HR Division).

Discussant, section on Legal and Regulatory Issues, Council on Employee Responsibilities and Rights Annual Conference, October 1989.

"The Effect of Resale Price Maintenance on Small Businesses," Southeast Regional Business Law Association Annual Meeting, October 1989.

"Spousal Claims to Insurance Proceeds," paper presentation at SWFAD meeting, March 1987.

### **Refereed Publications**

Urich, Andrew L., "Retail Price Maintenance: Competitors Apply Price Pressure," Case Note, *Journal of the Academy of Marketing Science*, Summer 1990.

Fandt, Patricia M., Chalmer E. Labig, and Andrew L. Urich, "Evidence and the Biasing Effect of Liking on Managers' Disciplinary Actions," *The Employee Responsibilities and Rights Journal*, December 1990.

- Urich, Andrew L., "Battle of the Forms: An Instructional Aid," *Journal of Legal Studies Education*, Fall 1990.
- Urich, Andrew L., "Developments in Resale Price Maintenance Cases: A Trend Toward Overturning the Per Se Rule," *Journal of Applied Business Research*, Spring 1990.
- Urich, Andrew L., "Third Party Claim to Insurance Proceeds Against a Secured Creditor," *60 Oklahoma Bar Journal* 729, 1989.
- Urich, Andrew L., "Comparing Japanese, U.S. Legal Systems," *60 Cleveland Bar Journal* 196, 1989. Reprinted by request, *Iowa Bar Association Bulletin*, July 1989 and by *Update*, August 1989.
- Mosier, Gregory C. and Andrew L. Urich, "The Effect of Ethics and Cultural Values on Employment Practice: A Comparison of the United States and Japan," *International Business Law Association Journal*, 1989.