

Academic Vitae for:

Shay D. Scott

Director of the Global Business Institute

Lecturer in the Department of Marketing and Logistics

Office

The University of Tennessee
College of Business Administration
328 Haslam Business Building
1000 Volunteer Boulevard
Knoxville, TN 37996
(O) 865.974.6110
(F) 865.974.6114
sdscott@utk.edu

Residence

2516 Chimney Rock Lane
Knoxville, TN 37920
(H) 865.951.2446

EDUCATION

Post-Graduate Study in Marketing and Logistics

The University of Tennessee at Knoxville

Completed 20 semester hours. No degree awarded.

Logistics Major with a Minor in International Business Strategy

August 2004-December 2005

Master of Business Administration (MBA)

The University of Tennessee at Knoxville

Management Concentration

May 2000

Master of Science in Industrial Engineering (MSIE)

The University of Tennessee at Knoxville

Manufacturing Systems Engineering Concentration

July 2000

Bachelor of Science in Civil Engineering

The University of Tennessee at Knoxville

December 1997

RESEARCH

General Areas of Research Interest:

Cross-cultural impact on interorganizational relationships; Selection frameworks for international logistics outsourcing partners; Theories of the firm in a global setting;

International Business Strategy, Organization, and Execution; International Business Education Strategy and Execution.

Non-Refereed Publications:

Stank, Theodore P., Clifford Lynch, and **Shay D. Scott**. "Logistics Outsourcing" in Global Logistics and Supply Chain Management Handbook. Sage Publications: Thousand Oaks, CA 2006.

TEACHING

Areas of Teaching Interest:

Integration of Supply Chain Management/Logistics into overall business strategy; Logistics outsourcing; Interorganizational relationships; Marketing channels; Strategic Sourcing and Negotiation; Use of Technology in the Supply Chain.

Collegiate Courses Taught:

- Supply Chain Management (Business Administration 331): Fall 2009, Summer 2005
- Purchasing and Strategic Supply Management (Logistics 421): Summer 2009, Spring 2009, Summer 2008, Spring 2008, Summer 2007, Spring
- Intermediate Logistics (Logistics 310): Fall 2005

Additional Teaching Experience:

- Completed a semester hands-on seminar in pedagogical methods
- Designed and taught multiple training courses while in industry
- Studied instructional techniques of numerous faculty through observation

SERVICE

Leadership, Service, and Membership:

- Director of the Global Business Institute
- Member: CBA Core Curriculum Committee
- Assistant Director, UT Supply Chain Strategy and Management Forum
- Member: Academy of International Business (AIB)
- Member: Council of Supply Chain Management Professionals (CSCMP)
- Board of Directors: One Vision International (Humanitarian Relief Organization)
- Past Member: American Production and Inventory Control Society (APICS), American Society of Civil Engineers (ASCE), Associated General Contractors (AGC)

Gift Generation:

- (2004) Generated \$10,000 from Dell, Inc. for membership in The University of Tennessee Supply Chain Strategy and Management Forum

Research and Consulting Affiliations with Corporations:

Dell, Inc.; Landair Transport, Inc.; CTI Pet Systems, Inc.(GE); AlliedSignal (Honeywell); Trade Management Solutions, Inc.; Foothills Family Practice; The Helm Construction Group

Countries worked in and visited:

Argentina, Australia, Austria, Belgium, Brazil, Canada, Chile, China, Costa Rica, Czech Republic, Denmark, Dominican Republic, England, France, Germany, Haiti, Hong Kong, Ireland, Italy, Jamaica, Japan, Malaysia, Mexico, Netherlands, New Zealand, Scotland, Singapore, Sweden, Switzerland, St. Martin, Thailand, The Vatican, Wales

RECOGNITION

Awards, Scholarships, and other Recognition

- Inventor, US Patent 6920427 entitled “Closed Loop Demand Fulfillment System and Method”
- Academic appointment: Research Associate to Dr. John T. Mentzer (2004-2005)
- Scholarships: University of Tennessee MBA Grant for full tuition; General R.R. Neyland Scholar, Tennessee Alumni Association Scholarship
- Honor Societies: Beta Gamma Sigma and Chi Epsilon
- Dell Americas FY04 Customer Experience Award (\$500 cash prize)
- 2000 UT MBA Class Case Competition Winner as chosen by faculty
- Eagle Scout

Certifications:

- Tennessee Engineering Intern License: 17463
- Certified Six Sigma Green Belt (Dell)

INDUSTRY EXPERIENCE

The University of Tennessee, Knoxville, Tennessee

Director of the Global Business Institute, 8/09- Present

Lecturer in the Department of Marketing and Logistics, 1/07-Present

- Serve as a catalyst for continued development of graduate business programs emphasis on competing in the global economy.
- Engage faculty, students, and companies in activities that promote global business education and position the college as a leader in educating tomorrow’s global business leaders
- Teach the Undergraduate business core module on logistics and supply chain to approximately 1000 students per academic year.
- Collaborate with graduate business program owners to develop, plan, and execute international learning experiences. Currently supporting five different graduate programs in planning six annual experiences.

Sevier Heights Baptist Church, Knoxville, Tennessee

Associate Pastor of Administration, 12/05 - Present

- Lead all administrative functions for Sevier Heights. Direct supervisory responsibility for 20 personnel in the areas of Finance, Accounting, Communications, Graphic Design, Facilities, Food Services, Information Technology, Human Resources, and Planning.
- Responsible for budgetary and staff planning for a growing church of 4500 with an annual budget of approximately \$8 million.
- Develop and implement an integrated communications strategy to reach the Greater Knoxville Metropolitan Area.
- Direct an ongoing \$18 million facility expansion.

Dell, Inc., Austin, Texas; Nashville, Tennessee; Penang, Malaysia; Limerick, Ireland; Xiamen, China; Porto Alegre, Brazil

Dell Worldwide Fulfillment, Senior Manager of International Logistics, 3/03-7/04

- Led the team responsible for the delivery of finished goods and service parts from the US to international customers and service centers in the Americas and worldwide
- Developed roles and responsibilities, staffed team members, and led the formation of an integrated plan to improve international customer experience and cost
- Secured over \$10M in annual savings within the first 8 months
- Delivered record volumes to customers throughout the region supporting annual growth rates in excess of 25%

Dell Americas Logistics, Manager of Supply Chain Projects, 2/02-3/03

- Managed the Supply Chain Projects team consisting of 7 team members responsible for driving and implementing change in logistics and supply chain
- Guided the management of over 25 projects which delivered in excess of \$11M of annual operating expense savings
- Led the conversion of a laptop manufacturing facility into an Eastern US distribution facility with the capability to perform a variety of pick-pack-ship operations
- Earned a Green Belt certification for work on the management structure of the distribution facility

Program Manager; Supply Chain Consultant, 8/00-1/02

- Managed the implementation of i2 Factory Planner and Rhythm Collaboration Planner software in five facilities with over 15 billion dollars of annual revenue
- Supervised a project team comprised of business and IT members co-located in Asia and the United States to achieve integrated business processes and IT solutions
- Served as a worldwide team lead for materials process change in the rollout of i2 software with implementations in the US, Europe, and Asia
- Stationed in Nashville; Austin; Xiamen, China; Penang, Malaysia; and Limerick, Ireland

- Guided the development, configuration, testing, and activation of multiple projects using the i2 Tradematrix suite of software and groundbreaking materials processes including a two-hour external replenishment cycle. A patent is pending on these processes
- Responsible for developing the business case, meeting business requirements, schedule, and achieving predicted results

AlliedSignal, Inc.(Honeywell), Morristown, New Jersey; Richmond, Virginia
ERP/SAP Implementation Intern, 5/99-8/99

- Collaborated on the implementation of SAP software replacing 70 legacy systems in two divisions, affecting over 11,500 employees and \$4 billion in annual sales dollars
- Partnered as a team member in the design and configuration of the Production Planning, Materials Management, Finance, and Controlling modules
- Analyzed best practices, supply chain integration, and the elimination of unnecessary layers of processes and employees within the business in an effort to achieve Six Sigma operational efficiency
- Developed training materials and schedules for over 11,500 end users as part of the change management plan in preparation for the transition to SAP

Rentenbach Engineering Company, Knoxville, Tennessee
Project Manager, 1/98-3/99; Project Engineer, 5/97-1/98; Project Coordinator, 5/95-5/97

- Managed the construction of multiple projects totaling over \$35 million per year
- Administered over 100 subcontracts annually with some greater than \$3 million dollars
- Implemented methods of cost control and quality control within corporate project management resulting in a 20% reduction in man-hours and more reliable processes
- Developed, maintained, and administered CPM schedules, profitability analyses, and detailed billings

REFERENCES

Academic and industry references are readily available upon request.