

DAN M. KHANNA

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OBJECTIVE

Teach strategy, entrepreneurship, international business, e-business, technology management, marketing, organization behavior at undergraduate and graduate programs.

EDUCATION

Ph.D. in Business Administration

Golden Gate University, San Francisco, California (1994)

MBA

Santa Clara University, Santa Clara, California (1979)

BS in Industrial Engineering

California Polytechnic State University, San Luis Obispo, California (1973)

TEACHING EXPERIENCE

Associate Professor, Management and Marketing 2002-Present  
Angelo State University, San Angelo, Texas  
Courses: Strategy, Entrepreneurship, Principles of Management, Marketing Principles, E-Commerce, Technology Management, Organization Behavior, History of Management Thought, and Managerial Communications.

Assistant Professor Management and Marketing 2001-2002  
Northern State University, Aberdeen, South Dakota  
Courses: Management, Marketing, Human Resources, E-Commerce, and Small Business Management.  
(Highest student evaluation in the School of Business)

Adjunct Associate Professor 1988-2000  
Golden Gate University, San Francisco, California  
Taught 2-3 graduate courses per semester: Business Strategy, International Business, and Entrepreneurship at MBA and EMBA programs.  
Consistently evaluated by the students as one of the best professors in the program.

Business Instructor, School of Business and Technology (Full-time) 1997-1998  
Monterey Peninsula College, Monterey, California  
Courses: Business Law, Business Psychology, International Business Management, Money Management and Investing, Administrative Management, Business Ethics, and Marketing Management. (1-year assignment ended in June 1998)

Adjunct Faculty 1994-1996  
College of Professional Studies, University of San Francisco, San Francisco, California  
Undergraduate courses: Trends in Information Technology, Information Systems Applications.

Instructor 1993-1995  
California Institute of Integral Studies, San Francisco, California  
Participated in the development of and teaching in the new Master of Arts in Business program for leaders concerned about social and environmental issues. Courses taught: Financial Management, Business Strategies, and Information Systems.

## RESEARCH PUBLICATIONS

### Doctoral Dissertation

A Study of Market Forces and Relevant Comparative Advantage Factors on the Growth and Decline of Silicon Valley Electronics Industry: Analysis, Evaluation and Projections (1994).  
Qualitative research including interviews with various Silicon Valley founders and pioneers.

Book: The Rise, Decline, and Renewal of Silicon Valley's High Technology Industry. Garland Publishing, 1997.

Journal research articles for submission 2007-2008

1. The Challenge of Continuing Education: A New Model
2. The Challenge of Knowledge Management
3. The Myth of Industry Life Cycle: The Shifting Sands of Silicon Valley
4. Reinventing the Obsolete Manager
5. Competing In Global Markets: A Framework for Shifting From Domestic to Global Markets
6. The Future of Strategy in a Technology Driven Global Economy

## CONFERENCE PRESENTATIONS

Supply Chain Outsourcing for Business Organizations (April 1-4, 2007)  
NASBITE International, Vancouver, Canada

The Future of Knowledge Management: Analysis and Recommendations (March 13-17 2007)  
Southwest Decision Sciences Institute 38<sup>th</sup> Annual Conference, San Diego, California

Knowledge Management: Competitive Advantage and Value Creation (October 6-7, 2005)  
Institute for Operations Research and the Management Sciences, Myrtle Beach, South Carolina

Global Strategies for Small Businesses (March 2005)  
NASBITE, New Orleans, Louisiana

Global E-Business Strategies: Developing and Implementing E-strategies and E-Business Models in International Organizations (October 7-8, 2004)  
Institute for Operations Research and the Management Sciences, Myrtle Beach, South Carolina

Technology Infrastructure for Supply Chain Excellence (March 2004)  
NASBITE, Las Vegas, Nevada

Global E-Business: Creating Successful Strategies and Business Models (April 2003)  
NASBITE, San Antonio, Texas

Cultivating Entrepreneurship for Economic Development (October 2001)  
International Business Research Conference, Rapid City, South Dakota

Transforming Management Education through Integrative Information Technology (1994)  
International Conference on New Concepts in Higher Education, Australia

#### ADMINISTRATIVE EXPERIENCE

Director of Academic Programs, Silicon Valley Region  
Golden Gate University, San Francisco, California

Responsible for EMBA program: student recruitment, academic programs development, adjunct faculty hiring, new corporate program development, corporate relations, student counseling and enrollment plans.

#### UNIVERSITY SERVICES

- ASU Graduate Program Advisor (2001-Present)
- AS Graduate Council Member (2002-Present)
- ASU Member University Curriculum Committee (2004-Present)
- ASU Member Faculty Senate (2005-Present)
- Faculty advisor to American Marketing Association group
- Founder and faculty advisor to ASU Entrepreneurial Professional Society
- Founder and faculty advisor to NSU Organization of Entrepreneurs
- Faculty development activities through Office of Instructional Services

#### KEY ACADEMIC CONTRIBUTIONS

- Revising and updating the MBA program at ASU
- Developing a new entrepreneur program at ASU
- Developed new courses: Entrepreneurship, E-business, Technology Management
- Developed an in-house undergraduate business program for Hewlett Packard and NUMMI in California

## PROPOSALS AND GRANTS

- Proposal for Entrepreneurial Chair
- Proposal for Center for Professional Development for Continuing Education
- Grant for Corporate e-Learning Trends and Applications
- Grant for On-Line Business Courses Development

## PROFESSIONAL TRAINING AND DEVELOPMENT EXPERIENCE 1990-Present

Developed and conducted seminars for executives and professionals in the United States, Singapore, Malaysia, and India.

- New Rules of Strategy, E-commerce & Business Model
- Competing on Internet Time
- New Rules for Competing in the Knowledge Economy-New Rules, New Strategies, and New Challenges for Success
- Integrating Knowledge, Strategy, Information Technology, and Business Model
- Developing and Sustaining a Corporate Culture
- Knowledge Management: the Myth and the Reality
- The Knowledge Advantage: Tools and Techniques for Creating and Measuring Knowledge Management
- Knowledge Management: The Reality, Value Creation and measurement
- Creating and measuring the Value of Knowledge management
- Facing the Future: Business Trends and Challenges
- Trends in Finance: Measuring Intangibles
- Managing in the Future
- Creating an Organization of the Future
- Creating a New Human Resource Model of the Future

## INDUSTRY EXPERIENCE

Chief Executive Officer 1998-2002

ieKnowledge, Inc. Palo Alto, California

Start-up designing B2B web system integrating product development, supply chain, procurement, and manufacturing activities with \$2 million budget and 20 engineers.

President 1995-1998

L.cube Technologies, Inc.

Small Consulting firm, developing and conducting executive seminars on strategy, e-business, supply chain, and knowledge management in the US, Singapore, and Malaysia.

Managing Director-West Coast Operations 1992-1995

AVEX Electronics, West Coast Operations, Fremont, California

Established a \$150 million profitable electronics contract manufacturing operations producing products for Apple Computers, Unisys, Dell, and Sun Microsystems. Created operation plans,

acquired \$50 million capital equipment, staffed and trained personnel. Implemented supply chain systems. The company made 20% net profit during its first year.

President, Engineered Circuit Research, Milpitas, California 1988-1992  
Turned around a SMT/PCB manufacturing firm from a 20% loss to a 35% profitable venture within 2 years. Doubled revenues to \$10 million while reducing operation costs by 50% and improving product delivery by 75%. Focused on creating new business opportunities and strong customer support. Introduced innovative teamwork concepts to increase operations productivity.

President 1986-1988  
Electronic Images, Inc., Menlo Park, California  
Transformed a small PCB design firm from near bankruptcy to a successful \$5 million service firm with 35% profit by focusing on customer and quality management.

Chief Executive Officer 1983-1985  
Cosmosys International, Inc., San Jose, California  
First person from the US to establish a software and hardware design firm in India to develop personal computers and application, network, and utility software systems. Raised \$10 million in the US and India. Concept way ahead of its time. Firm closed.

Vice President of Operations 1980-1983  
Nestar Systems, Palo Alto, California  
Established the operations function of a LAN firm. Responsible for new product introduction, design, testing, quality assurance, and MIS as the firm grew to \$25 million with 25% profits.

Materials Manager 1975-1980  
Rolm Corporation, Santa Clara, California  
Started with the telecommunication firm designing MRP systems. Advanced to Materials Manager position as the company grew from \$25 million to \$500 million in sales managing \$50 million inventory. Tripled inventory turns and reduced inventory cost by 50%.

#### AWARDS, HONORS, MEMBERSHIPS

- Chairperson and Keynote Speaker at Strategic Human Capital Management Conference, Singapore (2004)
- Keynote Speaker, CEO Roundtable, Asian Strategic Leadership Institute, Kuala Lumpur, Malaysia (2004)
- Distinguished Teaching Award at Golden Gate University, San Francisco (1990)
- Advisory Committee Member, Freely Business School, Singapore (Present)
- Member: World Future Society