

Curriculum Vitae
February 2020

Randall Edward Westgren

Current Position (effective December 2008 - present)

Al and Mary Agnes McQuinn Chair in Entrepreneurial Leadership
Professor of Agricultural and Applied Economics
Professor by Courtesy of Management (Trulaske College of Business)
Division of Applied Social Sciences
University of Missouri-Columbia
141 Mumford Hall
Columbia, MO 65211
westgrenr@missouri.edu

Personal History and Professional Experience

Academic Positions Held

May 2005 – December 2008	Professor (Joint Appointment)
August 2007 – March 2008	Acting Head of Department
Department of Business Administration University of Illinois, Urbana-Champaign	
May 2005 – November 2008	Director
Center for International Business Education and Research (CIBER) College of Business University of Illinois, Urbana-Champaign	
August 2003 – December 2008	Professor
August 1995 - August 2003	Associate Professor
Department of Agricultural and Consumer Economics University of Illinois, Urbana-Champaign	
June 1988 - July 1995	Associate Professor
June 1989 - June 1995	Department Chair
Department of Agricultural Economics McGill University, Montréal, Québec	
January 1984 - May 1988	Assistant Professor
Leavey School of Business and Administration Santa Clara University, Santa Clara, California	
October 1978 - December 1983	Assistant Professor
Department of Agricultural Economics University of Illinois, Urbana-Champaign	

Educational Background

Purdue University; Doctor of Philosophy, Agricultural Economics; May 1979.

Denver University; Master of Business Administration; September 1975.

Cornell University; Bachelor of Science, Agriculture; May 1974.

Strategic Management and Marketing

For more than twenty-five years, my programs in research, teaching, and outreach have revolved around the development and implementation of strategies for organizations in the agri-food sector. Audiences have included producer and industry associations, government agencies, leadership groups, academics, small- and medium-sized businesses, and, most recently, beginning farmer-entrepreneurs. A significant theme has been the need to understand issues and behaviors from the input industries through the highly fragmented consumer sector, so as to create and capture maximal value from opportunities in the supply chain. Moreover, it is necessary to build relationships with stakeholders representing different constituencies in this pluralistic sector, spanning consumer and the public interest, environmental and natural resource interests, and government agencies.

A second theme has been to develop and implement marketing strategies that are coherent with the organization's vision. To this end, I have worked with a number of scholars in marketing and consumer behavior and in organizational behavior.

Collaboration and Collegiality

Over my career, I have committed myself to building collaborative relationships. Most of my research projects have been joint with colleagues within the college, across campus, and at different institutions. I have collaborated in research and teaching with animal scientists, plant scientists, agricultural engineers, food scientists, management professors, and philosophers of science. This pattern of work has led me to applied research and outreach activities in many sub-sectors, including poultry, swine, dairy, fresh vegetables, soybeans, food processing, and wine.

As Director of the Center for International Business Education and Research (University of Illinois), I built alliances and joint programming with all of the Title VI centers, East Asian languages and studies, Law, Study Abroad, and Journalism. As McQuinn Chair in Entrepreneurial Leadership, I have designed a new all-campus minor in entrepreneurship with colleagues in five colleges and schools and forged new relationships for the College of Agriculture, Food, and Natural Resources in the Colleges of Business, Arts and Sciences, and Engineering.

Research Program

Selected Grants Received 2000 – 2020

Peter Foreman (Illinois State), PD, Randall Westgren, PI
Collective Market Development for Entrepreneurs in Wine Trails and Artisan Cheese Networks
USDA/NIFA/AFRI
06/01/2020 - 05/31/2023, Award \$500,000

Randall Westgren PI, R. Brent Ross (Michigan State), PD
Collective Entrepreneurship for Small and Medium-sized Farms
USDA/NIFA/AFRI
04/01/2014 -- 04/31/2019, Award \$494,000

Randall Westgren, PD, Peter Hofherr, Peter Foreman (Illinois State U), PIs
Collective Identity and Collective Entrepreneurship for Agricultural Producers
USDA/NIFA/AFRI
04/01/2014 – 11/31/2018, Award \$495,880

Randall Westgren, PD
Agricultural Entrepreneurship Development Program
USDA/NIFA Beginning Farmer and Rancher Development Program
09/01/2009 – 08/31/2012, Award \$692,198

Randall Westgren, Peter Hofherr, PIs
Curriculum Development for Globalization and Competitiveness of MO Agri-Food
US Department of Education/ Business and International Education Grants
08/01/2009 – 10/30/2010, Award \$83,575

Randall Westgren, PI
Illinois Center for International Business Education and Research (CIBER)
US Department of Education
10/01/2006 – 09/30/2010, Award: \$1,324,000.

Randall Westgren, PI
Dynamic Models of the Acceptance and Adoption of Biotechnology Events in a Vertically Structured Crop Industry
Illinois Soybean Disease Biotechnology Center / USDA Special Grant
08/01/2006 – 07/30/2009, Award: \$80,000.

Brian Wansink, Randall Westgren, PIs
Consumer Understanding and Acceptance of Second Generation Biotechnology Products
Illinois-Missouri Biotechnology Alliance
07/01/02 - 06/30/04, Award: \$85,000

Randall Westgren, PD
Designing Food Supply Chains to Enhance Public Acceptance of Agricultural Biotechnology
Illinois-Missouri Biotechnology Alliance
07/01/00 - 06/30/03, Award: \$270,000

Steven Sonka, Randall Westgren, PIs
Development of Tools to Assist Soy Decision-Makers Assess Future Global Needs
Illinois Soybean Program Operating Board
08/31/98 - 02/29/00, Award: \$90,300

Publications (graduate student coauthors in **boldface**)

Chapters in Books

Westgren, Randall E., “Advertising Effects on Food Purchasing behavior”, in *Advertising and the Food System*, John M. Connor and Ronald Ward, eds., NC-117 Monograph Number 14, Madison, WI, 1983, pp. 149-158.

Padberg, Daniel I., and Randall E. Westgren, “Adaptability of Consumers and Manufacturers to Changes in Cultural Patterns and Socioeconomic Values”, in *Future Frontiers in Agricultural Marketing*, Paul. L. Farris, ed., Iowa State University Press, 1983, pp. 246-263.

Van Duren, Erna, Larry J. Martin, and Randall Westgren, “A Framework for Assessing National Competitiveness and the Role of Private Strategy and Public Policy”, in *Competitiveness of International Food Markets*, M. Bredahl, P. Abbott, and M. Reed, eds., Boulder: Westview Press, 1993, pp. 37-59.

Westgren, Randall E., Steven T. Sonka, and **Gunta Vitins**, “The Relationship Between Performance and the Comprehensiveness of Strategic Decision Processes in the Canning Industry”, in *Competitive Strategy Analysis in the Food System*, Ronald Cotterill, ed., Boulder: Westview Press, 1993, pp. 351-370.

Westgren, Randall E., “Reconfiguration of the Coopérative Fédérée de Québec for New Strategic Directions”, in *Competitive Strategy Analysis for Agricultural Marketing Cooperatives*, R.L. Cotterill, ed., Boulder: Westview Press, 1994, pp. 15-34.

Westgren, Randall E., “Firm Resources, Industrial Organization, and Austrian Economics: The Bases for a New Strategic Management Approach to Competitiveness”, in *Agricultural Competitiveness: Market Forces and Policy Choice*, G.H. Peters and D. Hedley, eds., Aldershot, England: Dartmouth Publishers, 1995, pp. 98-109.

Westgren, Randall, and Larry Martin, "The Heterogeneity of Firms: Where Public Policy and Firm Strategy Collide", in *Government and the Food Industry: Economic and Political Effects of Conflict and Cooperation*, L.T. Wallace and W.R. Schroder, eds., Boston: Kluwer Academic Publishers, 1997, pp. 399-416.

Cloutier, L.M., S.T. Sonka, and R.E. Westgren, “The Economics of Learning-based Strategies and Structural Changes in the US Pork Sector: A System Dynamics Perspective”, in *Vertical Relationships and Coordination in the Food Sector*, G. Gallizzi and L. Venturini, eds. Hamburg, Germany: Physica-Verlag, 1999, pp. 211-224.

Sonka, Steven T., Randall E. Westgren, and **Donna K. Fisher**, “IT Based Visualization Tools to Enhance Strategic Decision Making: A Case Study”, in *Emerging Trends and Issues in Management Consulting: Consulting as a Janus-Faced Reality*, Anthony F. Buono, ed., Charlotte, NC: Information Age Publishing, 2009, pp. 105-122.

Rowher, Yasha and Randall Westgren. 2013. “Are Efficiency and Ethics Locked in Antithesis?” in H.S. James, Jr., (ed.), *The Ethics and Economics of Agrifood Competition*. Dordrecht, The Netherlands: Springer.

Articles in Journals

Westgren, Randall E. and Lee F. Schrader, "Prices and Demands for Input Characteristics: Comment", *American Journal of Agricultural Economics*, Volume 59:3, August 1977, pp. 592-593.

Padberg, Daniel I. and Randall E. Westgren, "Product Competition and Consumer Behavior in the Food Industries", *American Journal of Agricultural Economics*, Volume 61:4, November 1979, pp. 620-625.

Grossman, Margaret R. and Randall E. Westgren, "Aquaculture in Illinois: The State and Federal Legal and Regulatory Environment", *Southern Illinois Law Journal*, Volume 1982:2, 1983, pp. 193-248.

French, Charles E. and Randall E. Westgren, "Working with Other Disciplines: The Role of Agricultural Economists in Interdisciplinary Agribusiness Research", *Agribusiness: An International Journal*, Volume 2:4, December 1986, pp. 491-500.

Westgren, Randall E. and Michael L. Cook, "Strategic Management and Planning", *Agribusiness: An International Journal*, Volume 2:4, December 1986, pp. 477-489.

Sabota, C.M., D.J. Williams, and R.E. Westgren, "Linear Programming Models for Wholesale Nursery Product Mix Planning", *Journal of the American Society for Horticultural Science*, 112(3), 1987, pp. 506-510.

Westgren, Randall E., "Strategic Management in Agribusiness Firms: Discussion", *American Journal of Agricultural Economics*, Volume 69:5, December 1987, pp. 1062-1063.

Westgren, Randall E., Steven T. Sonka, and Kerry K. Litzenberg, "Strategic Issue Identification among Agribusiness Firms", *Agribusiness: An International Journal*, Volume 4:1, January 1988, pp. 25-38.

Westgren, Randall E. and Kerry K. Litzenberg, "Designing Agribusiness Capstone Courses: Overt and Covert Teaching Strategies", *Agribusiness: An International Journal*, Volume 5:4, July 1989, pp. 361-366.

Martin, Larry, Randall Westgren, and Erna Van Duren, "Agribusiness Competitiveness Across National Boundaries", *American Journal of Agricultural Economics*, Volume 73:5, December 1991, pp. 1456-1464.

Van Duren, Erna, Larry Martin, and Randall Westgren, "Assessing the Competitiveness of Canada's Agrifood Industry", *Canadian Journal of Agricultural Economics*, Volume 39, December 1999, pp. 727-738.

Coffin, H.G., B. Larue, **M. Banik**, and R. Westgren, "Competitiveness in The Canadian Food Industries", *Canadian Journal of Agricultural Economics*, Volume 41:4, December 1993, pp. 459-473.

Cotterill, Ronald W. and Randall E. Westgren, "Strategic Marketing in Food Industries", *Agribusiness: An International Journal*, Volume 10:5, September 1994, pp. 431-442.

Westgren, Randall E., "Case Studies of Market Coordination in the Poultry Industries", *Canadian Journal of Agricultural Economics*, Volume 42:4, December 1994, pp. 565-575.

Forest, J-F, R.E. Westgren, D. Cormier, and D. Parent, "Analysis of the Market for Farm Management Advisory Services in Québec: The Demand Side", *Journal of the American Society of Farm Managers and Rural Appraisers*, 1995, pp. 47-56.

- Westgren, R. E. and K. Zering. "Case Study Research Methods for Firm and Market Research", *Agribusiness: An International Journal*, December 1998: pp. 415-424.
- Westgren, R. E. "Innovation and Future Directions of Supply Chain Management in US Agri-Food", *Canadian Journal of Agricultural Economics*, December 1998: pp. 519-524.
- Westgren, R. E. "Delivering Food Safety, Food Quality, and Sustainable Production Practices: The Label Rouge Poultry System in France", *American Journal of Agricultural Economics*, Vol. 81:5(December 1999): pp. 1107-1111.
- Cozzarin, B. P.** and R. E. Westgren. "Rent Sharing in Multi-Site Hog Production", *American Journal of Agricultural Economics*, Vol 82:1(February 2000): pp. 27-37.
- Bender, K. L.** and R. E. Westgren. "Social Construction of the Market(s) for Genetically Modified and Unmodified Crops", *American Behavioral Scientist*, Vol. 44:8(April 2001): pp. 1350-1370.
- Cozzarin, Brian P.** and Randall E. Westgren. "Rent Sharing Mechanisms in Production Alliances", *International Food and Agribusiness Management Review*, Volume 3, (2001), pp. 339-352.
- Fisher, D.K.**, S.T. Sonka, and R.E. Westgren. "Visualization and System Dynamics Modeling of the Global Appetite for Protein", *Computers and Electronics in Agriculture*, 2002, pp. 1-14.
- Ng, Desmond**, Steven Sonka, and Randall Westgren. "Co-evolutionary Processes in Supply Chain Networks", *Journal of Chain and Network Science*, Vol. 3:1 (2003), pp. 45-58.
- Fisher, D.K.**, S.T. Sonka, and R.E. Westgren. "Strategic Decision Making in the Quai-Governmental Sector: The Illinois Soybean Program Operating Board", *International Journal of Organizational Behavior and Theory*, Vol. 6:4 (2003), pp. 42-65.
- Wansink, Brian, and Randall Westgren. "Profiling Taste-Motivated Segments", *Appetite*, Vol. 41(2003), pp. 323-327.
- Banik, Marc**, and Randall E. Westgren. "A Wealth of Failures: Sensemaking in a Pharmaceutical R&D Pipeline", *International Journal of Technology Intelligence and Planning*, Vol 1:1 (2004), pp.25-38.
- Ross, R. Brent**, and Randall E. Westgren. "Economics Returns to Entrepreneurial Behavior", *Journal of Agricultural and Applied Economics*, Vol 38:2, (2006), pp. 403-419.
- Ng, Desmond**, Randall Westgren, and Steven Sonka. "Competitive Blind Spots in an Institutional Field", *Strategic Management Journal*, Vol. 30 (2009), pp. 349-369.
- Ross, R. Brent, and Randall E. Westgren. 2010. "An Agent-based Model of Entrepreneurial Behaviour in Agri-Food Markets", *Canadian Journal of Agricultural Economics*, Volume 57, pp. 459-480.
- Foreman, Peter O. and Randall E. Westgren. 2012. "The Role of Resource Profiles in Creating Competitive Heterogeneity within Strategic Groups". *Journal of Management Policy and Practice*, Vol. 13:5, pp.172-185.
- Ghazaryan, Armen**, Randy Westgren, Joe Parcell, and Haluk Gedikoglu. 2108. Factors Affecting Farmers Market produce Prices in Missouri. *Journal of Food Products Marketing*, Vol 24:8, pp 927-945.

Westgren, Randall, and Robert Wuebker. 2018. "An Economic Model of Strategic Entrepreneurship", *Strategic Entrepreneurship Journal*, forthcoming. (Accepted 16 Nov 2018)

Holmes, Travis, and Randall Westgren. 2020. "Carving the Nature of Uncertainty at its Joints", *Academy of Management Review*, forthcoming. (Accepted 28 March 2020)

Bulletins, Reports, or Conference Proceedings

Grossman, Margaret R. and Randall E. Westgren, "Legal and Regulatory Environment for Illinois Aquaculture", Illinois Department of Energy and Natural Resources, Number 83/05, 1983, 104 pp.

Westgren, Randall E., Gary V. Johnson, and **Zainul Azizan**, "Determination of Optimal harvesting Period for Pond-Raised *Machrobrachium* Using Simulation", *Proceedings of the First International Conference on Warmwater Aquaculture*, Brigham Young University, Laie, Hawaii, 9 February 1983.

Westgren, Randall E., John B. Braden, David L. Chicoine, and Bartelt Eleveld, "Structure of the Illinois Food Economy: Resource Issues", Illinois Department of Energy and Natural Resources, Document 83/28, October 1983, 131 pages.

Westgren, Randall, "Linkages Between Public Policy and Agribusiness in Managing Change", *Proceedings of the Agricultural Outlook Conference*, Ontario Ministry of Agriculture and Food, November 1990, pp. 14-16.

Cousineau, Linda, Marc Banik, Larry Martin, Erna Van Duren, and Randall Westgren, "Competitiveness of Ontario's Agri-Food Sector", George Morris Centre report to the Ontario Ministry of Food and Agriculture, July 1991, 173 pages.

Martin, Larry, Randall Westgren, Erna Van Duren, and Marc LeMaguer, "The Competitiveness of Canada's Food Processing Sector", George Morris Centre report to Industry, Science, and Technology Canada, January 1992, 180 pages.

Westgren, Randall, "La formation dans le secteur agro-alimentaire aux États-Unis", 4e Conférence des Perspectives Agro-alimentaires, Conseil de l'économie et de la gestion agro-alimentaire du Québec, Québec, fév. 1992, pp. 49-52.

Westgren, R.E. and **M. Marc Banik**, "Is Canadian Competition Policy an Obstacle to Competitiveness for the Food Industries?" Canadian Agri-Food Competitiveness Council Research Report, Ottawa, September 1992, 37 pages.

Cormier, Denis, Diane Parent, and Randall E. Westgren, "Analyse de l'offre et de la demande des services-conseils en gestion agricole au Québec". Entente Canada-Québec – Programme national de la gestion agricole, Octobre 1992. 98 pages.

Westgren, Randall, "GATT: la confrontation de deux cultures", *Revue Purpan* (ISSN 03958655), numéro 169, 1993, pp. 245-252.

Westgren, Randall, "Le secteur agricole et l'accord de libre-échange nord-américain", *Revue Purpan*, numéro 170, 1994, pp. 2-6.

Westgren, Randall, "The Microeconomics of Competitiveness: Using a Resource-based Model of Firm Strategy", George Morris Centre Discussion Paper, Guelph, Ontario, 2 December 1994.

Westgren, Randall, "Creating Value in a Strategic Alliance: A Resource-based Approach to Interorganizational Decision Making", George Morris Centre Discussion paper, Guelph, Ontario, 21 December 1994.

Westgren, Randall E., "Global Restructuring, Industrialization, and Marketing Policy: A Discussion", Proceedings of the 1996 Food and Agricultural Marketing Consortium Research Meeting, Alexandria, VA, January 1996, pp. 135-138.

Westgren, R.E. and J-F Forest, "Evolution des systèmes de production et de la mise en marché des porcs aux États-Unis", Rapport de la Fédération des producteurs de porcs du Québec, April 1996, 98 pages.

Nageotte, C. A., S. R. Thompson, and R. E. Westgren. "Design of an Electronic Information and Marketing System for a Quality-based Poultry Supply Chain" *Proceedings of Fourth International Conference on Chain Management in Agribusiness and the Food Industry*, Wageningen Pers, Netherlands, May 25, 2000: pp. 291-300.

Fisher, D. K., S. T. Sonka, and R. E. Westgren. "Exploring the Dynamics of Future Global Protein", *Proceedings of International Conference of Agricultural Economists*, Berlin, Germany, August 2000:

Sonka, S. T., **D. K. Fisher**, and R. E. Westgren. "Advanced Information Management Tools for Individual and Organizational Learning" *Proceedings of 34th Annual Conference of the Hawaii International Conference on Social Systems*, IEEE Computer Society, Los Alamitos, CA, January 2001: 10 pages.

Westgren, Randall. "Constructing Markets for GMO Crops: Responding to Consumer and Public Interest", Proceedings of the Illinois Crop Protection Technology Conference, Urbana, IL, 9 January 2001, pp.18-22.

Fisher, D. K., S. T. Sonka, and R. E. Westgren. "Visualization and System Dynamics Modeling: Understanding the Global Appetite for Protein" *Proceedings of World Congress of Computers in Agriculture and Natural Resources*, American Society of Agricultural Engineers, 2950 Niles Road, St. Joseph, MI 49085-9659, March 13, 2002: 786-795.

Ng, D., R. E. Westgren, and S. T. Sonka. "A Coevolutionary Approach to Understanding the Paradox of Social Pressures versus Economic Efficiency Across the World's Food Chains" *Proceedings of Fifth International Conference on Chain and Network Management in Agribusiness and the Food Industry*, Wageningen Academic Publishers, The Netherlands, June 2002: 45-58.

Nageotte, C., S. R. Thompson, J. M.E. Pennings, and R. E. Westgren. "Familiarity vs. Efficiency: Evidence of Economic Paradoxes in Agricultural Supply Chains" *Proceedings of The Fifth International Conference on Chain and Network Management*, Wageningen Academic Publishers, The Netherlands, June 6, 2002: 72 - 80.

Mussel, A., H. Mayer, L. Martin, K. Grier, and R. Westgren. Price Discovery Mechanisms and Alternatives for Canadian Agriculture; Part I: A Review of Pricing Mechanisms in Agriculture. George Morris Centre, Guelph, Ontario, 2005:55 pages.

Ross, Brent, and Randall Westgren. "The Dynamics of Rent Creation on a Strategic Landscape", Academy of Management Best Papers Proceedings, August 2007.

Foreman, Peter, Mathew Sheep, Randall Westgren, and David A. Whetten, "Organizational Identity and Identification: A Cross-National Test of A Measurement Model", *Proceedings of the Southern Management Association*, Ashville, NC, November 2009, pp. 691-696.

Westgren, R.E. "Metaphor and Models of Entrepreneurial Behavior", Organized Symposium on The Interpretation and Scope of Models of Complex Systems, 14th International Congress of Logic, Methodology and Philosophy of Science, Nancy, France, 23 July 2011.

Foreman, Peter, Randall Westgren and David Whetten. 2012. "Conceptualizing Identity in Organizational Collectives", Proceedings of the New Frontiers in Management and Organizational Cognition conference, National University of Ireland, September 2012.

Presentations (graduate student coauthors in **boldface**)

Professional Presentations 1997-2017

"Competitor Groups: Instrumental vs. Cognitive", Agribusiness Research Forum, Ohio State University, Columbus, OH, 14 March 1997.

"Biological and Ecological Models as Metaphors for Agribusiness Management Research", Agricultural Economics Department Seminar, Purdue University, West Lafayette, IN, 22 March 1997.

"Will Global Market Trends Require Strategic Alliances for Canadian Food Processing Firms", Canadian Colloquium on Issues and Challenges for Strategic Alliances in the AgriFood Sector, Pointe-Claire, QC, 10 April 1997.

"New Theories and Methods for the Study of Agribusiness", organized symposium of the AAEA, Toronto, ON, 28 July, 1997.

Westgren, R.E. and S. Sonka, "Boundaries of the Firm: Control of Rent-Earning Strategic Assets", 1997 Learning Workshop of the AAEA on New Theories of the Firm", Toronto, ON, 30 July 1997.

"Case Studies for Agribusiness Research: Setting the Height of the Bar", Agribusiness Research Forum, University of Missouri, Columbia, MO, 26 September 1997.

"A Comparison of Resource-based and Structural Strategic Groups and Implications for Firm-Level Strategy", 17th Annual International Strategic Management Society Conference, Barcelona, Spain, 7 October 1997.

"Profit Sharing in Swine Production Networks", Agricultural Finance Winter Symposium, Urbana, IL, 16 January 1998.

"Organizational Slack and Agribusiness Strategy", Agribusiness Research Forum, Texas A&M University, College Station, TX, 27 March 1998.

"Rent-Sharing and a Dynamic Systems Approach to Three-Site Pork Production, Agricultural Economics Department Seminar, Purdue University, West Lafayette, IN, 14 April 1998.

“Innovations and Future Direction of Supply Chain Management in the US”, Joint Workshop of the Canadian Agricultural Economics Society and Agriculture and Agri-Food Canada, Ottawa, ON, 28 May 1998.

“Cognitive Dissonance in Rivalry Network Maps of the Swine Genetics Industry”, WRCC- 72 Regional Project Annual Meeting, Las Vegas, NV, 11 June 1998.

“Models of Agribusiness Extension”, WRCC- 72 Regional Project Annual Meeting, Las Vegas, NV, 12 June 1998.

Ng, D., P. Goldsmith, and R. Westgren, “Evolution of Firm Behaviour: An Organizational Ecology Perspective”, Canadian Agricultural Economics Society Annual Meeting, Vancouver, BC, 14 July 1998.

Westgren, R.E., and K. Zering, “Case Studies in Agricultural Marketing Research”, Food and Agricultural Marketing Consortium, Park City, UT, 1 August 1998.

Westgren, R.E., and P. Foreman, “Legitimacy and the Organizational Life Cycle”, Academy of Management Annual Meeting, San Diego, CA, 11 August 1998.

“System Dynamics Modeling of Producer Alliances”, ACES College Seminar on System Dynamics, University of Illinois, Champaign, IL, 20 January 1999.

“Environmental Issues in Pork Production”, Geography Department Colloquium, University of Illinois, Urbana, IL, 12 February 1999.

“Rent Sharing in Strategic Alliances”, Business Administration Department Seminar, University of Illinois, Champaign, IL, 5 March 1999.

“The Strategy Safari”, Agribusiness Research Forum, University of Illinois, 16 April 1999.

“Food Safety and Label Rouge in France”, principal paper at AAEE Annual Meeting, Nashville, TN, 9 August 1999.

“System Dynamics Modeling” organized symposium at AAEE Annual Meeting, Nashville, TN, 9 August 1999.

“The Three Rs of Strategic Alliance Formation: Resources, Rents, and (Property) Rights”, Producer Marketing and Risk Management: Frontiers for the 21st Century, Food and Agricultural Marketing Policy Section of AAEE, Orlando, FL, 13 January 2000.

“Designing Agribusiness Capstone Courses”, Western Agricultural Economics Association, Vancouver, BC, 29 June 2000.

“Social Construction of Biotech Food Markets”, Managerial and Organizational Cognition Division Workshop, Academy of Management Annual Meeting, Toronto, ON, 30 July 2000.

Fisher, D. K., S. Sonka, and R. Westgren, “Exploring the Dynamics of Future Global Protein Consumption”, 24th International Conference of Agricultural Economists, Berlin, 15 August 2000.

Sonka, S., **D. Fisher**, and R. Westgren, "Using System Dynamics and 3-Dimensional Visualization to Explore the Dynamics of Future Global Protein Consumption", 18th International System Dynamics Conference, Bergen, Norway, August 2000.

"From Epistemology to Method to Practice: Advancing Agribusiness Research Using Qualitative Methods", WCC-72 Committee on Agribusiness Annual Meeting, Las Vegas, NV, 11 June 2001.

Sonka, S., **D. Fisher**, and R. Westgren, "Tools to Aid Strategic Issue Identification", WCC-72 Western Coordinating Committee on Agribusiness Annual Meeting, Las Vegas, NV, 11 June 2001.

Ng, D., R. Westgren, and S. Sonka, "The Application of Agent-Based Models to Structural Change in Agricultural Markets", WCC-72 Western Coordinating Committee on Agribusiness Annual Meeting, Las Vegas, NV, 11 June 2001.

Moss, L.E., P.J. Barry, G.D. Schmitkey, and R.E. Westgren. "A Transaction Cost Economics and Property Rights Theory Approach to Farmland Lease Preferences", American Agricultural Economics Association Annual Conference, Organized Symposium, Chicago, IL, 7 August 2001.

Fisher, D. K., S. Sonka, and R. Westgren, "Decision Making in the Quasi-Governmental Sector: The Case of The Illinois Soybean Program Operating Board", Academy of Management Annual Conference, Washington, DC, 7 August 2001.

Fisher, D. K., R. E. Westgren, and S. T. Sonka. "Assessing How Information Affects Cognitive Maps of Strategic Issues" Academy of Management Annual Meeting, Managerial and Organizational Cognition Division, Washington, DC, 8 August 2001.

Fisher, D. K., S. T. Sonka, and R. E. Westgren. "Visualization and System Dynamics Modeling: Understanding the Global Appetite for Protein" World Congress on Computers in Agriculture and Natural Resources, Foz de Iquacu, Brazil, 1 September 2001.

"Strategy, Traceability, and Quality" Food and Agricultural Marketing Policy Section of the AAEA, Washington, DC, 10 January 2002.

"Identity preservation and quality assurance: A systems view" Alberta Agricultural Economics Assn., Red Deer, AB, 2 May 2002.

"The French Label Rouge Poultry System: Sustainability, Safety, and Quality from Hatchery to Table" The Chicken: Its Biological, Social, Cultural, and Industrial History from Neolithic Middens to McNuggets, Yale University Program in Agrarian Studies, New Haven, CT, 18 May, 2002.

"Homosocial Reproduction in Agribusiness PhD Programs" WCC-72 Annual Research Meeting, Las Vegas, NV, 22 June 2002.

"Doing Research Case Studies" AAEA Pre-Conference Workshop on Case Studies: Their Future Role in Agricultural and Resource Economics, Long Beach, CA, 27 July 2002.

"Latent Variable Modeling" AAEA Pre-Conference Workshop on Methods for Agribusiness Research and Analysis, Long Beach, CA, 28 July 2002.

"A Windshield Tour of Institutionalism in the Management Literature" American Agricultural Economics Association Annual Meeting, Organized Symposium, Long Beach, CA, 29 July 2002.

Goldsmith, P. D., H. R. Gow, and R. E. Westgren. "Economic Analysis and Modeling of Traceability and Assurance Systems", American Agricultural Economics Association Annual Conference, FAMPS Principal Papers, Long Beach, CA, 29 July 2002.

Foreman, P. O. and R. E. Westgren. "Heterogeneity of Resource Profiles Among Strategic Group Members" Academy of Management Annual Conference, Business Policy and Strategy Division, Denver, CO, 12 August 2002.

Foreman, P. O., R. E. Westgren, and D. A. Whetten. "Organizational Identity and Commitment: A Cross-National Test of a Measurement Model", Academy of Management Annual Conference, Organizational & Management Theory Division, Denver, CO, 12 August 2002.

"Strategy, Structural Change, and Austrian Economics", American Agricultural Economics Association Annual Conference, IBES Organized Symposium, Montréal, Québec, 28 July 2003.

Goldsmith, P.D. and R.E. Westgren. "Information, Uncertainty, and Governance in the Strategy Space for Differentiated Products", American Agricultural Economics Association Annual Conference, AEM Organized Symposium, Montréal, Québec, 28 July 2003.

Ng, D.W., R.E. Westgren, and S.T. Sonka. "Socio-cognitive Basis for Competitive Assessment: Cognitive Dissonance In and Around a Product Market", Academy of Management Annual Conference, Business Policy and Strategy Division, Seattle, WA, 5 August 2003.

"Value Creation and Capture in Supply Chains", Food and Agricultural Marketing Policy Section of AAEA research conference, Washington, D.C., 4 May 2005.

Cocks, J., H.R. Gow, and R. E. Westgren. "Public Facilitation of Small Farmer Access to International Food Marketing Channels: An Empirical Analysis of the USDA Market Assistance Program in Armenia", American Agricultural Economics Association Annual Meeting, Providence, Rhode Island, July 24-27 July 2005 .

Gow, H., M. Stevenson, R. Westgren, and S. Sonka. "Farmer Identification and Commitment Responses to Institutional Change in Marketing Channel Structures", American Agricultural Economics Association Annual Meeting, Providence, Rhode Island, July 24-27 July 2005.

"Value Creation and Capture in Supply Chains", Food and Agricultural Marketing Policy Section of AAEA research conference, Washington, D.C., 4 May 2005.

Cocks, J., H.R. Gow, and R. E. Westgren. "Public Facilitation of Small Farmer Access to International Food Marketing Channels: An Empirical Analysis of the USDA Market Assistance Program in Armenia", American Agricultural Economics Association Annual Meeting, Providence, Rhode Island, July 24-27 July 2005 .

Gow, H., **M. Stevenson**, R. Westgren, and S. Sonka. "Farmer Identification and Commitment Responses to Institutional Change in Marketing Channel Structures", American Agricultural Economics Association Annual Meeting, Providence, Rhode Island, July 24-27 July 2005.

Foreman, P.O., and R.E. Westgren. "Identity Congruence and Behavioral Outcomes: Exit, Voice, Loyalty, and Neglect", Academy of Management Annual Conference, 8 August 2005.

Sonka, S.T., R.E. Westgren, and D.K. Fisher. "IT-Based Visualization Tools to Enhance Strategic Decision Making: A Case Study", Academy of Management Annual Conference, 8 August 2005.

Foreman, P.O., and R.E. Westgren. "Identity Congruence and Behavioral Outcomes: Exit, Voice, Loyalty, and Neglect", Academy of Management Annual Conference, 8 August 2005.

Sonka, S.T., R.E. Westgren, and D.K. Fisher. "IT-Based Visualization Tools to Enhance Strategic Decision Making: A Case Study", Academy of Management Annual Conference, 8 August 2005.

"Strategy for Participating in Multidisciplinary Research Projects", American Agricultural Economics Association Annual Conference, Portland, OR, 26 July 2007.

Ross, Brent, and Randall Westgren, "Returns to Entrepreneurial Behavior", Academy of Management Annual Conference, Philadelphia, PA, 7 August 2007.

"Through the Looking Glass: A Proposal for a New Framework for Entrepreneurship Research," Frameworks for Entrepreneurship Research in Food, Agriculture and Rural Development Workshop, Kauffman Foundation, Kansas City, 19 October 2007.

"Making a Market for Food: Buying and Selling Sustainability in Nova Scotia", Sustainability and Environmental Research Symposium, Dalhousie University, Halifax, NS, 14 March 2008.

Ross, R. Brent, and Randall E. Westgren, "Entrepreneurial Behavior in Agri-Food Supply Chains: An Agent-based Approach", paper accepted to 8th International Conference on Management in AgriFood Chains and Networks, Ede, The Netherlands, 28-29 May 2008.

Ross, R. Brent, and Randall E. Westgren, "Entrepreneurial Opportunities in Agri-Food Supply Chains: Modeling the Dynamics of Discovery and Exploitation", International Food and Agribusiness Management Association, Monterey, CA, June 14-17, 2008.

"Consumer Behavior in Health and Healthy Choices: What Strategies for Produce?", Keynote address, Consumers to Farm: Changing Patterns in the Fruit and Vegetable Industry, 2009 VFIC Conference, Austin, TX, 21 August 2009.

"Research Methods in Agribusiness Entrepreneurship", Agribusiness Research Forum, College Station, TX. 2 November 2009.

"Brand Management", International Food Industry Management Program, IAMZ, Zaragoza, Spain, January 25-28, 2010.

"Metaphor and Models of Entrepreneurial Behavior", Organized Symposium on The Interpretation and Scope of Models of Complex Systems, 14th International Congress of Logic, Methodology and Philosophy of Science, Nancy, France, 23 July 2011.

"Rural Entrepreneurship", Victoria Agribusiness Group, Melbourne, Australia, 28 October 2011.

Hofherr, Reter W., and Randall E. Westgren. "The Microfoundations of Collective Entrepreneurship", Paper presented to the Special Workshop of the Strategic Management Society on Microfoundations, Copenhagen, Denmark, June 13-15, 2014.

A. Ariew and R. Westgren. "Microfoundations in Strategy and Explanatory Reductionism", paper presented to the Special Workshop of the Strategic Management Society on Microfoundations, Copenhagen, Denmark, June 13-15, 2014.

"The Social Ontology of Collective Entrepreneurship", seminar in the Department of Agriculture, Food, and Resource Economics, Michigan State University, 23 April 2015.

R. E. Westgren, P.O. Foreman, and P.W. Hofherr. "Collective Identity Formation in American Wine Trails", Academy of Management/ Managerial and Organizational Cognition Workshop, Roskilde, Denmark, 25-27 June, 2015.

"Social Ontology: Advances in Applications to Entrepreneurship and Organization Theory", invited presentation to the Academy of Management Annual Meeting, Professional Development Workshop. Vancouver, 7 August 2015 .

"Using Austrian Economics in Strategy and Entrepreneurship" invited presentation to the Academy of Management Annual Meeting, Professional Development Workshop. Vancouver, 8 August 2015.

Westgren, R.E., and Mills, L. "An Agent-Based Model of Entrepreneurial Team Formation", 3rd International Conference on Philosophy of Economics, Aix-en-Provence, France, 16 June 2016.

Foreman, P.O., and Westgren, R.E. " Collective Entrepreneurship: The Process of Identity Construction in Wine Trails", presented at the annual meeting of The Academy of Management, Anaheim, CA, 8 August 2016.

Lauer, R., Ariew, A.I., and Westgren, R.E. "Microfoundations and Explanation in Social Science", invited paper to the 2016 European Network on the Philosophy of Social Sciences, Helsinki, Finland, 25 August 2016.

"The Social Ontology of Collective Entrepreneurship", paper to the Collective Intentionality X Conference, The Hague, Netherlands, 31 August 2016.

Westgren, R.E., and S.G. Pueppke. "Creation and Capture of Innovation returns for Intensive Urban Agriculture Systems", presented to the 11th International European Forum on System Dynamics and Innovation in Food Networks, Innsbruck, Austria, February 13-17, 2017.

"Categories, Conjectures, and Innovation", paper presented to Frontiers in MOC-TIM Conference of the Academy of Management, Zurich, 30 June 2017.

"Categories, Conjectures, and Innovation: Modeling Strategic Entrepreneurship", presented to the Gallo School of Management, University of California-Merced, 12 December 2017.

"Identity, Identification, and Intentionality in Formal Organizations", presented to the Biennial Conference of the International Social Ontology Society, Boston, MA, 23 August 2018.

"Intentionality and Instantiation of New Strategic Ventures", presented to the Annual Conference of the Strategic Management Society, Paris, France, 24 September 2018.

"Categories, Conjectures, and Strategic Entrepreneurship", presented to the Annual Conference of the Strategic Management Society, Paris, France, 25 September 2018.

Foreman, P., and R. Westgren, "The Dynamics of Collective Identity: Legitimacy, Identification and Commitment in Collectives", presented to the Annual Conference of the Academy of Management, Boston, MA, 13 August 2019.

Holmes, T., and R. Westgren, "Demystifying Idealizations in Economic Modeling", presented to the Biennial Conference of the International Network on Economic Method", Helsinki, Finland, 20 August 2019.

Entsminger, J., and R. Westgren, "The Organizational Species: An Application of a New Approach to the Taxonomic Classification of Firms", Helsinki, Finland, 21 August 2019.

"Collective Identity and Commitment to Group Action", presented to Annual Conference of the International Social Ontology Society, Tampere, Finland, 23 August 2019.

Boase, E., and R. Westgren, "How We Think Drives How We Taste: A Conjoint Analysis with Auction Mechanism and Consumption of Yogurt Products", presented to Annual Conference of the Food Distribution Research Society, Seattle, WA, 21 October 2019.

Extension and Outreach Presentations, 1997 - 2019

"Agricultural Futuring", Tri-State Growers' Meeting, Evansville, IN, 7 January 1997.

"Strategic Futuring", Illinois Soyleader Program, Champaign, IL, 11 February 1997.

"Strategic Futures for Agriculture", 1997 Professional Leadership Program, Illinois Farm Bureau Federation, Bloomington, IL, 5 March 1997.

"Strategic Futuring in Agriculture", Illinois Farm Managers and Rural Appraisers, Urbana, 4 April 1997.

"Industrial Organization of US Agriculture", Credit Agricole du Nord-Est US Study Tour, Champaign, IL, 20 August 1997.

"Profit Sharing in Swine Production Networks", Agricultural Finance Winter Symposium, Urbana, IL, 16 January 1998.

"Future Trends in the Farm and Agribusiness Sectors", Illinois Association of Farm Managers and Rural Appraisers, Champaign, IL, 12 February 1998.

"Alliances and Contracting", Champaign County Farm Bureau, Champaign, 25 January 1999.

"Alliances and Contracting", Knox County Farm Bureau, Galesburg, IL, 27 January 1999.

"Private Sector Responses to a Turbulent Environment", Eighth Annual National Symposium for Finance Executives, Oak Brook, IL, 12 April 1999.

"Food Consumer Trends", Westchester Group Annual Conference, Champaign, 29 July 1999.

“Structural Change in Agriculture”, Workshop on Leasing and Contracting, Center for Farm and Rural Business Finance, Urbana, IL, 23 August 1999.

“Marketing Module”, Executive Veterinary Program, College of Veterinary Medicine, University of Illinois, 1-3 December 1999.

“The History of US-EU Trade Disputes Leading up to the WTO”, Illinois Agricultural Leadership Program, University of Illinois, Urbana, IL, 9 February 2000.

“Changing Structure of Agriculture and Biotechnology”, 2000 Annual Conference of the Illinois Extension Service, Champaign, IL, 26 October 2000.

“Current ACE Department Research in Supply Chains and Alliances”, Food and Agribusiness Management Program Outreach Seminar, Chicago, IL, 10 November 2001.

“Constructing Markets for GMO Crops: Responding to Consumer and Public Interest”, Illinois Crop Protection Technology Conference, Urbana, IL, 9 January 2001.

“Structural Change and Competition Policy in U.S. Agri-Food”, Illinois Agricultural Leadership Foundation, Urbana, IL, 9 January 2003.

“Product Differentiation and Sustainability of Competitiveness”, Symposium on Canadian Agriculture, Charlottetown, Prince Edward Island, 2 April 2004.

“Why We Should Focus on Supply Chain Management”, George Morris Centre Annual Meeting, Guelph, Ontario, 17 September 2004.

“Creating and Capturing Value in Supply Chains”, National Farm Income Symposium Ottawa, ON, 15 November 2004.

“Value Chains - Managing and Prospering in the Supply Chain”, Alberta Pork Annual General Meeting, Calgary, 9 December 2004.

“Concentration, Consolidation, and Coordination: The Changing Structure of the Agri-Food Sector”, Illinois Agricultural Leadership Foundation, Urbana, IL, 13 January 2005.

“Agricultural Market Trends & Opportunities”, Agricultural Producers Association of New Brunswick Annual General Meeting, Fredericton, NB, 27 January 2005.

“Leadership and Opportunities for Producer Associations”, Agricultural Producers Association of New Brunswick Annual General Meeting, Fredericton, NB, 28 January 2005.

“Consumer Response to Functional Attributes: The Moderating Effects of Nutritional Knowledge and Motivation”, Cooperative Program in Agricultural Marketing, University of Alberta, 1 June 2005.

“Consumer Trends We Need to Watch”, George Morris Centre, Guelph, Ontario, 16 September 2005.

“Concentration, Consolidation, and Coordination: The Changing Structure of the Agri-Food Sector”, Illinois Agricultural Leadership Program, 13 January 2006, Urbana, IL.

“Consumer Trends Affecting Agri-food”, National Agri-Marketing Association annual conference, Kansas City, KS, 21 April 2006.

“Agriculture d’Illinois: Perspective et Prospective”, Consulate General of France, Chicago, 31 August 2006.

“Value Chains: Creating and Capturing Value in Supply Chains”, Ridley North America, Minneapolis, MN, 7 September 2006.

“Opportunities for Entrepreneurs in Agri-Food Supply Chains”, George Morris Centre Annual Meeting, Guelph, ON 27 September 2006.

“Opportunities to Strategically Link Agriculture to Today’s Consumer Food Trends”, Ontario Agribusiness Association, Toronto, ON, 6 December 2006.

“Capturing Value from New Consumer Trends”, Ontario Pork Producers Annual Meeting, Toronto, ON, 23 February 2007.

“Profiting from Current and Future Consumer Demographics”, Canadian Meat Council, Niagara Falls, ON, 8 May 2008.

“Consumer Behavior in Health and Healthy Choices: What Strategies for Produce?”, keynote address, Consumers to Farm: Changing Patterns in the Fruit and Vegetable Industry, 2009 VFIC Conference, Austin, TX, 21 August 2009.

“EU Institutions and Study Tour Agenda for Summer 2010”, Agricultural Leadership for Tomorrow, Kansas City, MO, 25 February 2010.

“Entrepreneurship Opportunities in Agri-Food Supply Chains: Value Creation & Capture”, keynote address, University and Industry Consortium, Kansas City, April 15, 2010.

“Rural Entrepreneurship”, Victoria Agribusiness Group, Melbourne, Australia, 28 October 2011.

“Wine Trail Development”, National Craft Winery Show, Richmond, VA. March 3-5, 2015.

“Moving Beyond Commodity Agriculture”, presented to the Emerging Issues in Agricultural Lending Symposium. Columbia, MO, 9 June 2016.

“Bullwhips and Branding: Managing Risk and Returns in the Beef Supply Chain”, presented to Agribusiness and Policy Symposium. Columbia, MO, 6 September 2016.

“Successful Food Entrepreneurship”, presented to Central American food firm principals, sponsored by the St. Louis World Trade Center. Columbia, MO, 20 September 2019.

Teaching Program

A list of brief titles follows, with codes for location and audience and the number of times I have taught the subject.

Codes

U/G	undergraduates	MBA	Masters in Business Administration (incl. mid-career students)
G	graduate students in MS and PhD programs		
MU	University of Missouri		
UIUC	University of Illinois at Urbana-Champaign		
McGill	McGill University		
SCU	Santa Clara University		
Purpan	École d'Ingénieur de Purpan, Toulouse, France		
CIHEAM	Mediterranean Agronomic Institute of Zaragoza, Spain		

Fundamentals of Entrepreneurship (U/G, G)	7 times	MU
Strategic Entrepreneurship (U/G)	4 times	MU
Production/Operations Mgt (U/G, MBA)	12 times	UIUC, SCU, McGill
Strategic Management (U/G, G, MBA)	19 times	UIUC, SCU, McGill, MU
Food Marketing (U/G, MBA, G)	19 times	UIUC, SCU, CIHEAM
Principles of Microeconomics (U/G)	9 times	McGill, Purpan (in French), UIUC
Intermediate Microeconomics (U/G, MBA, G)	3 times	MU
Institutional and Organizational Econ (G)	5 times	MU
Principles of Management (U/G)	11 times	McGill, UIUC
International Marketing (U/G, MBA)	6 times	SCU, Purpan, CIHEAM
Ag Finance (MBA)	3 times	SCU
Agribusiness Environment (MBA)	3 times	SCU
Ag Cooperatives (U/G)	3 times	UIUC
Decision-making (G)	2 times	UIUC
Risk Management (MBA)	2 times	SCU

Graduate Student Research Supervision

Doctoral Students Supervised

Laurence B.B. Baker, Ph.D. McGill, 1994.

Dissertation title: "Studies of Lease-Buy Decisions and Models for Forecasting Land Prices"

Brian P. Cozzarin, Ph.D., Illinois, 1998.

Dissertation title: "Essays on Organizational Form and Function in Agricultural Production Alliances"

Cheryl S. DeVuyst, Ph.D., Illinois, 2000.

Dissertation title: "Slotting Allowances, Failure Fees, and Asymmetric Information in the Grocery Supply Chain"

Donna K. Fisher, Ph.D., Illinois, 2000.

Dissertation title: "Assessing How information Affects Cognitive Maps of Strategic Issues"

Karen L. Bender, Ph.D., Illinois, 2001.

Dissertation title: "Product and Exchange of Attributes in Defining Boundaries for Value-Added Corn and Soybean Markets"

Desmond W. Ng, Ph.D., Illinois, 2001.

Dissertation title: "Application of Austrian Economic Theory and Complexity Theory to the Institutional Evolution of Agricultural Markets"

M. Marc Banik, Ph.D., Illinois, 2001.

Dissertation title: "Essays on R&D, Innovation, and Patents: Empirical Constructs and Policy Analysis of Uncertainty"

R. Brent Ross, Ph.D., Illinois, 2007.

Dissertation title: "Essays on Dynamics of Entrepreneurial Rents"

Peter W. Hofherr, PhD., Missouri, 2014.

Dissertation title: "Identity and Reputation in Organizational Collectives"

Annette C. Kendall, PhD., Missouri, 2019.

Dissertation title: "Changes in the structure and role of entrepreneur networks in an industry over time"

Jason S. Entsminger, PhD., Missouri, expected completion 2020.

Dissertation topic: Structure and behavior of short food supply chains

Lucy McGowan, PhD., Missouri, expected completion 2021.

Dissertation topic: Entrepreneurship firm formation and governance.

Master of Science Students Supervised

Ibrahim Tabche, M.S., McGill, 1991.

Thesis title: "Space Optimization of Greenhouse Potted Flowers in Québec: A Linear Programming Approach"

Patrick J. Druhan, M.S., McGill, 1991.

Thesis title: "Price Asymmetry in the Canadian Beef, Chicken, and Egg Markets: Implications for Market Power"

Hugues Rinfret, M.S., McGill, 1993.

Thesis title: "Tariffication in the Dairy Industry: A Spatial Equilibrium Approach to Analyze Geographic Price Relationships between Canada and the United States"

Tao Li, M.S., Illinois, 1997.

Thesis title: "Competitor Groups in the Illinois Red Meat Processing Industry"

Amy R. Heady-Kelsay, M.S., Illinois, 2000.

Thesis title: "Market Feasibility for *Label Rouge*-type Poultry in Illinois"

François Paybou, M.S. Illinois, 2000.

Thesis title: "Technical and Economic Feasibility Study of Adopting French *Label Rouge* Poultry Systems to Illinois"

Heather M. Dall, M.S., Illinois, 2000.

Thesis title: "The Value of Best Management Practices for Small- and Medium-Sized Hog Operations: A System Dynamics Model"

Clément A. Nageotte, M.S. Illinois, 2001. (Co-supervised with S.R. Thompson)

Thesis title: "Design of an Internet-based Marketing System for Specialty Agricultural Products: A Choice Behavior Approach"

Jennifer L. Cole, M.S., Illinois, 2006.

Thesis title: "Consumer Behavior in Managing Body Weight Through Diet and Exercise"

John S. Stevo, M.S., Illinois, 2006.

Thesis title: "Analysis of post-IPO Stock Price Movements for CME Holdings, Inc."

Thibaut Chirouzes, M.S., Illinois, 2007.

Thesis title: "Simulation of Biomass Markets for Cellulosic Ethanol Production"

Adam Branson, M.S. Illinois, December 2008.

Thesis title: "The Impact of Income and Population Change On Sub-Provincial Chinese Meat, Egg, And Aquatic Product Consumption"

John Garlisch, M.S., Illinois, December 2008.

Thesis title: "A Covariance Model of Landscape Service and Product Consumption Behavior"

Lucy M. Mills, M.S., Missouri, December 2015.

Thesis title: "A Study of Collective Entrepreneurship Using Agent-based Modeling"

Armen Ghazaryan, M.S. Missouri, May 2016.

Research topic: Product Quality and Hedonic Pricing in Farmers' Markets

Lindsay Matteson Hill, M.S., Missouri, April 2017.

Thesis title: "Combating Structural Racialization in the Agriculture Industry: A Case Study of Hmong Social Capital and Collective Entrepreneurship in the Twin Cities, MN Region"

Emma Boase, M.S., Missouri, November 2018.

Thesis title: "Taste Biases: Confounding Sensory and Label Evaluations for Yogurt"

Miscellaneous

Born 3 September 1952, Ridgway, Pennsylvania, USA.

Married: wife, Lynn Devins Westgren; daughter, Dana Christiane Westgren.

Languages: fluent French, tourist Spanish

Honors: 2007 named Chevalier de l'Ordre des Palmes Académiques by the Republic of France (civil knighthood)

Memberships: System Dynamics Society, Strategic Management Society, Academy of Management, International Social Ontology Society.