

## TEMPLATE

### FACULTY DATA SHEET

*Jennifer E. Stanley*

*Instructor*

*Department of Management*

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#### EDUCATION

Doctoral Degree: Not received; in residence 1995-1998 University of Oxford, St. Antony's College  
Major: Politics  
Minor: None  
Dissertation: "The Politics of Economic Policy Making in Post-Communist Poland"

Masters Degree: 1994, The London School of Economics and Political Science, Master of Science  
Major: Politics of the World Economy

Bachelor's Degree: 1995, The University of Tennessee at Knoxville  
Major: Political Science; Minor: Business

#### PROFESSIONAL EXPERIENCE

- Instructor, University of Tennessee at Chattanooga, August 2007-present
- Adjunct Faculty, University of Tennessee at Chattanooga, Spring 2007
- President, OX1 Consulting, LLC (sales consultancy), August 2006-present
- Consultant, McKinsey and Company, August 1998-July 2006

#### TEACHING

- BMGT 315: Management Theory and Concepts
- BMGT 437: Business Training and Development
- BMGT 331: Leadership and Motivation
- BMKT 361: Sales Strategy and Management

#### INTELLECTUAL CONTRIBUTIONS/RESEARCH

**Article** – N/A: professionally qualified faculty

**Other – All “Contributions to Practice”**

- “Bringing Science to Sales”. *Marketing Management*. September 2004. J. Stanley and T. Lukes (co-authors)
- “Rechanneling Sales” *The McKinsey Quarterly*. Number 3, 2003. (Key contributor)
- “Better B2B Selling” *McKinsey on Marketing* and *The McKinsey Quarterly* (web exclusive), June 2005. (Key contributor)
- “Profiting from Proliferation”. Harvard Business School, September 2005. Co-wrote the speech delivered by McKinsey’s Director of the North American Marketing Practice. Annual CMO Summit co-hosted by McKinsey and Harvard Business School

**PROFESSIONAL DEVELOPMENT**

**SERVICE**

- American Rhodes Scholar Selection Committee, 1998-present
- University of Tennessee College of Arts and Sciences Board of Visitors, 2001-present
- Board of Directors, Animal Care Trust, 2006-
- University of Tennessee Alumni Association, Women’s Council, 2008-present
- University of Tennessee Alumni Association, Hamilton County Board, 2007-present

**PROFESSIONAL MEMBERSHIPS**

- American Marketing Association, 2002-present
- American Association for Female Executives, 2006-

**HONORS AND AWARDS**

- Rhodes Scholar
- Graduated the London School of Economics with Distinction, in top 3 of class of ~65