

CURRICULUM VITAE
FOR
SHEEHAN, Norman T.
Department of Accounting
University of Saskatchewan

1. PERSONAL

Date of birth: May 7, 1963

2. ACADEMIC CREDENTIALS

B.Comm (with Distinction), 1985, University of Alberta, Finance and Accounting

MBA (with Honours), 1994, BI Norwegian School of Management, Strategy and Leadership

Ph.D, 2002, BI Norwegian School of Management and Copenhagen Business School, Institute of Strategy and Logistics, Strategy

3. OTHER CREDENTIALS

CMA, Society of Management Accountants of Alberta, 1988

CGA, Certified General Accountants Association of Saskatchewan, 2005

CPA, Chartered Professional Accountants of Saskatchewan, 2014

ICD.D, Director Education Program, Institute of Corporate Directors of Canada, 2016

4. APPOINTMENT(S) AND PROMOTION(S) (U OF S)

Associate Professor, Without Tenure, July 2001-June, 2002, Department of Management and Marketing

Associate Professor, Without Tenure, July 2002-June 2007, Department of Accounting

Associate Professor, Tenured, July 2007-June 2016, Department of Accounting

Professor, Tenured, July 2016-present, Department of Accounting

30 June 2016

Academic Director, Saskatchewan Director Education Program, A partnership between the Institute of Corporate Directors, Edwards School of Business, and Kenneth Levene Graduate School of Business, March 2015-present

5. ASSOCIATE MEMBERSHIPS

Nil

6. LEAVES

Sabbatical leave, July 2008 to June 2009, Institute for Strategy and Logistics, BI Norwegian School of Management, Oslo, Norway.

Sabbatical leave, January to June 2013, Institute for Strategy and Logistics, BI Norwegian School of Management, Oslo, Norway.

7. HONOURS (MEDALS, FELLOWSHIPS, PRIZES)

MBA Top Student, BI Norwegian School of Management, 1994

Short Case Award, Canadian Academic Accounting Association, 2002 (1st Place, \$500 Award) (with Tammi Feltham and Fred Phillips)

Howard Teall Innovation in Accounting Education Award, Canadian Academic Accounting Association, 2005 (1st Place, \$500 Award)

Howard Teall Innovation in Accounting Education Award, Canadian Academic Accounting Association, 2008 (1st Place, \$500 Award) (with Edward Gamble)

Case Competition Award, Canadian Academic Accounting Association, 2008 (1st Place, \$500 Award)

Howard Teall Innovation in Accounting Education Award, Canadian Academic Accounting Association, 2010 (2nd Place, \$250 Award) (with Ganesh Vaidyanathan)

IMA Educational Case Journal Competition Award, Institute of Management Accountants, 2011 (1st Place, \$2000 Award) (with Ganesh Vaidyanathan)

IMA Educational Case Journal Competition Award, Institute of Management Accountants, 2011 (2nd Place, \$1000 Award) (with Kay Keels)

AICPA Mark Chain/FSA Graduate Teaching Innovation Award, American Accounting Association, 2011 (Honourable Mention) (with Kay Keels)

Howard Teall Innovation in Accounting Education Award, Canadian Academic

30 June 2016

Accounting Association, 2012 (1st Place, \$500 Award) (with Fred Phillips)

Short Case Competition Award, Canadian Academic Accounting Association, 2012 (1st Place, \$500 Award) (with Ganesh Vaidyanathan)

Fellow, Certified Management Accountants of Canada (FCMA), 2012

Grandey Leadership Scholar, Edwards School of Business (\$20,000 per year), 2012-2016

Howard Teall Innovation in Accounting Education Award, Canadian Academic Accounting Association, 2014 (2nd Place, \$250 Award) (with Joe Schmidt)

Howard Teall Innovation in Accounting Education Award, Canadian Academic Accounting Association, 2015 (1st Place, \$500 Award)

CPA Scholar, Edwards School of Business (\$20,000 per year), 2016-present

8. PREVIOUS POSITIONS RELEVANT TO U OF S EMPLOYMENT

Financial Analyst and Financial Accountant, Luscar Ltd., Edmonton, Alberta, 1985-1990

Divisional Controller, Golden Star Resources Ltd., Georgetown, Guyana and Paramaribo, Suriname, 1992-1993

Corporate Controller, Petroleum Geo-Services ASA, Oslo, Norway, 1994-1996

Research Assistant, BI Norwegian School of Management, 1996-2000

Assistant Professor, Department of Strategy and Logistics, BI Norwegian School of Management, 2000

9. TEACHING RECORD

9.1 SCHEDULED INSTRUCTIONAL ACTIVITY

YEAR	COURSE	TYPE	ENRL	YIH	YCSH
2015-16	MPAcc 811.4, Strat & Gov	Lec	76	52.0	3952
	Comm 438.3, Mgmt Control	Lec	69	39.0	2691
2014-15	MPAcc 811.4, Strat & Gov	Lec	82	52.0	4264
	Comm 438.3, Mgmt Control	Lec	54	39.0	2106
	Comm 210.3, Intro Mgt Acc	Lec	58	39.0	2301
2013-14	MPAcc 811.4, Strat & Gov	Lec	84	52.0	4368
	Comm 438.3, Mgmt Control	Lec	68	39.0	2652
	Comm 210.3, Intro Mgt Acc	Lec	59	39.0	2301

30 June 2016

	MPAcc 801.3, Strategy	Lec	88	39.0	3423
2012-13	MBA 881.3 M&A Strategy	Lec	44	39.0	1716
2011-12	Comm 438.3, Mgmt Control	Lec	64	39.0	2496
	Comm 413.3, Issues in Acc	Lec	52	39.0	2028
	MPAcc 801.3, Strategy	Lec	88	39.0	3423
	MBA 881.3, M&A Strategy	Lec	49	39.0	1911
2010-11	Comm 438.3, Mgmt Control	Lec	77	39.0	3003
	Comm 413.3, Issues in Acc	Lec	57	39.0	2223
	MPAcc 801.3, Strategy	Lec	84	39.0	3276
	MBA 828.3, Capstone	Lec	33	39.0	1287
	Acc 400.6, Acc Honor's	Sem	1	78.0	78
2009-10	Comm 438.3, Mgmt Control	Lec	64	39.0	2496
	MPAcc 801.3, Strategy	Lec	76	39.0	2964
	MBA 828.3, Capstone	Lec	34	39.0	1326
2008-09	MPAcc 801.3, Strategy	Lec	68	39.0	2652
2007-08	Comm 438.3, Mgmt Control	Lec	71	39.0	2769
	MPAcc 801.3, Strategy	Lec	67	39.0	2613
2006-07	Comm 438.3, Mgmt Control	Lec	75	39.0	2925
	MPAcc 801.3, Strategy	Lec	70	39.0	2730
2005-06	Comm 438.3, Mgmt Control	Lec	65	39.0	2535
	MPAcc 801.3, Strategy	Lec	65	39.0	2535
2004-05	Comm 438.3, Mgmt Control	Lec	66	39.0	2574
	MPAcc 801.3, Strategy	Lec	64	39.0	2496
	Acc 823.3 PhD Mgmt Acctg	Sem	3	19.5	59
2003-04	Comm 438.3, Mgmt Control	Lec	67	39.0	2613
	MPAcc 801.3, Strategy	Lec	63	39.0	2457
2002-03	Comm 438.3, Mgmt Control	Lec	115	39.0	4485
	Comm 498.3, e-Commerce	Lec	29	39.0	1131
	MBA 802.3, Mgmt Acctg	Lec	9	39.0	351
2001-02	Comm 438.3, Mgmt Control	Lec	104	39.0	4056
	MBA 856.3, e-Commerce	Lec	18	39.0	702

30 June 2016

9.2 UNSCHEDULED INSTRUCTIONAL ACTIVITY

In 2016, I co-taught the “Reflective Teaching Portfolio Short Course” with Wenona Partridge of Gwenna Moss Teaching and Learning Centre (10 hours)

In 2014-2015, I taught Comm 498 “Governance” for Chelsea Willness (3 hours)

In 2012, I taught one Comm 306 class for Janette Boden on how to use the value clarification exercise (1.5 hours)

In 2011, I taught Comm 352 “Marketing Strategy” classes for Maureen Bourassa and Marjorie Delbaere on using resources to evaluate strategy (1.5 hours x 2)

While on sabbatical in 2008-2009 at the BI Norwegian School of Management, I taught a “Management Control” course to part-time Executive MBAs, full-time MBAs, and Master of Science students (36 hours x 3).

9.3 POSTGRADUATE STUDENTS SUPERVISED OR ON THEIR COMMITTEE

Type	Name	Degree	Dept	Thesis Subject Area	Time-Frame
<u>Committee</u>	V. Taras	Ph.D	Inter-D	Social Governance	2015-2016
	M. Adeler	Ph.D	Inter-D	Co-operatives	2004-2013
	G. Kobussen	Ph.D	Inter-D	BSC Implementation	2003-2010
	M. Soderberg	M.Sc	Acctg	Mapping BSC Use	2002-2006
	D. Kufflick	M.Sc	Acctg	Sustainability & Acctg	2002-2005

9.5 SUBSTANTIALLY REVISED OR NEW COURSES DEVELOPED AND APPROVED

MPAcc 811.4 PM 1: Strategy and Governance, 2013-2014 to reflect the merger of the profession and revisions to the MPAcc program

MBA 881.3, Merger and Acquisition Strategy, 2011-2012

Comm 413.3, Contemporary Issues in Accounting, 2010-2011

MBA 828.3, Capstone Strategy Implementation and Tactics, 2009-2010

Acc 823.3, Management Accounting and Strategy PhD Seminar, 2004-2005

MPAcc 801.3, Business Environment and Strategy, 2003-2004

Comm 498.3, e-Commerce Strategy and Marketing, 2002-2003

MBA 856.3, e-Commerce Strategy, 2001-2002

30 June 2016

Comm 438.3 Management Planning and Control 2001-2002, substantially revised 2009-2010 to reflect new competency map

9.8 TEACHING AWARDS OR RECOGNITIONS RECEIVED

Master Teacher Award, University of Saskatchewan, 2013 (\$1000 Award sponsored by the University of Saskatchewan)

ICAA Teaching Excellence Award for MPAcc 801, 2011 (\$1500 Award sponsored by the Chartered Accountants of Alberta Education Fund)

Provost's Award for Outstanding College Teaching, Edwards School of Business, 2011 (\$2000 Award sponsored by University of Saskatchewan)

ICAA Teaching Excellence Award for MPAcc 801, 2009 (\$1500 Award sponsored by the Chartered Accountants of Alberta Education Fund)

10. THESES SUPERVISED

Nil

11. BOOKS, CHAPTERS IN BOOKS, EXPOSITORY AND REVIEW ARTICLES

Sheehan, N.T. 2002. Reputation as a driver in knowledge intensive firms, Ph.D Dissertation 4/2002, BI Norwegian School of Management and Copenhagen Business School.

12. PAPERS IN REFEREED JOURNALS

ACCEPTED:

N.T. Sheehan. 2016. Identifying and Managing Control Systems Benefits and Costs, forthcoming in *Accounting Perspectives*.

PUBLISHED:

Sheehan, N.T.*, J.A. Schmidt. 2015. Preparing accounting students for ethical decision making: Developing individual codes of conduct based on personal values, *Journal of Accounting Education*, 33(3), 183-197.

Sheehan, N.T.*, V. Bruni-Bossio. 2015. Strategic Value Curve Analysis: Diagnosing and Improving Customer Value Propositions, *Business Horizons*, 58, pp. 317-324.

Sheehan, N.T.*, G. Isaac. 2014. Principles Define Corporate Value So They Matter, *Strategy & Leadership*, 42(3), pp. 23-30.

30 June 2016

- Sheehan, N.T.** 2014. Pizza, Pizza, Pizza: A Competitive Strategy Exercise, *Organization Management Journal*, 11(1), pp 40-46.
- Sheehan, N.T.***, G. Vaidyanathan. 2013. SuperHeroes LLP: A Super Management Control Case, *IMA Educational Case Journal*, 6(4), pp. 1-7 (plus a 12 page teaching note).
- Bruni-Bossio, V., **N.T. Sheehan***. 2013. Leveraging Board Expertise: Strategy Mapping as Teaching Tool, *Journal of Business Strategy*, 34(4), pp. 3-10.
- Phillips, F.* , **N.T. Sheehan**. 2012. Modelling Accounting Workplace Interactions with Text-to-Video Animation, *Accounting Perspectives*, 12(1), 75-87.
- Keels, J.K., **N.T. Sheehan***. 2012. Jensen Pharma: A Governance Role Play, *IMA Educational Case Journal*, 5(1), pp. 1-8 (plus a 15 page teaching note).
- Sheehan, N.T.***, G. Vaidyanathan. 2011. Dr. PC: A Multi-Media Management Control Exercise, *Accounting Perspectives*, 10(4) 285-291 (plus a 22 page teaching note).
- Soderberg, M.**, S. Kalagnanam*, **N.T. Sheehan**, G. Vaidyanathan. 2011. When is a Balanced Scorecard a Balanced Scorecard? *International Journal of Productivity and Performance Management*, 60(7), pp. 688-708.
- Othman, R.* , **N.T. Sheehan**. 2011. Value Creation Logics and Resource Management: A Review. *Journal of Strategy and Management*, 4(1), pp. 5-24.
- Sheehan, N.T.***, C.B. Stabell. 2010. Reputation as a driver of activity level analysis: Reputation and competitive advantage in knowledge intensive firms. *Corporate Reputation Review*, 13(3), pp. 198-208.
- Sheehan, N.T.** 2010. A Risk-Based Approach to Strategy Execution. *Journal of Business Strategy*, 31(5), pp. 25-37.
- Sheehan, N.T.***, E. Gamble. 2010. JetFighter: An Experiential Value Chain Exercise. *Journal of Management Education*, 34(2), pp. 224-248.
- Sheehan, N.T.** 2009. Turnaround and Down with Richard Brown: EDS 1999-2003. *IMA Educational Case Journal*, 2(3), pp. 1-12 (plus 13 page teaching note). Translated into simplified Chinese by ECCH Case Clearing House in 2011.
- Sheehan, N.T.***, N.J. Foss. 2009. Exploring the Roots the Porter's Activity-Based View. *Journal of Strategy and Management*, 2(3), pp. 240-260.
- Sheehan, N.T.** 2009. Smith & Jones LLP: Charting a Path to the Future. *Accounting Perspectives*, 8(2), pp. 165-180 (plus a 12 page teaching note).

30 June 2016

- Sheehan, N.T.***, G. Vaidyanathan. 2009. Using a Value Creation Compass to Discover “Blue Oceans”. *Strategy & Leadership*, 37(2), pp. 13-20.
- Sheehan, N.T.***, G. Vaidyanathan, S. Kalagnanam. 2009. A Balanced Scorecard for State U's Facilities Management Division? *Accounting Perspectives*, 8(1): 69-83 (plus a 17 page teaching note).
- Sheehan, N.T.** 2009. Making Risk Pay: The Board’s Role. *Journal of Business Strategy*, 30(1): pp. 33-39.
- Sheehan, N.T.** 2008. Enticing Employees to Lie: Using Role Play to Understand and Mitigate Unintended Consequences of Budgeting. *Accounting Perspectives*, 7(2), pp. 165-173 (plus a 16 page teaching note).
- Sheehan, N.T.** 2007. The Coffee Pot: A Management Control Exercise. *Journal of Accounting Education*, 25(4), pp. 193-206.
- Sheehan, N.T.***, N.J. Foss. 2007. Enhancing the Prescriptiveness of the Resource-Based View Through Porterian Activity Analysis. *Management Decision*, 45(3), pp. 450-461.
- Sheehan, N.T.***, C.B. Stabell. 2007. Discovering New Business Models for Knowledge Intensive Firms. *Strategy & Leadership*, 35(2), pp. 22-29.
- Sheehan, N.T.** 2006. Want to Improve Strategy Execution? Simons Says Levers. *Journal of Business Strategy*, 27(6), pp. 56-64.
- Sheehan, N.T.***, C.B. Stabell. 2006. Reputation and Value Creation in Search Shops. *Service Industries Journal*, 26(6), pp. 597-613.
- Sheehan, N.T.** 2006. Understanding How Resources and Capabilities Impact Performance: Actively Applying the Resource-Based View in the Classroom. *Journal of Management Education*, 30(3), pp. 421-430.
- Sheehan, N.T.** 2005. Why Old Tools Won’t Work in the “New” Knowledge Economy. *Journal of Business Strategy*, 26(4), pp. 53-60.
- Sheehan, N.T.***, G. Vaidyanathan, S. Kalagnanam. 2005. Value Creation Logics and the Choice of Management Control Systems. *Qualitative Research in Accounting and Management*, 2(1), pp. 1-28.
- Carter, J.*, **N.T. Sheehan**, 2004. From Competition to Cooperation: E-tailing’s Integration with Retailing. *Business Horizons*, 47(2), pp. 71-78.

30 June 2016

Feltham, T.S., F. Phillips*, **N.T. Sheehan**. 2003. The Same Difference? A Transfer-Pricing Case. *Issues in Accounting Education*, 18(1), pp. 93-99 (plus a 7 page teaching note).

13. PAPERS IN NON-REFEREED JOURNALS

ACCEPTED:

Nil

PUBLISHED:

Sheehan, N.T. 2012. Ready for risk? *CMA Magazine*, 86(1), pp. 14-15, Assess your risk, *CMA Magazine*, 86(2), pp. 15-16, Reduce your risk, *CMA Magazine*, 86(3), pp. 16-17. This three-part article is a revised and updated version of my 2010 *Journal of Business Strategy* article “A Risk-Based Approach to Strategy Execution”

Sheehan, N.T. 2011. Risk-Based Strategy: Integrating Strategy Maps, Management Controls and Risk, Parts 1-3, *AICPA Business Brief*, The Business, Industry and Government Team. Published on the AICPA website (http://www.aicpa.org/interestareas/businessindustryandgovernment/resources/erm/downloadable/documents/risk_based_strategy_part_1_52711.pdf). This article is a practitioner version of my 2010 *Journal of Business Strategy* article “A Risk-Based Approach to Strategy Execution”

Sheehan, N.T.*, G. Vaidyanathan. 2007. The Path to Growth. *The Wall Street Journal, Business Insight: The Journal Report, A Joint Venture with MIT Sloan Management Review*, Sat, 03 Mar, pp. R8. Published online by *MIT Sloan Management Review* (sloanreview.mit.edu/wsj/insight/strategy/2007/03/03/01/)

Stabell, C.B.*, **Sheehan, N.T.** 2001. Competitive Advantage in Petroleum Exploration, *Oil & Gas Journal*, 23 April, 99(17), pp. 30-36.

14. INVITED PAPERS/ABSTRACTS IN PUBLISHED CONFERENCE PROCEEDINGS

Sheehan, N.T. 2011. Integration in Accounting Education – Discussant Comments, *Leveraging Change—The New Pillars of Accounting Education*, I.R. Wiecek and G. Beal (eds), CICA Canada and University of Toronto, pp. 109-113.

15. CONTRIBUTED (NON-INVITED) PAPERS/ABSTRACTS IN PUBLISHED CONFERENCE PROCEEDINGS

Nil

30 June 2016

16. TECHNICAL REPORTS RELEVANT TO ACADEMIC FIELD

Sheehan, N.T. 1998. A Note on the Upstream Petroleum Industry: Adding Oil Reserves in The North Sea. Norwegian School of Management Research Report 7/1998.

17. BOOK REVIEWS

Nil

18. INVITED LECTURES (OUTSIDE THE U OF S) AND INVITED CONFERENCE PRESENTATIONS

N.T. Sheehan, S. Wolcott. 2015. How to Effectively Integrate Strategy into Accounting Courses, CAAA Conference, May, Toronto. Presented by N.T. Sheehan and S. Wolcott.

N.T. Sheehan. 2015. Identifying and Managing Control Systems Benefits and Costs, CAAA Conference Learning Strategies Exchange, May, Toronto. Presented by N.T. Sheehan.

N.T. Sheehan. 2015. Saving (Corporate) Sustainability: Moving Integrated Reporting to Integrated Thinking, Waste ReForm 2015, April, Saskatoon. Presented by N.T. Sheehan.

N.T. Sheehan. 2014. A Fresh Look at Strategy – New and Powerful Ways to Tackle Traditional Obstacles, CPA National Conference, September, Toronto. Presented by N.T. Sheehan.

N.T. Sheehan, J. Schmidt. 2014. Improving Accounting Students Ethical Decision Making, CAAA Conference Learning Strategies Exchange, May, Edmonton, Presented by N.T. Sheehan.

N.T. Sheehan. 2013. Good Strategy/Bad Strategy, CPA SK Professional Development Seminar, November, Saskatoon. Presented by N.T. Sheehan.

Phillips, F., N.T. Sheehan. 2012. Modeling Accounting Workplace Interactions with Text-to-Video Animation, CAAA Conference Learning Strategies Exchange, May, Charlottetown, Presented by F. Phillips and N.T. Sheehan.

Keels, J.K., N.T. Sheehan. 2011. Jensen Pharma: A Governance Role Play, CAAA Conference Learning Strategies Exchange, May, Toronto, Presented by N.T. Sheehan.

Sheehan, N.T. 2011. Mapping Your Way to Success, 2011 Leadership Conference, May, Saskatoon, Presented by N.T. Sheehan.

30 June 2016

- Sheehan, N.T. 2010. Integration in Accounting Education – Discussant Comments, Leveraging Change —The New Pillars of Accounting Education Conference, CICA, November, Toronto. Presented by N.T. Sheehan.
- Sheehan, N.T., G. Vaidyanathan. 2010. Dr. PC: A Multi-Media Management Control Exercise, CAAA Conference Learning Strategies Exchange, May, Vancouver, Presented by N.T. Sheehan.
- Sheehan, N.T. 2009. Improving Strategic Implementation Capabilities, 4th Annual CMA/CAM-I Summit, October, Calgary. Presented by N.T. Sheehan.
- Sheehan, N.T. 2009. Using Value Creation Logics to Find New Blue Ocean Strategies for Your Firm, AICPA Controllers Workshop West, July, Las Vegas. Presented by N.T. Sheehan.
- Sheehan, N.T. 2009. A Risk-Based Approach to Designing Management Control Systems, AICPA Controllers Workshop West, July, Las Vegas. Presented by N.T. Sheehan.
- Sheehan, N.T., N.J. Foss. 2009. Using the “Other” Penrose to understand internal sources of competitive heterogeneity, Institute for Strategy and Logistics, BI Norwegian School of Management, April, Oslo. Presented by N.T. Sheehan.
- Sheehan, N.T. 2008. Blue Ocean Strategy, Affinity Credit Union’s Strategy Planning Session, May, Saskatoon. Presented by N.T. Sheehan.
- Sheehan, N.T. 2007. Blue Ocean Strategy, Saskatoon Society of Fundraising Executives Conference, November, Saskatoon. Presented by N.T. Sheehan.
- Sheehan, N. T., G. Vaidyanathan. 2007. The Path to Growth: Business Growth Strategies in a Changing Market, Saskatoon Chapter of the Society of Management Accountants, April, Saskatoon. Presented by G. Vaidyanathan.
- Sheehan, N.T. 2005. Paper Planes and Budgets, Canadian Academic Accounting Association, June, Quebec City. Presented by N.T. Sheehan.
- Sheehan, N.T. 2004. New Strategy Tools for Technology Companies, Saskatchewan Advanced Technology Association, February, Saskatoon. Presented by N.T. Sheehan
- Sheehan, N.T. 2002. Business Strategy, Saskatoon Chapter of the Society of Management Accountants, April, Saskatoon. Presented by N.T. Sheehan.
- Sheehan, N.T. 2000. Reputation and Value Creation in the Upstream Petroleum Industry, March, University of Calgary, Calgary. Presented by N.T. Sheehan.

30 June 2016

19. CONTRIBUTED (NON-INVITED) PAPERS/ABSTRACTS AT CONFERENCES

(NB: I have included papers that have been published at a later date as it is common practice in my field to present the paper prior to sending it to an academic journal)

Sheehan, N.T., V. Bruni-Bossio. 2013. Strategic Value Curve Analysis: Designing the Right Value Proposition, Strategic Management Society's 33rd Annual International Conference, October, Atlanta. Presented by N.T. Sheehan.

Sheehan, N.T., J.A. Schmidt. 2013. Improving Students' Ethical Decision Making: Developing Professional Codes of Conduct Based on Personal Values. Academy of Management Teaching and Learning Conference, August, Orlando. Presented by N.T. Sheehan.

Sheehan, N.T., V. Bruni-Bossio. 2013. Strategic Value Curve Analysis: Designing the Right Value Proposition, Rupert's Land Conference, May, Saskatoon. Presented by V. Bruni-Bossio.

Sheehan, N.T., G. Isaac. 2012. Getting the Values from Values, Strategic Management Society's 32th Annual International Conference, October, Prague. Presented by N.T. Sheehan.

Sheehan, N.T., 2012. Pizza, Pizza, Pizza: A Competitive Strategy Simulator, Strategic Management Society's 32th Annual International Conference, October, Prague.

Sheehan, N.T., G. Vaidyanathan. 2011. Dr. PC: A Multi-Media Management Control Exercise, American Accounting Association Annual Meeting, August, Denver, Presented by N.T. Sheehan.

Keels, J.K., N.T. Sheehan. 2011. Jensen Pharma: A Governance Role Play, American Accounting Association Annual Meeting, August, Denver, Presented by N.T. Sheehan

Sheehan, N.T. 2010. Using Role Plays to Understand and Manage Control System Benefits and Costs, OBTC 2010: Teaching Conference for Management Educators, June, Albuquerque. Presented by N.T. Sheehan.

Sheehan, N.T., G. Vaidyanathan. 2010. Dr. PC: A Multi-Media Management Control Exercise, OBTC 2010: Teaching Conference for Management Educators, June, Albuquerque. Presented by N.T. Sheehan.

Sheehan, N.T., N.J. Foss. 2009. Using the Other Penrose to Understand Internal Sources of Competitive Heterogeneity, Strategic Management Society's 29th Annual International Conference, October, Washington, DC. Presented by N.T. Sheehan.

30 June 2016

- Sheehan, N.T. 2009. A Risk-Based Approach to Designing Management Control Systems, Strategic Management Society's 29th Annual International Conference, October, Washington, DC. Presented by N.T. Sheehan.
- Sheehan, N.T., G. Vaidyanathan. 2008. Using a Value Creation Compass to Discover Blue Oceans, Strategic Management Society's 28th Annual International Conference, October, Cologne. Presented by N.T. Sheehan.
- Sheehan, N.T., E. Gamble. 2008. JetFighter: An Experiential Value Chain Exercise, CAAA Annual Conference, May, Winnipeg. Presented by N.T. Sheehan.
- Soderberg, M., S. Kalagnanam, G. Vaidyanathan, N.T. Sheehan. 2007. The Balanced Scorecard: Structure and Use in Canadian Companies. Performance Measurement Conference, September, Nice. Presented by S. Kalagnanam.
- Soderberg, M., S. Kalagnanam, G. Vaidyanathan, N.T. Sheehan. 2007. The Balanced Scorecard: Structure and Use in Canadian Companies. American Accounting Association Annual Meeting, August, Chicago. Presented by S. Kalagnanam.
- Soderberg, M., S. Kalagnanam, G. Vaidyanathan, N.T. Sheehan. 2006. The Balanced Scorecard: Structure and Use in Canadian Companies. Performance Management Association Conference, July, London. Presented by S. Kalagnanam.
- Sheehan, N.T., N.J. Foss. 2005. Enhancing the Prescriptiveness of the Resource-Based View: Addressing Priem and Butler's Critique Through Porterian Activity Analysis. Strategic Management Society's 25th Annual Conference, October, Orlando. Presented by N. T. Sheehan.
- Sheehan, N.T., G. Vaidyanathan. 2005. Business Models Viewed Through a Value Logic Lens: Some Conceptual Insights. Strategic Management Society's 25th Annual Conference, October, Orlando. Presented by G. Vaidyanathan.
- Sheehan, N.T., C.B. Stabell. 2005. Business Models for Knowledge Intensive Firms: Positioning of Diagnosis, Search and Design Shops. Academy of Management Conference, August, Hawaii. Presented by N. T. Sheehan.
- Sheehan, N.T. 2005. Exploring the Roots of Porter's Activity-Based View: Where Did the Value Chain Originate? Academy of Management Conference, August, Hawaii. Presented by N. T. Sheehan
- Sheehan, N.T., G. Vaidyanathan, S. Kalagnanam. 2005. A Balanced Scorecard for State U's Facility Management Division? Case and Teaching Note. ASAC, May, Toronto. Presented by S. Kalagnanam.

30 June 2016

Sheehan, N.T., G. Vaidyanathan, S. Kalagnanam. 2005. Value Creation Logics: Viewing management control through a different lens. Management Accounting Section Mid-Year Conference, January, Scottsdale. Presented by G. Vaidyanathan.

Sheehan, N.T. 2005. Coffee Pot: An introductory management control case. Case and Teaching Note. Management Accounting Section Mid-Year Conference, January, Scottsdale. Presented by N. T. Sheehan.

Sheehan, N.T., G. Vaidyanathan, S. Kalagnanam. 2004. Value Creation Logics: Viewing management control through a different lens. Management Control Systems Research Conference. July, Edinburgh. Presented by N. T. Sheehan.

Sheehan, N.T. 2003. PaperScape: Actively Applying Concepts from the Resource-Based View in the Classroom. Strategic Management Society, November, Baltimore. Presented by N. T. Sheehan.

Sheehan, N.T., A. Bjertnaes. 2001. Can We Apply 'Old' Strategic Frameworks to Firms in the 'New' Economy? October, Strategic Management Society, San Francisco. Presented by N. T. Sheehan.

Sheehan, N.T., C.B. Stabell. 2000. Reputation as a Driver of Value Generation in Knowledge-Intensive Service Firms: An empirical study in petroleum exploration shops. 4th Annual Conference on Corporate Reputation, Identity and Competitiveness, May, Copenhagen. Presented by N. T. Sheehan.

Stabell, C.B., N.T. Sheehan, Ø.D. Fjeldstad. 1999. Reputation, Tangible Assets and Governance in Problem-Solving Firms: Differential strategic positioning options for search, diagnosis and design shops. Nordic Business Conference, August, Helsinki. Presented by N.T. Sheehan. Strategic Management Society, October, Berlin. Presented by C.B. Stabell.

20. PATENTS GRANTED

Nil

21. RESEARCH GRANT AND CONTRACT INFORMATION

\$2,000 Edwards School of Business, Conference Grant, 2014/15

\$2,000 Edwards School of Business, Conference Grant, 2013/14

\$2,500 Edwards School of Business, Conference Grant, 2013/14

\$2,500 Edwards School of Business, Conference Grant, 2013/14

30 June 2016

\$2,500 Edwards School of Business, Conference Grant, 2012/13

\$2,000 Edwards School of Business, Conference Grant, 2011/12

\$2,500 Edwards School of Business, Conference Grant, 2011/12

\$2,000 Edwards School of Business, Conference Grant, 2010/11

\$2,000 Edwards School of Business, Conference Grant, 2009/10

\$2,500 Edwards School of Business, Conference Grant, 2009/10

\$2,500 Edwards School of Business, Conference Grant, 2008/9

\$1,500 Edwards School of Business, Conference Grant, 2007/8

\$2,000, College of Commerce, Conference Grant, 2005/6

\$2,000, College of Commerce, Conference Grant, 2005/6

\$2,000, College of Commerce, Conference Grant, 2004/5

\$2,000, College of Commerce, Conference Grant, 2003/4

\$1,200, College of Commerce, Conference Grant, 2001/2

22. ARTISTIC EXHIBITIONS OR PERFORMANCES

Nil

23. PROFESSIONAL PRACTICE

External Academic Reviewer, SAIT Accounting BBA Program, April 2016

Moderator, The Role of the Board in Strategy Development, Institute of Corporate Directors, Saskatchewan Chapter, Regina and Saskatoon, April 2016

Academic Reviewer, How Chartered Professional Accountants Can Help Organizations Adapt to Climate Change, Brief 3, CPA Canada, November-December 2015

Facilitator, Start-to-Finish Wisdom on Cases: Research & Writing, Teaching, Publication & Reviewing, Academy of Management Annual Meeting, Vancouver, August, 2015

Editorial Board, *Accounting Perspectives*, 2014-present

30 June 2016

Editorial Advisory and Review Board Member, *IMA Educational Case Journal*, 2013-present

Reviewer, *Journal of Small Business Management*, 2012-present (one manuscript)

Organizer and Moderator, Canadian Academic Accounting Association Annual Conference, Challenges in Accounting Education, Charlottetown, May 2012

Reviewer, *IMA Educational Case Journal*, 2010-present (seven manuscripts)

Reviewer, *Journal of Strategy and Management*, 2008-present (two manuscripts)

Reviewer, *Journal of Management Education*, 2007-present (six manuscripts)

Reviewer, *Accounting Perspectives*, 2006-present (eleven manuscripts)

Organizer and Moderator, Canadian Academic Accounting Association Annual Conference, Overcoming Evaluation Challenges in Accounting Education, Toronto, May 2011

Coach, JDC West Edwards School of Business Strategy Team, 2007-2008, 2009-2012

Panel Member, Canadian Academic Accounting Association Annual Conference, Elements of a Great Case, Vancouver, May 2010

Organizer and Moderator, Canadian Academic Accounting Association Annual Conference, Challenges in Accounting Education, Vancouver, May 2010

Reviewer, Canadian Academic Accounting Association Annual Conference, Management Accounting Section, February 2010 (three papers)

Reviewer, Administrative Sciences Association of Canada Annual Conference, Strategy Section, February 2010 (two papers)

Reviewer, *Service Industries Journal*, 2009-2011 (three papers)

Reviewer, Administrative Sciences Association of Canada Annual Conference, Accounting Section, March 2007 (one paper)

Reviewer for the Management Accounting Section Annual Conference, November 2006 (one case)

Editorial Board Member and Reviewer for *Journal of Accounting Case Research*, 2005-2006 (two cases)

30 June 2016

Reviewer for the CAAA Case Competition, April 2006 (four cases)

Reviewer, Administrative Sciences Association of Canada Annual Conference,
Accounting Section, March 2006 (one paper)

Reviewer for the Academy of Management Annual Conference, Business Policy and
Strategy Section, 2001, 2002, 2003, 2004, 2005 (13 papers)

Reviewer for AAA Management Accounting Section Annual Research and Case
Conference, September 2005 (one paper)

Examiner for CMA Canada (Saskatchewan) Mod 7 Board Presentations, 2002, 2003,
2005, 2008 (18 groups)

Reviewer for Administration Sciences Association of Canada Annual Conference,
Strategy Section, 2004 (two papers)

Reviewer for *R&D Management*, 2004 (one paper)

Discussant, Case Session, Management Accounting Section Research Conference,
Miami, January 2004 (one case)

External Examiner, Master of Science Theses, BI Norwegian School of Management,
January and February, 2002 (two theses)

24. CONSULTING WORK UNDERTAKEN

CPA West, Session Leader in the Professional Education Program (PEP) Core 2 and
Performance Management Module Weekends, 2014-present (fee for service)

CPA West, Session Leader Orientation for Core 2 and Performance Management Module
Weekends, 2015-present (fee for service)

CPA Canada, Performance Management Module Workshop Re-development, October-
November, 2015 (fee for service)

CPA Canada, Cap 2 Day 2 & Day 3 Case Writer, May-July, 2015 (fee for service)

CPA Canada, Core 2 Module Workshop Re-development, March-June, 2015 (fee for
service)

CAAA, Co-facilitated a Teaching and Learning Workshop on Developing Short
Accounting Cases, May 2014, Edmonton (fee for service)

30 June 2016

University of British Columbia Okanagan, Facilitated a session on Teaching and Writing Interactive Learning Materials, May 2014, Kelowna (fee for service)

CPA Canada, Co-lead Author, Performance Management Elective Module in the Chartered Professional Accountant of Canada Professional Education Program (CPA PEP), September 2013-April 2014 (fee for service)

CPA Canada, Reviewer of Core 2 Module cases, August 2013-October 2013 (fee for service)

CMA Canada, Competency Area Expert, *Strategic Management*, July, 2008-June, 2013 (fee for service)

CMA Alberta and CMA Manitoba, Facilitated sessions on Strategy Formulation and Professional Ethics, Executive CMA Program, December 2013, Calgary and Winnipeg (fee for service)

CMA Alberta and CMA Manitoba, Facilitated sessions on Strategy Formulation and Professional Ethics, Executive CMA Program, December 2012, Calgary and Winnipeg (fee for service)

CMA Canada, Reviewer of Management Accounting Guidelines, CMA Canada, 2011-2013 (fee for service)

CMA Alberta and CMA Manitoba, Facilitated a session on Strategy Formulation, Executive CMA Program, December 2011, Calgary and Winnipeg (fee for service)

CMA Alberta, Using Strategy Maps for Risk-Based Strategy Execution, C-Suite Series, June 2011, Calgary (fee for service)

CMA Alberta, Facilitated a session on Strategy Formulation and Strategy Mapping, Executive CMA Program, December 2010, Calgary (fee for service)

Saskatchewan Regional Colleges, Facilitated a Performance Management Workshop for on Using the BSC in the SK Regional College System, October, 2010, Saskatoon (fee for service)

Riverside Golf and Country Club, Strategic Planning Facilitator, March-June 2010, Saskatoon (fee for service)

CMA Alberta, Facilitated a session on Strategy Formulation and Strategy Mapping, Executive CMA Program, December 2009, Calgary (fee for service)

30 June 2016

CMA Canada, Wrote four Management Accounting Practice Statements, (External Environmental Scan, Internal Environmental Scan, Blue Ocean Strategy, Formulating Mission and Vision Statements), June 2009 (fee for service)

CMA Canada, Wrote three Management Accounting Practice Statements (Identifying Risk, Managing Risk and Doing Effective Presentations), April-May 2008 (fee for service)

CMA Alberta, Facilitated a session on Blue Ocean Strategy, Executive CMA Program, November 2007, Edmonton (fee for service)

CMA Canada, Updated the CMA Competency Map Entrance Exam Requirements to reflect the CMA Competency Map (Strategic Management, Performance Measurement, Risk Management and Governance), November-December 2006 (fee for service)

CMA Alberta. Facilitated a session on Blue Ocean Strategy, Executive CMA Program, December, 2006, Edmonton (fee for service)

CMA Canada, Updated CMA Canada's Strategic Leadership Program to reflect the newly adopted CMA Competency Map, April-May 2006 (fee for service)

CMA Canada, Wrote an Examination Case for Strategic Leadership Program (Kootenay Cycles), March-April, 2006 (fee for service)

CMA Saskatchewan, Senior Moderator in the Strategic Leadership Program, September 2005-December 2006 (four Interactive Sessions) (fee for service)

CMA Manitoba. Facilitated a session on Improving Profitability Through Strategic Execution, Executive CMA Program, February 2005, Winnipeg (fee for service)

CMA Saskatchewan, Senior Moderator in the Strategic Leadership Program, September 2002-December 2003 (five Interactive Sessions) (fee for service)

25. DEPARTMENTAL AND COLLEGE COMMITTEES

College Review Committee (CRC), Member, July 2009-June 2012, July 2013-present

MPAcc Committee, Member, July 2013-present

Graduate Committee, Department of Accounting, Chair, July 2009-June 2011

College Research Committee, Member, July 2005-June 2008

College of Commerce Scholarship Committee, Chair, July 2002-June 2005

30 June 2016

Department of Accounting Curriculum Review Committee, Member, 2004

26. UNIVERSITY COMMITTEES

Grandey Leadership Committee, Chair, July 2013-present

Master Teacher Selection Committee, Member, 2013-present

Grandey Leadership Committee, Member, (Chair: Chelsea Willness), June 2012-July 2013

School of Architecture Business Case Subcommittee, Member (Chair: Lee Swanson), May-October 2010

**27. PROFESSIONAL AND ASSOCIATION OFFICES AND COMMITTEE
ACTIVITY OUTSIDE UNIVERSITY**

Member, CAAA Education Committee, Canadian Academic Accounting Association (Chair: Jamison Aldcorn), 2011-2012

Member, CAAA Education Committee, Canadian Academic Accounting Association (Chair: Sandy Hilton), 2007-2008 and 2009-2011

Member, Management Accounting Practice Statements Committee, CMA Canada (Chair: Glenn Feltham), Fall 2007

Member, CMA Competency Map Development Task Force, CMA Canada, (Chair: Theresa Libby), 2005-2006

Member, CMA Competency Map Framework Committee, CMA Canada (Chair: Glenn Feltham), 2004-2005

Council Member, Provincial Council, Society of Management Accountants of Saskatchewan, 2003-2005

Member, Continuing Professional Development and Learning Committee, Society of Management Accountants of Saskatchewan (Chair: Martin McInnis), 2003-2004

28. PUBLIC AND COMMUNITY CONTRIBUTIONS

UNIVERSITY RELATED:

Dean's Designate/Chair for Ph.D Defence, Jonathon Bath, Dept of English, October 2009

30 June 2016

Community Tax Preparation Program, Department of Accounting, Faculty Volunteer,
2002, 2003, 2004, 2007, 2008, 2011

NOT UNIVERSITY RELATED:

Board Member, Affinity Credit Union, 2015-present

Member, Compensation and Liaison Committee, Affinity Credit Union, 2015-present

Member, District Council 23, Affinity Credit Union, 2015-present

Chair, Audit and Risk Committee, FirstSask Credit Union, 2007-2008

Chair, CEO Compensation Committee, FirstSask Credit Union, 2007-2008

Member, Governance Committee, FirstSask Credit Union, 2007-2008

Board Member, FirstSask Credit Union, 2007-2008

Chair, Audit Committee, Saskatoon Credit Union, 2006-2007

Board Member, Saskatoon Credit Union, 2005-2006

Member, Audit, HR and CEO Compensation, and Nominating Committees, Saskatoon
Credit Union, 2005-2006

29. EXTENSION PUBLICATIONS AND ACTIVITIES

Facilitator in Edwards' Executive Education Programs (fee for service work):

ICD Director Education Program Facilitator, *Business Strategy Fundamentals*, Saskatoon,
April 2016

EBAC Facilitator, *Value Propositions and Blue Ocean Strategy* and *Good Strategy/Bad
Strategy*, Winter 2014.

Effective Executive Program (*Red and Blue Ocean Strategy* and *Mapping and
Implementing Strategy*), Elk Ridge, February 2012

Effective Executive Program (*Red and Blue Ocean Strategy* and *Mapping and
Implementing Strategy*), Waskesiu, June 2011

Financial Management for Non-Financial Managers Program (*Risk Management*),
Saskatoon, March 2011

30 June 2016

- EBAC Facilitator, *Blue Ocean Strategy*, Saskatoon, February 2011
- ECMA Boot Camp, (*Management Control, Governance and Risk Management, Revenue Models, and Performance Measurement*), Saskatoon, November 2010
- Effective Executive Program (*Red and Blue Ocean Strategy and Mapping and Implementing Strategy*), Waskesui, June 2010
- ECMA Boot Camp, (*Management Control, Governance and Risk Management, Revenue Models, and Performance Measurement*), Saskatoon, November 2009
- ECMA Boot Camp, (*Management Control, Governance and Risk Management, and Performance Measurement*), Saskatoon, November 2008
- University Advancement Workshop (*Performance Measurement*), Saskatoon, November, 2008.
- Effective Executive Program (*Strategy Analysis and Implementation and Blue Ocean Strategy*), Waskesiu, June 2008
- Friday Seminar Series (*Business Strategy Implementation and Performance Measurement*), Saskatoon, April 2008
- ECMA Boot Camp, (*Management Control, Governance and Risk Management, and Performance Measurement*), Saskatoon, November 2007
- Effective Executive Program (*Strategy Analysis and Implementation and Blue Ocean Strategy*), Waskesiu, June 2007
- Friday Seminar Series (*Blue Ocean Strategy*), Saskatoon, February 2007
- ECMA Boot Camp, (*Management Control Systems in Action*), Saskatoon, November 2006
- Effective Executive Program (*Strategy Analysis and Improving Implementation*), Waskesiu, June 2006
- Effective Executive Program (*Tough Decisions Simulation*), Waskesiu, June 2005
- Management Development Program (*Formulating Winning Strategies*), Saskatoon, October 2004