

DANIEL W. HESS

School of Business and Economics
Seattle Pacific University
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EDUCATION

Ph.D. December 1982, University of Arizona, Tucson, Arizona. Major Area: Finance, Minor Area: Accounting. Dissertation: "The Effect of Option Expiration on Underlying Stock Prices."

MBA, June 1975, University of Washington, Seattle, Washington. Major emphasis: Finance and Accounting.

BA, June 1971, Wheaton College, Wheaton Illinois. Major: Economics.

WORK EXPERIENCE

Seattle Pacific University, September 1977 to present. Professor in the School of Business and Economics. Primary teaching area: Finance. Have taught Corporate Finance, Investments and various upper division courses in Finance at both undergraduate and MBA level. Additional activities include research and consulting.

Chicago Board Options Exchange, July 1975 to August 1977. Financial Analyst/Examiner, responsible for planning and implementing a financial surveillance program of CBOE member firms.

United States Army, October 1971 to August 1973. Served as Officer in Charge of personnel actions, requisitions and surplus reporting for the First Infantry Division, Fort Riley, Kansas. Received an Honorable discharge with rank of First Lieutenant.

MEMBERSHIPS

The American Finance Association
Financial Management Association
Alpha Kappa Psi

HOBBIES AND ACTIVITIES

High priority placed on spending time with family. Also enjoy traveling, skiing, golf and backpacking.

REFERENCES

References and additional information available on request.

Publications

REFEREED

Hess, Dan W., "Ethical Behavior and Corporate Financial Performance," Business Management Review, Vol. 3, No. 3, December 2007, pp. 65-71.

Hess, Dan W., "An Investments Course Project Using Online Financial Information and Analytical Tools," Advances in Financial Education, Vol. 3, Fall 2006, pp. 40-54.

Hess, Dan W. and Carolyn Strand, "Teaching Ethics in Investment Classes: A Series of Vignettes," Journal of Financial Education, Vol. 30, Spring 2004, pp. 28-40.

Strand, Carolyn A., Lehmann, Conni M. and Dan W. Hess, "Cooperative Learning: A Guide to Resources for the Financial Educator," Journal of Financial Education, Vol. 27, Fall 2001, pp. 12-28.

Hess, Dan W., "Emerging Equity Markets in India: A Case Study," Managerial Finance, Vol. 24, No. 7, 1998, pp. 45-57.

Hess, Dan W., "Factors that Promote Growth in Emerging Equity Markets," Research in International Business and Finance - Annual Research Series, JAI Press, 1995, pp. 94-104.

Hess, Dan W., "Price Change Causation Across International Stock Markets," Journal of International Financial Markets, Institutions and Money, Vol. 1, No. 3, 1991, pp. 123-136.

Hess, Dan W., "The Effect of Wall Street Week on Stock Prices," Journal of Economics and Finance, Vol. 13, No. 2, Summer 1989, pp. 55-68.

Hess, Dan W., "Wall Street Week Recommendations: A New Look," Journal of the Midwest Finance Association, Vol. 18, 1989, pp. 81-86.

"Small Business Management Courses: Survey and Analysis of Relevance," Journal of Small Business Management, Vol. 25, No. 1, January 1987, pp. 26-34.

"How Bankers Can Develop the Small Business Market," Journal of Commercial Bank Lending, Vol. 68, No. 1, September 1985, pp. 45-53.

BOOKS, PERIODICALS AND JOURNALS

"The Ethics of Investing," Washington CEO, October, 2002.

Poznanska, Kaz, ed., Emerging Equity Markets. (Chapter) "A Case Study of Equity Markets in India," University of Washington Press, Seattle, 1996.

"Biblical Principles of Debt," Compass, November 1993.

"Effects of Wife's Employment on Usage of Financial Services,"
Proceedings Issue, Journal of Economics and Finance, Summer 1992.

"Financing Capital Projects in Your Church," The Christianity Today
Buying Guide for Church Leaders, January 1989.

" Project Financing: A Guide to Preparing a Proposal," Leadership, Fall
1985.

"How to Keep Your Church Treasurer Happy," The Ledger, August 1984.

"Protecting the Church Treasurer," Leadership, Summer 1984.

PRESENTED PAPERS

"Measuring the Value of CSR Activity: Can It Be Done?" Eastern Finance
Association Annual Meeting. Washington D.C., April, 2009.

"Enhancing Endowment Returns at Small Universities." Western Decision
Sciences Institute Annual Meeting. San Diego, California, March, 2008.

"University Endowment Investment Returns: The Impact of Institutional
Size." American Society of Business and Behavioral Sciences Annual
Meeting. Las Vegas, Nevada, February, 2007.

"A Framework for CSR Assessment, Measurement and Reporting."
Symposium on Catholic Social Thought and Management Education.
Rome, Italy, October, 2006.

"Ethical Behavior and Financial Performance." Eastern Finance
Association Annual Meeting. Philadelphia, PA, April, 2006.

"The Linkage Between Social Responsibility and Corporate Financial
Performance." Mountain Plains Management Association Annual
Meeting. Cedar City, Utah, October, 2005.

"Enhancing the Investments Classroom Experience Using Web-based
Illustrations." American Academy of Accounting and Finance Annual
Meeting. New Orleans, Louisiana, December, 2004.

"An Investments Course Project Using Online Financial Information and
Analytical Tools." Mountain Plains Management Association Annual
Meeting. Grand Junction, Colorado, October, 2004.

"A Profile of the Millennial Generation: Implications for Teaching and
Learning in the Finance Classroom." Financial Management Association
Annual Meeting. Denver, Colorado, October, 2003.

"An Approach to Teaching Ethics in Finance." Western Decision Sciences
Institute Annual Meeting. Las Vegas, April, 2002.

“Teaching Ethics in Investment Classes: A Series of Vignettes.” Southern Finance Association Annual Meeting. Destin, Florida, November, 2001

“Cooperative Education: A Guide to Resources for the Financial Educator.” Southwestern Finance Association Annual Meeting. New Orleans, Louisiana, March, 2001.

“Integrating Financial Concepts of Nonprofit Organizations into the Finance Curriculum.” Christian Business Faculty Association Annual Meeting. Buffalo, New York, October, 2000.

“Achievement of Selected Educational Objectives in Introductory Accounting as Predictors of Performance in the Introductory Finance Course.” Decision Science Institute Annual Meeting. Las Vegas, Nevada, 1998.

“Does Technical Analysis Work? A Test of Several Indicators.” Southern Finance Association Annual Meeting. Baltimore, Maryland, November, 1997.

"Survey of Treasury/Finance Functions in Non-Profit Organizations." Midsouth Academy of Economics and Finance Annual Meeting. Gulfport, Mississippi, February, 1995.

"The Treasury/Finance Functions in The Christian Not-For-Profit Organization. Are They Different From For-Profit Firms?" Christian Business Faculty Association Annual Meeting, Azusa, California, October, 1994.

"Equity Markets in India. A Study of the Development of India's Emerging Equity Markets." Finance Colloquium, University of Washington, Seattle, Washington, March 1994.

"Investment Decision Making: Some Psychological Insights." School of Business and Economics Colloquium, Seattle Pacific University, May 1992.

"Effects of Wife's Employment on Usage of Financial Services." Midsouth Academy of Economics and Finance Annual Meeting. Mobile, Alabama, February 1992.

"Stock Price Reaction to Corporate Criminal Activity" Western Decision Sciences Association Annual Meeting. Lihue, Hawaii, March 1991.

"Price Change Causation Across International Stock Markets," Midsouth Academy of Economics and Finance Annual Meeting. Jackson, Mississippi, February 1990.

"The Effect of Wall Street Week on Stock Prices," Midsouth Academy of Economics and Finance Annual Meeting. Nashville, Tennessee, February 1989.

"Financial Innovation in London: Implications for U.S. Markets," SPU-European Studies Symposium, Seattle, Washington, February 1988.

"Additional Evidence on the Relation Between Option Expirations and Underlying Stock Prices," Finance Colloquium, Western Washington University, Bellingham, Washington, March 1987.

"Meeting the Special Needs of the Small Business," Bank Administration Institute, Small Business Banking Symposium, Chicago, September 1986.

"Option Strategies - Risk and Return Evidence," Finance Colloquium, University of Idaho, Moscow, Idaho, January 1985.

"The Commercial Bank and Small Business Development," 29th Annual World Conference of the International Council for Small Business, Chicago, June 1984.

OTHER PAPERS

"Small Business Finance and Textbook Relevance," (submitted and currently under review by the Journal of Small Business Finance).

"Index Options: A Prudent Strategy for the Aggressive Investor," working paper, Seattle Pacific University, October 1985.

"Can Faith and Economics Meet?" working paper, Seattle Pacific University, Summer 1983.

"The Impact of Option Expiration on Underlying Stock Prices," Ph.D. Dissertation, University of Arizona, December 1982.

Consulting Activities

1. Financial forecasting and planning for nonprofit businesses.
2. Money management via Hess Investment Company, a sole proprietor operating in the state of Washington.
3. Expert witness work. Retained by law firms engaged in securities broker malpractice litigation.