

Ronald E. Deiter

RESUME

Updated March 2017

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I. BACKGROUND INFORMATION

CONTACT INFO

Address: Department of Economics
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PERSONAL DATA

Birthdate: July 5, 1949
Birthplace: Dubuque, Iowa
Citizenship: United States
Marital Status: Married, two daughters, one son

EDUCATION

Degrees Held	Institution	Date
B.S. (Ag Economics)	Wisconsin State University at Platteville (w/Honors)	1971
M.S. (Ag Economics)	University of Wisconsin at Madison	1973
Ph.D. (Ag Economics)	University of Illinois at Urbana	1979

PROFESSIONAL RECORD (all at ISU)

Rank	Duties				Dates
	% Teaching	% Advising	% Admin	% Research	
Instructor	46	25	0	29	11/77-6/79
Assistant Professor	46	25	0	29	7/79-6/82
Assistant Professor	31	25	15 ^a	29	7/82-6/84
Associate Professor	31	25	15 ^a	29	7/84-6/85
Associate Professor	45	25	30 ^b	0	7/85-6/93
Professor	45	25	30 ^b	0	7/93-7/95
Professor	45	25	30 ^c	0	8/95-7/96
Professor	37	25	38 ^{c,d}	0	8/96-6/98
Professor	50	25	25 ^d	0	7/98-7/04
Professor	72.5	12.5	15	0	8/04-present
Professor	65	20	15	0	8/05-present

^aAg Econ Teaching Coordinator.

^bAg Econ Teaching Coordinator and Professor in Charge of Ag Business.

^cUndergraduate Advising Coordinator (8/96-7/97).

^dDirector of Undergraduate Advising (8/97-7/04).

II. AWARDS, HONORS, MEMBERSHIPS

- 1978 Outstanding Undergraduate Term Paper Award (supervised 2 of 5 national winners), American Institute of Cooperation
- 1980 Edwin G. Nourse Best Doctoral Dissertation Award, American Institute of Cooperation
- 1982 Outstanding Undergraduate Term Paper Award (supervised 1 of 6 national winners), American Institute of Cooperation
- 1984 Outstanding Undergraduate Term Paper Award (supervised 1 of 5 national winners), American Institute of Cooperation
- 1986 Walnut Grove Excellence in Teaching Award, College of Ag, Iowa State University
- 1991 Teaching Fellow Award, Nat'l Assn of Colleges & Teachers of Agriculture (NACTA)
- 1991 Distinguished Service Award, Iowa FFA Association
- 1992 Outstanding National Ag Business Club Award (advisor), SS-AAEA
- 1993 Louis Thompson Outstanding Advisor Award, College of Ag, Iowa State University
- 1994 Faculty Member of the Year Award in the College of Ag, Government of the Student Body, ISU
- 1994 VEISHEA Outstanding Professor Award, Iowa State University
- 1995 Outstanding Undergraduate Term Paper Award (supervised 1 of 5 national winners), American Institute of Cooperation
- 1995 Outstanding National Ag Business Club Award (advisor), SS-AAEA
- 1996 Outstanding Advisor Award, Ag Council, Iowa State University
- 1997 Certificate of Appreciation Award, College of Ag Minority Programs, ISU
- 1997 Teaching Award of Merit, Nat'l Assn of Colleges & Teachers of Agriculture (NACTA)
- 1998 Outstanding National Ag Business Club Award (advisor), SS-AAEA
- 1998 John Deere Award for Outstanding Teaching Programs in Ag Business, NACTA
- 1999 Outstanding National Ag Business Club Award (advisor), SS-AAEA
- 2000 National Creative Ag Business Club Award (advisor), SS-AAEA
- 2001 Outstanding National Ag Business Club Award (advisor), SS-AAEA
- 2001 National Ag Business Creative Club Award (advisor), SS-AAEA
- 2001 Outstanding Advisor Award, Ag Council, Iowa State University
- 2001 E. B. Knight Outstanding Journal Award, Nat'l Assn of Colleges & Teachers in Ag (NACTA)
- 2002 Outstanding Undergraduate Teaching Award (More Than Ten Years' Experience), American Agricultural Economics Assn
- 2003 National Creative Ag Business Club Award (advisor), SS-AAEA
- 2004 Outstanding National Ag Business Club Award (advisor), SS-AAEA
- 2004 National Creative Ag Business Club Award (advisor), SS-AAEA
- 2006 Outstanding National Ag Business Club Award (advisor), SS-AAEA

- 2006 National Creative Ag Business Club Award (advisor), SS-AAEA
- 2006 Mission Award for Teaching, National Assn of Colleges & Teachers of Agriculture
- 2007 Outstanding National Ag Business Club Award (advisor), SS-AAEA
- 2007 National Creative Ag Business Club Award (advisor), SS-AAEA
- 2008 Outstanding National Ag Business Club Award (advisor), SS-AAEA
- 2008 National Creative Ag Business Club Award (advisor), SS-AAEA
- 2009 Outstanding National Ag Business Club Award (advisor), SS-AAEA
- 2009 National Creative Ag Business Club Award (advisor), SS-AAEA
- 2010 Outstanding National Ag Business Club Award (advisor), SS-AAEA
- 2010 National Creative Ag Business Club Award (advisor), SS-AAEA
- 2011 Outstanding National Ag Business Club Award (advisor), SS-AAEA
- 2011 National Creative Ag Business Club Award (advisor), SS-AAEA
- 2011 Honorary Inductee Louis M. Thompson Advising Academy, College of Ag & Life Sciences, ISU
- 2012 Outstanding National Ag Business Club Award (advisor), SS-AAEA
- 2012 Student Recruitment and Retention Award, College of Ag & Life Sciences, ISU
- 2012 National Creative Ag Business Club Award (advisor), SS-AAEA
- 2012 1st Place National Academic Quiz Bowl Contest (advisor), SS-AAEA
- 2013 Cardinal Key Inductee, ISU
- 2014 Outstanding National Ag Business Club Award (advisor), SS-AAEA
- 2014 National Creative Ag Business Club Award (advisor), SS-AAEA
- 2015 Outstanding National Ag Business Club Award (advisor), SS-AAEA
- 2015 National Creative Ag Business Club Award (advisor), SS-AAEA
- 2015 Distinguished Service Citation (only one given), Iowa FFA Assn
- 2015 Ron Deiter ISU Agricultural Business Club Endowment (\$150,000), Farm Credit Services of America and AgriBank

Honors, Memberships

- 1968 American Farmer Degree, National FFA Assn
- 1968 State Secretary, Wisconsin FFA Assn
- 1969 State President, Wisconsin FFA Assn
- 1972-2016 Member, American Applied Economics Assn (AAEA)
- 1972-2016 Member, Alpha Zeta

1972-2016	Member, Gamma Sigma Delta
1983-2016	Member, National Association of Colleges & Teachers of Agriculture
1998-1999	Vice President, ISU Beta Chapter, Gamma Sigma Delta
1999-2000	President, ISU Beta Chapter, Gamma Sigma Delta

III. PUBLICATIONS

A. Refereed

Journal Articles

Value of Fat and Protein in Producer Milk (with J.K. Hillers, V.H. Neilson, A.E. Freeman, and J. Dommerhold), *Journal of Dairy Science*, Vol. 63, February 1980, pp. 322-327.

Effect of Two Component Pricing Systems on Producer Income (with J.K. Hillers, A.E. Freeman, and J. Dommerhold), *Journal of Dairy Science*, Vol. 63, June 1980, pp. 886-892.

Member Awareness of Dairy Cooperative Services in the North Central Region (with Roger A. Dahlgran and David M. Passe), *North Central Journal of Agricultural Economics*, Vol. 4, No. 2, July 1982, pp. 31-44.

Price Impacts Associated with the Closing of Hog Slaughtering Plants (with Cristobal Montoya and Marvin Hayenga), *North Central Journal of Agricultural Economics*, July 1986, pp. 237-242.

Economic Value of Milk Components for Fluid Milk, Cheese, Butter and Nonfat Dry Milk and Responses to Selection, (with B. Bandstra, G. Freeman, J. Berger, and W. LaGrange), *Journal of Dairy Science*, Vol. 71, 1988, pp. 1789-1798.

Student Test Scores and Their Relationship to Order of Test Completion, (with Vern Pierce), *NACTA Journal*, Vol. 25, No. 1, March 1991, pp. 38-41.

The Use of Humor as a Teaching Tool in the College Classroom, *NACTA Journal*, Vol. 44, No. 2, June 2000, pp. 20-28.

A Course Every Department Can (Should?) Teach B Graduating Senior Survey, *NACTA Journal*, Vol. 47, No. 2, June 2003, pp. 14-17.

Books

The U.S. Pork Sector: Changing Structure and Organization (with Marvin Hayenga, James Rhodes, Jon Brandt and David Boyd), ISU Press, 1985, 172 pp.

Chapters in Books

Managerial Skills, Functions, and Participants, Chapter 17 in *Agricultural Cooperatives* (with R. Ginder), edited by Dave Cobia, Prentice Hall, 1989.

Managers and Directors, Chapter 18 in *Agricultural Cooperatives* (with R. Ginder), edited by Dave Cobia, Prentice Hall, 1989.

Experiment Station Bulletins

Services of Dairy Cooperatives in the North Central Region (with J.W. Gruebele and S.W. Williams), *North Central Regional Research Publication*, no. 266, University of Illinois Agr. Exp. Sta. Bulletin 771, March 1981.

Cooperative Activities in Marketing Fluid Milk in the Chicago Federal Order Market (with S.W. Williams and J.W. Gruebele), *North Central Regional Research Publication*, No. 283, Iowa State University Agricultural Experiment Station Research Bulletin 597, May 1983.

Other

Services Provided by Dairy Cooperatives and What They Cost (with J.W. Gruebele and E.M. Babb), *Confrontation or Cooperation - Proceedings of the 31st Midwest Milk Marketing Conference*, prepared by the Department of Agricultural Economics and Rural Sociology, Ohio State University, March 23-24, 1976.

Do Dairy Producers Know What Co-ops Do for Them? (with Roger A. Dahlgran), *Farmer Cooperatives*, Vol. 48, No. 11, USDA, Washington, D.C., February 1982, pp. 8-11.

Proprietorships in *Magill's Survey of Social Science: Economics*, Salem Press, Inc., Pasadena, CA, 1991, pp. 1866-1870.

Assets and Liabilities in *Magill's Survey of Social Science: Economics*, Salem Press, Inc., Pasadena, CA, 1991, pp. 85-88.

Cooperatives in *Magill's Survey of Social Science: Economics*, Salem Press, Inc., Pasadena, CA, 1991, pp. 409-413.

Partnerships in *Magill's Survey of Social Science: Economics*, Salem Press, Inc., Pasadena, CA, 1991, pp. 1698-1702.

Strengthening Ethics Within Agricultural Cooperatives, (with Paul Lasley, C. Phillip Baumel, and Pat Hipple) Agricultural Cooperative Service, USDA, Rural Business Cooperative Service, RBS Research Report 151, February 1997.

B. Nonrefereed

The Effects of Wisconsin's Minimum Markup Law (with Hugh L. Cook and Willard F. Mueller), Department of Agricultural Economics, University of Wisconsin, Staff Paper No. 62, May 30, 1973.

Proceedings of the 37th Midwest Milk Marketing Conference (editor), Des Moines, Iowa, March 10-11, 1982, 104 pp.

An Introduction to Agricultural Marketing Plans, Futures Markets, and Futures Trading Techniques, (with R.I. Carter, J.J. Green, and S.J. Klocke), Iowa State University, Ames, IA, IAVIM No. 111, May 1986.

Proceedings of the 47th Midwest Milk Marketing Conference (editor), Des Moines, Iowa, March 16-17, 1992, 160 pp.

Why Use Humor in the Classroom?, ISU Center for Teaching Excellence Newsletter, Vol. 11, No. 2, Nov/Dec 1998, pp. 1-3.

How Has the Use of Communication Activities and Assignments in My Classes Changed the Way I Teach?, ISU Ag Comm Newsletter, Vol. 4.2, April 2000, p. 8.

IV. PRESENTATIONS AND PAPERS

A. Non Classroom

Improving the Performance of Bulk Milk Assembly (with James W. Gruebele), 1974 summer meetings of the American Agricultural Economics Association, College Station, Texas, August 18-21, 1974.

Dairy Cooperative Marketing and Bargaining: Recent Tactics, Economic Effects and Issues, departmental seminar, February 20, 1980.

Current Economic Issues in Dairy Marketing, WOI radio program participant, November 19-20, 1980.

Member Awareness of Cooperative Services, departmental marketing seminar, January 22, 1981.

Midwest Milk Marketing Conference program participant, opening session chairman, Detroit, MI, March 10-12, 1981.

The U.S. Dairy Price Support Program: The Issues and Facts, presented to the Animal Science Department, Iowa State University, Ames, Iowa, April 27, 1981.

A Preliminary Analysis of Factors Affecting Basis and Spread Relationships for Corn, presented to Chicago Board of Trade, Summer Intern Program, Chicago, IL, June 25, 1981.

Agribusiness: The Growth Industry of the Future, presented to Simpson College, Executive-in-Residence Program, Indianola, IA, December 4, 1981.

Preparing Students for Leadership in the College of Agriculture at Iowa State University, (with Richard Carter and Joe Colletti) presented to North Central Teaching Symposium, Brookings, South Dakota, June 21-23, 1982.

New Dairy Legislation Proposed by the U.S. House of Representatives' Ag Committee, WOI radio program participant, June 3, 1983.

Livestock and Dairy Marketing in the U.S. and World, presented to the Agricultural Resources Management Program, Simpson College, Indianola, IA, April 13, 1984.

Price Impacts Associated with the Closing of Hog Slaughtering Plants (with Cristobal Montoya and Marvin Hayenga), 1984 summer meetings of the American Agricultural Economics Association, Ithaca, NY, August 8, 1984.

The Genetic and Economic Implication of Milk Component Selection in Dairy Cattle (with Bandstra, et al), 1984 summer meetings of the American Dairy Science Association, College Station, TX, June 24-27, 1984.

An Overview of Recent Trends in Milk Usage and Consumption, presented to the Wisconsin Milk Marketing Board, Chicago, IL, December 14, 1984.

Increasing Returns to Dairy Farmers by Generic Promotion of Milk and Dairy Products: The Issue of Which Products to Promote (with Farr, et al), presented to Wisconsin Milk Marketing Board, March 1985.

Research Opportunities in Agricultural Economics for MS Students, presented to Master of Ag Program Participants, Ames, IA, April 16, 1985.

What Determines the price We Pay for Food presented to the Kellogg Agricultural Science Workshop for Liberal Arts Faculty, Ames, IA, May 23, 1985.

An Overview of the Demand for Dairy Products in the U.S., presented to Iowa Dairy Industry Leaders, Ames, IA, August 21, 1985.

ISU's Advising System in the College of Agriculture presented at the Articulation Day Conference, Ames, IA, January 8, 1986.

Curricular Revitalization-Year 2005, rapporteur presentation, North Central Teaching Improvement Symposium, Iowa State University, Ames, IA, June 24, 1986.

Using Futures and Options to Deal with Price Risks, presentation to inservice program on marketing for vo ag and tech-ag instructors, presented via WOI TV satellite uplink system to audiences in Ames, Estherville, Waterloo, Creston, and Ottumwa, October 30, 1986.

Cooperatives as a Way of Doing Business, presented at the first annual Iowa Institute of Cooperation Youth Conference, Iowa State University, Ames, IA, September 20, 1986.

Curriculum Requirements and Career Opportunities in Agribusiness, presentation to participants in the 1986 Iowa Agricultural Youth Institute, Iowa State University, Ames, IA, July 22, 1986.

Teaching Entry-Level Agribusiness Courses at ISU, presentation to Agriculture Articulation Day Conference: Transfer Courses, Iowa State University, Ames, IA, January 8, 1987.

Curriculum Requirements and Career Opportunities in Agribusiness, presentation to participants in the 1986 Iowa Agricultural Youth Institute, Iowa State University, Ames, IA, July 8, 1987.

Graduate Opportunities in Ag Economics for MBA-Ag Students, presentation to First Annual Graduate Program in Business Forum, Iowa State University, Ames, IA, January 21, 1988.

Report on Ag Economics at ISU, presented at Iowa Farm Managers and Rural Appraisers luncheon, Ames, IA, January 21, 1988.

The Role of Cooperatives in Agriculture, presentation to third annual Iowa Institute of Cooperation Youth Conference, Iowa State University, Ames, IA, October 8, 1988.

Planning for College, presentation as part of a seminar sponsored by ISU Admissions office, Waterloo and Cedar Rapids, IA, February 5, 1989.

Observations on Advising and Curricular Programs in the College of Agriculture, presentation part of ag Open House program sponsored by Alpha Gamma Rho, Iowa State University, Ames, IA, March 2, 1989.

Your Rural Electric Cooperative: It's Your Business, script prepared for slide presentation by Iowa Association of Rural Electric Cooperatives, 1989.

Issues in Higher Education, presenter and panel discussant, orientation program sponsored by ISU Admissions office, Ames, IA, June 20 and 21, 1989.

The Academic Side of Life, Cyclone Stay A Day presentation, Ames, IA, October 12, 1989.

Cooperative Principles and Management, presentation to fourth annual Iowa Institute of Cooperation Youth Conference, Ames, IA, October 21, 1989.

Understanding the Cooperative Form of Business, Visiting Professor in the Classroom Program sponsored by the College of Agriculture, Iowa State University, presented to Red Oak High School, Red Oak, Iowa, May 1, 1990.

Understanding the Cooperative Form of Business, Visiting Professor in the Classroom Program sponsored by the College of Agriculture, Iowa State University, presented to Red Oak High School, Red Oak, Iowa, June 14, 1990.

ISU's Agricultural Business Curriculum, presentation to the Department of Economics' Advisory Council, Ames, IA, September 7, 1990.

Cooperative Businesses, presentation to Iowa Institute of Cooperation Youth Conference, Iowa State University, Ames, IA, October 6, 1990.

An Exercise in Agribusiness Product Pricing, presentation to talented and gifted students, sponsored by Iowa State University Office of Precollegiate Programs for Talented and Gifted Students, Ames, IA, November 3, 1990.

An Overview of the ISU Ag Business Program, presentation to the College of Agriculture Administration, Ames, IA, June 18, 1991.

Exam Taking Ability and Student Performance on Exams (with Vern Pierce), Contributed Paper, 1991 summer meetings of the American Agricultural Economics Association, Manhattan, KS, August 6, 1991.

Marketing Systems in American Agriculture, presentation to workshop for Soviet Agribusiness Practitioners, Ames, IA, September 11, 1991.

Types of Business Organizations with Emphasis on Cooperatives, presentation to Iowa Institute of Cooperation Youth Conference, Ames, IA, October 5, 1991.

The Impact of Price on the Sales of an Agribusiness Product, presentation to talented and gifted students, sponsored by Iowa State University of Precollegiate Programs for Talented and Gifted Students, Ames, IA, November 16, 1991.

Understanding the Cooperative Form of Business, Visiting Professor in the Classroom sponsored by the College of Agriculture, Iowa State University, presented to Southeast Polk Community High School, Altoona, IA, March 31, 1992.

Market Economics in American Agriculture, presentation to the US-CISBS Agribusiness Exchange Workshop, Ames, IA, May 5, 1992.

Commodity Risk Management in Agricultural Marketing, presentation to the US-CISBS Agribusiness Exchange Workshop, Ames, IA, May 5, 1992.

Agricultural Cooperatives, presentation to the US-CISBS Agribusiness Exchange Workshop, Ames, IA, May 7, 1992.

Price Impacts on Product Sales, presentation to talented and gifted students, sponsored by Iowa State University of Precollegiate Programs for Talented and Gifted Students, Ames, IA, November 14, 1992.

Agricultural Business at ISU, presentation to Czech/Slovak meeting, sponsored by Department of Economics/College of Business, Ames, IA, March 22, 1993.

Agricultural Leadership at ISU and in the Heartland, presentation to 1993 annual conference of the Western Association of Agricultural Councils, Ames, IA, March 24, 1993.

Types of Businesses with Emphasis on Cooperatives, presentation to Iowa Institute of Cooperation Youth Conference, Ames, IA, June 29, 1993.

The ISU Ag Business Major, presentation to Farm Economics faculty from the Netherlands, Ames, IA, May 26, 1994.

Bachelor of Science Degree Requirements in Ag Business, presentation to faculty and governmental leaders from Russia, Ames, IA, June 29, 1994.

An Overview of Agricultural Cooperatives in the U.S. and Iowa, presentation to the COOPMONTECILLOS/CICET Group (Costa Rica), Ames, IA, July 20, 1994.

The Agricultural Business Major at Iowa State University and Some Related Advising Issues, presentation to the COOPMONTECILLOS/CICET Group (Costa Rica), Ames, IA, July 21, 1994.

Getting Started Teaching a New Course in Agri Selling, organized symposium presentation, 1994 annual AAEA meeting, San Diego, CA, August 8, 1994.

Voices of Experience-Teaching, presentation to New Faculty Orientation Program at Iowa State University, Ames, IA, August 1, 1994.

Career Planning, presentation to the Cooperative Youth Conference sponsored by the Iowa Institute for Cooperatives, Ames, IA, October 15, 1994.

Quantity Sales versus Dollar Sales, presentation to talented and gifted students, sponsored by Iowa State University's Precollegiate Programs, Ames, IA, October 22, 1994.

Ag Business Administration, Academics, and Advising, presentation to faculty from Bratislava Slovakia, Ames, IA, November 9, 1994.

The ISU Agricultural Business Program, presentation to faculty from the National Agricultural University of Ukraine, Ames, IA, April 6, 1995.

The ISU Agricultural Business Program, presentation to faculty from Pannon University in Hungary, Ames, IA, May 17, 1995.

The Agricultural Business Major at Iowa State University and Some Related Advising Issues, presentation to the COOPMONTECILLOS/CICET Group (Costa Rica), Ames, IA, July 31, 1995.

ISU's Ag Business Program, presentation to faculty from Moores Business School (Liverpool, England), Ames, IA, February 26, 1996.

An Economics Lesson for Business Managers, presentation to Chicago high school students, Ag Science Day, sponsored by ISU Ag College, Ames, IA, March 2, 1996.

Ag Marketing Courses and Curricula in Ag Business, presentation to faculty from Godollo University (Hungary), Ames, IA, May 20, 1996.

The Use of Case-Studies in Teaching, invited presentation, College of Agriculture Teaching Workshop, Ames, IA, April 3 (and repeated April 4), 1996.

ISU's Ag Business Program, presentation to visiting faculty from Israel, Ames, IA, August 21, 1996.

An Overview of U.S. Agricultural Cooperatives, presentation to visiting delegation from Morocco, sponsored by ISU College of Agriculture, Ames, IA, October 28, 1996.

Communication Techniques for Large Classes, invited presentation, College of Agriculture Communication Workshop, Iowa State University, Ames, IA, February 18, 1997.

Advisor Evaluation Procedures - College of Agriculture and Agricultural Business, invited presentation, College of Agriculture Workshop, Iowa State University, Ames, IA, May 1, 1997.

A Tour of Central Iowa Agribusinesses, presented to participants in Iowa State University's Office of Precollegiate Programs for Talented and Gifted, Exploration Program >DNA to Dessert', Ames, IA, June 17, 1997.

Are You a Response Able Person? Behaviors That Determine Your Effectiveness at Home and at Work, invited presentation, Parent and Family Weekend Committee, Iowa State University, Ames, IA, October 11, 1997.

Taking Responsibility for Becoming a More Effective Student, invited presentation, Iowa State University Honors seminar, November 5, 1997.

Memories of Working With Roger Bruene, invited presentation at Bruene's retirement reception, sponsored by ISU's College of Agriculture, Ames, IA, May 6, 1998.

Introducing Students to a Unit or Course on Agricultural Sales, invited presentation, In Service Workshop, Iowa vo-Ag Instructors, Ames, IA, July 2, 1998.

An Overview of U.S. Ag Co-ops, invited presentation to visiting Russian delegation, sponsored by CARD, Ames, IA, July 28, 1998.

What's So Funny About Teaching 'Dismal' Science Classes? (i.e. The Use of Humor in the Agricultural Economics Classroom), contributed paper presentation, annual meeting of the American Agricultural Economics Association, Salt Lake City, Utah, August 3, 1998.

A Not Too Technical Analysis of Technical Price Analysis, invited presentation, 1998 International Agribusiness School, sponsored by ISU Economics Dept., Ames, IA, August 10 and 17, 1998.

Making Money in Business Using Lessons from Economics, presentation to ISU's Precollegiate Talented and Gifted Program, Ames, IA, October 3, 1998.

Humor in the Classroom, invited presentation, Faculty forum sponsored by ISU's Center for Teaching Excellence, Ames, IA, November 9, 1998.

Agricultural Futures and Options, invited presentations over a two-week period to Econ 135 class (Dr. Beghin's), Ames, IA, fall 1998.

Welcome to Iowa State University, AGR-sponsored orientation program, Ames, IA, March 2, 1999.

Making More Money in Business Using Pricing Lessons from Economics, Ag Science Day presentation, Ames, IA, April 22, 1999.

Combining Role Playing, Communication Activities, and Group Decision Making into Case Study Assignments, invited presentation, North Central Teaching Symposium - Engaging Learners Through Communication, Ames, IA, June 7, 1999.

Making More Money in Business Using Pricing Lessons from Economics, 4-H Youth Conference presentation, Ames, IA, June 30, 1999.

Humor in the workplace, invited presentation, Ames Chapter of the American Women's Business Association, Ames, IA, July 13, 1999.

Wired - Everything You Need to Know About Getting >Connected' at Iowa State University New Student Days program, Ames, IA, September 20, 1999.

Making More Money in Business with Economics, Science in Ag Day presentation, ISU, Ames, IA, April 12, 2000.

Engagement Activities Involving Community Colleges, Invited Presentation, ISU College of Agriculture Engagement Conference, Ames, IA, April 24, 2000.

Using Case Studies That Combine Role Playing, Communicating, Problem Solving, and Group Decision Making Activities, Invited Presentation, ISU Comm Fair, Ames, IA, April 26, 2000.

Making More Money in Business with Economics, 4-H Youth Conference presentation, ISU, Ames, IA, June 20 & 21, 2000.

Faculty Expectations of ISU Students, Invited Presentation, ISU New Student Days 2000, Ames, IA, August 18, 2000.

Communicating to Learn and Learning to Communicate via Multifaceted Assignments in Econ 332, invited presentation, ISU Comm II, Ames, IA, February 23, 2001 (repeated March 26 for Deans' Cabinet meeting).

Charting the Course, invited presentation, New Student Days program, Iowa State University, Ames, IA, August 24, 2001.

Outcomes Assessment Activities in ISU's Department of Economics, invited presentation, ISU Outcomes Assessment Workshop (Mary Huba, coordinator), Iowa State University, Ames, IA, October 17, 2002.

If Deiter Can Do It, Anybody Can, invited presentation, Center for Teaching Excellence Workshop, Iowa State University, Ames, IA, March 12, 2002.

Freshmen Honors Mentorships, discussion leader, Freshmen Honors Program, Iowa State University, Ames, IA, March 13, 2003.

Using Humor in the Classroom, invited presentation, CyTech Challenge workshop (Leanne Nieland, co-director), Iowa State University, Ames, IA, April 19, 2002.

ISU's Agricultural Business Program, invited presentation, ISU Admissions Office (traveling recruiters), Iowa State University, Ames, IA, September 12, 2002.

Humor as an Instructional Strategy, invited presentation, HgEd 561 (College Teaching), Iowa State University, Ames, IA, October 17, 2002.

The Economics of Making Good Pricing Decisions in Business, Science in Ag Day presentation, ISU, Ames, IA, April 22, 2003.

An Overview of ISU's Ag Business Program, invited presentation to ISU Admissions Office staff, Ames, IA, May 5, 2003.

Teaching Tips Guaranteed to Work (Or Get Your Money Back), invited presentation, annual meeting, American Agricultural Economics Association, Montreal, Canada, July 29, 2003.

Getting Off to a Great Start B The First Class Really IS Important, teaching workshop presentation, Dept. Of Economics, ISU, Ames, IA, August 22, 2003.

Outcomes Assessment in ISU's Economic Department, invited presentation, ISU Outcomes Assessment Workshop (Mary Huba coordinator), ISU, Ames, IA, October 28, 2003.

"Custom Service Aspects of Recruiting Students," invited presentation, ISU Admissions Office retreat, Ames, IA, August 11, 2004.

“Lead, Follow, or Get Out of the Way,” invited presentation, Gowrie High School honors banquet, Gowrie, IA, March 9, 2006.

“The Last Class Your Graduating Seniors Take Could Be the Most Important One,” invited presentation, 2005 NAADA Conference, Des Moines, IA, June 13, 2005. (NAADA ‘ National Agricultural Alumni and Development Association).

“ISU from a Faculty Member’s Perspective,” invited panel discussion, ISU Admissions, Ames, IA, June 22, 2006.

“You Set the Price,” 4-H Youth Conference presentations (given two times), Ames, IA, June 27-29, 2006.

“You Set the Price,” 4-H Youth Conference presentations (given three times), Ames, IA, June 28-29, 2005.

“You Set the Price,” Just for Juniors Conference, Ames, IA, July 26, 2006.

“Lead, Follow, or Get Out of the Way,” ISU Leadership Conference, Ames, IA, January 11, 2007.

“Integrating Communication Activities Into the Teaching of Large Classes,” invited presentation, Ag Comm Workshop, ISU, Ames, IA, February 28, 2007.

“Interviewing Tips,” invited presentation, Science with Practice, ISU, Ames, IA, April 4, 2007.

“Let’s Play a Pricing Game,” 4-H Youth Conference, Ames, IA, June 28, 2007.

“You Set the Price,” Just for Juniors Conference, Ames, IA, July 25, 2007.

“Business vs Ag Business – What’s the Difference?”, Iowa FFA Conference Workshop, Ames, IA, April 17, 2007.

“What Makes a Perfect Parent?”, Econ 110 Common Reading invited presentation, Ames, IA, February 13, 2008.

“The Ag Business Major,” AGR Visitation Day, invited presentation, Ames, IA, March 5, 2008.

“An Overview of the Ag Business Major,” CALS Junior Shadow Day, invited presentation, Ames, IA, April 21, 2008.

“Pricing Fun in Economics,” CALS Science in Ag Program, invited presentation, Ames, IA, April 22, 2008.

“You Set the Price,” ISU 4-H Youth Conference, Ames, IA, June 26, 2008.

“You Set the Price,” ISU Just for Juniors Conference, Ames, IA, July 30, 2008.

“Ag Business vs General Business,” CALS Shadow Day, invited presentation, November 3, 2008.

“Are You a Response Able Person?,” invited presentation. Sigma Kappa Sorority, ISU, Ames, IA, February 2, 2009.

“What Makes a Perfect Parent?,” invited presentation, Econ 110 Learning Teams, ISU, Ames, IA, February 25, 2009.

“How to Approach Businesses for Fund Raising,” invited presentation, Dance Marathon Committee, ISU, Ames, IA, April 22, 2009.

“Let’s Play a Pricing Game to Achieve Greatness in Business,” ISU 4-H Conference, ISU, Ames, IA, June 30, 2009.

“Let’s Play a Pricing Game to Achieve Greatness in Business,” ISU 4-H Conference, ISU, Ames, IA, July 2, 2009.

“Using Sales Class Concepts to Enhance Organizational Fund Raising,” ISU Leadership Experience, Ames, IA, January 26, 2010.

“Suggestions for Increasing Sponsorships,” ISU Dance Marathon, Ames, IA, March 28, 2010.

“You Set the Price,” ISU 4-H Conference, Ames, IA, June 30, 2010 and July 1, 2010.

“Set Your Price,” ISU Just for Juniors Conference, Ames, IA, July 21, 2010.

“A Game Played in Business for Success,” OPPTAG Workshop, Ames, IA, March 24, 2011.

“Aiming for Adventure and Success with Pricing Strategies,” 4-H Workshop, Ames, IA, June 28, 2011.

“Aiming for Adventure and Success with Pricing Strategies,” 4-H Workshop, Ames, IA, June 29, 2011.

“A New ISU Class, The Economics of Sports, at ISU, Econ Club Meeting, Ames, IA, September 20, 2011.

“The Economics of Collegiate Sports,” ISU Retirees Assn, Ames, IA, January 20, 2012.

“How Mighty Is the Almighty Dollar in Collegiate Sports?”, Lions Club, Ames, IA, May 17, 2012.

“Brighten Up Your World by Playing a Pricing Game,” 4-H Workshop, Ames, IA, June 27, 2012.

“Brighten Up Your World by Playing a Pricing Game,” 4-H Workshop, Ames, IA, June 28, 2012.

“How Can An Sci Students Get More Training in Business?”, Invited Presentation, ISU AnSci Dept., Ames, IA, Feb. 28, 2013.

“Playing a Pricing Game to Unmask Money-making Opportunities,” 4-H Workshop, Ames, IA, June 26, 2013.

“Playing a Pricing Game to Unmask Money-making Opportunities,” 4-H Workshop, Ames, IA, June 27, 2013.

“Welcome to the REAL World (i.e. Life After College): Some Expectations, Do’s and Don’ts,” Invited Presentation, National AZ Leadership Conference, Ames, IA, March 29, 2013.

“Tickets to Success by Playing a Pricing Game,” 4-H Workshop, Ames, IA, June 25, 2014.

“Tickets to Success by Playing a Pricing Game,” 4-H Workshop, Ames, IA, June 26, 2014.

“Two Fun Pricing Games,” Invited presentation, State 4-H Volunteer’s Retreat, Ames, IA, February 7, 2015.

“Dare to Play a Pricing Game,” 4-H Workshop, Ames, IA, July 1, 2015.

“Dare to Play a Pricing Game,” 4-H Workshop, Ames, IA, July 2, 2015.

“Playing the Odds in Sports,” invited presentation, ISU Sports Analytics Club, Ames, IA, February 24, 2016.

“Dive Into Some Fun Pricing Games,” 4-H Workshop, Ames IA, June 29, 2016.

“Dive Into Some Fun Pricing Games,” -4H Workshop, Ames, IA, June 30, 2016.

B. Classroom

The Economics of Dairy Marketing, Economics 335 presentation, July 1, 1980.

Cooperatives in Agriculture, Economics 335 presentation, November 6, 1980.

Current Economic Issues Affecting Agricultural Cooperatives, Economics 335 presentation, July 2, 1981.

The Role of Cooperatives in Agricultural Marketing, Economics 335 presentation, October 16, 1981.

How Cooperatives Relate to Marketing, Economics 335 presentation, April 14, 1982.

Buying and Selling by Farmers Through Their Own Organization, Economics 335 presentation, October 15, 1982.

The Economic Nature of Agricultural Prices, Economics 330 presentation, July 11, 1983.

Co-ops in Agriculture, Economics 335 presentation, November 9, 1984.

The Role of Cooperatives in Agriculture, Ag Studies 102 presentation, January 25, 1989.

Milk Marketing and Pricing in the U.S., Animal Science 434 presentation, September 6, 1989.

The Role of Listening in Business Management and Communication, Econa 436 presentation, April 24, 1990.

The Relationship of Cooperatives to Agricultural Marketing, Economics 335 presentation, December 6, 1990.

The Role of Cooperatives in Agriculture, Economics 335 presentation, November 6, 1991.

Introduction to Futures Markets, Economics 335 presentation, June 17, 1992.

Price Discrimination with Federal Milk Marketing Orders, Economics 447 presentation, February 8, 1993.

Weather Impacts on Grain Prices, AgEd S 450 presentation, September 21, 1993.

How to Sell Corn and Hogs if You're Not a Farmer, Visiting Professor in the Classroom presentation, Rockford, IA, December 13, 1995.

How to Sell Corn and Hogs if You're Not a Farmer, Visiting Professor in the Classroom presentation, Rockford High School, September 20, 1996.

How to Sell Corn and Hogs if You're Not a Farmer, Visiting Professor in the Classroom presentation, Rockford High School, January 28, 1998.

Are You a Response Able' Person? Visiting Professor in the Classroom presentation, West Bend High School, November 17, 1998.

Are You a Response Able' Person? Visiting Professor in the Classroom presentation, Perry High School, November 20, 1998.

Are You a Response Able' Person? Visiting Professor in the Classroom presentation, West Bend High School, January 22, 1999.

Are You a Response Able Person?, Visiting Professor in the Classroom presentation, Wapsie Valley High School, March 16, 1999.

Are You a Response Able Person?, invited presentation, Chariton High School Teacher In Service program, Chariton, IA, March 26, 1999.

Are You a Response Able Person?, invited presentation, Ames Youth Shelter Services, Ames, IA, May 4, 1999.

Things to Consider in Making Those Critical Decisions - College, Major, and Career, invited presentation, Econ 110, Ames, IA, September 28, 1999.

Is Ag Business an Option for You, presentation, AgEds 110, Ames, IA, October 12, 1999.

Overview of Economics as a Major, Econ 102 presentation, Ames, IA, November 17, 1999.

Are You A Response Able Person, Visiting Professor in the Classroom presentation, Wapsie Valley High School, November 23, 1999.

What is Ag Business?, AgEdS 110 presentation, ISU, Ames, IA, September 26, 2000.

How to Sell Corn and Hogs if You're NOT a Farmer, Visiting Professor in the Classroom presentation, Early High School, December 14, 2000.

Are You A Response Able Person, Visiting Professor in the Classroom presentation, Van Buren High School, March 9, 2001.

Are You A Response Able Person, Visiting Professor in the Classroom presentation, Milton High School, March 9, 2001.

Are You A Response Able Person, Visiting Professor in the Classroom presentation, Dyersville High School, April 6, 2001.

How to Sell Corn and Hogs if You're Not a Farmer, Visiting Professor in the Classroom presentation, Manning High School, October 26, 2001.

Are You A Response Able Person, Visiting Professor in the Classroom presentation, Atlantic High School, November 20, 2001.

The Ag Business Major, invited presentation, AgEdS 110, Ames, IA, September 17, 2002.

Are You A Response Able Person, Visiting Professor in the Classroom presentation, Jesup High School, November 22, 2002.

Are You A Response Able Person, Visiting Professor in the Classroom presentation, Mason City High School, November 26, 2002.

Are You A Response Able Person, Visiting Professor in the Classroom presentation, Andrew High School, November 27, 2002.

How to Sell Corn and Hogs if You're Not a Farmer, Visiting Professor in the Classroom presentation, Mondamon High School, January 24, 2003.

Freshmen Honors Experiences, discussion leader, Iowa State University, Ames, IA, March 13, 2003.

Ethical Issues for Transfer Students, invited presentation, Econ 110, Ames, IA, September 2, 2003.

The Ag Business Major, invited presentation, AgEdS 110, Ames, IA, September 9, 2003.

Are You A Response Able Person, Visiting Professor in the Classroom presentation, Baxter High School, October 6, 2003.

Are You A Response Able Person, Visiting Professor in the Classroom presentation, Lincoln High School, November 18, 2003.

Are You A Response Able Person, Visiting Professor in the Classroom presentation, Kalona High School, November 25, 2003.

How to Sell Hogs and Corn If You're Not a Farmer, Visiting Professor in the Classroom presentation, Keosauqua High School, November 25, 2003.

How to Sell Hogs and Corn If You're Not a Farmer, Visiting Professor in the Classroom presentation, Sioux Rapids High School, December 15, 2003.

Are You A Response Able Person, Visiting Professor in the Classroom presentation, Roosevelt High School, December 16, 2003.

Are You A Response Able Person, Visiting Professor in the Classroom presentation, Atlantic High School, January 8, 2004.

"An Overview of Ag Business as a Major," invited presentation, AgEds 110, Ames, IA, October 14, 2004.

"Work-Place Realities," invited presentation, AgEds 215, Ames, IA, October 26, 2004.

How to Sell Hogs and Corn If You're Not a Farmer, Visiting Professor in the Classroom presentation, Keosauqua High School, November 24, 2004.

"The Economics of Pricing," Visiting Professor in the Classroom presentation, Keosauqua High School, November 24, 2004.

"Are You a Response Able Person?," Visiting Professor in the Classroom presentation, Twin Cedars High School, October 18, 2005.

"Are You a Response Able Person?," Visiting Professor in the Classroom presentation, Sioux Central High School (given two times), November 21, 2005.

"Are You a Response Able Person?," Visiting Professor in the Classroom presentation, Tri Center High School, November 22, 2005.

"The Economics of Pricing," Visiting Professor in the Classroom presentation, Tri Center High School, November 22, 2005.

"Are You a Response Able Person?," Visiting Professor in the Classroom presentation, Colfax High School (given five times), December 20, 2005.

"Ag Business vs. General Business – What's the Difference?," Visiting Professor in the Classroom presentation, Ankeny High School, April 13, 2006.

"The Business of Golf," invited presentation (with Mike Gaul), Bus Ad 301, Ames, IA, February 15, 2006.

"The Business of Golf," invited presentation (with Mike Gaul), Bus Ad 301, Ames, IA, November 15, 2006.

“Business vs. Ag Business – What’s the Difference?”, Visiting Professor in the Classroom presentation, Maquoketa High School, April 27, 2007.

“You Set the Price,” Visiting Professor in the Classroom presentation, Perry High School, April 30, 2007.

“Ag Business vs. General Business as a College Major,” CALS Visiting Professor presentation, Garner High School, April 7, 2008.

“Are You A Response Able Person?,” CALS Visiting Professor presentation, Garner High School, April 7, 2008.

“Are You A Response Able Person?,” CALS Visiting Professor presentation, Osage High School, May 7, 2008.

“Are You A Response Able Person?,” CALS Visiting Professor presentation, Mt. Vernon High School, May 22, 2008.

“An Overview of the Ag Business Major,” AgEdS 110 Invited Presentation, Ames, IA, September 9, 2008.

“Are You A Response Able Person?,” CALS Visiting Professor presentation, Nevada High School, October 3, 2008.

“Are You A Response Able Person?,” CALS Visiting Professor presentation, Garden Grove High School, October 24, 2008.

“Are You A Response Able Person?,” CALS Visiting Professor presentation, Jackson Junction High School, January 6, 2009.

“Are You A Response Able Person?,” CALS Visiting Professor presentation, Manchester High School, January 27, 2009.

“Are You A Response Able Person?,” CALS Visiting Professor presentation, Hoover High School (Des Moines), May 8, 2009.

“An Overview of the Ag Business Major,” AgEdS 110 Invited Presentation, Ames, IA, September 15, 2009.

“Re Evaluating Your Choice of Ag Bus as a Major,” invited presentation, Econ 110, Ames, IA, October 15, 2009.

“An Overview of the Ag Business Major,” AgEdS 110 Invited Presentation, Ames, IA, September 7, 2010.

“An Overview of the Ag Business Major,” AgEdS 110 Invited Presentation, Ames, IA, September 15, 2011.

V. TEACHING RECORD

A. Courses Taught

Term*	Year		Course Number and Title	Credit Hours	Enrollment
Winter	1977-78	421	Cooperatives	3	36
Spring	1978	192	Agribusiness Operations	5	46
Fall	1978	192	Agribusiness Operations	5	162
Winter	1978-79	338	Dairy Marketing	3	43
Spring	1979	192	Agribusiness Operations	5	56
		436	Agribusiness Firm Analysis	3	37
Fall	1979	192	Agribusiness Operations	5	152
Winter	1979-80	421	Cooperatives	3	49
		531	Agricultural Marketing	3	12
Spring	1980	192	Agribusiness Operations	5	54
		436	Agribusiness Firm Analysis	3	44
Fall	1980	192	Agribusiness Operations	5	149
		531	Agricultural Marketing	3	21
Winter	1980-81	338	Dairy Marketing	3	37
Spring	1981	436	Agribusiness Firm Analysis	3	51
Fall	1981	421	Cooperatives	2	58
		531	Agricultural Marketing	3	20
Spring	1982	192	Agribusiness Operations	4	94
		436	Agribusiness Firm Analysis	3	41
Fall	1982	192	Agribusiness Operations	4	106
		338	Dairy Marketing	2	47
		531	Agricultural Marketing	3	18
Spring	1983	436	Agribusiness Firm Analysis	3	29
		510x	Adv Ag Marketing (Iowa City)	2	73
Fall	1983	531	Agricultural Marketing	3	19
		421	Agricultural Cooperatives	2	58
Spring	1984	335	Agricultural Marketing	4	158
		436	Agribusiness Firm Analysis	3	30
Fall	1984	192	Agribusiness Operations	4	136
		338	Dairy Marketing	2	24
		531	Agricultural Marketing	3	9
Spring	1985	335	Agricultural Marketing	4	149
		436	Agribusiness Firm Analysis	3	29
Fall	1985	192	Agribusiness Operations	4	149
		421	Agricultural Cooperatives	2	79
		531	Agricultural Marketing	3	9

Term*	Year	Course Number and Title	Credit Hours	Enrollment
Spring	1986	335 Agricultural Marketing	4	35
		340x Agricultural Marketing I (off campus, Algona)	2	15
Fall	1986	192 Agribusiness Operations	4	96
		338 Dairy Marketing	2	26
		531 Agricultural Marketing	3	8
Spring	1987	335 Agricultural Marketing	4	99
		421 Agricultural Cooperatives	2	69
Fall	1987	192 Agribusiness Operations	4	103
		531 Agricultural Marketing	3	8
Spring	1988	421 Agricultural Cooperatives	2	69
		421 Agricultural Cooperatives (off campus)	2	12
		335 Agricultural Marketing	4	123
Fall	1988	192 Agribusiness Operations	4	103
		338 Dairy Marketing	2	22
Spring	1989	335 Agricultural Marketing	4	96
		421 Agricultural Cooperatives	2	63
Summer	1989	493x Introduction to Futures and Options	1	32
Fall	1989	192 Agribusiness Operations	4	110
		335 Agricultural Marketing	4	78
Spring	1990	335 Agricultural Marketing	4	85
		421 Agricultural Cooperatives	2	63
Fall	1990	192 Agribusiness Operations	4	103
		338 Dairy Marketing	2	15
Spring	1991	335 Agricultural Marketing	4	85
		421 Agricultural Cooperatives	2	70
Fall	1991	192 Agribusiness Operations	4	108
		335 Agricultural Marketing	4	61
Spring	1992	421 Agricultural Cooperatives	2	89
		441x Professional Agri Selling	3	36
Fall	1992	110 Ag Business Orientation	R	100
		192 Agribusiness Operations	4	105
		338 Dairy Marketing	2	22
		399x Ag Business Internship	3	23
		492 Senior Seminar	1	18
Spring	1993	421 Agricultural Cooperatives	2	91
		441x Professional Agri Selling	3	50
Summer	1993	441x Professional Agri Selling (off-campus, videotape)	3	27
Fall	1993	192 Agribusiness Operations	4	108
		335 Agricultural Marketing	3	105
		392 Senior Seminar	1	14
		399x Ag Business Internship	3	44

Term*	Year	Course Number and Title	Credit Hours	Enrollment
Spring	1994	441x Professional Agri Selling	3	43
		421 Agricultural Cooperatives	2	78
Fall	1994	192 Agribusiness Operations	4	104
		338 Dairy Marketing	2	11
		392 Senior Seminar	1	28
		399x Ag Business Internship	3	48
Spring	1995	341 Agri Selling	3	56
		421 Agricultural Cooperatives	2	72
Fall	1995	110 Ag Business Orientation	R	74
		192 Agribusiness Operations	3	102
		392 Career Seminar	1	51
		399 Ag Business Internship	2	39
Spring	1996	332 Agricultural Cooperatives	2	77
		336 Agri Selling	3	50
Fall	1996	110 Ag Business Orientation	R	101
		301 Intermediate Microeconomics	3	41
		338 Dairy Marketing (w/Dr. Ginder)	2	21
		392 Career Seminar	1	30
Spring	1997	332 Agricultural Cooperatives	2	93
		336 Agri Selling	3	66
Fall	1997	110 Ag Business Orientation	R	95
		301 Intermediate Microeconomics	3	48
		392 Career Seminar	1	60
		492x Graduating Senior Seminar	R	23
Spring	1998	332 Agricultural Cooperatives	2	114
		336 Agri Selling	3	56
		492x Graduating Senior Seminar	R	63
Fall	1998	301 Intermediate Microeconomics	3	47
		332 Agricultural Cooperatives	2	104
		392 Career Seminar	1	45
		492 Graduating Senior Seminar	R	40
Spring	1999	301 Intermediate Microeconomics	3	39
		336 Agri Selling	3	52
		492 Graduating Senior Seminar	R	64
Fall	1999	292 Career Seminar	1	43
		301 Intermediate Microeconomics	4	45
		336 Agri Selling	3	56
		492 Graduating Senior Seminar	R	36
Spring	2000	301 Intermediate Microeconomics	4	43
		332 Cooperatives	2	102
		492 Graduating Senior Seminar	R	83
Summer	2000	532 Business Economics	3	34
Fall	2000	292 Career Seminar	1	49
		301 Intermediate Microeconomics	4	45
		336 Agri Selling	3	49
		492 Graduating Senior Seminar	R	28

Term*	Year	Course Number and Title		Credit Hours	Enrollment
Spring	2001	301	Intermediate Microeconomics	4	46
		332	Agricultural Cooperatives	2	86
		492	Graduating Senior Seminar	R	80
Summer	2001	532	Business Economics	3	36
Fall	2001	292	Career Seminar	1	62
		301	Intermediate Microeconomics	4	41
		336	Agri Selling	3	55
		492	Graduating Senior Seminar	R	38
Spring	2002	301	Intermediate Microeconomics	4	37
		332	Agricultural Cooperatives	2	73
		492	Graduating Senior Seminar	R	78
Summer	2002	532	Business Economics	3	32
Fall	2002	292	Career Seminar	1	29
		301	Intermediate Microeconomics	4	52
		336	Agri Selling	3	52
		492	Graduating Senior Seminar	R	36
Spring	2003	301	Intermediate Microeconomics	4	38
		332	Agricultural Cooperatives	2	67
		492	Graduating Senior Seminar	R	92
Summer	2003	532	Business Economics	3	28
Fall	2003	292	Career Seminar	1	40
		301	Intermediate Microeconomics	4	40
		336	Agri Selling	3	46
		492	Graduating Senior Seminar	R	24
Spring	2004	301	Intermediate Microeconomics	4	30
		332	Agricultural Cooperatives	2	52
		492	Graduating Senior Seminar	R	70
Summer	2004	532	Business Economics	3	26
Fall	2004	292	Career Seminar	1	44
		301	Intermediate Microeconomics	4	41
		336	Agri Selling	3	46
		492	Graduating Senior Seminar	R	25
Spring	2005	101	Principles of Microeconomics	3	230
		332	Agricultural Cooperatives	2	41
		301	Intermediate Microeconomics	4	39
		492	Graduating Senior Seminar	R	64
Summer	2005	532	Business Economics	3	31
Fall	2005	292	Career Seminar	1	40
		301	Intermediate Microeconomics	4	58
		336	Agri Selling	3	46
		492	Graduating Senior Seminar	R	21
Spring	2006	101	Principles of Microeconomics	3	238
		332	Agricultural Cooperatives	2	52
		492	Graduating Senior Seminar	R	68
Summer	2006	532	Business Economics	3	36

Term*	Year	Course Number and Title		Credit Hours	Enrollment
Fall	2006	292	Career Seminar	1	52
		301	Intermediate Microeconomics	4	63
		336	Agri Selling	3	45
		492	Graduating Senior Seminar	R	17
Spring	2007	101	Principles of Microeconomics	3	230
		332	Agricultural Cooperatives	2	46
		492	Graduating Senior Seminar	R	60
Summer	2007	532	Business Economics	3	32
Fall	2007	292	Career Seminar	1	61
		301	Intermediate Microeconomics	4	67
		336	Agri Selling	3	44
		492	Graduating Senior Seminar	R	25
Spring	2008	101	Principles of Microeconomics	3	314
		332	Agricultural Cooperatives	2	42
		492	Graduating Senior Seminar	R	66
Summer	2008	532	Business Economics	3	37
Fall	2008	292	Career Seminar	1	62
		301	Intermediate Microeconomics	4	65
		336	Agri Selling	3	54
		492	Graduating Senior Seminar	R	21
Spring	2009	101	Principles of Microeconomics	3	254
		332	Agricultural Cooperatives	2	23
		492	Graduating Senior Seminar	R	56
Fall	2009	292	Career Seminar	1	84
		301	Intermediate Microeconomics	4	67
		336	Agri Selling	3	36
		492	Graduating Senior Seminar	R	30
Spring	2010	101	Principles of Microeconomics	3	177
		332	Agricultural Cooperatives	2	55
		492	Graduating Senior Seminar	R	77
Fall	2010	101	Principles of Microeconomics	3	347
		292	Career Seminar	1	78
		336	Agri Selling	3	28
		492	Graduating Senior Seminar	R	21
Spring	2011	313X	Economics of Sports	3	28
		332	Agricultural Cooperatives	3	48
		492	Graduating Senior Seminar	R	73
Fall	2011	101	Principles of Microeconomics	3	245
		292	Career Seminar	1	107
		336	Agri Selling	3	34
		492	Graduating Senior Seminar	R	30
Spring	2012	313X	Economics of Sports	3	59
		332	Agricultural Cooperatives	3	54
		492	Graduating Senior Seminar	R	98
Fall	2012	101	Principles of Microeconomics	3	168
		292	Career Seminar	1	153

Term*	Year	Course Number and Title	Credit Hours	Enrollment
		336 Agri Selling	3	38
		492 Graduating Senior Seminar	R	36
Spring	2013	101-4 Prin. Of Microeconomics	3	288
		101-6 Prin. Of Microeconomics	3	188
		313X Economics of Sports	3	53
		492 Graduating Senior Seminar	R	99
Fall	2013	101-10 Principles of Microeconomics	3	194
		292 Career Seminar	1	158
		336 Agri Selling	3	27
		492 Graduating Senior Seminar	R	47
Spring	2014	101-4 Prin. Of Microeconomics	3	377
		313X Economics of Sports	3	107
		492 Graduating Senior Seminar	R	113
Fall	2014	101-10 Principles of Microeconomics	3	190
		292 Career Seminar	1	151
		336 Agri Selling	3	54
		492 Graduating Senior Seminar	R	45
Spring	2015	101-3 Prin. Of Microeconomics	3	342
		101-5	3	258
		313 Economics of Sports	3	110
		492 Graduating Senior Seminar	R	132
Fall	2015	101-10 Principles of Microeconomics	3	204
		292 Career Seminar	1	156
		336 Agri Selling	3	51
		492 Graduating Senior Seminar	R	34
Spring	2016	101-3 Prin. Of Microeconomics	3	368
		313 Economics of Sports	3	104
		492 Graduating Senior Seminar	R	131
Fall	2016	101-4 Principles of Microeconomics	3	375
		292 Career Seminar	1	172
		336 Agri Selling	3	70
		492 Graduating Senior Seminar	R	46

*Term ' quarter prior to Fall 1981, semester Fall 1981 and after.

B. OVERALL INSTRUCTOR RATINGS (on scale of 1-5)

TERM	Bus Econ	AgB Mgmt	Ag Mktg/Sports Econ (S86-F93 / S11-pres.)	Dairy Mktg	Ag Sales	Career Seminar	Co-ops	Intermed Micro	Prin. Micro	DEPT*
F85		3.58					3.61			3.70
S86			4.14							3.68
F86		3.68		3.80						3.60
S87			4.04				3.91			3.80
F87		4.05								3.65
S88			4.28				4.24			3.92
F88		4.11		4.05						3.97
S89			3.74				4.15			4.05
F89		4.42	4.22							4.00
S90			4.10				4.27			4.18
F90		4.31		4.20						4.00
S91			4.15				4.37			4.08
F91		4.36	4.22							4.01
S92					4.56		4.63			4.03
F92		4.05		4.42						3.65
S93					4.70		4.25			3.80
F93		4.20	4.20							3.90
S94					4.41		4.26			4.13
F94		4.11		4.10						3.64
S95					4.28		4.42			3.95
F95		4.29				4.30				3.52
S96					4.38		4.18			4.23
F96						4.43		4.41		4.09
S97					4.24		4.29			3.96
F97						4.12		4.26		3.68
S98					4.19		3.91			3.91
F98						4.63	4.21	4.37		4.04
S99					4.32			4.53		3.87

TERM	Bus Econ	AgB Mgmt	Ag Mktg/Sports Econ (S86-F93 / S11-pres.)	Dairy Mktg	Ag Sales	Career Seminar	Co-ops	Intermed Micro	Prin. Micro	DEPT*
F99					4.20	4.53		4.47		4.05
S00							4.05	4.32		3.72
SS00	4.38									
F00					4.33	4.40		4.20		4.06
S01							3.99	4.43		3.73
SS01	3.97									4.38
F01					4.44	4.34		3.97		4.09
S02							3.98	4.13		3.84
SS02	4.47									4.31
F02					3.74	4.26		4.09		3.98
S03							4.02	4.35		3.82
SS03	4.27									3.69
F03					4.19	4.32		4.27		4.17
S04							4.02	4.54		4.06
SS04	4.80									3.96
F04					4.35	4.50		4.00		3.93
S05							3.61	4.23		3.76
F05					3.89	4.43		4.33		4.10
S06							4.00		3.71	3.98
SS06	4.37									
F06					4.12	4.38		3.76		3.95
S07							3.80		4.04	3.90
SS07	4.37									
F07					3.97	4.36		4.23		3.89
S08							4.29		3.65	4.09
SS08	4.54									
F08					4.05	4.12		4.17		4.29
S09							4.43		3.81	3.58
F09					4.31	4.03		3.75		3.63
										3.89

TERM	Bus Econ	AgB Mgmt	Ag Mktg/Sports Econ (S86-F93 / S11-pres.)	Dairy Mktg	Ag Sales	Career Seminar	Co-ops	Intermed Micro	Prin. Micro	DEPT*
S10							4.24		3.89	
F10					4.19	4.13		3.56		3.73
S11			4.67				3.60			4.12
F11					4.40	3.73			3.85	3.72
S12			4.13				4.33			4.12
F12					4.07	3.91			4.15	3.72
S13			4.24						3.17/3.96	3.72
F13					4.56/4.00	4.30			3.25	3.65/3.42
S14			4.16						3.43	3.56/4.06
F14					4.23/3.92	3.63			3.51	3.59/4.05
S15			3.79						2.61/3.09	4.09/3.59
F15					3.20/3.08	3.78			3.15	4.00/3.68
S16			4.13				4.28		3.66	4.09/3.59
F16					4.26/4.26	3.81			3.66	4.00/3.68

*Dept ' Undergraduate ag econ average. Through S96, based on scale of 1 ' far below average, 2 ' below average, 3 ' average, 4 ' above average and 5 ' far above average. Starting F96, based on a scale of 1 ' very poor, 2 ' poor, 3 ' satisfactory, 4 ' good, and 5 ' very good.

C. GRADUATING SENIOR (Econ 492) EVALUATIONS (instructor)

Listed below is a summary of graduating senior evaluations of Dr. Deiter as an instructor. Each semester, all graduating Ag Business seniors are provided with a list of all ag economics instructors. The students are asked to assign an overall 'evaluation' to each faculty member who had taught them. These evaluations were assigned values ranging from 0.00 (F) to 4.33 (A+) and then weighted by the number of responses (thru S95). For F95 and S96 instructors were assigned evaluations ranging from One of the Best (5) to One of the Worst (1). Beginning Fall 1995 instructors were assigned evaluations ranging from Very Good (5) to Very Poor (1).

Term	Avg Evaluation for Dr. Deiter	Department Average	Deiter Rank/ Total Instructors Rated
F91	3.72	--	1/18
S92	3.70	--	3/18
F92	3.88	--	1/17
S93	3.85	--	3/19
F93	3.61	--	1/20

Term	Avg Evaluation for Dr. Deiter	Department Average	Deiter Rank/ Total Instructors Rated
S94	3.46	--	3/21
F94	3.48	--	4/19
S95	3.71	--	2/21
F95	4.42	3.53	2/36*
S96	4.40	3.63	7/22
F96	4.59	3.67	3/17
S97	4.56	3.69	2/22
F97	4.65	3.60	3/15
S98	4.35	3.53	5/28
F98	4.38	3.30	5/24
S99	4.42	3.67	6/30
F99	4.03	3.51	6/25
S00	4.38	3.47	6/38
F00	4.26	3.68	5/19
S01	4.15	3.78	11/37
F01	4.68	3.92	4/32
S02	4.14	3.62	10/35
F02	4.23	3.83	6/24
S03	4.07	3.57	9/38
F03	4.30	3.82	6/19
S04	4.21	3.56	8/48
F04	4.13	3.42	7/61
S05	3.98	3.84	2/32
F05	4.33	3.80	5/40
S06	4.06	3.86	16/33
F06	4.07	4.08	9/15
S07	3.76	3.59	14/40
F07	4.00	3.66	9/28
S08	4.14	3.77	10/34
F08	4.11	3.78	7/51
S09	3.94	3.94	14/33
F09	4.17	3.98	10/16

Term	Avg Evaluation for Dr. Deiter	Department Average	Deiter Rank/ Total Instructors Rated
S10	4.10	3.92	13/33
F10	3.73	3.73	7/10
S11	3.92	4.10	14/20
S13	4.01	3.84	8/49
S14	3.94	3.69	15/49
S15	3.67	3.79	17/48
S16	4.04	3.68	20/47

*Beginning F95, both Econ and Ag Econ instructors are evaluated. Results reported only for instructors rated by at least 5 students.

VI. ADVISING RECORD

A. NUMBER OF UNDERGRADUATE ADVISEES (Fall Term)

<u>Year</u>	<u>No.</u>	<u>Year</u>	<u>No.</u>	<u>Year</u>	<u>No.</u>	<u>Year</u>	<u>No.</u>
1981	43	1990	65	1999	63	2008	30
1982	66	1991	79	2000	49	2009	37
1983	56	1992	75	2001	62	2010	37
1984	50	1993	62	2002	60	2011	44
1985	54	1994	53	2003	55	2012	49
1986	62	1995	65	2004	52	2013	33
1987	59	1996	64	2005	15	2014	19
1988	61	1997	83	2006	23	2015	53
1989	69	1998	74	2007	24	2016	46

B. STUDENT CLUBS ADVISED

ISU Agricultural Business Club, 1977 to present
 ISU Ag Council, 1988-1991
 ISU Alpha Zeta, 1981-1984
 ISU Fantasy Sports Club, 2016-present

C. GRADUATING SENIOR (Econ 492) EVALUATIONS (advisor)

Listed below is a summary of graduating senior evaluations of Dr. Deiter as an advisor. Each semester, all graduating Ag Business seniors are provided with a list of all Ag Business advisors. The students are asked to assign an overall 'evaluation' to each faculty member who had served as their advisor (official or otherwise). These evaluations were assigned values ranging from 0.00 (F) to 4.33 (A+) and then weighted by the number of responses (thru S95). Beginning Fall 1995 advisors were assigned evaluations ranging from Very Good (5) to Very Poor (1).

Term	Avg. Evaluation for Dr. Deiter	Department Average	Deiter Rank/ Total Advisor Rated
F91	3.88	--	1/8
S92	3.85	--	1/7
F92	3.88	--	2/13
S93	4.00	--	1/11
F93	3.76	--	2/10
S94	3.58	--	2/11
F94	3.82	--	2/10
S95	3.88	--	2/14

Term	Avg. Evaluation for Dr. Deiter	Department Average	Deiter Rank/ Total Advisor Rated
F95	4.69	3.58	1/18
S96	4.75	3.86	4/16
F96	4.67	4.31	5/14
S97	4.76	3.81	3/15
F97	4.87	3.86	1/12
S98	4.60	3.58	3/16
F98	4.16	4.13	6/10
S99	4.90	3.97	1/11
F99	4.75	4.08	5/14
S00	4.59	3.73	2/14
F00	4.75	4.46	2/11
S01	4.56	3.94	3/10
F01	5.00	4.45	1/8
S02	4.46	3.93	4/11
F02	4.27	4.46	5/6
S03	4.59	3.75	2/12
F03	4.27	3.77	3/6
S04	4.47	3.97	2/7
F04	4.40	3.85	2/7
S05	4.47	4.10	2/7
F05	4.63	4.65	2/4
S06	4.39	4.53	5/5
F06	4.50	3.96	4/12
S07	4.00	3.81	4/10
F07	4.50	3.90	5/16
S08	4.11	4.02	4/9
F08	4.86	4.28	1/3
S09	3.95	3.86	7/17
F09	4.63	4.46	5/12
S10	4.31	4.11	7/18
F10	4.14	3.89	4/13
S11	4.33	4.43	3/5

Term	Avg. Evaluation for Dr. Deiter	Department Average	Deiter Rank/ Total Advisor Rated
F13	4.42	3.97	2/16
F14	4.12	3.56	4/16
S15	3.96	3.90	7/16
F15	NA	NA	NA
S16	4.28	4.18	4/9
F16	3.80	4.11	7/8

D. DEPARTMENTAL SPRING ADVISER EVALUATIONS

Term	Avg. Eval. Deiter	Dept. Avg.	Deiter Rank/Total
S09	4.89	3.98	2/13
S10	4.37	4.23	6/9
S11	4.80	4.41	2/9

E. GRADUATE STUDENT PROGRAM OF STUDY COMMITTEES

Year	Student Name	Degree
1981	Alan Swainston	MS
1982	Sandra Johnson Jay Mattison (Dairy Science)	MS MS
1983	David Reinders	Ph.D.
1983-84	Yulius Slamet (Sociology) Bruce Bandstra (Dairy Science)	MS MS
1984	Dave Skaden	MS
1984-85	Sana Al-Samarrae Quentin Grafton	MS* MS
1984-86	Bill Ziehm Chuck White (Master of Ag)	MS* MS
1980-86	David Passe	Ph.D.*
1985	Mark Bowman	MS
1985-86	David Valentine (Business)	MS*
1986	Paul Hackbarth (Ag Education) Ted Schroeder Ariel Ortiz	MS Ph.D. MS
1986-present	Max Drefke (Master of Ag)	MS
1987	James Christensen John Buster (Master of Ag)	MS* MS
1987-88	Ed Damman (Ag Education) Russ Euken (Master of Ag) Mark Lund Mark Guy	MS MS MBA Ag MBA Ag

Year	Student Name	Degree
	Ron Pothast	MBA Ag
1987-89	Dave Bullock	Ph.D.
1988	Atcharawan Ngarmyarn	Ph.D.
1989	Wendy Martin (Gen Graduate Studies)	MS
1989-92	Vern Pierce	Ph.D.
1990-92	Jeffrey Dunklee (AnS) Chris Hillburn	MS Ph.D.
1990	Steve Rutherford (Master of Ag) Mark Bausch (Master of Ag)	MS* MS*
1991	Dave Beitz	MS
1991-94	Ahmad Yazdapanah	Ph.D.
1992	Jim Green (Ag Education)	MS
1992-95	Charles Turner (Education)	Ph.D.
1994-1999	William Wilson (Master of Ag)	MS*
1995-96	Keith Porter (Master of Ag)	MS
1996-97	Doug Pooch (Master of Ag)	MS*
1997	Russ Jones (PE)	MS
1997	Ben Winborn (Gen Graduate Studies)	MS
1997	Abdulelah Al-Nafisa (Statistics)	MS
1999-2000	Andy Johnson (Ag Educ)	MS
1999-2001	Dave Knutson (Bus)	MS
2001-2002	T.J. Teutken (ME)	MS
2001-present	Scott Cline (Master of Ag)	MS
2001-present	Cherylann Stewart (Ag Educ)	MS
2002	Rick Swenson (Ag Educ)	MS
2002-2004	Tim Van Pelt (ME)	MS
2003-2004	Mike Dillon (Master of Ag)	MS
2005-2006	Mingxue Lu (JLMC) Brian Tenesaca (Interdisc. Grad.) Cherylann Stewart (Ag Educ) Kaye Strohbehn (Ag Educ)	MS MS MS MS
2006-2007	Mingxue Lu (JLMC) Brian Tenesaca (Interdisc. Grad.) Cherylann Stewart (Ag Educ) Kaye Strohbehn (Ag Educ)	MS MS MS MS

Year	Student Name	Degree
2007-2008	Cherylann Stewart (Ag Educ)	MS
	Kaye Strohbehn (Ag Educ)	MS
2009-2010	Terry Sponheim (Ag Educ)	MS
2014	Tyler Schau (Ag Educ)	MS

*Served as committee chairperson.

VII. COMMITTEE/SERVICE RECORD (2003-2016)

Committee	'04	'05	'06	'07	'08	'09	'10	'11	'12	'13	'14	'15	'16
Department of Economics													
Curriculum									X	X	X	X	X
Advisor, Ag Business Club	X	X	X	X	X	X	X	X	X	X	X	X	X
External Review (Subcommittee)							X	X	X				
Outcomes Assessment	X	X			X	X	X	X	X	X	X	X	X
Undergraduate Programs			X	X	X								
Teaching, Advising, Service & Alumni Awards				X	X	X	X	X	X	X	X	X	X
Undergrad Recruitment, Advising & Placement	X	X											
Econ Council	X												
Staff Recruiting, Ag Entrepreneurship position, Advising					X	X				X	X		
College/University/Industry													
Ag Academic Affairs	X												
Gamma Sigma Delta Liaison													
AAEA Resident Instruction	X	X											
Organizer, State FFA Farm Bus. Mgt. Contest	X	X	X	X	X	X	X	X	X	X	X	X	
Ag Recruiting	X	X	X	X	X								
Ag Transfer & Articulation	X	X	X	X	X	X	X	X	X	X	X	X	
AAEA Teaching Symposium/Awards	X												
Ag Promotion and Tenure		X	X	X	X								
Outcomes Assessment		X	X	X	X	X	X	X	X	X	X	X	
Recruitment for Mktg Position				X	X								
Scholarship				X	X	X	X	X	X	X	X	X	
Student Magnet Task Force						X							
Recruitment for Ag Foundation							X						
Student Magnet Task Force/Success Summit							X			X	X		
AgEdS Dept Chair Search Committee													X

REFERENCES - Available upon request.