
Gregory M. Magnan, Ph.D.
Professor
Marketing
Albers School of Business/Economics
gmagnan@seattleu.edu

ACADEMIC BACKGROUND

Ph.D. Michigan State University.

QUALIFICATION

Scholarly Academic

TEACHING

Courses Taught

Courses from the Teaching Schedule: Creating Value Through Marketing and Operations, Implementing Health Sector Strategies, Independent Study, Independent Study, Independent Study, Independent Study, Independent Study, Leading Organizations, Leading Organizations, Leading Responsible Organizations, Leading Responsible Organizations, Leading Responsible Organizations, Leading Responsible Organizations, Managing Risk, Manufacturing & Service Operations, Manufacturing and Service Operations, Operations & Supply Chain Management, Operations Management, Operations Management, Project Management, Project Management and Control, Project Management and Control, Special Topics-Sustainable Business Concepts and Strategies, Strategy & Innovation, Strategy Implementation, Strategy Implementation: Putting It All Together, Supply Chain Management, Supply Chain Management, Sustainable Value Creation, Sustainable Value Creation

INTELLECTUAL CONTRIBUTIONS

Intellectual Contributions Grid

Category	BDS	AIS	TLS	Total
Articles in Refereed Journals	14	12		26
Publications in Refereed Conference Proceedings	9	2		11
Books, Monographs, Compilations, Manuals, Supplements, Chapters, Cases, Readings		2		2

Refereed Articles

Applied or Integrative/application Scholarship

Ashrafi, M., Walker, T., Magnan, G. M., Adams, M., & Accario, M. (2020). A Review of Drivers of Corporate Sustainability in Maritime Ports: A Multi-Stakeholder Perspective. *Maritime Policy & Management*.

Ashrafi, M., Magnan, G. M., Adams, M., & Walker, T. (2020). Understanding the Conceptual Evolutionary Path and Theoretical Underpinnings of Corporate Social Responsibility and Corporate Sustainability. *Sustainability*.

Ashrafi, M., Accario, M., Walker, T., Magnan, G. M., & Adams, M. (2019). Corporate sustainability in Canadian and US maritime ports. *Journal of Cleaner Production*.

Ashrafi, M., Adams, M., Walker, T., & Magnan, G. M. (2018). How corporate social responsibility can be integrated into corporate sustainability: a theoretical review of their relationships. *International Journal of Sustainable Development and World Ecology*.

Fawcett, S. E., Jin, Y. H., Fawcett, A. M., & Magnan, G. M. (2017). I know it when I see it: the nature of trust, trustworthiness signals, and strategic trust construction. *International Journal of Logistics Systems Management*.

Fawcett, S. E., McCarter, M. W., Fawcett, A. M., Webb, G., & Magnan, G. M. (2015). Why Supply Chain Collaboration Fails: The Socio-Structural View of Resistance to Relational Strategies. *Supply Chain Management: An International Journal*, 20 (6), 648-663.

Magnan, G. M., Fawcett, S. E., Alcantar, T., & Henshaw, K. (2011). On Supply Chains and Reputation Risk: Tracking Changes in Supplier Codes of Conduct. *International Journal of Procurement Management*, 4 (6), 567-588.

Magnan, G. M., Fawcett, A. M., & Fawcett, S. E. (2011). Supply Chain Success: Three Initiatives Differentiating High- and Low-Performing Firms. *International Journal of Procurement Management*, 4 (2), 181-202.

Fawcett, S. E., Andraski, J. C., Fawcett, A. M., & Magnan, G. M. (2010). The Indispensable Supply Chain Leader. *Supply Chain Management Review*.

Fawcett, S. E., Andraski, J. C., Fawcett, A. M., & Magnan, G. M. (2009). The Art of Supply Change Management. *Supply Chain Management Review*, 13 (8).

Fawcett, S. E., Osterhaus, P., Magnan, G. M., & Fawcett, A. M. (2008). Mastering the Slippery Slope of Technology. *Supply Chain Management Review*, 12 (7), 14-20.

Magnan, G. M. (2008). Strategic Supplier Relationship Management. *Supply Chain Management Review*, 12 (4), 40-48.

Basic or Discovery Scholarship

Day, M., Magnan, G. M., Hillenbrand, C., & Fawcett, S. E. (in press, 2016). Relational architecture and relational capability: organisational levers to support strategic supplier relationships. *International Journal of Procurement Management*.

Day, M., Fawcett, S. E., Fawcett, A. M., & Magnan, G. M. (2013). Trust and Relational Embeddedness: Exploring a Paradox of Trust Pattern Development in Key Supplier Relationships. *Industrial Marketing Management*.

Fawcett, S. E., Fawcett, A. M., Watson, B. J., & Magnan, G. M. (2012). Peeking Inside the Black Box: Toward an Understanding of Supply Chain Collaboration Dynamics. *Journal of Supply Chain Management*, 48 (1), 44-72.

Fawcett, S. E., Wallin, C., Allred, C. R., Fawcett, A. M., & Magnan, G. M. (2011). Information Technology as an Enabler of Supply Chain Collaboration: A Dynamic-Capabilities Perspective. *Journal of Supply Chain Management*, 47 (1), 38-59.

Allred, C. R., Fawcett, S. E., Wallin, C., & Magnan, G. M. (2011). A Dynamic Collaboration Capability as a Source of Competitive Advantage. *Decision Sciences*, 42 (1), 129-161.

Money, K., Hillenbrand, C., Day, M., & Magnan, G. M. (2010). Exploring reputation of B2B partnerships: Extending the study of reputation from the perception of single firms to the perception of inter-firm partnerships. *Industrial Marketing Management*, 39 (5), 761-768.

Day, M., Magnan, G. M., & Moeller, M. M. (2010). Evaluating the Bases of Supplier Segmentation: A Critical Review and Taxonomy. *Industrial Marketing Management*, 39 (4), 625-639.

Fawcett, S. E., Magnan, G. M., & Fawcett, A. M. (2010). Mitigating Resisting Forces to Achieve the Collaboration-Enabled Supply Chain. *Benchmarking: AN International Journal*, 1 (2), 269-293.

- Fawcett, S. E., Wallin, C., Allred, C., & Magnan, G. M. (2009). Supply Chain Information-Sharing: Benchmarking a Proven Path. *Benchmarking: AN International Journal*, 16 (2), 222-246.
- Fawcett, S. E., Allred, C., Magnan, G. M., & Ogden, J. (2009). Benchmarking the Viability of SCM for Entrepreneurial Model Design. *Benchmarking: AN International Journal*, 16 (1), 5-29.
- Fawcett, S. E., Magnan, G. M., & McCarter, M. W. (2008). A Three-Stage Implementation Model for Supply Chain Collaboration. *Journal of Business Logistics*, 29 (1), 93-112.
- Fawcett, S. E., Magnan, G. M., & McCarter, M. W. (2008). Benefits, Barriers, and Bridges to Effective Supply Chain Management. *Supply Chain Management: An International Journal*, 13 (1), 35-48.
- Magnan, G. M. (2008). Supply Chain Alliances and Social Dilemmas: Bridging the Barriers that Impede Collaboration. *International Journal of Procurement Management*, 1 (3), 318-341.
- Fawcett, S. E., Osterhaus, P., Magnan, G. M., & McCarter, M. W. (2007). Information sharing and supply chain performance: the role of connectivity and willingness. *Supply Chain Management: An International Journal*.
- Fawcett, S. E., Jeffrey, O., Magnan, G. M., & Cooper, B. (2006). Organizational Commitment and Governance for Supply Chain Success. *International Journal of Physical Distribution and Logistics Management*, 36 (1), 22-35.

Refereed Proceedings

Applied or Integrative/application Scholarship

- Magnan, G. M. (2015). Sustainability And Supply Chain Management: What Can Be Learned From Catholic Social Thought? *44th Annual Meeting of the Western Decision Sciences Institute, April, 2015, Maui, Hawaii*.
- Magnan, G. M., & Cohen, M. A. (2014). The Need for a Moral Conception of Trust in Inter-Organizational Relationships. *43rd Annual Meeting of the Western Decision Sciences Institute, April, 2014, Napa, California*.

Basic or Discovery Scholarship

- Magnan, G. M. (2013). Architecture's role in developing relational capability: exploring organisational levers to support supplier relationships. *8th Annual CSCMP European Research Seminar (ERS), May, Amsterdam*.
- Magnan, G. M. (2013). Supply Chain Integration and Firm Performance: Evaluating the Nature of Enabling Capabilities. *24th Annual POM Conference, May, Denver, CO*.
- Magnan, G. M. (2013). The Role of Relational Architecture in Developing Relational Capability: Organizational Levers to Support Strategic Supplier Relationship Management. *24th Annual POM Conference*.
- Magnan, G. M. (2012). Buyer Trustworthiness: Developing a Dynamic Relational Capability to Achieve Differential Performance. *23rd Annual North American Research Symposium*.
- Magnan, G. M., Day, M., Hillenbrand, C., & Fawcett, S. E. (2011). The Architecture of Relational Capabilities: Building Relationship Quality Capital with Suppliers for Collaborative Advantage. *42nd Annual Decision Sciences Institute National Conference, Boston, MA*.
- Fawcett, S. E., McCarter, M. W., Fawcett, A. M., Webb, S. G., & Magnan, G. M. (2011). Hitting the Wall: A Socio-Structural View to Developing a Dynamic Collaborative Capability. *Academy of Management Conference, San Antonio, TX*.
- Magnan, G. M., Day, M., Hillenbrand, C., & Fawcett, S. E. (2011). The Architecture of Relational Capabilities: Cultivating Relational Quality for Collaborative Advantage. *CSCMP European Research Seminar, Barcelona, Spain*.

Magnan, G. M., Marilyn, G. E., Lambert, P., Mullineaux, M., & Day, M. (2011). Leaders, Leadership and the Development of Relational Capital. *22nd Annual North American Research Symposium*, San Diego, CA:.

Fawcett, S. E., Fawcett, A. M., Watson, B. J., & Magnan, G. M. (2011). Peeking Inside the Black Box: Toward an Understanding of Supply Chain Collaboration Dynamics. *22nd Annual North American Research Symposium*, San Diego, CA:.

Books, Monographs, Compilations, Manuals

Monographs

Fawcett, S. E., Magnan, G. M., & Ogden, J. (2007). *Achieving World-Class Supply Chain Collaboration: Managing the Transformation* CAPS Research Focus Study.

Chapters, Cases, Readings, Supplements

Chapters

Magnan, G. M., & Fawcett, S. E. (2006). Form and Function in Supply Organizations. *The Purchasing Handbook*. McGraw-Hill.

SERVICE

Service to the Institution

College Assignments

Faculty Advisor:

2010-2011 – 2012-2013: Albers Graduate Student Association (AGSA)

College Assignments

Member:

2012-2013: Marketing Department Personnel Committee

College Assignments

Chair:

2022-2023: Albers Personnel Committee

2014-2015: ASBE Personnel Committee

2013-2014: Albers Personnel Committee

College Assignments

Chair:

2010-2011 – 2012-2013: MBA Program Director

2010-2011 – 2011-2012: MBA Program Review Committee

2009-2010: MBA Assessment Group

College Assignments

Member:

2022-2023: Albers Advance Grant Task Force

2013-2014 – 2014-2015: Albers - PRME

2013-2014 – 2014-2015: ASBE Scholarship Review Committee

College Assignments

Member:

2011-2012: Albers Grievance Committee

College Assignments

Member:

2019-2020 – 2020-2021: Albers Personnel Committee

2018 – 2020: Albers Innovation Committee

2013-2014: Albers Strategic Planning Committee

College Assignments

Member:

2011: Assessment Gurus

College Assignments

Member:

2018: CAPCOM

2014-2015: ETH-X Committee

2012-2013: MBA Curriculum Committee

College Assignments

Member:

2012-2013: MBA Program Review Committee

2011: PRME

2009-2010 – 2010-2011: Personnel Committee

2009-2010: Sustainability Committee

University Assignments

Committee Chair:

2018: President's Committee for Sustainability

2018-2019: President's Committee for Sustainability

2013-2014 – 2016-2017: President's Committee for Sustainability

Committee Member:

2018: Colleagues Planning (Jesuit Mission)

2014-2015 – 2016-2017: Faculty Technology Committee

2014-2015: Colleagues Planning Team

2013-2014: Canvas Implementation Advisory Board

University Assignments

Committee Member:

2011: Institutional Review Board

University Assignments

Committee Member:

2020: President's Committee for Sustainability
2016-2017: Provost's Faculty Awards Committee
2014-2015: Provost's Faculty Awards Committee

University Assignments

Committee Member:

2010-2011 – 2013-2014: Sullivan Leadership Award Committee
2008-2009 – 2010-2011: Sullivan Leadership Award Committee

University Assignments

Committee Member:

2018 – 2020: Sullivan Leadership Award Committee

Other Institutional Service Activities:

2018 – 2019: Retention for VP Enrollment
2014-2015 – 2016-2017: CEJS Advisory Board
2014-2015 – 2015-2016: Student Development Divisional Advisory Board

Service to the Profession

Board Member: PRJ Editorial Review Board

2018 – 2020: International Journal of Integrated Supply Management.
2018 – 2019: Journal of Purchasing & Supply Management.
2018 – 2019: Journal of Supply Chain Management.
2016: International Journal of Integrated Supply Management.
2011 – 2016: Journal of Supply Chain Management.
2010 – 2016: Journal of Purchasing & Supply Management.
2011 – 2013: Journal of Business Logistics.

Reviewer: Conference Paper

2011: North American Research/Teaching Symposium in Supply Chain Management.

Last updated by member on 06-Jan-23 (04:45 PM)