

VITA

David L. Cockrum

Personal Data

Address:	<u>Residence</u> 501 E. June Alpine, TX 79830 (915) 837-3711	<u>Office</u> Sul Ross State University Alpine, TX 79832 (915) 837-8036
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Born: March 24, 1945: St. Louis, MO

Marital Status: Married, two children

Education

Ph.D., University of Arizona, 1978.
Major - Social Psychology, Minor - Developmental Psychology
Dissertation: The Effect of Feedback and Confidence Ratings on
Established and Ad Hoc SPAN Decision-making Groups.

B.A., University of Arizona, 1968.
Major - Psychology, Minor - Mathematics

Experience

Sul Ross State University, Vice President for Academic and Student Affairs,
September 1990 – July, 2010.

Sul Ross State University, Chairman, Department of Behavioral and Social
Sciences, September 1983 - August 1990.

Sul Ross State University, Professor, September 1974 - present.

University of Arizona, Graduate Teaching Assistant, January 1970 - May 1974.

U.S. Army, First Lieutenant, 1967-69 (Active duty), Captain, 1971-78 (Reserves).

Professional Organizations

Member: American Psychological Association
Southwestern Psychological Association
Association of Borderland Scholars
Western Social Science Association

Publications

Institutional Sharing of Telecommunications Resources: The Program of Big Bend Regional
MedicalCenter, Sul Ross State University and the Presidio Rural Health Clinic. Texas Journal of
Rural Health, 1995, XIV, 1-6. (with J. Lister)

Maquiladores Managers: An exploratory cross-cultural examination using the constructs of locus of control and need for achievement. In Advances in Marketing 1989, 1989, 337-339. (with G. Jackson, W.W. Thompson, & E. Marcin)

U.S., West German, and Mexican managers and entrepreneurs: A comparison on need for achievement and discussion of economic implications. Proceedings of the Mid-South Academy of Economics and Finance, in press. (with E. Marcin & G. Jackson)

N-Ach: The literature and related economic implications. Proceedings of the Mid-South Academy of Economics and Finance, in press. (with E. Marcin & G. Jackson)

Need for achievement, locus of control and anxiety: A cross cultural comparison. In P.J. Gordon and B.J. Kellerman (eds.), 1988 Conference Proceedings, Southeast Missouri State University: Southwestern Marketing Association, 1988, 118-119. (with E. Marcin, J.M. Redondo, & G. Jackson)

Mexican entrepreneurs-owners vs. West German, U.S. Anglo, Texas Hispanic, and Mexican non-owner managers: A comparison of locus of control. In P.J. Gordon and B.J. Kellerman (eds.) 1988 Conference Proceedings, Southeast Missouri State University: Southwestern Marketing Association, 1988, 120-121. (with E. Marcin & G. Jackson)

Nortenos como pochos: Un fenomeno psicologico. In J.L. Bacerra and E. Marcin, Process Administrativo. Chihuahua, Chih. Mexico: Centro Librero La Prensa, S.A., 1986. (with E. Marcin and J.M. Redondo)

An analysis of motivational differences among American and Mexican managers. The Borderlands Journal, 1985, 8(2), 25-38. (with E. Marcin)

A cross-cultural assessment of achievement, affiliation, and power motivation among Mexican and American Managers. In D.F. Ray (ed.), Applying systematic knowledge to problems of organization and management. Mississippi State, MS: Southern Management Association, 1983. (with E. Marcin & J.M. Redondo)

Positive peer culture and a level system: A comparison in an adolescent treatment facility. Criminal Justice and Behavior, 1980, 7(4), 399-406. (with J. Mitchell)

Administrator's preferences in Social Science teacher preparation. GPSA Journal, 1978, VI(2), 71-85. (with D. Christophersen)

The effect of feedback and confidence ratings on established and ad hoc SPAN decision-making groups. Unpublished doctoral dissertation, University of Arizona, 1978.

SPAN II: A modification of the SPAN program for synthesizing group decision. Behavioral Science, 1973, 18, 78-79. (with W. MacKinnon)

Papers Delivered

A Case Study of a Successful Retention Program. Paper presented at the National Conference on Student Retention, New York, NY, July, 1995.

Maquiladores Managers: An exploratory cross-cultural examination using the constructs of locus of control and need for achievement. Paper presented at the Southwestern Marketing Association, New Orleans, LA, March, 1989. (with G. Jackson, W.W. Thompson, & E. Marcin)

Normative versus informational effects in conformity. Paper presented at the Western Social Science Association, Denver, CO, April, 1988.

Need for achievement, locus of control and anxiety: A cross cultural comparison. Paper presented at the Fifteenth Annual Meeting of the Southwestern Federation of Administrative Disciplines, San Antonio, TX, March, 1988. (with E. Marcin, J.M. Redondo, & G. Jackson)

Mexican entrepreneurs-owners vs. West German, U.S. Anglo, Texas Hispanic, and Mexican non-owner managers: A comparison of locus of control. Paper presented at the Fifteenth Annual Meeting of the Southwestern Federation of Administrative Disciplines, San Antonio, TX, March, 1988. (with E. Marcin & G. Jackson)

Taiwanese managers & Mexican and other managers: Comparison of need for achievement and locus of control with a discussion of related economics implications. Paper presented at the Midsouth Academy of Economics and Finance, Hot Springs, AR, February, 1988. (with G. Jackson & E. Marcin)

Cross-cultural comparison of managerial anxiety. Paper presented at the Western Social Science Association, El Paso, TX, April, 1987. (with E. Marcin and J.M. Redondo)

Regional differences among Mexican businessmen and their implications for economic development. Paper presented at the Southeastern Conference of Latin American Studies, Merida, Mexico, April, 1987. (with E. Marcin & J.M. Redondo)

US, West German, and Mexican managers and entrepreneurs: A comparison on need for achievement and discussion of economic implications. Paper presented at the Mid-South Academy of Economics and Finance, Mobil, AL, February, 1987. (with E. Marcin & G. Jackson) [Accepted for publication in conference proceedings]

N-Ach, the literature and relate economic implications. Paper presented at the Mid-South Academy of Economics and Finance, Mobile, AL, February, 1987. (with E. Marcin and G. Jackson) [Accepted for publication in conference proceedings]

A study of small business creation in Mexico. Paper delivered at the 30th Annual World Conference of the International Council for Small Business, Montreal, May, 1985. (with E. Marcin & J. Bacerra)

A psychological comparison of entrepreneurs and small business managers in the United States, West Germany and Mexico in respect to achievement, power, affiliation motivation as well as locus of control. Paper presented at the 11th International Small Business Congress, Amsterdam, October, 1984. (with E. Marcin)

A motivational analysis of volunteer fireman. Paper presented at the Western Social Science Association, San Diego, CA, April, 1984, (with R. Foster)

Nortenos as Pochos: A psychological phenomenon? Paper presented at the Western Social Science Association, San Diego, CA, April, 1984. (with E. Marcin and J.M. Redondo)

A cross-cultural assessment of achievement, affiliation, and power motivation among Mexican and American managers. Paper presented at the Southern Management Association, Atlanta, GA, November 1983.

Assessing achievement motivation among American and Mexican border city middle managers--A cross-cultural study. Paper presented at the Western Social Science Association, Albuquerque, NM, April, 1983. Abstracted in Frontera, 1983, 8(2), 12.

The effect of feedback on established and ad hoc SPAN decision-making groups. Paper presented at the Western Social Science Association, Albuquerque, NM, April, 1983.

Machismo in activist and traditionalist Mexican Americans. Paper presented at the Southwestern Psychological Association, San Antonio, TX, April 1979. (with J. Estrada, J. Carrillo & J. Washington)

How to establish a Senior Center. Paper presented at the Conference on Rural Americans, Alpine, TX, October, 1977.

Hiring in the social science fields at the secondary level. Paper presented at the Southwestern Political Science Association, Dallas, TX, April, 1976. (with D. Christophersen)

The effect of feedback on ad hoc decision-making groups utilizing the SPAN technique. Paper presented at the Southwestern Psychological Association, Houston, TX, April, 1975. (with W. MacKinnon)

Effects of confederate-initiated eye contact and sex of subject on eye contact in the natural environment. Paper presented at the Rocky Mountain Psychological Association, Denver, May 1974. (with D. Langenes & G. White)

Other Information

Chairman, Rancho Valmora Residential Treatment Center (Valmora, NM) Board of Directors, 1993-1995.
Chairman, High Frontier Residential Treatment Center (Ft. Davis, TX) Board of Directors, 1992-present, 1985-87.

Volunteer of the Year, Texas Council of Child Welfare Boards, 1987.

Outstanding Faculty Member 1986, Sul Ross State University.

Chairman, Brewster County Child Welfare Board, 1980-81.

President, Region 03/12 Council of Child Welfare Boards, 1984-86.

President, Texas Council of Child Welfare Boards, 1986-88.

President, Alpine Kiwanis Club, 1978-79.

Extra Class Amateur Radio Operator.

RESUME

David L. Cockrum

Education

Ph.D., University of Arizona, 1978
Major - Social Psychology, Minor - Developmental Psychology
B.A., University of Arizona, 1968
Major - Psychology, Minor - Mathematics

Experience

Sul Ross State University, Vice President for Academic and Student Affairs,
September 1990 - present
Sul Ross State University, Chairman, Department of Behavioral and Social Sciences,
September 1983 - August 1990
Sul Ross State University, Professor, September 1974 - Present
University of Arizona, Graduate Teaching Assistant, January 1970 - May 1974
U.S. Army, 1LT, 1967-69 (Active duty), CPT, 1971-78 (Reserves)

Professional Organizations

Member: American Psychological Association
Southwestern Psychological Association
Association of Borderland Scholars
Western Social Science Association
Council of Chief Academic Affairs Officers
Council of Student Services Vice Presidents

Publications and Papers Delivered

Fourteen publications and more than twenty papers delivered on group decision making, cross-cultural comparisons of personality needs of small business managers, and other topics.

Other Information

Chairman, Rancho Valmora Residential Treatment Center Board of Directors, 1993-present
Chairman, High Frontier Residential Treatment Center Board of Directors, 1992-present
Outstanding, Faculty Member 1986, Sul Ross State University
Texas Council of Child Welfare Boards, 1986-88
President, High Frontier Residential Treatment Center Board of Directors, 1985-87