

DEPARTMENT OF AGRICULTURAL & RESOURCE ECONOMICS
SEMINAR SERIES

Universities and Development Technology-Based Economies

Alex Miller, PhD

Associate Dean of Academic Programs and the William B. Stokely Professor of Management at the University of Tennessee's College of Business Administration



Friday, September 16

10:30 a.m.

301 Morgan Hall

Fall 2011

The track record of universities in spawning innovation through technology commercialization and start-ups is spotty at best. The typical research university generates about 1 start-up for every \$100 million of federal research funding, while benchmark schools do eight times better. If the average university did just half as well as the benchmark schools, they would produce approximately 1,800 new companies a year, radically improving the US economy. What do the best schools do that we don't? What would it take for us to significantly improve? What could be the long-term impact of such improvements on the university's future?

Dr. Alex Miller

Alex Miller is The William B. Stokely Chair of Management in the University of Tennessee's College of Business Administration. He also currently serves as an Associate Dean for the college of business, and the Faculty Director of the Anderson Center for Entrepreneurship and Innovation.

Dr. Miller is a serial entrepreneur both inside and outside the university. Within the university, he is the former Associate Dean for Executive Education, where he led a turnaround that resulted in doubling sales of UT's executive education services. He has been involved in the creation of scores of new executive education short courses as well as five new degree-granting programs, including the nation's only accredited Executive MBA focused on aerospace and defense. He also led in founding the National Defense Business Institute, a university-based think-tank instrumental in helping the university win more than \$75 million in federal and private research grants and contracts over the past six years. Research programs Alex help start now annually contract for more federally funded research than the business schools of all the other Southeastern Conference universities combined. Outside the university, Alex was a founding partner in EventBooking.com, a successful B2B dotcom, and a partner in Miller Family Farms, work for which he was honored as the Tennessee's Outstanding Cattleman of the Year.

Alex holds a PhD in business from the University of Washington in Seattle, his MBA from Dartmouth College, and his BS from Tennessee Technological University. He has also taken additional course work at Harvard, MIT, Cal Tech, and Indiana University. A seventh generation East Tennessean devoted to the region, Alex is married to Shannon Miller, and they live on their cattle farm in New Market where they raised four children and where they are now helping to raise their first grandchild.