

## BRANDON K. CHICOTSKY, Ph.D.

University Email: [b.chicotsky@tcu.edu](mailto:b.chicotsky@tcu.edu)

Mobile: 817-800-1798

Personal Email: [info@bchicotsky.com](mailto:info@bchicotsky.com)

[University Profile](#) | [Online Profile](#) | [Chapter Listings](#)

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### ACADEMIC POSITIONS

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*Full-Time Faculty Appointment (Primary Service)* *Employment Dates*

Assistant Professor of Professional Practice in Marketing Fall 2019 - Present  
*Texas Christian University, Neeley School of Business, Marketing Department*

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*Previous Full-Time Academic Appointments* *Employment Dates*

Visiting Clinical Assistant Professor of Integrated Marketing Spring 2019 - Fall 2019  
*New York University, Division of Programs in Business,  
School of Professional Studies (SPS)*

Lecturer (dual appointment with NYU in 2019) Spring 2017 - Fall 2019  
*Johns Hopkins University, Carey Business School*

Coordinator of Experiential Learning Spring 2016 - Spring 2017  
*The University of Alabama, College of Communication and Information Sciences*  
*Launched ongoing advancement program, Industry Immersion ([industry.ua.edu](http://industry.ua.edu))*

Instructor of Record Fall 2014 - Spring 2017  
*The University of Alabama, College of Communication and Information Sciences*

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*Service from Former Institutions* *Employment Dates*

Graduate Faculty & Instructor (Dean appointed) Summer 2017 - Summer 2021  
*The University of Alabama, College of Communication and Information Sciences*  
Served as member or co-chair on dissertation and thesis committees; provided course instruction.

Adjunct Faculty, Lecturer of Communication Studies Summer 2017 – Summer 2021  
*The University of Alabama, College of Communication and Information Sciences*

### EDUCATION

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*Academic Degrees* *Completion Date*

Doctor of Philosophy, Communication and Information Sciences 2017  
*The University of Alabama, College of Communication and Information Sciences*  
Dissertation available at [BrandPersona.org](http://BrandPersona.org).

Master of Science in Management 2012  
*New York University, Tandon School of Engineering (Ranked #1 in graduate class)*

*Enrolled: Master of Legal Studies: Real Estate & Construction Law, Policy, and Management*  
Texas A&M School of Law | Fort Worth, TX Expected completion Spring 2024

- A program combining up-to-date legal education and skills advancement in private equity.

## LECTURING EXPERIENCE | Teaching Philosophy

<u>Graduate Courses</u>	<u>Sections, Enrollment Size</u>
<i>New Product Development (MARK 70720), Texas Christian University</i>	1 section
<ul style="list-style-type: none"><li>• In-depth exploration of new product development strategy and management.</li><li>• Semester taught: Summer 2021.</li></ul>	
<i>Digital Marketing Analytics (MARK 70970), Texas Christian University</i>	3 sections
<ul style="list-style-type: none"><li>• Data and digital platforming curriculum with client simulations and case method.</li><li>• Semesters taught: Spring 2020; Winter Intersession 2020 (2 sections: <a href="#">course client Oracle</a>); Winter Intersession 2021: included course client [2 sections (<a href="#">syllabus</a>)].</li></ul>	
<i>Social Media and Content Marketing (MARK 70389), Texas Christian University</i>	3 sections
<ul style="list-style-type: none"><li>• Focused on owned, earned, and paid media, along with strategy and data insights.</li><li>• Semesters taught: Fall 2019, Fall 2020, Fall 2021 (<a href="#">syllabus</a>; <a href="#">student evaluations</a>).</li></ul>	
<i>Social Media and the Brand (INTG 2100), New York University</i>	2 sections
<ul style="list-style-type: none"><li>• Industry-applied seminar covering multi-channel marketing plans, data analytics, campaign strategy, content creation, and business principles with “active” case analyses.</li><li>• Semesters taught: Spring 2019; Summer 2019.</li></ul>	
<i>Capstone (INTG 4000), New York University</i>	2 sections
<ul style="list-style-type: none"><li>• The final master’s course for integrated marketing students, which requires a full business plan involving comprehensive financials and an agile approach for scalable growth.</li><li>• Semester taught: Spring 2019.</li></ul>	
<i>Business Communication (BU 120), Johns Hopkins University</i>	9 quarter sections
<ul style="list-style-type: none"><li>• Developed an experiential learning curriculum for graduate students in finance and information systems. Incorporated industry executive guests and immersive case studies.</li><li>• Semesters taught: Fall I 2017; Fall I 2018; Fall II 2018; Spring I 2019.</li></ul>	
<i>Business Leadership &amp; Human Values (BU 131), Johns Hopkins University</i>	20 quarter sections
<ul style="list-style-type: none"><li>• Required for all business master’s students. Recruited industry leaders for in-class engagements. Developed and implemented curriculum reform centered on, “innovation ethics.”</li><li>• Semesters taught: Summer 2017; Summer 2018; Fall II 2018; Spring II 2019 (2 online sections); Summer 2019 (4 sections).</li></ul>	
<i>Group Leadership (COM 560), Univ. of Alabama</i>	8 sections
<ul style="list-style-type: none"><li>• Asynchronous online course utilizing multiple platforms for student engagement.</li></ul>	

- Leveraged “edu-tech” to generate dialogic curiosity. Compilation available at [Barnes & Noble](#).
- Semesters taught: Summer 2017; Spring 2019; Summer 2019; Fall 2019; Spring 2020; Fall 2020; Spring 2021; Summer 2021.

Undergraduate-Graduate Hybrid Course Sections, Enrollment Size

- Org. Models in Media Entrepreneurship (COM 495/595), Univ. of Alabama* 5 sections
- Initiated and designed an online course with an emphasis on experiential learning.
  - Semesters taught: Summer 2018; Spring 2020, Fall 2020 (2 sections), Spring 2021

Undergraduate Courses Sections, Enrollment Size

- Marketing Management (MARK 30153), Texas Christian Univ.* 10 sections
- A major-prerequisite covering data insights, strategy, and campaign oversight.
  - Semesters taught:
    - Spring 2020; Fall 2020 (3 sections); full-scale redesign of the course on behalf of the Department in Fall 2021, which includes [media solutions](#) to flip the classroom (150 enrollment);
    - Spring 2022 [includes course clients (2 sections, 150+ students; [syllabus](#))];
    - Fall 2022 (2 sections, each with 90+ students);
    - Spring 2023 (2 sections, each with 100 students); Fall 2023 (3 sections; 400+ students total). **The largest enrollment under one professor in TCU history: [syllabus](#).**
    - Spring 2024 (3 sections, 481 total students). New enrollment record: [syllabus](#).

- Digital & Social Media (MARK 40103), Texas Christian Univ.* 2 sections
- Adapted from a previous colleague; re-organized course components and added weekly research insights and presentation media. Syllabus [here](#).

- Product Innovation & Brand Management (MARK 40243), Texas Christian Univ.* 2 sections
- A course synthesizing productization, customer decision mapping, marketing strategy, and marketing insights.
  - Semesters taught: Spring 2020; Spring 2021; Spring 2022 [includes course clients ([syllabus](#))].

- Marketing Communications (MARK 40233), Texas Christian Univ.* 1 section
- A course covering strategic, organizational, and implementation processes of marketing, as well as customer insights and company-client-agency relationships.
  - Semester taught: Fall 2019.

- Consultative Selling (MARK 40273), Texas Christian Univ.* 1 section
- Co-led an intensive, market-applied curriculum involving live selling.
  - The course is required for the Certificate in Consultative Sales. The highly-competitive [program](#) is available to all majors and involves over 150 hours of sales training.
  - Semester taught: Spring 2021.

- Business Communication & Media (COM 395), Univ. of Alabama* 2 sections
- Designed a new May-mester course. Directed to provide an engaging, applied curriculum. Syllabus available [here](#).
  - Semester taught: May-mester 2020 (two sections).

- Investigation & Insights (APR 280), Univ. of Alabama* 4 sections
- Secured Nissan as a client-partner, served on the curriculum development committee.
  - Oversaw regional research that informed Nissan’s marketing decisions.
  - Semesters taught: Fall 2015; Spring 2017. Course summary available [here](#).
- Intro. to Mass Communications (MC 101), Univ. of Alabama* 3 sections (large enrollments: 100+)
- Recruited in-person guest lectures from various industry leaders (e.g., CEO of Equinix) and explored the intersection of technology and mass media.
  - Semesters taught: Fall 2014; Spring 2015; Fall 2016.
- Public Relations Writing (APR 332), Univ. of Alabama* 3 sections
- Assignments included PR strategy before and after public quarterly earnings reports.
  - Semesters taught: Spring 2016; Summer 2016. Course summary available [here](#).
- Information & Society: Digital Management (CIS 201), Univ. of Alabama* 1 section
- New course open to all honors students. Topics included digital information management and societal implications of data breaches on corporate stakeholders.
  - Semester taught: Spring 2017.

**INVITED ACADEMIC GUEST LECTURES & TALKS**

- Texas Christian University, Neeley School of Business* Spring 2024  
 Lecture (Feb. 19<sup>th</sup>): “The Marketing Shift: Post-Pandemic Industry Trends”  
 MBA Marketing Association: Lead organizer, [katie.matson@tcu.edu](mailto:katie.matson@tcu.edu). Flyer [here](#).
- Texas Christian University, Neeley School of Business* Fall 2023  
 Lecture (Feb. 10<sup>th</sup>): “Customer Personas for Growth Scale and Entrepreneurship”  
 Course (ENTR 30303): Entrepreneurial Leadership taught by Professor Anna (Any) Block:  
[annaablock@gmail.com](mailto:annaablock@gmail.com)
- The University of Malta, Marketing Department, [um.edu.mt](http://um.edu.mt)* Fall 2022  
 Lecture (Nov. 15<sup>th</sup>): “Web3 & Market-Making Via Hype Houses”  
 Addressed to the Master of Science in Marketing cohort with open faculty invitations for the Digital Marketing Channels Unit.  
 Organizer: Dr. Franco Curmi, Head of the Marketing Department and Senior Lecturer, and Dean Emanuel Said from the School of Economics, Management, and Accountancy:  
[franco.curmi@um.edu.mt](mailto:franco.curmi@um.edu.mt). Lecture snapshot [here](#).
- Marbella International University Centre (Spain), [miuc.org](http://miuc.org)* Fall 2022  
 Lecture (Nov. 14<sup>th</sup>): “Millions Activated: Influencer Marketing Trends”  
 Addressed to the undergraduate course, Public Opinion and Persuasion.  
 Organizer: Dean Beata Froehlich, Ph.D. ([beata@miuc.org](mailto:beata@miuc.org)) on behalf of the course’s instructor, Dr. Roberto Muelas Lobato: [roberto@miuc.org](mailto:roberto@miuc.org). Visual substantiation [here](#) and [here](#).
- International Business School | Barcelona, Spain (ESEI), [eseibusinessschool.com](http://eseibusinessschool.com)* Fall 2022  
 Faculty talk on curricula and programming (Nov. 11<sup>th</sup>). Topic: “Marketing & Web3”

Organizer: Carlota Estera, Director of the Marketing Department: [carlota.estera@esei.es](mailto:carlota.estera@esei.es) on behalf of instructor, Professor Gloria Queralt Sans, for the course, Brand Management.

- Texas Christian University, John V. Roach Honors College* Fall 2021  
Lecture: ““The Cabal is Brutalizing Me!”: A Phenomenological Study of American Conspiracy Expression and Media Effects in Online Communities”  
Interdisciplinary Works in Progress Series  
Organizer: Dr. Mikio Akagi, Assistant Professor of History and Philosophy of Science
- Texas Christian University, Neeley School of Business* Summer 2019  
Lecture: “Marketing Pedagogy and Explorations of Emerging Technology”  
Faculty Seminar. More at [TCUmarketing.com](http://TCUmarketing.com).  
Organizer: Associate Professor Shannon Shipp (now retired), Marketing Department
- Cornell University, SC Johnson College of Business* Spring 2019  
Lecture: “The Intersection of Technology and Management Communication”  
Faculty Seminar.  
Organizer: Amy Newman (now retired), Senior Lecturer in Management Communication
- New York University, School of Professional Studies, Business Division* Fall 2018  
Lecture: “Trends Shaping Integrated Marketing Communications”  
Faculty Seminar on Curriculum Design.  
Organizer: Michael Diamond, Academic Director and Clinical Professor
- Indiana University Kelley School of Business, Dep. of Management & Entrepreneurship* Fall 2018  
Lecture: “Trends and Pedagogical Reflections for Business Instruction”  
Faculty Seminar on Pedagogy, Course Design, and International Business.  
Organizer: Dr. Roberto Garcia, Young-Jin Kim Distinguished Clinical Professor of Int. Business
- Pennsylvania State University - Erie* Fall 2018  
Lecture: “On Experiential Learning”  
Faculty Seminar on Pedagogy, Course Design, and Industry Engagement.  
Organizer: Dr. Qi Dunsworth, Director of the Center for Teaching Initiatives
- Rice University, Jones Graduate School of Business, Dep. of Business Communication* Spring 2018  
Lecture: “Future Placement & International Deal Flow in Venture Capital”  
Faculty Seminar on Emerging Markets  
Organizer: Janet Moore, Director of Full-Time Communication Program
- The University of Vermont, College of Agriculture and Life Sciences* Spring 2018  
Lecture: “The Crypto Conundrum: Challenges in Marketing Communication”  
Faculty Seminar on Innovation Ethics  
Organized by the Department of Community Development and Applied Economics
- Johns Hopkins University, Carey Business School* Spring 2018  
Lecture: “Case Study Method: Apple, Amazon, Facebook, and Google”

Business Residency Forum, Business Communication Master's Session (BU 601)  
Organizer: Kathryn Kelley, Global MBA Academic Program Coordinator

- The University of Alabama, Department of Advertising and Public Relations* Spring 2018  
Lecture: "Branding and Marketing for Practitioners: Convergence, Methods, and Client Profiles"  
Undergraduate Course: Investigation and Insights (APR 280)  
Instructor: Dr. Ethan Stokes, Assistant Professor
- St. Mary's University, Department of English and Communication Studies* Spring 2018  
Business and Professional Communication (CM 2333)  
Lecture: "Organizational Ethics and Challenges of Emerging Markets"  
Instructor: Dr. Amanda Kennedy, Assistant Professor and Graduate Program Director
- New York University, School of Professional Studies* 2015, 2016, 2017  
Lecture: "Brand Image Marketing in Digital Media."  
Master's Seminar in Integrated Marketing.  
Instructor: David L. Zion, former lecturer and current sales industry executive
- The University of Kentucky, Department of Integrated Strategic Communication* Spring 2017  
Lecture: "New Market Challenges with Investment Deal Flow"  
Undergraduate Course: Account Management (ISC 351)  
Instructor: Dr. Beth Barnes, Professor and Director of Undergraduate Studies
- University of Puget Sound, Department of Communication Studies* Spring 2017  
Lecture: "Applied Theories of Organizational Communication for Contemporary Crises"  
Undergraduate Course: Advanced Organizational Communication (COM 461)  
Instructor: Dr. Renee Houston, Associate Dean for Experiential Learning and Civic Scholarship and Professor of Communication Studies
- Bellarmino University, School of Communication* Spring 2017  
Lecture: "New Media Landscape of Sport Production"  
Undergraduate Course: Sport and Media (CNHH 104)  
Instructor: Dr. Gary Fogle, Radio, Television, and Film Instructor
- Emory & Henry College, Mass Communications Department* Spring 2017  
Lecture: "The Intersection of Media Narratives and Business"  
Undergraduate Course: Writing, Reporting, and Editing (MCOM 202)  
Instructor: Dr. Mark Finney, Associate Professor of Mass Communications
- The University of Alabama, College of Communication and Information Sciences* Spring 2017  
Lecture: "Innovative Teaching Methods: Incorporating Effective Technology"  
Doctoral Seminar on Pedagogy (CIS 601)  
Instructor: Dr. Alexa Chilcutt, Former Director of the Public Speaking Program and Associate Professor of Communication Studies

- The University of Alabama, College of Communication and Information Sciences* Spring 2017  
 Lecture: “Perception and Framing: Viral Media’s Influence on Personal Branding”  
 Undergraduate Course: Interpersonal Communication (COM 320)  
 Instructor: Dr. Darrin Griffin, Associate Professor of Communication Studies
- The Univ. of Tennessee-Knoxville, Haslam College of Business, Dep. of Management* Summer 2016  
 Lecture: “Upward Management for Millennials”  
 Undergraduate Course: Introduction to Business Management (MGT 201).  
 Instructor: Holly Jean Greene, Lecturer in the Department of Management
- The University of Alabama, College of Human Environmental Sciences* Spring 2016  
 Lecture: “Emerging Platforms and Brand Marketing”  
 Undergraduate Course: Mentoring (HES 225)  
 Instructor: Dr. Tim Hebson, Dean of Students
- The University of Alabama, National Communication Honor Society* Fall 2015  
 Lecture: “Convergence of Public Relations, Marketing, and Business Management”  
 Invited Guest Speaker to Lambda Pi Eta, National Communication Honor Society
- The University of Alabama, College of Communication and Information Sciences* Fall 2015  
 Lecture: “Brand Management and Public Speaking”  
 Undergraduate Course: Public Speaking Instruction (COM 123)  
 Instructor: Dr. Alexa S. Chilcutt, Former Director of the Public Speaking  
 Program and Associate Professor of Communication Studies
- The University of Alabama, College of Communication and Information Sciences* Fall 2015  
 Lecture: “Effective Teaching Methods and Grading Protocols”  
 Graduate orientation for Ph.D. students  
 Organizer: Dr. Shuhua Zhou, Former Graduate Director
- The Univ. of Texas at Austin, Stan Richards School of Advertising and Public Relations* Spring 2015  
 Lecture: “Sports Branding and Viral Media Management”  
 Undergraduate Course: Sports Media: Moody College of Communications  
 Instructor: Dr. Steve A. Wille, Lecturer of Sports Communication

**PEER REVIEWED PUBLICATIONS** | Research Site Available at [BrandPersona.org](http://BrandPersona.org)

- Chicotsky, B.** (2023). Web 3.0 & Marketing: The New Frontier. *Journal of Applied Marketing Analytics* (Henry Stewart Publications). 9(2), 182 – 194.
- Chicotsky, B., & Heiss, S.** (2019). Slogan-like summary activity: synthesizing and communication course concepts. *Syllabus Journal*, 8(2).
- Chicotsky, B. & Qiao, F.** (2018). Laughing and yelling through yaks: a content analysis of Yik Yak, exploring humor topics, types, styles and user motives in the anonymous social media environment. *The Journal of Social Media in Society*, 7(1), 211-232.

Stokes, E., & **Chicotsky, B.**, & Billings, A. (2018). The political pulpit: framing and political partisanship in sermon rhetoric before and after the 2008 election. *Church, Communication, & Culture (Taylor & Francis)*, 3(1) 36-52.

Qiao, F., & **Chicotsky, B.**, Billings, A.C. (2016). Loving “Mapple Store” but hating “Sprawl-Mart”: a case study of parodies in ‘The Simpsons.’ *KOME Journal*, 4, 69-83.

#### **PUBLISHED SCHOLARLY BOOK CHAPTERS** | Amazon Page [Available Here](#)

Forthcoming: **Chicotsky, B.** & Corbit, K. (2024). *An Audience Threshold in the Millions: Exploring Influencer Marketing Activations Online*. In S. Dutta, P.K. Dutta, P. Bhattacharya, Á. Rocha, and R. Singh (Eds.). *Advances in Data Analytics for Influencer Marketing: An Interdisciplinary Approach*. New York, NY: Springer Publishers.

Forthcoming: Yanaros, T. & **Chicotsky, B.** (2024). “*The Cabal is Brutalizing Me!*”: A Phenomenological Study of American Conspiracy Expression and Media Effects in Online Communities. In Cockerham, J. (Ed). *Citizen Participation in the 21<sup>st</sup> Century: Multidisciplinary Insights*. Wilington, DE: Vernon Press.

**Chicotsky, B.** (2018). *Entrepreneurship as a Student Experience and State of Mind*. In M.G. Strawser (Ed.). *Transformative Student Experiences in Higher Education: Meeting the Needs of the 21st Century Student and Modern Workplace*. Lanham, MD: Lexington Books.

**Chicotsky, B.**, & Qiao, F. (2016). Athletes as the new investment vehicle: advancing the meaning of brand personas in sports media. In A.C. Billings and K.A. Brown (Eds.) *Evolution of the Modern Sports Fan*. Lanham: MD: Lexington Books.

#### **PEER REVIEWED CONFERENCE PRESENTATIONS**

**Chicotsky, B** (2024). U.S. & International City Case Studies: Web3, Metaverse, Blockchain & Crypto Initiatives. Original case analyses that inform the study [HERE](#). Presentation deck [HERE](#). *United States Association for Small Business and Entrepreneurship (USASBE) national conference, Forging the Future*, Jan. 14<sup>th</sup>, 2024. Conference [HERE](#).

Lauren, L. & **Chicotsky, B** (2024). Advancing Brand Loyalty Theory Through a Conceptual Analysis Regarding “Shipping Packaging” and “Secondary Packaging.” *United States Association for Small Business and Entrepreneurship (USASBE) national conference, Forging the Future*, Jan. 14<sup>th</sup>, 2024. Research that informed the presentation available [HERE](#). Conference [HERE](#).

**Chicotsky, B.**, Qiao, F. (2023). The Dynamic Brand Persona: Unifying Brand Equity and Social Engagement. Competitive paper presentation for the in-person component of the *Asia Pacific Marketing Academy Annual Conference (APMA 2023)* hosted at the School of Business, Sun Yat-sen University in Guangzhou, China. [Presented](#) on Sept. 23<sup>rd</sup>, 2023, by co-author, Dr. Fei Qiao, Assistant Professor of Advertising, School of Journalism and Communication at Guangdong University of Foreign Studies, China.



- Chicotsky, B.** (2023). An Audience Threshold in the Millions: Exploring Influencer Marketing Activations Online. Competitive paper presentation for the in-person component of the *American Marketing Association's Summer Academic Conference* in San Francisco on Aug. 4<sup>th</sup> – 6<sup>th</sup>, 2023. Submitted for review at the *Journal of Business and Economics* (2024).
- Yaneros, T. & **Chicotsky, B.** (2022). “The Cabal is Brutalizing Me!”: A Phenomenological Study of American Conspiracy Expression and Media Effects in Online Communities Including QAnon. Presented at the *108th Annual National Communication Association Conference* (Nov. 19<sup>th</sup>, 2022 in New Orleans, LA). Conference [abstract](#). Presentation [here](#). Registration [here](#). Visual [substantiation](#).
- Chicotsky, B.**, Jenkins, S., & Giesemann, C. (2022). A Case Study of Agile Teaming in Academia. Presented at the *HighEdWeb 2022 Annual Conference* (Oct. 11<sup>th</sup>, 2022 in Little Rock, AR). Host organization [here](#). Acceptance [notice](#). Conference [site](#). [Abstract](#). Visual substantiation [here](#) and [here](#).
- Chicotsky, B.** (2022). Situated Learning in a Marketing Management Class. *2022 Marketing Educators' Association Conference (MarketingEducators.org)* | April 21 - 23, 2022 in Seattle, WA. Abstract available [here](#). Presentation deck available [here](#).
- Chicotsky, B.** & Hartley, S. (2021). Innovative Programming for Student Engagement and Professional Development. *Original Lilly Conference on College Teaching: Evidence-Based Teaching and Learning* | November 20, 2021 in Miami University, Oxford, OH. Abstract available [here](#). Presentation deck available [here](#).
- Chicotsky, B.**, & Qiao, F. (2021). The brand persona: operationalizing a synthesis of brand equity and social capital. Presented at the *American Marketing Association Winter Academic Conference*. February 19<sup>th</sup> – 21<sup>st</sup>, 2021. Submission available [here](#). Program available [here](#). Previously accepted for presentation at the *National Business and Economics Society Annual Conference* in Puerto Vallarta, Mexico; March 11-14, 2020 but not attended due to COVID-19 hindrances.
- Chicotsky, B.** (2021). Reflections of Instructing Future Professional Athletes from the College Classroom. *Virginia Tech 2021 Conference on Higher Education Pedagogy*. February 4<sup>th</sup> – 5<sup>th</sup>, 2021. Poster presentation. Poster available [here](#). Program available [here](#).
- Chicotsky, B.**, & Qiao, F. (2021). Condition branding gets a dose of resistance: a backlash of consumer sentiment. Accepted for presentation by the *International Academic Forum: 6<sup>th</sup> Annual International Conference on Education (later presented as the subsequent annual conference held in Hawaii due to COVID-19)* | January 6<sup>th</sup> – 10<sup>th</sup>, 2021 ([iafor.org](#)) View proposal [here](#). View initial acceptance letter [here](#); view subsequent letter [here](#). View program [here](#). View certificate of presentation [here](#).
- Chicotsky, B.** (2020). Distinction of Services in the Role of Professor of Professional Practice. Presented at the *13<sup>th</sup> Annual International Conference of Education, Research and Innovation* | November 9-11, 2020. Proceedings record available [here](#). Abstract available [here](#).
- Chicotsky, B.**, Jenkins, S., & Giesemann, C. (2020). Strategic Enrollment Management During COVID. Presented at the *American Association of Collegiate Registrars and Admissions Officers*

(AACRAO) SEM 2020 Conference: Crises as Catalysts for Transformation. October 28<sup>th</sup>, 2020. Presentation [here](#). Summary [here](#).

**Chicotsky, B.**, Qiao, F., Billings, A., & Allaway, A. (2019). Perceived promotional value and popularity in social media: a brand analysis of sport personas. Presented at the *105th Annual National Communication Association Conference* (Nov. 15<sup>th</sup>, 2019 in Baltimore, MD). [Program](#).

**Chicotsky, B.** & Stokes, E. (2019). Defining brand similarities in startup ecosystems: pathways to increase investment deal flow. Presented at the *National Business and Economics Society Conference*; March 6<sup>th</sup>, San Juan, Puerto Rico. Research associated with [GhanaGlobal.org](#).

Klaren, A., & **Chicotsky, B.** (November 2018). Technological integration and technologized talk: playing with artificial intelligence in an age of risk. *National Communication Association; 104<sup>th</sup> Annual Convention; Salt Lake City, UT*.

**Chicotsky, B.**, & Qiao, F. (February 2016). Athletes as the new investment vehicle: advancing the meaning of brand personas in sports media. Presented at the *4th Annual Sports Symposium* hosted by the Alabama Program in Sports Communication; Tuscaloosa, AL.

Qiao, F., **Chicotsky, B.**, & Billings, A. (October 2015). Loving “Mapple Store” but hating “Sprawl-Mart”: a case study of parodies in ‘The Simpsons.’ Presented at the *Marketing Edge Research Summit; Boston, MA*.

Stokes, E. & **Chicotsky, B.** (November 2015). The political pulpit: framing and political partisanship in sermon rhetoric before and after the 2008 election. Presented at the *National Communication Association Conference; Las Vegas, NV*.

## PEER REVIEWED, SCHOLARLY SERVICE

Reviewer (Fall 2020), *International Academic Forum* ([iafor.org](#)) | A nonprofit research organization based in Japan that is “international, intercultural, [and] interdisciplinary.”

Reviewer (Winter 2019), *Business Ethics Quarterly* (e.d., Arnold, D.G.). Cambridge University Press.

## INVITED (NON-PEER REVIEWED) PRESENTATIONS & INVITED ATTENDANCE

**Chicotsky, B.** (April 12<sup>th</sup>, 2023), *Blockchain Basics and Credit Union Cases: An Overview and Action Plan*. Annual Meeting and Council Forum, hosted by Cornerstone League. Grapevine, TX. Invitation to provide subject matter expertise on blockchain applications for credit unions. Full study available [here](#); presentation [here](#). Organizer: Amber Bailey, [abailey@cornerstoneleague.coop](mailto:abailey@cornerstoneleague.coop).

Slaughter, K. & **Chicotsky, B.** (November 18<sup>th</sup>, 2022), *Texas Blockchain Summit* hosted in Austin, TX. Invited talk on “Technology & Marketing: Meltdowns & Millions.” Conceptual overview: (1) engineering principles and culture-making around investing; and (2) bite-size purchases and tokenization. Conference site [here](#). Event visual [here](#).

- Chicotsky, B.** (November 16<sup>th</sup>, 2022; AIBC Grandmaster Stage), *How to Become an Influencer Marketer in 2023*. Panel Moderator alongside Kevin Mcoin and [Davinci Jeremie](#). Hosted by the Asia Investment & Banking Conference in Malta ([aibc.world/europe](#)) and SIGMA Group ([sigma.world/europe](#)). Industry conference focused on web3, decentralized finance, and futurism. Visual substantiation [here](#) and [here](#).
- Chicotsky, D. & **Chicotsky, B.** (November 8<sup>th</sup>, 2022), *Real Estate Early Career Investing*. A talk covering investment advice hosted by the TCU Real Estate Club. Contact: [erik.schmitz@tcu.edu](mailto:erik.schmitz@tcu.edu).
- Chicotsky, B.** (November 4<sup>th</sup>, 2022), *How to Teach the Impact of Customer Personas*. Stukent Digital Summit: The Psychology of Buyers & Sellers. Hosted by Stukent (edu-tech publisher with simulation products). Industry conference attended by professors. Conference [site](#). Deck [here](#). Applied and referenced for future use by Dr. Miao Guo, Assistant Professor in the Department of Digital Media & Design at the University of Connecticut: [miao.guo@uconn.edu](mailto:miao.guo@uconn.edu).
- Chicotsky, B.** (September 1<sup>st</sup>, 2022), *Pendulum Swings Through Private Equity*. Hosted by the Fort Worth Breakfast Club, the city's longest-standing business breakfast gathering. A presentation focused on career insights and marketing-related phenomena.
- Chicotsky, B.** (June 16<sup>th</sup>, 2022), *Using Course Clients as Pedagogical Tool*. Industry conference focused on pedagogy, and business topics to advance curricula. Presentation focused on implementation plan for course clients. ProfCon 2022. Presentation [here](#). Conference [site](#).
- Chicotsky, B.** (June 9<sup>th</sup>, 2022), *Crypto Marketing 101*; **Chicotsky, B.** (June 10<sup>th</sup>, 2022), *Hiring Top Talent*. Industry conference presentations, "NEAR at Consensus" at the annual Consensus Conference held by CoinDesk (conference site [here](#)). [NEAR site](#) | [NEAR blog](#) | [Hacker House links](#)
- Chicotsky, B.** (January 28<sup>th</sup>, 2022), *Marketing Use Cases of Artificial Intelligence*. Industry conference presentation, "AI and Business Panel" with the Chief Data Scientist at PwC, Winnie Cheng, at the 17<sup>th</sup> IEEE International Conference on Semantic Computing ([iee-icsc.org](http://iee-icsc.org)).
- Chicotsky, B.** (November 20<sup>th</sup>, 2021), *Venture Investment Trends that Detail the Future of Virtual Reality*. Industry conference presentation at the 5<sup>th</sup> Annual Virtual Reality Day ([VirtualRealityDay.org](http://VirtualRealityDay.org)).
- Chicotsky, B.** (May 20<sup>th</sup>, 2021), *Accelerating Technology in Marketing: Platforming, Data, and Rapid Delivery*. Invited by the Director of Graduate Recruitment & Admission, as recommended by student ambassadors who were charged with identifying inspirational professors for the "Sneak Preview" event for TCU Neeley Graduate Programs attended by incoming graduates.
- Chicotsky, B.**; Hall, Z.; & Smith, C. K. (September 2<sup>nd</sup>, 2020), *Your Personal Brand*, an interactive workshop session on online professional positioning, which serves as the opening promotional calendar event for the TCU Center for Career and Professional Development. More available [here](#).
- Chicotsky, B.** (July 28<sup>th</sup>, 2020). Invited panelist with *House of Genius (Austin, TX Chapter)*, which brings together entrepreneurs for "disruptive thinking, supportive input, and creative new ideas."

Facilitated by Kevin Verde, Head of Strategic Services Division at Onix Networking and former CIO of the 235-location chain, Jason's Deli.

**Chicotsky, B.** (July 15<sup>th</sup>, 2020), Topic: "July Industry Expert Webinar Series." Featured faculty coach for *Paragon One* ([ParagonOne.com](http://ParagonOne.com)) and international student attendees (with a large contingency from China). Invited by Cody A. Rapp, Director of Coaching Operations.

**Chicotsky, B.** (March 10<sup>th</sup>, 2020), Topic: "From Sales Enablement to Corporate Enablement: Building Lifelong Learning Organizations." Joined by the CEO of Siemens USA, Barbara Humpton. Invited attendee and commentator at the *Customer Relationship Management Virtual Conference Panel Discussion Series from the Johns Hopkins University Carey Business School*.

**Chicotsky, B.** (July 18<sup>th</sup>, 2019), *America's Venture "Capitol" Conference*, hosted at American University College of Law in Washington, D.C. on July 18<sup>th</sup>, 2019.

**Chicotsky, B.** (April 27<sup>th</sup>, 2019), Pan-Asian Career Association of the Johns Hopkins Carey Business School. Invited panelist on marketing phenomena for the U.S.-China Forum. Organizer: Overseen by the JHU Carey Campus Labs and Engagement Office.

**Chicotsky, B.** (April 12<sup>th</sup>, 2019), Strategies for Cross-Vertical Management Communication. Presentation to the Home Care Group, Johns Hopkins Medicine in Baltimore, MD. Organizer: Sagar Vegesna, Pharmacy Operations Coordinator.

**Chicotsky, B.** (October 2016), Millennials at work: digitally consumed and connected. Presentation at the *62nd Annual Human Resources Management Conference; Birmingham, AL*.

**Chicotsky, B.** (February 2016). Reflections on Millennial attention-seeking and attention-span: livestreaming and mobile applications to enhance the learning experience. Presentation at the *Center for Instructional Technology at the University of Alabama*.

**Chicotsky, B.** (March 2015). Futurist event series hosted by Dean Mark Nelson of the College of Communication and Information Sciences at the University of Alabama. Lead panelist: Professor Robert G. Picard (Oxford University).

## ACADEMIC-INDUSTRY CONFERENCE LEADERSHIP

*North American Blockchain Summit* | [northamericanblockchainsummit.com](http://northamericanblockchainsummit.com) Nov. 15<sup>th</sup> – 17<sup>th</sup>, 2023

- Helped procure a national summit in Fort Worth, TX with TCU as a sponsor in collaboration with the summit host, the *Texas Blockchain Council*, and civic stakeholders.
- Facilitated syndicated TV segments with U.S. Senator Ted Cruz. Pic [here](#).
- Hosted on-campus executive workshop as part of the summit at TCU. Speaker lineup [here](#).

*North Texas Bitcoin Mining Summit* | [neeley.tcu.edu/btcmining](http://neeley.tcu.edu/btcmining) April 19<sup>th</sup>, 2023

- Procured \$10,000 planning funds from the Texas Blockchain Council (lobbying firm) and \$10,000 internal matching funds. Served as logistics lead for an executive gathering including private equity, civic representatives, and technologists. The event procured three full-value Bitcoins, a miner, and node on behalf of TCU's fin-tech student organization. More [here](#).

- Co-organizer: Dr. Kelly Slaughter: [kelly.slaughter@tcu.edu](mailto:kelly.slaughter@tcu.edu)

*United States Association for Small Business and Entrepreneurship (USASBE.org)* Feb. 23<sup>rd</sup>, 2019

- Served as marketing and logistics lead for a conference on entrepreneurship and civic engagement. Hosted at the Johns Hopkins University Carey Business School.
  - Co-organizer: Dr. Supriya Munshaw: [smunshal@jhmi.edu](mailto:smunshal@jhmi.edu)

## ACADEMIC AWARDS, GRANTS, NOMINATIONS, & RECOGNITIONS

Clark Society Endowed Faculty Award (Nominee), *Texas Christian University* 2023  
*Nominated by the student body and awarded by Donor Relations*

- Nominations recognize excellence in teaching and creative activity, along with engagement with students.

Maryrose Short Teaching Excellence Award, *Texas Christian University* 2022  
*Represented the TCU Neeley School of Business as the school's nominee*  
*Award Issued by the Office of the Provost at TCU*

- Nominations from colleges and schools are submitted to academic deans who then select the top three to submit to the provost for final selection. Recognized for exemplary pedagogical impact.

Michael R. Ferrari Award for Distinguished University Service and Leadership 2022  
*University-wide nomination*  
*Award Issued by the Office of the Chancellor at TCU*

- Recognized for “extraordinary situational leadership accomplishments”.
  - Award’s [site listing](#). Nomination letter [here](#).

Honor’s Laureate Mentor Spring 2021, Spring 2022 & Spring 2024  
*Awarded by the John V. Roach Honors College at TCU*

- Awarded to faculty with a noteworthy impact on an honor student’s academic career and life.
  - 2021 student attribution, [John Shipp](#); 2022 student attribution: [Lauren Lukehart](#); 2024 student attribution, [Christina Severs](#).
  - Prior reference (2021 - 2022): Colby Birdsell, Coordinator. [C.birdsell@tcu.edu](mailto:C.birdsell@tcu.edu)
  - 2024 reference: Beata Jones, Coordinator. [b.jones@tcu.edu](mailto:b.jones@tcu.edu)

Fall 2021 Advisory Council Invite & Recognition Nov. 12<sup>th</sup>, 2021  
*Texas Unions, Division of Student Affairs | The University of Texas at Austin*

- Advisory Council invitation and reception: provided input for a multi-million-dollar eSports program and Dobie Mall integration (large-scale real estate campus integration).
  - Reference: Mulugeta Ferede, Executive Director, University Unions. [mferede@utexas.edu](mailto:mferede@utexas.edu)

Favorite Professor Award, *Graduate Programs at TCU Neeley School of Business* Spring 2021

- Voted by the graduating student cohort of full-time MBA and MSBA programs.
  - Reference: Olivia Williams, Director of Graduate Academic Programs. [o.williams@tcu.edu](mailto:o.williams@tcu.edu)

- Dean's Faculty Teaching and Learning Innovation Scholar Grant, *New York University (SPS)* 2020
- Pedagogy focused on experiential learning exercises involving industry site visits. Funds were not issued due to a departure to join the TCU faculty. [Announcement](#); [summary](#).
- Teaching Innovation Award (Grant), *Johns Hopkins University* 2018 - 2019
- View the "edu-tech" pilot results [here](#), and the *Harvard Publishing* simulation pilot results [here](#).
- Carey Service and Mentorship Award Nominee, *Johns Hopkins University* 2018 - 2019
- Acknowledges a faculty member who demonstrates extraordinary support, mentorship, and education to students outside the classroom.
- Top Paper Award, *Southern States Communication Association Conference; Austin, TX.* 2017
- Chicotsky, B. & Qiao, F.** (2018). Laughing and yelling through yaks: a content analysis of Yik Yak, exploring humor topics, types, styles and user motives in the anonymous social media environment. Conference program [here](#).
- Inspiring Alumni Nominee, *New York University* 2012
- Dep. of Tech. Management and Innovation, Formerly "NYU-Poly" prior to Tandon School.*
- Recognized for a marketing campaign with 1.1 million organic views and international coverage.

## INDUSTRY ACKNOWLEDGMENTS

- Professor of the Month, *Stukent (Education Technology Platform)* Fall 2021
- Acknowledged for pedagogy leveraging marketing simulation exercises and in-class workshops with digital textbook content. Neeley [post](#); Stukent [acknowledgment](#); and associated [syllabus](#).

## NON-PEER REVIEWED BOOK PUBLICATION

- Chicotsky, B.** (2023). *Sales Millionaires: Industry Insights and Life Lessons from Those Who Made it*. Publisher: Kendall Hunt Publishing (and Innovation Ink for popular press). Available [HERE](#).

## NON-PEER REVIEWED WORKS & POPULAR PRESS PUBLISHINGS

- Market Report, *TCU Sales Center* Spring - Fall 2020
- Utilized in a marketing campaign during the COVID lockdown to increase enrollees.*
- Enrollment increases were achieved with both revenue-generating bootcamps and virtual/campus certificates. Led research, ghostwriting, and designing. Oversaw graduate assistant resources. Market report available [here](#).
- Market Report, *Neeley Analytics Initiative at TCU Neeley* Spring 2020
- Distributed widely for the launch of the Master of Science in Business Analytics*
- Served a lead researcher, ghostwriter, and designer. Oversaw graduate assistant resources. Market report available [here](#).
- Contributing Writer, *Carey The Torch* 2017 - 2018
- Former business blog of Johns Hopkins University, Carey Business School*
- Provided industry insight for master's students and the Carey Business School.

**Chicotsky, B.** (2017). *Next Generation Discourse: Group Leadership*. Baltimore, MD: Packback.  
● Book in partnership with Packback.co (“edu-tech” platform with artificial intelligence coaching). Held at [Barnes & Noble](#), [Amazon](#), [Google Play](#), and [iTunes](#).

Contributing Writer, *Seeking Alpha*, [seekingalpha.com/author/brandon-chicotsky](https://seekingalpha.com/author/brandon-chicotsky) 2017  
● Provided premium content on financial markets, investing, and equities analysis.

Contributing Writer, *Texas Enterprise* 2011 - 2015  
*The former business blog of The University of Texas at Austin*  
● Provided business insight on technology and venture capital. Available at [bchicotsky.com/blog](https://bchicotsky.com/blog).  
● Articles prior to 2015 are no longer listed. Confirm contributions with David Wenger, Director of Comm., UT-Austin McCombs Schools of Business: [david.wenger@mcombs.utexas.edu](mailto:david.wenger@mcombs.utexas.edu).

## NON-PEER REVIEWED POPULAR PRESS CONTRIBUTIONS

Hall, Z. & McClendon (2020). *Virtual-Visual Playbooks: Executing Your Sales Strategy*. Sales Education Foundation Annual Magazine, 1(14).  
● Provided editing and writing as part of a strategic industry partnership with DSG Consulting and the TCU Sales Center. Article available [here](#). Full edition available [here](#).

Miller, E. (2017). *Chronologically Gift: Aging with Gusto*. Pasadena, CA. Best Seller Publishing.  
● Project management for popular press publication and oversaw all editing processes.

Stephany, A. (2015). *The business of sharing: making it in the new sharing economy*. New York, NY. Palgrave Macmillan.  
● Cited for contributions pertaining to brand marketing and viral media insights.

Miller, E. (2015). *Don't Tell Me I Can't Do It!*. Austin, TX. Emerald Book Company.  
● Project management for popular press publication and oversaw all editing processes.

## STAFF PROGRAMMING CONTRIBUTIONS

Co-Founder, [TCU Sales Center](#) Fall 2019 - Fall 2022  
*Texas Christian University, Neeley School of Business*  
● Led marketing for all events and launched online channels (e.g., [LinkedIn](#)). Media [example](#).  
● Built followership, donorship, and elevated students' professional brand. Media [example](#).  
○ 2022 placement stats for graduates: 100% placement; 3.1 job offer average; \$85,000+ average salary acquired. 2022 - 2023 program had 296 students in the program.

Executive Mentor Sessions, *TCU Sales Center | Amplify Women in Sales* Fall 2021- Spring 2022  
*Texas Christian University*  
● Served as lead organizer. Widely publicized business community engagements.  
● Speakers included Celia Swanson (May 2021), Walmart's first-ever female executive; multiple executives from Paycom, Gartner, and DSG Consulting (corporate partners); Brittany Bacon, Director of Global Content Strategy at Zendesk (April 2021); Tom Serres, General Partner of Warburg Serres and Animal Ventures (media feature [here](#)); and Tiffani Bova, Head of Growth at Salesforce (media recap [here](#)).

*TCU Neeley Five-Year Strategic Planning led by Dean Daniel Pullin* Summer 2021  
*All department chairs and centers' directors set the five-year strategic plan for the school*

- Led a student team for videography and photography production. Example available [here](#).

*TCU Accounting Career Awareness Program (ACAP)* Summer 2021  
*Office of Inclusive Excellence, TCU Neeley School of Business*

- Provided videography, photography, text-drip marketing, and tech support. Example media [here](#).

*Personal Selling Essentials (Four-Week Boot Camp for Non-Sales Professionals)* Summer 2020  
*TCU Sales Center | Executive Education, Neeley School of Business*

- Instructor on professional branding July 20<sup>th</sup> - August 14<sup>th</sup>, 2020.
- Led marketing efforts to support recruitment; helped generate over \$25,000. Example [here](#).

*Experiential Marketing Series: Branding Support* Spring 2019 - Fall 2020  
*Marketing Department, TCU Neeley School of Business*

- Built branding assets for executive campus engagements for marketing majors. [Example](#).

*Academic Community of Practice (ACP), Leader* Summer 2019  
*New York University, Department of Integrated Marketing & Communications (SPS)*

- Oversaw curriculum review and faculty hiring for the Integrated Marketing master's program.

*Managing Editor, Actionable Insights* Spring 2019 - Fall 2019  
*New York University, Dep. of Integrated Marketing & Communications (SPS)*

- Provided "[translations](#)" of academic literature for industry practitioners.

*Coordinator of Experiential Learning, External Relations* Spring 2016 - Spring 2017  
*The Univ. of Alabama, College of Communication and Information Sciences*

- Launched ongoing program, [Industry Immersion](#); generated over \$200,000 in first fiscal year.
- Secured a "starter" \$100,000 endowment and managed scholarships.
- Led 14 trips for 137 students to 163 companies; developed curriculum on business principles.

## **SERVICE TO ACADEMIA**

*Pedagogy in Practice Presentation* Spring 2023  
*Koehler Center for Instruction & Engagement, TCU*

- Title: *Course Clients as a Pedagogical Tool for Market-Applied Learning*. A two-hour workshop for faculty peers accompanied by an article and video for the center's insights publication. Summary available [here](#).

*Member, Search Committee* Spring 2024  
*Marketing Department, TCU Neeley School of Business*

- Tasked with vetting candidates, initial interviews, and on-campus engagements for the role of assistant professor of professional practice.

*Chair, Search Committee* Spring 2023



*Marketing Department, TCU Neeley School of Business*

- Tasked with leading the hiring processes and reporting for an opening for the role of assistant professor of professional practice. The committee succeeded in filling the seat.

Undergraduate Electives Committee

Spring 2023

*Marketing Department, TCU Neeley School of Business*

- Tasked with reviewing and advancing course listings for the marketing major's market readiness and strategic-forward positioning. Conducted evaluation components [1](#), [2](#), and [3](#).

Instructional Design Support: Facilitation of Final Project, *TCU Neeley*

Fall 2022

- Drafted and launched project; coached students; and supported grading for the course, *Marketing Analytics*, for a new instructor of marketing, Dr. Susan Cadwallader: [s.cadwallader@tcu.edu](mailto:s.cadwallader@tcu.edu)

Dean's Office: Media Support, *TCU Neeley School of Business*

Summer 2021

- Provided production support and oversight for a student-led media showcase, available [here](#).

Executive Education: Branding Support, *TCU Neeley School of Business*

Fall 2020 - Spring 2021

- Provided ongoing pro bono graphic design support for the Advanced Leadership Certificate. Brochure available [here](#). Reference: Kalyn McKittrick, Director of Marketing & Engagement.

Founder and Advisory Board Member, *Policy General*

Fall 2017 - Present

- A comprehensive search engine and citable archive of university policy.
- Future contributions include a content aggregator that connects laymen's press to relevant policy; data insights on policy trends; a curated job board; conferencing, and policy consulting services.

External Relations Committee, *TCU Neeley School of Business*

Fall 2019 - Present

- Chaired by the Dean, the committee aims to align the School's strategic external engagements, including advancement, programming, and marketing.

Marketing Lead for the MS in Business Analytics, *Texas Christian University*

Spring 2020

- Led marketing efforts for a new graduate program launch as part of the Neeley Analytics Initiative; coordinated [digital marketing campaign](#). Created all digital assets (example available [here](#)), coordinated various departmental personnel, and oversaw engagement analytics.
- Resulted in 50+ enrollments and generated over \$2.6 million in prospective tuition revenue.
- The success of the campaign helped establish the Neeley Analytics Initiative ([research center](#)).

Faculty Rep. for MBA Admissions Interviews, *TCU Neeley School of Business*

Fall 2019

- Administer on-site interviews of MBA candidates under the guidance of the Graduate Recruitment and Admissions Office.

Search Committee for Finance Visiting Clinical Faculty, *New York University (SPS)*

Summer 2019

- Contributed to interview process and candidate search for a new full-time finance professorship.

Task Force Group on Student Success, *Office of the Dean, NYU*

Summer 2019 - Fall 2019

- Faculty and staff convene to advance strategic priorities for the School of Professional Studies.

Evaluation of Student Learning Objectives and Program Goals Spring 2019 - Summer 2019

- Led a department assessment under the NYU Office of Academic Affairs. Report available [here](#).

Academic Ethics Board, *Student Services Office, Johns Hopkins University* Fall 2018 - Spring 2019

- Invited by the Vice Dean for Faculty and Research to provide board reviews, appeal considerations, and judgments on ethics violations at the Business School.

Faculty Mentor, *Career Development Office, Johns Hopkins University* Fall 2018

- Provide advising for dedicated professional staff of the School's "Social Impact Network."

Advertising Consulting, *The Chronicle of Higher Education* Fall 2017

- Facilitated opportunities for academics to post open faculty lines and contribute content.

Faculty Volunteer, Mock Networking Event for Master of Finance Students Fall 2017

*Career Development Office at the Carey Business School, Johns Hopkins University*

- Provided coaching for the following professional categories: image, pitch, and engagement.

Authored and Submitted Grant; *Scripps Howard Foundation* Fall 2016

*The University of Alabama, College of Communication and Information Sciences*

- Researched and submitted the application as Coordinator of Experiential Learning. Efforts from this generative pursuit provided necessary materials to secure an endowment later in the year.

Ph.D. Task Force Implementation Recruitment Subcommittee Spring - Fall 2016

*The University of Alabama, College of Communication and Information Sciences*

- Contributed to college's recruitment plan and budget projection (pro forma).

Participant, Selection Committee for Communication Specialist Spring 2016

*The University of Alabama, College of Communication and Information Sciences*

- Interviewed candidates for the communication specialist role and provided scoring.

Lecturer, *Osher Lifelong Learning Institute and Continuing Education* Fall 2015

*The University of Alabama*

- Proposed, developed, and taught a new course: *The Business of Celebrity in Social Media*. Twenty continuing studies students and senior students (age 65+).

## STUDENT MENTORSHIP PROGRAMMING

Co-Advisor, *American Marketing Association: TCU Collegiate Chapter* Fall 2023 - Present

- AMA is the discipline's premier association. The collegiate chapter focuses on industry-applied programming and career-building on behalf of students. Program example [here](#).

Senior Thesis Committee Member, *TCU Neeley, Marketing Department* Spring 2024 - Fall 2024

- Serve as the outside-department member for honor's student thesis. Peacock, L. (2024). "How a High-Interest Rate Environment Influences Commercial Real Estate Default Rates" Student: Layne Peacock (Finance & Real Estate).

Senior Thesis Committee Chair, *TCU Neeley, Marketing Department* Fall 2023 - Spring 2024

- Serve as the lead advisor for the student's study design, research execution, and administration of their thesis, as well as organizing the review committee. Severs, C. (2023). "Value of Human Interaction in Sales with the Uprise in AI." Student: Chrissy Severs (Marketing).

Senior Thesis Advisor, *TCU Neeley* Fall 2023 - Spring 2024  
*Information Systems & Supply Chain Management Department*

- Serve as advisor focused on marketing and business applications for student's minimum viable prototype with an associated white paper titled "Decentralized Application for Automated Investing." Student: Caroline Mitchem. Chair, Dr. Kelly Slaughter.

Senior Thesis Committee Chair, *TCU Neeley, Marketing Department* Summer 2021 - Spring 2022

- Served as the lead advisor for the student's study design, research execution, and administration of their thesis, as well as organizing the review committee. Lukehart, L. (2022). A Conceptual Analysis of "Shipping Packaging" and "Secondary Packaging": Operationalizing Brand Loyalty Theory to Measure Brand Effects. [Repository](#); [full paper](#). Student: Lauren Lukehart (Marketing).

Faculty Group Leader, Neeley Exploration Team (NET), *Texas Christian University* Fall 2020

- Campus networking group to support first-year students, which includes an alum. The initiative is overseen by Dr. Hettie Richardson, Associate Dean of Undergraduate Programs at Neeley.

Faculty Coach, *Paragon One* ([Paragonone.com](#)) Spring 2019 - Summer 2020

- Provide skills development for students through company projects and mentor-led externships.

Program Advisor (Non-University Affiliated), *Industry Hub* 2015 - 2018

- A boutique agency offering travel programs that connect students with startup founders.

Advisor and Director, *MC 101 Brand Team (Student Organization)* 2016 - 2017  
*The University of Alabama*

- Guided students in strategic marketing planning and implementation of digital media campaigns.

Advisor and Director, *Alabama Media (Student Organization)* 2014 - 2015  
*The University of Alabama*

- Taught research methods for industry insights as extracurricular learning opportunities.

## PROFESSIONAL & ACADEMIC MEMBERSHIPS

*American Marketing Association (AMA)*

Membership Active: Spring 2018 – Spring 2020; Fall 2023 - Current

- A professional association for marketers and academics with over 250 collegiate chapters.

*National Communication Association (NCA)*

Membership Active: Fall 2022 – 2023 (registration [here](#)); Fall 2018 – Spring 2020

- NCA advances communication scholarship through inquires of all forms, modes, and media.

*Association for Business Communication (ABC)*

Membership Active: Fall 2018 – Spring 2022

- An interdisciplinary organization advancing business comm. research, education, and practice.

*National Business and Economics Society (NBES)*

Membership Active: Summer 2018 – Summer 2020

- A multidisciplinary professional organization promoting theoretical and applied research.

*United States Association for Small Business and Entrepreneurship (USASBE)*

Membership Active: Spring 2018 – Spring 2020

- USASBE advances entrepreneurship education through “teaching, scholarship, and practice.”

*International Council for Small Business (ICSB)*

Membership Active: Spring 2018 – Spring 2020

- ICSB brings together researchers, policy makers, and practitioners to share knowledge.

**ACADEMIC DEVELOPMENT CERTIFICATE**

Certificate of Entrepreneurship Essentials  
*Harvard Business School Online*

2018

**PROFESSIONAL DEVELOPMENT**

*Selection Committee Training | TCU Human Resources*

Spring 2023

- A synchronous, participatory training. Hiring guidance for Search Committee Chairs. Lead contact, Pam Hartwell, Talent Acquisition Manager: [pam.hartwell@tcu.edu](mailto:pam.hartwell@tcu.edu)

*Hybrid Certification | TCU Koehler Center for Instruction, Innovation, & Engagement*

Fall 2022

- Completed the “Ramping Up Rapidly” program covering the TCU Online Skills (D2L). Issuer contact: [KoehlerCenter@tcu.edu](mailto:KoehlerCenter@tcu.edu).

*Innovative Teachers Guild | Texas Christian University*

Fall 2022 - Spring 2023

- A working group of interdisciplinary representatives dedicated to analyzing, piloting, and reporting on experiential learning and entrepreneurial thinking. Led by Michael Sherrod, William M. Dickey Entrepreneur in Residence: [m.s.sherrod@tcu.edu](mailto:m.s.sherrod@tcu.edu).

*Organizing Modules and Content to Structure Learning | TCU Koehler Center*

Fall 2021

- A webinar focused on instructional design, engagement exercise implementation, and utilizing a learning management system.

*Critical Consciousness Webinar | Service Community-Based Learning TCU*

Spring 2021

- An interactive webinar covering: (1) assessing outcomes of community engagement; (2) avoiding and addressing microaggressions; and (3) awakening mutually beneficial and reciprocal partnerships. Led by Dr. Aaliya Baker (TCU). Slide deck available [here](#).

*Hiring and Selection Committee Virtual Training | TCU Human Resources* Fall 2020

- Training focused on diversifying applicant pools and eliminating biases and missteps in selection processes held by the TCU Human Resources office.

*Mitigating Unconscious Bias | TCU Employee Engagement and Organizational Strategy* Fall 2020

- Interactive training (e.g., Implicit Association Test) to recognize implicit and explicit biases in professional and personal contexts and how they influence communication and decision-making.

*Working with the Media (Workshop) | TCU Office of Communications* Fall 2020

- Training on value offerings for media and what reporters seek from scholars; review of how to respond to media inquiries; and overview of tools to connect with general audiences.

*Hybrid Course Certification | TCU Koehler Center* Summer 2020

- An extensive training focused on instructional design, effective pedagogy in the COVID era, and research-substantiated insights regarding the learning process.

*Pedagogy Review and Lecture Observation | TCU Koehler Center* Spring 2020

- A multi-step analysis, review, and audit of instructional design and lectureship. Review the self-reflection following the observation report [here](#).

*Supporting Marginalized & Vulnerable Students During COVID-19* Spring 2020

- An extensive instructional webinar covering critical topics concerning students' wellness. Certificate available [here](#).

*LGBTQIA+ Foundations and Advocacy Training, TCU* Fall 2019

- Workshop hosted by the Title IX Advocacy and Education Office.

*Pronoun Fluency: Creating Safer Spaces Through Inclusive Language, TCU* Fall 2019

- Workshop from the "Pedagogy in Practice" series from the Koehler Center.

*Workshop: Teaching Effectiveness Using Critical Thinking, TCU Neeley* Summer 2019

- A five-hour faculty training from Dr. Pete Facione focused on critical thinking in a pedagogical context and applying high-impact instructional exercises.

*Skills for Collaboration, Johns Hopkins University* Fall 2018

- A training module pertaining to workplace liabilities involving equal protections, hiring practices, and organizational policies. Office of Institutional Equity.

*Developing the Next Generation, Johns Hopkins University* Summer 2018

- A SkillSoft professional development module regarding generational insights involving technology, social media, and learning behaviors.

*Communicating with a Cross-Cultural Audience, Johns Hopkins University* Spring 2018

- A SkillSoft professional development module about how cultural differences affect communication and how to avoid pitfalls with cross-cultural audiences.

*Faculty Searches, Johns Hopkins University* Spring 2018

- A training focused on intentional and responsible hiring; offered by the Office of Institutional Equity; directed by Provost Caroline Laguerre-Brown.

*Managing Challenging Students Workshop, Johns Hopkins University* Spring 2018

- A workshop offered by the Student Assistance Program (JHSAP.org) to address various scenarios of potential professor-student exchanges and processes for reporting.

*Managing Workplace Personnel, Johns Hopkins University* Fall 2017

- A six-hour immersive professional development training offered by the Talent Management and Organizational Development Department.

*Identifying, Managing, and Referring Distressed Students, Johns Hopkins University* Fall 2017

- A training offered by the Assistance Program (JHSAP.org) to address health and wellness concerns that staff and faculty experience with students.

*Navigating Currents of Teaching, Johns Hopkins University* Fall 2017  
*Hosted by Dr. Peter Arieu, Associate Director of Teaching Development*

- A teaching engagement workshop aimed at exploring various instructional techniques to meet diverse needs of students.

*Personnel: 21<sup>st</sup> Century Higher Education, Johns Hopkins University* Fall 2017

- A professional development seminar offered by the Talent Management and Organizational Development Department.

## **EXTRACURRICULAR CONTRIBUTIONS & INDUSTRY ENGAGEMENT**

*Jobe and Helen Richards Foundation (Philanthropic Fund Management)* Fall 2019 - Present

- Chicotsky Family serves as lifetime Trustees: asset management and charitable giving.

*Spectra Advisory, Partner* Spring 2023 - Present

- Offering consultation and mediation for stateside banking and venture funds to access credit lines and investment capital from international institutions. Operationalized under [KNlaw.com](https://www.knlaw.com).

*God Bless Retirement ([GodBlessRetirement.com](https://www.GodBlessRetirement.com)) | GBR Brokers* Spring 2024 - Present

- A family-led firm offering business brokering and real estate services.

*For Valor (advising)* Spring 2023 - Present

- A product line offering nootropic vitamin fizz tablets.

*Faculty Liaison, Southwest CUNA Management School ([scms.coop](https://www.scms.coop))* Summer 2021 - Present

- Provide instruction and curricula advising to the leadership training institute in service of regional credit unions and rising executives. Represent TCU. Overview of instruction [here](#).

- Reference: Janine McBee, Director. [jmcbee@scms.coop](mailto:jmcbee@scms.coop)

*Fort Bitcoin, New Energy Markets*

Spring 2024

- Hosted the city's Bitcoin and energy technology meetup at TCU with three panel sessions featuring carbon credit policy experts, energy wildcatters, and Bitcoin miners.

*Stukent, Product Development Advisor (education technology)*

Summer 2022

- In-house consulting for the firm's product team work-flow, processes, and execution. Worked directly with the CEO to provide assessment, recommendations, and ideas to improve the product suite. Reference: Stuart Draper, Founder and CEO of Stukent: [stu@stukent.com](mailto:stu@stukent.com)

*Ascent House, Boutique Marketing Agency Directorship*

Summer - Fall 2022

- Offering "pop-up" hype houses for web3 clientele, which are one-night private events with social media influencers amounting to a 30 million+ online audience. Partnership includes London Lazerson (9+ million TikTok followers). Ascent.House

*City of Fort Worth Bitcoin Mining Project, Debrief Committee*

Fall 2022

- Invited committee of technologists focused on advancing and expanding the city's Bitcoin mining project (the first municipality in America to mine BTC). Led by Carlo Capua, Chief of Strategy and Innovation for the Mayor's Office: [carlo.capua@fortworthtexas.gov](mailto:carlo.capua@fortworthtexas.gov)
  - Service included an in-depth market study of civic engagement in web3, available [here](#).

*NEAR Hacker House, Marketing Advisor*

Summer 2022

- NEAR is a web3 protocol (layer 1 solution) which attracts software developers for collaborative ecosystem-building (e.g., middleware and applications leveraging the NEAR protocol blockchain). As an in-house marketing advisor and investor, I helped ensure projects utilizing NEAR are allocating capital optimally for growth. [NEAR site](#) | [NEAR blog](#) | [Hacker House links](#)

*Warburg Serres Tomorrow Fund, Investor Relations Representative*

Spring 2022

- Engaged in capital fundraising and served as the fund's representative alongside its principal at the 64<sup>th</sup> Annual Grammy Awards in association with the event's lead sponsor, Binance.
  - About the fund (private equity and venture capital): [WarburgSerres.com](http://WarburgSerres.com)
  - Reference: General Partner, Tom Serres, [tom@animalventures.co](mailto:tom@animalventures.co)

*Product Advising Focus Group, Stukent ([stukent.com](http://stukent.com)), edu-tech platform*

Summer 2021

- Invited as a professor representative for two product categories: business simulations and media-integrated digital textbooks.
  - Reference: Brady Adams, Chief Product Officer: [brady.adams@stukent.com](mailto:brady.adams@stukent.com)

*Brand Consulting, Society for Consumer Psychology ([myscp.org](http://myscp.org))*

Winter 2020 - Spring 2021

- Website redesign with features to support membership programming, conferencing, and dissemination of the *Journal of Consumer Psychology*.

*Turner Construction Co.*

Fall 2019

- Brand strategy consulting for aspiring Project Managers for "large-scale" and "high-scale" deals.

ViaX: Research Education Platform Spring 2019 - Fall 2019  
 ● Providing research methods instruction for international students.  
 More available [here](#).

Warnock Foundation ([WarnockFoundation.org](http://WarnockFoundation.org)), Diamond Challenge Competition Spring 2019  
 ● Judged startup and social innovation pitches to determine a \$100,000 capital award.

LXDX ([lxdx.co](http://lxdx.co)), Derivatives Exchange for Cryptocurrency Trading Spring 2018 - Spring 2019  
 ● Sourced marketing personnel, also provided “user-generation” and integrated brand strategy. The company has since been acquired (exit event).  
 ○ Reference: Will Roman, Co-Founder and COO. [will@chisos.com](mailto:will@chisos.com)

Packback ([packback.co](http://packback.co)), Education Technology Platform Fall 2018  
 ● Participated in panels at Penn State University (Nov., 2018) and The University of Alabama (October, 2018) to share platform insights with academic colleagues.

## PROFESSIONAL EXPERIENCE

<u>Positions Held</u>	<u>Employment Dates</u>
Principal at a family business brokerage, <a href="#">God Bless Retirement</a> ● A member of the International Business Brokerage Association and Texas Association of Business Brokers.	Spring 2024 - Present
Early-Stage Angel Investor and Advisor, <i>Angel List</i> , <a href="http://angel.co/u/chicotsky">angel.co/u/chicotsky</a> ● Marketing advisorship to startup founders accompanied by early-stage investments.	Spring 2021 - Present
Principal & Owner, <i>Jennie Properties, LLC</i> ● Real estate prospecting, investments, refurbishments, and development.	2019 - Present
Chicotsky Real Estate Group, <i>Briggs Freeman Sotheby's Intl. Realty</i> , <a href="http://Chicotsky.com">Chicotsky.com</a> ● Researcher and financial modeling analyst. Inform capital allocations and investments.	2017 - Present
Growth Strategy Consultant, <i>Packback, Packback.co</i> ● Provide business development strategy to founders and work directly with the development team.	2017 - 2022
Marketing Advisor, NovuGens, <a href="http://NovuGens.com">NovuGens.com</a> ● Provided strategic branding and positioning insight to acquire international enterprise clients.	Spring 2019 - Spring 2021
Chief Marketing Officer, <i>Worksheet Capital</i> , <a href="http://WorksheetCapital.com">WorksheetCapital.com</a> ● Managed a terminal contract with boutique private equity fund to provide insights on cryptographic trading assets. Oversaw branding, information flow, and client engagements.	2017 - 2018
Chief Marketing Officer, <i>Simply International</i>	2013 - 2014



\*The company is now filed and branded as Inn Cahoots, [InnCahoots.com](http://InnCahoots.com)

- Managed hiring, rebranding, and marketing practices; reached first \$1 mil yearly revenue goal.
- Provided housing and other logistics partnerships with universities for international visitors.

Assistant Area Director, *American Israel Public Affairs Committee*, [AIPAC.org](http://AIPAC.org) 2008 - 2010

- Lobby agency focused on aid appropriations to strategic allies of the U.S.
- Raised over \$250,000 during my tenure, drafted policy briefs, and organized Congressional trips.

Managing Associate, *Texas Ventures (TxV Inc. Foundation)* 2007 - 2011

- A startup fundraising coalition. Led investor relations. Portfolio startups included [Rally.org](http://Rally.org).

## MEDIA MENTIONS

March 2024. *Shoutout DFW*. An online magazine-style publication focused on profile features of rising professionals in business and the arts. Available [here](#).

February 2024. *Debutify Podcast*. A marketing podcast focused on industry showcases and upskilling. Show available [here](#).

January 2024. *Sell or Die* with Jeffrey Gitomer (Podcast). A leading sales podcast feature in promotion of the TCU Sales Center and my popular press book, *Sales Millionaires*. Show available [here](#).

January 2024 (the publication's formal announcement and promotion was in 2024, despite the authorship and publishing date listed as Nov. 2<sup>nd</sup>, 2023). Profile in cultural magazine available [here](#).

November 2023. Invited participant in "Academy 2.0" which features scholars from the U.S. and world-wide to offer digestible insights about previous research. Available [here](#).

September 2023. Featured guest on [Debutify](#), a premier e-commerce podcast that focuses on retention marketing, lifetime value for brand customers, and other operational marketing concepts.

2023 - 2024, *The American Dream* (DreamTV), an Emmy-nominated, 5x Telly Award syndicated TV show. Chicotsky Real Estate Group was chosen as the voice of Fort Worth real estate and culture. [Episode 1](#); [episode 2](#); and [episode 3](#).

May 2023. *Practical Ecommerce* (podcast with over 50,000 listenership). Commentary on optimizing hiring channels with colleges and evaluating business school quality. Listen [here](#).

March 2023. *The Austral Group* (promotional content on social channels). Commentary on how middle-marketing firms as course clients offer dynamic challenges for students to solve. View [here](#).

January 2023. *Wallet Hub*. Offered commentary on Berkshire Hathaway's investment in Geico and its marketing relevance to retail traders. Commentary available [here](#).

September 2022. *Fort Worth Star-Telegram*. Spoke on behalf of the TCU Neeley School of Business to commemorate the ceremonial ringing of the NYSE closing bell. Video and story available [here](#).

June 2022. TCU 360. Helped the university's writer construct a showcase article of the TCU Sales Center, which included direct quotes. Article available [here](#).

March 2022. Poets and Quants. "Most Disruptive Business School Startups". Cited as a founder's favorite professor and course offering. Article [here](#).

October 2021. ABC News (DFW-WFAA). Television commentary regarding global outages for Facebook, Instagram, WhatsApp, and associated applications. TCU [coverage](#). Main segment [here](#).

May 2021. CBS News (DFW). Television commentary on behalf of TCU acknowledging graduates' marketplace reading during COVID-19.

February 2021. *TCU News*. Commentary and Q&A on Super Bowl marketing expenditures published in TCU's official news outlet. The segment is available [here](#).

February 2021. *Wallet Hub*. Commentary and Q&A published in popular press regarding insurance and customer business decision-making. The article is available [here](#).

August 2020. *CBS Morning News (DFW)*. Television commentary on behalf of TCU discussing policies and accommodations regarding COVID-19.

October 2019. *Texas Jewish Post* (4,200 household distribution). Profile feature on joining the faculty at the TCU Neeley School of business. The article is available [here](#).

June 2018. *Outsell Inc.* (Two podcast segments). Commentary on education technology and innovative pedagogy. Listen to both media segments [here](#) or at [bchicotsky.com](http://bchicotsky.com) at the "[in the news](#)" section.

May 2018. *Baltimore Sun* (news publication). Commentary on brand implications regarding restaurant closures. The article is available at [bchicotsky.com](http://bchicotsky.com) at the "[in the news](#)" section.

Feb. 2018. *Baltimore Sun* (news publication). Commentary on automation and convenience delivery systems. The article is available at [bchicotsky.com](http://bchicotsky.com) at the "[in the news](#)" section.

Feb. 2018. *Platform Magazine* (Public Relations Online Press). Profile featured for experiential learning programs. The article is available [here](#) or at [bchicotsky.com](http://bchicotsky.com) at the "[in the news](#)" section.

Nov. 2017. *Forbes* (news publication). A reference to a 2017 online master's seminar involving "edu-tech" software. The article is available [here](#) or at [bchicotsky.com](http://bchicotsky.com) at the "[in the news](#)" section.

Oct. 2017. *Baltimore Sun* (news publication). Commentary on online delivery systems' impact on restaurant closures. The article is available at [bchicotsky.com](http://bchicotsky.com) at the "[in the news](#)" section.

July 2017. *Baltimore Sun* (news publication). Commentary on brand ambassadors and targeted marketing. The article is [here](#) or available at [bchicotsky.com](http://bchicotsky.com) at the "[in the news](#)" section.

July 2017. CBS, Washington, D.C. area broadcast (television), Commentary on real estate investment trusts and the retail sector. The news segment is [here](#) or at [bchicotsky.com](http://bchicotsky.com), “[in the news](#)” section.

May 2015. Coverage of a successful international campaign to finance my Ph.D. through digital currency is available at [BitcoinPhD.com](http://BitcoinPhD.com).

May 2012. Master’s Capstone Project included an international viral media campaign, which reached coverage in 35 countries in over 10 languages. View media segments at [HowToBuildFame.com](http://HowToBuildFame.com). View more coverage of previous media endeavors at: [BChicotsky.com/former-rumblings](http://BChicotsky.com/former-rumblings).

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### **Public Social Sites**

[BChicotsky.com](http://BChicotsky.com) | [University Listing](#) | [Google Scholar](#) | [BrandPersona.org](http://BrandPersona.org) (Dissertation)  
[EquityMovement.com](http://EquityMovement.com) (Blog) | Amazon Listings | [Angel List](#) | [Ascent House](#) (agency)

### **Social Media Accounts**

[linkedin.com/in/chicotsky](https://linkedin.com/in/chicotsky) | [twitter.com/chicotsky](https://twitter.com/chicotsky) | [facebook.com/bchicotsky](https://facebook.com/bchicotsky) |  
[instagram.com/bchicotsky](https://instagram.com/bchicotsky) | [pinterest.com/bchicotsky](https://pinterest.com/bchicotsky)

### **Initiated & Previously Managed University Social Media Accounts**

[LinkedIn: TCU Sales Center](#) | [Instagram: TCU Sales Center](#) | X (Twitter): TCU Sales Center  
[YouTube Playlist: TCU Sales Center](#)