

**Larry Smith, PhD.
Lecturer of Management**

Academic Degrees Earned

- Ph.D. in Organization and Management, Capella University, 2009.
- M.S. in Health Care Policy and Administration, Mercer University, 1995.
- Russian Basic Language Course, Defense Language Institute Foreign Language Center, Monterey, CA, 1987. Graduates with Honors.
- Graduate Studies in Parks, Recreation, and Tourism Management, Clemson University, 1983-1985.
- B.A. in Psychology, University of South Carolina, 1983.

Academic Experience

- Lecturer in Management, Coastal Carolina University, 2014 – present.

Non-Academic Experience

- Owner, Behavioral Communications Solutions, LLC. Work with local Chambers of Commerce, professional organizations, and select clients to train, coach, and consult to improve performance. Areas of expertise include Human Resource Management, Sales, Negotiations, and Leadership. 2009 – present.
- Real Estate Broker (residential property investment), 2003 – present.
- Sanofi-Aventis Pharmaceuticals, Inc. Bridgewater, NJ, 1989-2009.
 - Institutional Account Manager 2004 – 2009
 - Federal Sales Specialist 2001 - 2004
 - Regional Sales Trainer 2003 - 2004
 - Advanced Therapeutics Representative 1996 - 2001
 - Business Team Leader 1994 - 1996
 - Primary Care Representative 1989 - 1994
- Systems Consultant, BellSouth, Atlanta, GA, 1988-1989.
- Military Intelligence Interrogator, United States Army Reserves, 1985-1993.

International Experience

- Study Abroad - Russia: Comparative analysis between Russian and U.S. Health Care Delivery
- Extensive foreign travel: Germany; Belgium; France; Austria; Italy; Spain; Turkey; Morocco; Ireland; England; Scotland; Canada; Russia; Czech Republic; Slovakia; Poland; Hungary; Mexico; Argentina; Chile; Uruguay; Australia; India; China

Professional Communication and Leadership Training

- Toastmasters International: Advanced Communicator Gold; Area Governor 2011 - 2012
- Aventis Pharmaceuticals: Management Development Associate 2003
- Karrass: Effective Negotiation Course I 2000
- Karrass: Effective Negotiation Course II 2001
- Dale Carnegie: High Impact Presentation Course 1998
- Dale Carnegie: Sales Course 1997

Certifications

- Certified Myers Briggs Type Indicator (MBTI) Practitioner 2011
- Certified Neuro Linguistic Programming (NLP) Master Practitioner 2011
- Certified Paul Ekman Group METT (Micro Facial Expressions) Advanced Expert 2011
- Certified DISC Behavioral Model Trainer 2007
- Certified Personal Values, Attitudes, and Interests (PIAV) Model Trainer 2007
- Global Models and Benchmarking Trainer 2007
- Oglethorpe University Professional Financial Planner Program 2006