

Steven M. Mueller, Ph.D.

Assistant Professor, Longwood University
Department of Management and Marketing
College of Business and Economics

Education

UNIVERSITY OF NEVADA, RENO – Reno, NV
Doctor of Philosophy in Business Administration (Management), December 2021

EAST CAROLINA UNIVERSITY – Greenville, NC
Graduate Certificate in Marketing, August 2021

UNIVERSITY OF TEXAS AT EL PASO – El Paso, TX
Master of Arts in Experimental Psychology, Fall 2017

BALDWIN WALLACE UNIVERSITY – Berea, OH
Bachelor of Science, May 2013
Major(s): Neuroscience and Biology Minor(s): Psychology

Publications

Mueller, S. M., Kowalczyk, C. M., Taillon, B. J., & Rowe, W. J. (2023). Navigating farm waste problems: introducing the Gleaning Innovation Framework. *International Journal of Retail & Distribution Management*. DOI 10.1108/IJRDM-11-2022-0453

Curtis, S. R., Carre, J. R., **Mueller, S. M.**, & Jones, D. N. (2023). Hiding your dark side: Anticipatory impression management of communal traits. *Current Psychology*, 42(22), 18720-18730.

Jones, D.N., & **Mueller, S.M.** (2022). Is Machiavellianism dead or dormant? The perils of researching a secretive construct. *Journal of Business Ethics*. DOI: 10.1007/s10551-020-04708-w

Carré, J. R., Jones, D. N., & **Mueller, S.M.** (2020). Perceiving opportunities for legal and illegal profit: Machiavellianism and the Dark Triad. *Personality and Individual Differences*, 162, 109942.

Taillon, B. J., **Mueller, S.M.**, Kowalczyk, C. M., & Jones, D. N. (2020). Managing Social Media Influencers: The Moderating Role of Closeness. *Journal of Product and Brand Management*.

Carré, J.R., **Mueller, S.M.**, Schleicher, K.M., & Jones, D.N. (2016). Psychopathy and deviant workplace behavior: A comparison of two psychopathy models. *Journal of Personality Disorders*, 32(2), 242-261.

Manuscripts Under Review & In-Preparation

Mueller, S.M. Curtis, S.R., Carre, J.R., & Jones, D.N. (*In prep*). The relationship between ethics and firm turnover among investment brokers.

Jones, D.N., **Mueller, S.M.**, McVay, L., de Roos, M.S., & Van Pueyvelde, D. (*In prep*). Organizational Betrayal: Distinguishing Retrospective and Prospective Models.

Mueller, S.M., de Roos, M.S., Fetterman, A.K. (*In prep*). *This too Shall Pass: Psychological Immune System is Effective in Response to Geopolitical Events*.

Mueller, S. M., Taillon, B. J., Carre, J.R., & Jones, D. N. (*In prep*). *Heart or ego? Individual differences in using emotionally manipulative recruitment strategies*.

Conference Presentations

Mueller, S.M., Taillon, B. J., Kowalczyk, C., & Rowe, J. (2023). The Gleaning Innovation Framework: A resource-based view (Vol. 2023). Topic: Strategy & Entrepreneurship. Society for Marketing Advances.

Mueller, S.M., Jones, D. N., Curtis, S., & Carre, J. (2022). The Relationship Between Ethics and Firm Turnover Among Investment Brokers. In *Academy of Management Proceedings* (Vol. 2022, No. 1, p. 17528). Briarcliff Manor, NY 10510: Academy of Management.

Mueller, S.M., & Jones, D. N. (2019, August). Personality and Situational Influences on Inappropriate Trade Secret Disclosure. In *Academy of Management Proceedings* (Vol. 2019, No. 1, p. 19352). Briarcliff Manor, NY 10510: Academy of Management.

Jones, D.N., **Mueller, S.M.**, Curtis, S.C., Carre, J.R. (March, 2019). Selfish Decisions: The Dark Triad and Business Knowledge Predict Linguistic Profiles. *Proceedings of the Western Academy of Management*, Rohnert Park, California, USA.

Jones, D.N., de Roos, M.S., **Mueller, S.M.**, McVay, L., & Van Puyvelde, D. (2018, March). *Personality & situational influences on illegal secret disclosure*. Poster presented at the meeting for the Society of Personality and Social Psychology, Social Psychology in Court and Beyond Preconference, Atlanta, Georgia, USA.

Taillon, B.J., Huhmann, B.A., Barnes-McEntee, W., & **Mueller, S.M.** (2017, October). *A Content Analysis of Brand-Related Implied Motion in Social Media*. *Proceedings of the Society for Marketing Advances Fall Educators' Conference*, Louisville, Kentucky, USA.

Taillon, B.J., Huhmann, B.A., & **Mueller, S.M.** (2017, August). *Implied Motion Must Be Brand Relevant for Effective Advertising*. *Proceedings of the American Marketing Association Summer Educators' Conference*, San Francisco, California, USA.

Mueller, S.M. (2017, January). *Motivations Against Committing Crimes Scale – MACCS*. Poster presented at the Society for Personality and Social Psychology conference, San Antonio, Texas, USA.

Mueller, S.M., Carre, J.R., Schleicher, K.M., & Jones, D.N. (2016, May). *Psychopathy and deviant workplace behavior*. Poster presented at the meeting for the Association for Psychological Science, Chicago, Illinois, USA.

Taillon, B.J. & **Mueller, S.M.** (2016, September). Self-service Technologies: Increasing Firm Value through Customer Satisfaction and Brand Loyalty. Paper presented at: 2016 Annual SMA Conference.

Stedham, Y.E., & **Mueller, S.M.** (*in press*). Leadership and the COVID-19 pandemic. In M.K. Miller (Eds.) *The Social Science of the COVID-19 Pandemic: A Call to Action for Researchers*. Oxford.

Book Chapters

Jones, D.N., & **Mueller, S.M.** (*in press*). Control, confidence, and coercion: Crisis drives the opportunistic rise of dark leadership. In P.D. Harms, M.K. Carsten (Eds.) *Leadership Horizons*. Charlotte, IAP.

Current Professional Experience

LONGWOOD UNIVERSITY – Farmville, VA
Assistant Professor, Department of Management and Marketing. Fall 2022-Present.

**Longwood University
 2022-Present**

Course	Semester	Instructor Rating	Challenge Rating	# of Students in Class	Format
Organizational Behavior	Spring 2025	TBD	TBD	TBD	F-to-F
Business Ethics	Spring 2025	TBD	TBD	TBD	F-to-F
MBA Capstone/Strategic MGT	Spring 2025	TBD	TBD	TBD	Online
MBA Capstone/Strategic MGT	Spring 2025	TBD	TBD	TBD	Online
MBA Capstone/Strategic MGT	Summer II 2024	4.43/5	4.48/5	54	Online
MBA Capstone/Strategic MGT	Summer I 2024	4.66/5	4.76/5	65	Online
Business Ethics	Spring 2024	4.69/5	4.53/5	37	F-to-F
MBA Capstone/Strategic MGT	Spring II 2024	4.63/5	4.77/5	37	Online
MBA Capstone/Strategic MGT	Spring I 2024	4.81/5	4.65/5	62	Online
Principles of Management	Winter 2023	4.67/5	3.5/5	14	F-to-F
Business Ethics	Fall 2023	4.68/5	4.33/5	38	F-to-F
MBA Capstone/Strategic MGT	Fall II 2023	4.73/5	4.72/5	62	Online
MBA Capstone/Strategic MGT	Fall I 2023	4.85/5	5.0/5.0	59	Online
MBA Capstone/Strategic MGT	Summer 2023	4.97/5	5.0/5	62	Online
Business Ethics	Spring 2023	4.67/5	4.52/5	35	F-to-F
MBA Capstone/Strategic MGT	Spring II 2023	4.75/5	4.88/5	67	Online
MBA Capstone/Strategic MGT	Spring I 2023	4.79/5	4.58/5	68	Online
Business Ethics	Fall 2022	4.58/5	4.11/5	26	F-to-F
MBA Capstone/Strategic MGT	Fall II 2022	4.76/5	4.69/5	42	Online
MBA Capstone/Strategic MGT	Fall I 2022	4.83/5	4.72/5	44	Online
MBA Capstone/Strategic MGT	Summer 2022	4.77/5	4.62/5	70	Online

F-to-F = Face-to-Face

Past Teaching Experience

ZTM HOSPITALITY, L.L.C. – Greenville, NC
President. April 2022-Present.
 Multi-property management and rental company servicing North Carolina.

UNIVERSITY OF NEVADA, RENO – Reno, NV
Instructor, Department of Managerial Sciences. Summer 2018-Spring 2022

**University of Nevada, Reno
 Summer 2018-Spring 2022**

Course	Semester	Instructor Rating	Course Rating	# of Students in Class	Format
Marketing Research	Spring 2022	3.6/4	3.6/4	95	Online
International Marketing	Spring 2022	3.8/4	3.8/4	15	Online
Strategic Management and Policy	Spring 2022	3.8/4	3.8/4	51	Online
International Marketing	Fall 2021	3.6/4	3.4/4	48	Online
Strategic Management and Policy	Spring 2021	3.6/4	3.6/4	49	Online
Strategic Management and Policy	Spring 2020	3.9/4	3.9/4	39	F-to-F
Business Ethics	Fall 2019	3.5/4	3.5/4	50	F-to-F
Strategic Management and Policy	Fall 2019	3.3/4	3.4/4	40	F-to-F
Business Ethics	Summer 2019	3.8/4	3.8/4	21	F-to-F
Strategic Management and Policy	Spring 2019	3.3/4	3.4/4	72	F-to-F
Business Ethics	Summer 2018	3.8/4	3.8/4	13	F-to-F

F-to-F = Face-to-Face

EAST CAROLINA UNIVERSITY – Greenville, NC
Adjunct Instructor, Department of Marketing and Supply Chain. Spring 2022

East Carolina University
 Spring 2022

Course	Semester	Instructor Rating	Challenge Rating	# of Students in Class	Format
Marketing Management	Spring 2022	4.7/5	4.0/5	204	F-to-F

F-to-F = Face-to-Face

UNIVERSITY OF TEXAS AT EL PASO – El Paso, TX
Instructor, Department of Psychology. Spring 2016-Spring 2018

University of Texas at El Paso
 Spring 2017-Spring 2018

Course	Semester	Instructor Rating	Course Rating	# of Students in Class	Format
Statistical Methods	Spring 2018	4.9/5	4.6/5	46	F-to-F
General Experimental Psychology Lab	Fall 2016	4.7/5	4.6/5	43	F-to-F
General Experimental Psychology Lab	Spring 2016	4.8/5	4.6/5	45	F-to-F

F-to-F = Face-to-Face

*Other
 Professional
 Experience*

Teaching Assistant, Department of Psychology. August 2014 – Spring 2017
 Provided quick and efficient support to faculty for a variety of courses (i.e. Introduction to Psychology, General Experimental Psychology, Introduction to Statistics, Industrial/Organizational Psychology)

TEXAS NATIONAL SECURITY NETWORK – Austin, TX
Research Assistant, University of Texas at El Paso. Fall 2017-Spring 2018
 Conducted interdisciplinary research and data collection to better understand psychological barriers for secrecy disclosure and discretion in the workplace

BALDWIN WALLACE UNIVERSITY – Berea, OH
Research Assistant, Department of Psychology. September 2009-May 2013
 Conducted neuroscience and psychology experiments using rat models to understand learning

**Professional
 Service**

- Assessment and Mission Committee, Longwood University, Fall 2024-current
- Curriculum Committee, Longwood University, Spring 2023-current
- Search Committee, Longwood University, Spring 2023-Spring 2024
- Entrepreneurship Minor Development Committee, Longwood University, Spring 2023
- Reviewer, SMA Research Track Reviewer
- Reviewer, International Journal of Product & Brand Management, Summer 2022 – current
- Reviewer, Journal of Business Ethics, Summer 2015 – current
- Reviewer, Personality and Individual Differences, Fall 2015 – current

Awards

- Top 26 Reviewer at the Journal of Business Ethics, 2022
- Outstanding Graduate Student Award 2021, College of Business, UNR
- Graduate Dean's Merit Scholar, 2019, UNR
- Teaching Assistant Award, 2016, UTEP

