

**Joshua K. Ault**  
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## Education

PhD Candidate in International Business, University of South Carolina	2005-present
MS-Finance, University of Utah	2002
MBA-International Management, Baylor University	2001
BS, Southern Utah University	1999

**Dissertation** *The Social Structure of Poverty: Divergent Institutional Logics of Informality*

## Scholarly Activities

### Research Interests

Substantive areas: Informal economic systems, the social structure of poverty, base of the pyramid markets, microfinance

Theoretical approaches: Comparative institutionalism, varieties of capitalism, neo-institutional theory, organization theory

## Current Research Projects

### Conditional Acceptance

Ault, J.K. & Spicer, A. ‘*Does One Size Fit All in Microfinance?: New Directions for Academic Research.*’ In A. Wuerth & T. Watkins (Eds.), *Moving Beyond Storytelling: Emerging Research in Microfinance.* Amsterdam: Elsevier.

### Second Review

Ault, J.K. & Spicer, A. ‘*A Comparative Institutional Perspective on Bottom of the Pyramid Markets: The Global Growth of Microfinance, 1998-2006.*’ *Academy of Management Journal.*

### Working Paper

Spicer, A., & Ault, J.K. ‘*Institutional Trust in the Post-crisis Russian Banking Industry.*’

### Papers In Development

Spicer, A, & Ault, J.K. ‘*Sustainable Enterprise and Development.*’

Ault, J.K. ‘*Competing Models in Microfinance: Commercialization of Social Good.*’

Ault, J.K. ‘*Grameen in Queens: Knowledge Transfer from Developing to Developed Countries.*’

## Conferences and Presentations

**Presenter:** *'A Comparative Institutional Perspective on Bottom of the Pyramid Markets: The Global Growth of Microfinance, 1998-2006.'* Academy of Management, Anaheim, August, 2008.

**Co-Author:** *'Institutions, Commercialization, and Development: A Comparative Perspective on the Growth of Microfinance, 1998-2006.'* Academy of International Business, Milan, June, 2008.

**Co-Author:** *'A Comparative Institutional Perspective on Bottom of the Pyramid Markets: The Global Growth of Microfinance, 1998-2006.'* Said Business School, Oxford University: Oxford, December, 2007.

**Presenter:** *'A Comparative Institutional Perspective on Bottom of the Pyramid Markets: The Global Growth of Microfinance, 1998-2006.'* Martindale Center Workshop: Moving Beyond Storytelling: Emerging Research in Microfinance. Lehigh University: Bethlehem, PA, October, 2007.

**Chair:** Conducting Academic Research in Microfinance. **Presenter:** *'Is There Always a Fortune at the Bottom of the Pyramid?: A Comparative Institutional Perspective on the Growth of Microfinance, 1998-2006.'* Academy of Management Annual Meeting, Philadelphia, August, 2007.

**Presenter:** Learning and Doing: Teaching Microfinance and Involving Students in the Practice. Academy of Management Annual Meeting, Philadelphia, August, 2007.

**Participant:** Russian and Eastern European Management Research Caucus. Academy of Management Annual Meeting, Philadelphia, August, 2007.

**Presenter:** "A Comparative Institutional Approach to the Base of the Pyramid Initiative: The Growth of Microfinance from 1998-2006." Cornell-McGill Conference on Institutions and Entrepreneurship, Ithaca, July, 2007.

## Honors and Awards

Promising Researcher Award, Moore School of Business	2008
Beta Gamma Sigma International Business Honor Society	2000-present

## Reviewer

Academy of Management Annual Meeting	2006-present
Academy of International Business Annual Meeting	2008-present

## Research Positions

Research Assistant	
University of South Carolina	2005-present
Baylor University	1999-2001

## Teaching Activities

### Teaching Interests

Globalization, International Business, International Strategy, Base of the Pyramid, Microfinance

### Teaching Positions

Adjunct Professor, International Business  
University of North Carolina, Charlotte Fall 2008  
Teaching Assistant  
University of South Carolina 2005-present

## Paid Consulting and Executive Education

**Moore School of Business** 2008  
• Co-authored the strategic initiative adopted by the Moore School  
**Milliken & Company** 2007-2008  
• Globalization seminar  
• Cultural simulations  
**Upward Unlimited** 2007  
• Cultural simulations

## Fortune 500 Professional Experience

**YRC Worldwide** 2002-2005  
• Developed international strategy for penetration into NAFTA market  
• Led profit improvement strategy team that recovered \$20m in lost profitability  
• Created NAFTA churn recovery program  
• Created and developed financial feasibility analysis for new service offering with net present value of \$5m in first 5 years  
Positions Held:  
• Strategy Analyst  
• Corporate Strategy Analyst  
• Senior Financial Analyst

## International Experience

District Leader for non-profit service organization in Russia 1995-1997  
• Led activities for team of 10-12 volunteers  
• Negotiated housing contracts for volunteers  
• Created and implemented budget for district's living expenses  
• Provided translation services for organization's financial transactions

## Languages

• Native English speaker, Fluent in Russian

## Computer Skills

• SAS, SPSS, Stata