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| EDUCATION | |
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| Ph.D. in Marketing,  UNIVERSITY OF NORTH TEXAS, G. Brint Ryan College of Business, Denton, Texas.  *Impact of relational incongruity on customer ownership and sales outcome performance: a resource-advantage theory approach* | 12.2017 |
| Masters in Business Administration(M.B.A.), *Marketing*  UNIVERSITY OF NORTH TEXAS, G. Brint Ryan College of Business, Denton, Texas.  Graduate Dean's List. | 05.2015 |
| Bachelors in Business Administration (B.B.A.), *Business*  UNIVERSITY OF LOUISIANA - MONROE, Monroe, Louisiana. | 05.2012 |

I spent over 25 years in sales, sales management, and sales training before coming to academia. Having worked in a variety of sales environments and commission structures, I am able to bring these insights into the classroom. I taught for two years at Nova Southeastern University (2017-2019) and then joined the Indiana State University faculty in Fall 2019. I currently teach classes in sales management as well as introductory and advanced professional selling. Additionally, I serve as the coach of our intercollegiate sales team. My philosophy is that all learning experiences should be engaging and enlightening in order for them to be memorable.

My research interests include professional sales and sales strategy, role stress, relational exchange tension, and customer and organizational relationship quality. I have published in multiple academic journals including *Journal of Consumer Marketing*, *Journal of Business-to-Business Marketing*, *Journal of Marketing Education*, *Journal of Marketing Channels*, and *Journal of Selling.*