**Curriculum Vitae**

**DALE EDWARD LEHMAN**

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# PERSONAL INFORMATION

Address:

Office: Professor of Business Administration

Director, Center for Business Analytics

Loras College

Dubuque, IA 52001

(563) 588-7725

E-Mail: <Dale.Lehman@loras.edu>; [dale.lehman1@gmail.com](mailto:dale.lehman1@gmail.com)

Current Semester Web Site: <http://myweb.loras.edu/dl526303/>

Home: 5 Whitetail Ct.

Galena, IL 61036

(779) 214-0178

**EDUCATION**

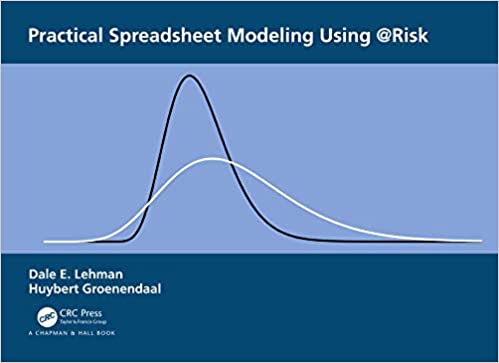
State University of New York at Stony Brook, B.A., cum laude (Economics), 1972, New York State Regents Scholarship 1968-1972, Summer Intern, Suffolk County

Human Rights Commission, 1971.

University of Rochester, M.A. 1975, Ph.D. 1981

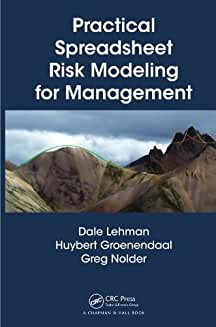
University Fellowship, 1972-1975

Ph.D. Dissertation: "Technology and Optimal Exhaustible Resource Depletion,"

 supervised by Hersh Shefrin.

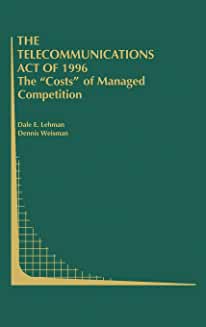
**BOOKS**

Dale Lehman and Huybert Groenandaal, *Practical Spreadsheet Modeling With @Risk*, CRC Press, 2019 (December).



Dale Lehman, Huybert Groenandaal, and Greg Nolder, *Practical Spreadsheet Risk Modeling for Management*, CRC Press. 2011.

Ivan Png and Dale Lehman. 2007. *Managerial Economics* (3rd Edition). Blackwell Publishers, Inc.).

****

D.E. Lehman and Dennis Weisman. 2000. *The Telecommunications Act of 1996: The "Costs" of Managed Competition."* Kluwer Academic Publishers.

**PUBLICATIONS**:

I. Jung, P.G. Gayle, and D.E. Lehman. 2006. “Competition and Investment in Telecommunications.” *Applied Economics*.

D.E. Lehman. 2003. “(How) Do Regulated Prices Affect Competitive Entry.” *Info*, Vol. 5, No. 4.

D.E. Lehman. 2002. “The Court’s Divide.” *Review of Network Economics*, Volume 1, Number 2 (www.rnejournal.com).

D.E. Lehman and D.L. Weisman. 2000. "The Political Economy of Price Cap Regulation." *Review of Industrial Organization,* 16, 343-356.

D.E. Lehman and D.L. Weisman. 1998. "A Yardstick Approach to Optimal Access Pricing." Chapter 12 in *Telecommunications Transformation: Technology, Strategy and Policy*. Edited by E. Bohlin and S.L. Levin, IOS Press, pp.175-89.

A. Larson and D.E. Lehman. 1997. “Essentiality, Efficiency, and the Efficient Component Pricing Rule.” *Journal of Regulatory Economics*, 12, 71-80.

D.E. Lehman and D.L. Weisman. 1996. "Telephone Pools and Economic Incentives." *Journal of Regulatory Economics*, 10, 2 123-147.

D.E. Lehman and D.L. Weisman. 1996. "Access Charges For Private Networks Interconnecting With Public Systems." Chapter in *Private Networks and Public Objectives*, edited by Eli Noam and A. Nishuilleabhain, Elsevier.

D.E. Lehman and D.L. Weisman. 1993. "The Industry that Cried Wolf - Bypass: Past, Present, and Future." *Public Utilities Fortnightly*, July l, l993.

D.E. Lehman and I. Memon. 1994. "Equity and Efficiency Through Local Measured Service Revisited." *Southern Business Review*, 20, 1, 35-42.

H. Dordick and D.E. Lehman. 1993. "Avoiding Trickle-Down Infrastructures." Chapter in *The Citizen's Right to Know:* *Media, Democracy and the Information Highway*, the Freedom Forum.

D. Kridel, D.E. Lehman, and D.L. Weisman. 1993. "Option Value, Telecommunications Demand and Policy." *Information Economics and Policy*, Elsevier. Paper nominated for the 1994 Communication Policy Research Award, the Donald McGannon Communication Research Center, Fordham University.

A. Larson, D.E. Lehman, and D.L. Weisman. 1990. "A Theory of Point to Point Long Distance Demand." Chapter in *Telecommunications Demand Modeling*, volume 156 of Contributions to Economic Analysis, North Holland.

M Bradley and D.E. Lehman. 1988. "Instrument Effects and Stochastic Dominance." *Insurance: Mathematics and Economics*, 7,185-191.

A. de Fontenay, D.E. Lehman, E. Ogonek, and M. Shugard. 1988. "Shopping at Tomorrow's Telecommunications Gateways." *Exchange*, 4, 6, 24-28.

W. Max and D.E. Lehman. 1988. "A Behavioral Model of Timber Supply." *Journal of Environmental Economics and Management*, 15, 71-86.

D.E. Lehman and L. Wilde. 1987. "Belated Information and the Market for New Services." *annales des telecommunications*, 42, 11-12, 693-698.

M. Koschat, D.E. Lehman, and E. Sieff. 1987. "Efficient Pricing of Local Telephone Service"

T. Appelbe, A. Larson, and D.E. Lehman. 1987. "Unilateral Pricing of Telecommunications Traffic." Both papers published in *Forum 87*, proceedings of the Telecom 87 conference sponsored by the International Telecommunications Society.

M. Bradley and D.E. Lehman. 1986. "Comparative Equilibrium versus Comparative Statics." *Canadian Journal of Economics*, 19, 3, 526-538.

M. Bradley and D.E. Lehman. 1986. "Instrument Dependent Randomness." *Journal of Economics*, 46,1, 17-29.

D.E. Lehman. 1981. "Conservation and OPEC Pricing." *The Journal of Energy and Development*, Volume III, Number 2.

D.E. Lehman. 1981. "A Reexamination of the Crude Oil Windfall Profit Tax." *The Natural Resources Journal*, 21, 683-690.

D.E. Lehman. 1981. "Doomsday Reconsidered." *Resources and Energy*, Vol. III, No. 4, 337-357.

**WORKING PAPERS, PRESENTATIONS, ETC**.:

“Using JMP in the SPRINT Data Challenge,” presentation scheduled for the JMP Discovery Summit 2017, St. Louis October 18-20, 2017.

“Personalized Medicine: Managing Expectations So That Big Data Does Not Lead To Big Mistakes?” with Daniel Conway, presented at the INFORMS Healthcare Conference, July 2015.

Invited panel presentation, “Academic Perspective on Regulatory Reform,” NECA Expo, November 13, 2013.

“How to teach risk analysis,” Webinar for Vose Software, accessible at <http://www.vosesoftware.com/vosesoftware/webcasthowtoteach.php>. (2013)

Invited panel presentation on the National Broadband Plan, NARUC winter meetings, February 2011.

Invited panel participation on Universal Service, NARUC summer meetings, July, 2007.

Invited presentation to the Federal-State Joint Board on Universal Service on Reverse Auctions, Washington, DC, February, 2007.

“Ten Myths that Could Destroy Universal Service,” white paper for Keep America Connected, available at www.keepamericaconnected.org, 2006.

“Evolving US Telecom Policy and its Relevance to the EU,” paper presented at the 11th International Netties Conference, St. Polten, Austria, 2005.

Presentation on Telecommunications Act rewrite issues to the IT Committee of the League of Cities, June 2005.

Invited presentation to the Federal-State Joint Board on Universal Service, Chicago, June 2005. Also, two panel presentations to the Federal-State Joint Board on Universal Service, Nashville, November, 2004.

Book review of *CLEC* by Martin F. McDermott, *info,* Vol. 5, No. 1, 79-81..

(How) Do Regulated Prices Affect Competitive Entry?, paper presented at the Southern Economics Association annual meeting, November 24, 2002.

Presentation on Universal Service Issues to the Regulatory Commission of Alaska, May 8, 2002.

Book Review of *Privatization, Restructuring, and Regulation of Network Utilities*, by David. M. Newbery, The MIT Press, *Review of Industrial Organization*.

Intercarrier Compensation Panel Presentation, NTCA Accounting and Finance conference, Denver, September 2001.

“Regulatory Behavior and Competitive Entry,” with James Eisner, Rutgers University Conference on Public Utility Regulation, June 2001.

“The Cost of Competition,” presentation at the Alaska Telephone Association meeting, June 2001.

“Competition: Friend or Foe?” in *Rural Telecommunications*, March/April 2001, at [www.ruraltelecom.org/marapr01](http://www.ruraltelecom.org/marapr01).

The Cost of Broadband Deployment, panel presentation at the 2001 NARUC winter meetings, for the Joint Committee on Advanced Telecommunications Services.

*The Cost of Competition*, white paper for the National Telephone Cooperative Association, December 2000 (available at www.ntca.org)

*Who Will Serve Rural America?* white paper for the National Telephone Cooperative Association, July 2000.

"The 1996 Telecom Act: Deregulation or Managed Competition," joint conference of The American Enterprise Institute and the USC Center for Communication Law & Policy, Los Angeles and Washington DC, April 2000.

"The Telecommunications Act of 1996: the 'Cost' of Managed Competition," American Enterprise Institute, September, 1999.

"Cost Modeling Issues," presentation at Controlling and Allocating Costs in Telecommunications conference, Institute for International Research, January 1999.

"Back to the Future," presented at the Rutgers University Conference on Public Utility Regulation, May 1998.

“The Telecommunications Act of 1996: Jurisdiction, Coordination, and Rent Redistribution,” presented at the Rutgers University Conference on Public Utility Regulation, May 1997.

“A Yardstick Approach to Optimal Access Pricing,” to be presented at the Global Networking, ‘97 joint conference of ITS and ICCC, June, 1997.

“From Fully Distributed Costs to Fully Manipulable Costs,” presentation on “The States -- Moving Beyond Interim Pricing” panel at “Interconnection...and the Competitive Checklist” conference of *Telecommunications Reports*, April 1997.

"Price Rigidities in Communications Networks," presented at the Rutgers

University Conference on Public Utility Regulation, May 1996.

"Internet Information Services" at the 2nd Annual Aspen Internet Festival, October

1995.

"Electronic Commerce" presentation at Society and the Future of Computing,

USACM, June 1995.

"The Future of Document Delivery" workshop for the Association of College

Research Libraries, Pittsburgh, March 1995. Also, keynote address for the Colorado

Interlibrary Loan Association, June, 1995.

"Telephone Pools and Economic Incentives," Rutgers University Conference on

Public Utility Regulations, Newport, May, 1995.

"Rural Telecommunications Issues," presented at the National Association of State

Utility Consumer Advocates, June 1994, Santa Fe.

"Avoiding Trickle-Down Infrastructures" presented at the l993 International

Communication Association Conference.

"Local Exchange Competition and the Information Infrastructure," workshop for the Public Utilities Research Center, University of Florida, l992.

"Access Charges for Private Networks Interconnecting with Public Networks,"

presented at Columbia Institute for Tele-information, l99l, and the Tele- communications

Policy Research Conference, l992.

"The Gateway meets Deregulation: In Search of a Policy, "Telecommunications

Costing and Pricing Workshop, Public Utilities Research Center, University of Florida,

1991.

"Option Value and Telecommunications Demand," with D. Weisman and D. Kridel, presented at the Bellcore - Bell Canada Demand Modeling Conference, 1990.

Participation on the Telecommunications Technology and Usage Projection Panel,

sponsored by US West and the University of Colorado Center for Economic Analysis, 1989.

"Mass Market Information Services: The Getaway Meets Deregulation,"

presentation at the First Annual International Telecommunications Symposium,

"International Telecommunications Futures," University of Nebraska, 1989.

"A View From Inside the Outside: A Look at How Telecommunications Will Change the Future of Libraries, *Colorado Libraries*, 15, 1, 19-22,1989.

"Mass Market Information Services," presented at the Kennedy School of

Government Telecommunications Policy Series, and at the 1988 International

Telecommunications Society Conference.

"The External Costs of Bypass," with D.L. Weisman, presented at the TS Cost

Recovery Conference, Bellcore, Seattle, July, 1986.

"Asymmetric Pricing and Arbitrage," with A.C. Larson, presented at the 6th

International Conference on Forecasting and Analysis for Business Planning in the

Information Age, Tokyo, December, 1986.

"A General Theory of Point-to-Point Long Distance Demand," with A.C. Larson and D.L. Weisman, presented at the 1984 Bell Communications Research Conference

and at the Telecommunications Demand Modeling Conference in New Orleans, October,1985.

"Instrument Dependent Randomness," with M.G. Bradley, Discussion Paper No.

169, University of Colorado, Boulder, 1983. Paper presented at the 1983 Econometrics

Society Winter Meetings.

Reader Response, *Natural Resources Journal*, 22, 275-276, 1982.

"Doomsday Reconsidered," presented to the Econometrics Society European

Meetings, Geneva, Switzerland, 1978.

"Exhaustible Resource Depletion Under Uncertainty," Working Paper #77-1, Saint

Mary's University, 1977 - also presented at the Western Economics Association Meetings, June 1977 and in the William Bennett Munro Memorial Seminar and Lecture Series, California Institute of Technology, 1977.

**EXPERIENCE**

2014 – present Director, Executive MBA Program, Center for Business Analytics and Professor of Business Administration, Loras College.

2002- 2014 Director, MBA Programs, Chair of the Business Administration Department,, and Professor of Economics, Alaska Pacific University. Department Chair, 2004-2006.

Winner: Faculty Merit Award for Teaching, 2013-14

Winner: Outstanding Faculty Award, 2006-07.

Faculty member in the MBA program of Danube University, Krems Austria (teaching Managerial Economics and Statistics), 2005-2012.

Continuing faculty member in the Professional MBA Automotive Industry, Vienna University of Technology/Slovak University of Technology in Bratislava (teaching Management Science).

1985 - 2003 Associate Professor Economics, Fort Lewis College, Durango,

Colorado (on leave 1986-88, 1989-91, 1996-1997, 2002).

1996- 1997 Senior Economist, Southwestern Bell Telephone Company

1989 - 1991 Visiting Associate Professor of Economics, Villanova University.

1986 - 1988 Member of Technical Staff, Bell Communications Research. -

Responsible foreconomic analysis of strategic planning and public policy issues

associated with local telephone pricing and information services market development.

1983 - 1985 Assistant Professor of Economics, Fort Lewis College.

1982 Visiting Assistant Professor, The Economics Institute, University of Colorado, Boulder.

1981 - 1983 Assistant Professor of Economics, University of Colorado.

1980 - 1981 Visiting Professor of Economics, Williamette University, Salem, Oregon.

1979 - 1980 Lecturer in Economics, California Polytechnic State University, San Luis Obispo, California.

1977 - 1979 Assistant Professor of Economics, University of Santa Clara

1976 - 1977 Lecturer in Economics, Saint Mary's University, Halifax, Nova Scotia, Canada.

1975 - 1976 Lecturer, Nazareth College of Rochester (part time).

Fall - 1975 Taught Introductory Economics at the Attica Correctional Facility

Inmate Education Program, Genesee Community College.

1974 - 1975 Assistant Lecturer, University of Rochester, (part time)

**OTHER EXPERIENCE, GRANTS, ETC.**

2015 Winner, Predicting Copper Spot Price Competition, CrowdAnalytix

2013 Rasmussen Foundation grant supporting ANELP Program ($25,000)

2011-2013 Federal Grant Sub-recipient for broadband stimulus funds ($68,000)

1994 - 1996 Faculty representative to the State Board of Agriculture (governing body for Fort Lewis College and Colorado State University System).

l989 - l992 Principal, TELA Group (with Brian Savin, Peter Temin, Joseph Weber)

Technical Reviewer for environmental cost and benefit valuation studies, Bonneville

Power Administration, 1985 - 1986.

Principal Investigator for Energy and Resource Consultants, Inc. on "A Review and

Analysis of Alternative Methods for Valuing Damage to Natural Resources," prepared for the American Petroleum Institute, 1985. Acid Rain Deposition Contract, Energy and

Resource Consultants, Inc.,1983-1984, contributing consultant.

"Regulatory Impact Analysis: "Cope Project," for Abt Associates Incorporated, 1981,

contributing consultant.

**TESTIMONY**

Illinois Commerce Commission Nos. 96-0146 through 96-0155 joint petition for suspension of rural carriers of Section 251(b) and (c) of the Federal Telecommunications Act of 1996, on behalf of 10 rural telephone companies.

Kansas Corporation Commission, Docket Number 97-AT&T-290-ARB in SWBT-AT&T arbitration, on behalf of Southwestern Bell Telephone Company, January 1997.

Arkansas Public Service Commission, Docket Number 96-395-U in SWBT-AT&T arbitration, on behalf of Southwestern Bell Telephone Company, January 1997.

Kansas Corporation Commission, Docket Number 97-SCCC-149-GIT regarding cost model methodology on behalf of Southwestern Bell Telephone Company, March 1997.

Public Utility Commission of Texas, Docket Nos. 16189,16196,16226,16285,16290, reply comments to AT&T/MCI Comments in the Mega Arbitration regarding Southwestern Bell Telephone Company cost models, May 1997.

Oklahoma Corporation Commission, Cause No. PUD 97000213, Direct Testimony on behalf of Southwestern Bell Telephone Company regarding cost and price methodologies, September 1997.

Public Utility Commission of Texas, Docket Nos. 16189, 16196, 16226, 16285, 16290, Direct Testimony on behalf of Southwestern Bell Telephone Company in the Mega Arbitration, October 1997. Further Direct Testimony in the Collocation Costs and Price phase of these dockets, December 1997.

Oklahoma Corporation Commission, Cause Nos. PUD 97000213 and 97000442, Rebuttal testimony on behalf of Southwestern Bell Telephone Company regarding cost and price methodologies for UNEs, March 1998.

Colorado Public Utilities Commission, Docket No. 97A-540T, rebuttal testimony on behalf of US WEST Communications regarding alternative regulation, May 1998.

Kansas Corporation Commission, Docket No. 97-SWBT0411-GIT, rebuttal testimony on behalf of Southwestern Bell Telephone Company regarding interLATA entry, June 1998.

Public Utility Commission of Texas, Docket No. 19461, direct testimony on behalf of Southwestern Bell Telephone Company regarding stand-alone cost and pricing of National Listing Service, December 1998.

Arkansas Public Service Commission, Docket No. 99-015-U, rebuttal testimony on behalf of Southwestern Bell Telephone Company regarding unbundled network element costs, March, 1999.

Kansas Corporation Commission, Docket No. 99-GIMT-326-GIT, rebuttal testimony on behalf of Southwestern Bell Telephone Company regarding revision of the Kansas Universal Service Fund, May 1999.

Colorado Oil and Gas Commission, Docket Nos. 0004-AW-05 and -06, testimony on behalf of the San Juan Citizens Alliance concerning economic methodology for determining the impacts of coalbed methane gas drilling, June 2000.

Public Utilities Commission of Nevada, Docket Nos. 99-12033 & 00-4001, testimony on behalf of Nevada Bell regarding nonrecurring charges for unbundled network elements (UNEs), September 2000.

California Public Utilities Commission, Reply Declaration on behalf of SBC in the California state 271 proceeding, September 2001.

Federal Communications Commission, Affidavit on behalf of SBC in the Missouri/Arkansas 271 proceeding, October 2001.

Colorado Public Utilities Commission, testimony on behalf of Qwest regarding regulation of prices in the operator services industry, November 2001.

Federal Communications Commission, Declaration and Reply Declaration on behalf of SBC in the California 271 proceeding, September, 2002, WC Docket No. 02-306.

Regulatory Commission of Alaska, Affidavit on behalf of United Utilities Inc. concerning lifeline/linkup eligibility criteria, June 2003.

Regulatory Commission of Alaska, Affidavit and Reply Affidavit on behalf of Alaska Communications Systems concerning triggers and scope of retail deregulation, R-03-03, July-August, 2003. Further testimony in this docket, July 2004.

Federal Communications Commission, ex parte on behalf of NTCA and OPASTCO regarding portability of Universal Service High Cost Funds to wireless ETCs, August, 2003.

Federal Communications Commission, declaration and ex parte communications on behalf of Qwest Communications, docket WC 03-173 on the pricing methodology for unbundled network elements, May 2004.

Federal Communications Commission, comments on behalf of the Rural Alliance, inter-carrier compensation FNPRM, Docket No. 01-92, May, 2005.

Joint Board on Universal Service, comments and reply comments on behalf of the National Telecommunications Cooperative Association, WC Docket No. 05-337, October-November, 2006.

Regulatory Commission of Alaska, comments regarding adoption of a universal service affordability standard, R-05-07, February, 2007.

Regulatory Commission of Alaska, direct testimony on behalf of Alaska Waste on deregulation of commercial refuse services, U-07-032, U-07-033, U-07-034, U-07-035, U-07-036.

Superior Court of the State of Alaska, Third Judicial District, direct testimony on behalf of Keirsten Smart regarding statistical methodology for conducting Medicaid audits.

Regulatory Commission of Alaska, direct testimony on behalf of Alaska Pacific Environmental Services on request for rate increases in Dutch Harbor, Juneau, Ketchikan, and Nome.

California Public Utilities Commission, Direct and Reply testimony on behalf of the Independent Small LECs, R-11-007, 2014.

California Public Utilities Commission, Rebuttal Testimony on behalf of Kerman Telephone Company, A-11-12-011, 2015.

California Public Utilities Commission, Opening Testimony on behalf of the Siskiyou Telephone Company, A1512002, 2015.

California Public Utilities Commission, Opening Testimony on behalf of Volcano Telephone Company, A1512001, 2015.

Public Utilities Commission of Nevada, Rebuttal Testimony on behalf of Rio Virgin Telephone Company’s application for designation as a competitive provider, Docket No. 15-07009, 2016.

California Public Utilities Commission, Opening and Rebuttal Testimony in Dockets U 1006C, U 1014C, U 1016C, 2017.

California Public Utilities Commission, Opening and Rebuttal Testimony, Docket U 1009C, 2018.